

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	
Procurement title	
Name of Responsible Agency/Entity	

Supplier details

Name of supplier	TERROIR Pty Ltd
Contact details for supplier	balmforth@terroir.com.au 03 6234 6372

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

TERROIR understands the Tasmanian Government is committed to maximising opportunities for local SME businesses in competing for, and winning, Government procurements. TERROIR classifies as a SME; all Australian 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.

TERROIR currently employs 11 Tasmanian (in our total office of 27 staff). For this project TERROIR's Hobart Office will employ a minimum of 5 staff

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

TERROIR's design services are all in house. TERROIR provide all architectural services inclusive of master planning, design, documentation, interior design, urban design, specialist and working visualisation, base level physical models and 3D printed models.

As the lead consultant for this project we will be required to engage/co-ordinate a full team of sub-consultants and or secondary consultants. We anticipate selecting Tasmanian SME's for all subconsultant disciplines.

Opportunity for Tasmanian SME* involvement

We anticipate all subconsultants will be local, as per the answer above. We transfer several skill sets to our direct subconsultant partners such as CAD documentation packages, 3D printing skills, design skills and project management skills.

We have an excellent knowledge of locally produced and manufactured products and have worked with these local suppliers for over 20 years. We detail and specify Tasmanian products wherever possible and in the case of mass timber construction we are at the forefront of the Tasmanian industry capability through our project for a 8 storey mass timber tower in Launceston, commencing construction in July 2022.

We meet with relevant suppliers as the project develops and seek their technical product input working with them to resolve the suitability of available materials and products.

Note: Local products, suppliers and subcontractors i.e. builders plumbers carpenters etc. can be specified and nominated in later phases but the selection of these is controlled more by the client and the builder. As the architect we can only specify/nominate performance based specification unless otherwise as is allowed under competitive tendering practices.

Broader social and economic opportunities

It is important that social and community-oriented projects such as this one, contribute to the economy, cultural and intellectual capital of Tasmania. That can be achieved through the design processes, the construction approach, the materials and the building elements. The benefits of using a team with local knowledge - and creating a project that is founded on those precepts - will be profound for this scale of project with defined budget/programs in Tasmania. We also believe that TERROIR's involvement on this project, as not just a local firm, but a Tasmanian firm with national and international reach, has broader social and economic opportunities, including;

- New skills being developed locally; including annually a third year architecture student is appointed by the practice for a 1 year trainee position;
- Annually high school students come to our office for week long work experience placements;
- Transfer of skills and knowledge, including cross-transfer to local SME partners;
- Retaining quality employees and having stable and long term staff which in turn attracts new employees.

For this project, we value the opportunity to bring our knowledge and expertise of schools and community facilities to Tasmania. Currently some of our staff travel intra and interstate to service regional projects we have won via open tenders over the last few years. We would love an opportunity to work on a significant school project in our home city.

TERROIR senior staff support the Tasmanian community also through volunteering, such as;

- Scott Balmforth is an Adjunct Professor and a regular guest critic at the University of Tasmania;
- Nicky Adams tutors for the PALS course run by the Institute of Architects which prepares graduate architects for their professional practice exams. Nicky is also a committee member for Open House Hobart and volunteered as a parent at her local primary school parent committee where she set up a grounds committee and developed a full masterplan for the primary school in kind.

Local innovative solutions

TERROIR has an in-house 3D printer, in the past we would have ordered and commissioned this work and architectural renders from the mainland or overseas. We now look to do all of this work in-house and up-skill new staff in this field.

Material investigations and manufacturing techniques are investigated and incorporated early on in the design process and involve the input of local trades and contractors. We resolve ideas through physical material prototyping.

Of specific relevance to seeking local innovative solutions, developing construction technologies in timber has long been native to Tasmania. More recently the development of mass timber solutions has progressed in parallel to the widespread growth of mass timber worldwide. Our team have significant relevant experience in mass timber, and our perspective on local, national, and International procurement options for mass timber will inform our work. Our 8 storey mass timber construction office building for StLukesHealth in central Launceston (construction commences July 2022) will be the most sustainable and carbon positive office development in Tasmania, and one of the first Net Zero Carbon projects in Australia.

Completed and endorsed

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Scott Balmforth, Director/Principal
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(Name and position – print)

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TERROIR Pty Ltd
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(Supplier name)

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(Signature)

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20 / 07 / 2022
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(Date)

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