

ATTACHMENT B – Tasmanian Industry Participation Plan (template)

The Tasmanian Government is committed to maximising opportunities for local SME* businesses to compete for and win Government procurements. Suppliers/proponents are requested to prepare a Tasmanian Industry Participation Plan:

- for all procurements with a value exceeding \$5 million;
- for nominated procurements (at the discretion of the procuring Government entity) greater than \$2 million and up to (and including) \$5 million; and
- for private sector projects valued at over \$5 million that receive support, including in-kind support, valued at or greater than \$500 000 from the Government.

Note: This template was specifically developed for procurement. Where a Tasmanian Industry Participation Plan is required for a private sector project, the template should be adapted to suit the specific circumstances of the project.

Procurement details

Procurement Reference No.	Tender No. J530
Procurement title	Devonport High Major Redevelopment
Name of Responsible Agency/Entity	Department of Education

Supplier details

Name of supplier	Mead Con
Contact details for supplier	Andrew Richardson Email: andrew@meadcon.com.au Phone: 0408 142 242

Local SME industry impact

Established in the late 1990's Mead Con is operated by owners, Tim and Vonette Mead and is situated in Spreyton [Devonport] on the North West Coast of Tasmania.

Mead Con operates predominantly across the Tasmanian North West Coast, providing its employees with the ability to maintain a good work, family and life balance. Its employees are locally-based, ranging between Burnie and Sassafras.

The business has experienced consistent growth since its establishment, evolving to employ its current highly-skilled and versatile work team of 46 [including 28 tradespersons and 13 apprentices] and

* Local SMEs are Australian and New Zealand businesses employing less than 200 people, consistent with the obligations under various free trade agreements and procurement arrangements by which the Tasmanian Government is bound.

extending across the four business sectors, [Commercial, Residential, Industrial and Civil] which are administered by an office staff of 10.

Additionally, we maintain a “Casual Pool” comprising 25 Tradespeople, Labourers and Administration staff, from which we source additional personnel to meet project demands. Our continued success in acquiring Government contracts directly impacts on our ability to retain and increase our workforce.

Mead Con have started 3 new apprentices early this year. In addition, the company is regularly sourcing additional tradespeople to assist with upcoming project demands, including potential contracts.

Goods and services to be utilised in the contract

Identified goods and/or services	Total estimated value	Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)	Location of supplier (where already determined through existing supply chain arrangements)	If supplier not yet determined, is there a local SME market for same? (Yes/No)
Structural Steel	\$45,000	Jacmad Engineering	Devonport	Yes
Plumbing	\$440,000	Kiely Plumbing	Ulverstone	Yes
Electrical	\$1,200,000	Degree C	Ulverstone	Yes
Flooring	\$240,000	Devonport Floorworld	Ulverstone	Yes
Aluminium Windows	\$650,000	GP Glass	Devonport	Yes
Joinery	\$460,000	UCI	Ulverstone	Yes
Painter	\$130,000	Cambridge Painting	Devonport	Yes
Plastering	\$880,000	Plastering Solution Tas	Launceston	Yes
Mechanical	\$640,000	Degree C	Ulverstone	Yes
Roofing	\$10,000	Ooi Roofing	Devonport	Yes

Identified goods and/or services	Total estimated value	Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)	Location of supplier (where already determined through existing supply chain arrangements)	If supplier not yet determined, is there a local SME market for same? (Yes/No)
Structural Steel	\$45,000	Jacmad Engineering	Devonport	Yes
Plumbing	\$440,000	Kiely Plumbing	Ulverstone	Yes
Landscaping	\$50,000	Classic Landscapes	Devonport	Yes

Opportunity for local SME involvement

When deciding to tender on any contract, Mead Con determines which sub-trades and suppliers would be required to prepare their tender. Following this determination, an invitation to tender is issued to all sub-contractors and suppliers who Mead Con consider able to assist with the preparation of the submission. Regarding the tender for Devonport High School Major Refurbishment, Mead Con issued an enquiry to approx. 70 sub-contractors and suppliers, all of whom are regarded as SME's from within our region.

Mead Con has very strong ethics regarding the "shopping" of prices after the submission of a tender and will evaluate all sub-contractors who submitted prices to ensure that the best possible outcome is achieved in both price and performance.

Local SME's are advantaged at this stage given their ability to perform in a more "timely" manner than a contractor who would have to establish completely from another area. Sub-contractors or suppliers who did not submit a quotation at the time of tender are not considered. Mead Con believes that they have an ethical / moral duty to support those who took the time in preparing a quote for the contract at the time of tendering.

Mead Con can advise that all subcontractors and suppliers for this contract are Local SME businesses with 13 Subcontracts to be issued if successful.

Broader economic opportunities

Other impacts that Mead Con and this contract will supply are:

- continued local employment
- future employment for additional apprentices, tradespeople and skilled labourers. Mead Con if successful with this contract could ensure the employment of three new apprentices in December - January which with a possible COVID 19 downturn may not have been possible.
- continued employment / possible growth for sub-contractors and other SME's [e.g. Training Organisations]
- allowing ongoing employment / possible growth of local Suppliers
- ongoing works allows our continued support and sponsorship of numerous community organisations, schools and individuals.

- local retail business support by employees and families, with all materials purchased through local suppliers where possible
- growth on our existing scope to offer our product/services interstate

Note: *Where determined appropriate by the procuring entity, the supplier's obligations under this Plan are to be captured in the contract and monitored as part of the contract performance.*

Completed and endorsed (Supplier)

(Name and position – print)

(Signature)

(Date)