

Tasmanian Industry Participation Plan

<Procurement ID - Procurement Title>

The Tasmanian Government is committed to maximising opportunities for local suppliers to compete for and win Government procurements. Suppliers/proponents are requested to prepare a Tasmanian Industry Participation Plan (TIPP):

- 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.

Guidance information (can be deleted):

- *Information provided in the Economic and Social Benefits Statement can be used as a basis for a TIPP.*
- *Where determined appropriate by the procuring entity, the supplier's obligations under a TIPP are to be captured in the contract and monitored as part of the contract performance.*
- *This template was specifically developed for procurement. Where a TIPP is required for a private sector project, the template should be adapted to suit the specific circumstances of the project.*

Procurement details

Procurement ID	IS – 69
Procurement title	Consultancy Services Panel for Health Infrastructure Projects
Name of Responsible Agency/Entity	The Crown in Right of Tasmania (acting through The Department of Health)

Supplier details

Name of supplier	The KMH Family Trust t/a Climatewise Design
Contact details for supplier	Digby Hall Director 52C Palmer St., Cammeray NSW 2062 Postal: PO Vox 423 Cammeray NSW 2062 Ph 0404 025 747 E: digbyhall@climatewisedesign.com

Are you a Tasmanian SME*? Do you employ Tasmanians?

We are an SME based in Sydney with an active strategy to transition to Tasmania.

Our current activities in Tasmania include the following:

- Voluntary contribution to the 24 Carrots community gardens program
- Operation of two short stay accommodations in Strahan, employing local residents approx. 2-3 days per week ongoing.
- Operation of one short stay accommodation in Launceston, employing one local resident approximately 0.5 days per week ongoing
- Architectural renovation of private home in West Launceston (heritage listed property) to be operated as short stay accommodation, currently employing various trades for building works, and once operational we will employ a local worker approx. 1-day per week.

Upon engagement for regular consulting and advisory services I would anticipate employing 2-3 Tasmanians for 1-2 days per week each. This would depend on the size, complexity and duration of the tasks. I would preference selecting local university under-graduate / post-graduate students to work part time during their studies, providing ongoing mentoring and workplace training whilst employing them for their work. My business model is to actively invest my time in mentoring younger workers who are committed to creating their own careers in sustainability and climate resilience.

For any engagements under this contract I would employ local staff, either on a casual, part time or contract basis depending on the nature and duration of the engagement.

It is my firm intention to establish a full-time studio based in Launceston. We have been actively seeking to purchase a commercial premise in Launceston since early 2021.

Where are the goods or services to be used in the contract sourced from?

Our services are advisory and consulting only which are 100% provided by our consultancy.

Upon being engaged with regular services under this contract we would seek to enlist support for various specialist skills from local workers, as outlined above. This would likely include skills such as the following:

- Climate risk assessment
- GIS modelling for urban heat and tree canopy cover
- Life cycle assessment & whole-of-life cost assessments
- Electrical infrastructure modelling including Electric Vehicle (EV) and Photovoltaic (PV) systems modelling
- Landscape architecture, horticultural design
- Thermal comfort and greenhouse gas emissions modelling for buildings, and
- Various certifications and rating tools management when required for projects.

Under my more recent engagements it has also been common for us to engage with and/or recommend other supporting consultancies, such as architects, landscape architects, indigenous design consultants, and engineers. Should I find myself in this position under the HI works I would limit such support to 100% Tasmanian consultancies, with an existing relationship with a large Tasmanian engineering practice already in place (COVA).

Opportunity for Tasmanian SME* involvement

My practice places a particular focus on design-led sustainability, and it would be our intention to employ and train local staff in this area. Traditionally we have identified strong candidates through our networks rather than via advertisement – our Brand strength attracts the people we want to work with, whether they be clients, staff, or collaborators.

To identify similar staff in Tasmania we intend to connect through our emerging network with UTas, 24 Carrots program, MONA, and COVA engineers who have a main office in Hobart.

Our business model is to grow firstly through collaboration and impact, then through size and revenue only when a reliable pipeline of work is in place through strong client partnerships.

All components of our services are to be provided wholly by our consultancy, however as noted above it is common for us to be requested to identify and enlist other specialists to suit specific project needs. In this instance we will always preference Tasmanian consultancies.

Also as noted above, our business model includes considerable time devoted to mentoring, workplace training and pro bono / not-for-profit work with local groups. This will allow us to make significant contributions to local knowledge and business development.

Broader social and economic opportunities

Our Services have the potential to deliver specific new expertise in relation to sustainable development, design-led sustainability, urban planning and design that is adapted to climate change, climate risk assessment and adaptation planning.

In particular, our experience with aligning NSW Health Infrastructure projects with the NSW Government's Net Zero & Climate Change Acts offers considerable value for Tas Health Infrastructure, delivering specific skill sets to assist with HI projects aligning with the Tasmanian Government's Climate Change Act (2008). This Act is currently under review with recommendations looking likely to be approved by the Tasmanian Govt.

Our existing visitor accommodations already employ a number of Tasmanians and promote Tasmanian tourism to travellers globally.

Digby Hall is also currently volunteering with the 24 Carrots community garden program, providing design support and sustainability advice to UTas architectural students whilst they design a new school garden.

Our workplace training is limited to employing part-time undergrad or postgrad students, providing learning opportunities that best align with their own learning and career needs. To date we have not sought to engage with formal apprenticeship or disadvantaged worker pathways,

although we would openly explore such opportunities should they align well with the nature of our work.

Local innovative solutions

Our unique point of difference is that we offer design-led solutions for climate resilience. This is distinctly different from adding technology to achieve 'green points'. The recent State of the Environment Report (2021) clearly demonstrates that the way we have delivered 'sustainable development' to date has been a failure and that innovative approaches are urgently needed.

Our innovation is essentially to 'do more with less', by intervening at the earliest stages of projects to establish the optimum long-term trajectory for the project's sustainability outcomes. This arms the urban planners and architects with what they need to maximise the building's passive performance over time, thus reducing the reliance on added technologies later in the program.

This approach minimises the 'green spend', whilst maximising the staff and patient experience through lean, efficient and beautiful buildings. Our design-led approach is the key focus of our mentoring, and the way in which we engage with project teams also offers the opportunity for other consultants to raise their own sustainability performance.

Our significant experience with State-significant infrastructure projects enables us to efficiently and effectively engage across the project ecosystem to unlock optimum value for money and whole-of-life value. Embedding green infrastructure into urban design and master planning, creating circular and long term / inter-generational solutions regardless of project scale or budget.

Completed and endorsed

Digby Hall, Director.....
(Name and position – print)

Climatewise Design
[The KMH Family Trust t/a Climatewise Design]....
(Supplier name)

.....
(Signature)

21/10/2022
(Date)

*A Tasmanian SME is a Tasmanian business employing less than 200 people