TASMANIAN GOVERNMENT BUY LOCAL POLICY

SCHEDULE E – EVALUATION CRITERIA 2.0
TASMANIAN INDUSTRY PARTICIPATION PLAN

Procurement details

<table>
<thead>
<tr>
<th>Procurement Reference No.</th>
<th>N/A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Procurement Title</td>
<td>Port Arthur Historic Site – Visitor Centre Redevelopment</td>
</tr>
<tr>
<td>Name of Responsible Agency/Entity</td>
<td>Port Arthur Historic Site Management Authority</td>
</tr>
</tbody>
</table>

Supplier details

<table>
<thead>
<tr>
<th>Name of Supplier</th>
<th>Vos Construction &amp; Joinery Pty Ltd</th>
</tr>
</thead>
</table>
| Contact Details for Supplier | Telephone: 6229 0300  
Facsimile: 6229 0333 |

Executive Summary

Vos Construction & Joinery Pty Ltd (Vos), formerly Laver Pty Ltd and recently acquired Matthews Construction Pty Ltd, is a privately owned company established in 1967 and incorporated in 1986. It has operated successfully in Tasmania for over 47 years.

Over this time our staff, many of whom have been with us for over thirty years, have developed an exceptional knowledge of all forms of construction and are regarded as some of the best building professionals in the industry by both government and private clients.

Vos has offices in Launceston (Head Office), Devonport and Hobart, and carry out projects across Tasmania. Vos currently employs a total of 210 permanent staff, 37 of which are in Launceston, 52 in Devonport and 121 in Hobart.

Vos undertakes a diverse range of construction projects ranging from heavy civil works to commercial and domestic construction, shop fitting, glazing and joinery with clients from all industry sectors.

Vos has attained an enviable record of growth and achievement, and is now recognized as a prominent provider of construction and joinery services in Tasmania. The Port Arthur Historic Site visitor centre development project provides further opportunity to grow both our business and employees.

Throughout our years in the industry, Vos has not only fostered the company’s growth and experience, but also that of our local subcontractors, consultants and suppliers. Many projects have brought unprecedented challenges and skill requirements, leading many believe it to be beyond their expertise. However, with Vos’ willingness to provide opportunity, support and management, these companies have prospered and increased their future employability and/or workload.

This collaboration with local entities positively benefits both the Tasmanian building industry and community, through the ability to offer reliable employment opportunities and provide relevant, quality facilities and resources.

Direct Local Impact

Vos bring a loyal and dedicated crew to all of our projects. We have detailed a list of Tasmanian based preferred consultants, suppliers and subcontractors. It is envisaged our local trades and consultants have the expertise to undertake this project, most of whom are small to medium business enterprises.

Throughout our projects Vos engages a substantial number of subcontractors during the demolition, construction and finishing off phases.

Vos will only use subcontractors who have the following attributes.

- A proven track record for quality work;
- A commitment to safe work practices and the required documentation to ensure this happens;
• Abide by all statutory requirements;
• Have a sound financial background;
• Good supervisory staff that are dedicated to the project and will work with all project team members for the betterment of the job.

Upon completion of the works, local employment opportunities will be set to dramatically increase, with new opportunities associated with the centre itself, as well as by neighbouring businesses who will be required to cater to the higher population visiting or moving to the area.

**Indirect Local Impact**

Subcontract labour for the various trade packages within this project will travel to and from the site on a daily basis, bringing benefits to the local economy through the purchasing of fuel, food and various minor materials.

It is estimated that on average up to fifteen tradespeople per week would be required on site throughout the project over an eleven month period. The indirect impact will see these people contribute income back into the local community via the need to utilise local services, or via their household expenditure. A potential spend of $4,600.00 per individual on the project during this period is predicted.

The likely businesses in the community that may indirectly benefit are local takeaway and food outlets, coffee shops, recreational facilities, hardware stores, local supermarkets and the like.

Since its construction in 1998, the Port Arthur Historic Site visitor information has seen visitation numbers dramatically increase. This increase, alongside the estimated future growth, renders the current facilities inadequate. The development and extension of the existing visitor centre will enable current staff to comfortably cater to the needs of visiting patrons, in conjunction with the creation of various new employment opportunities; ranging from administration, hospitality, retail and maintenance. With employment opportunities increased, the current loss of local workforce to areas outside the Tasman Peninsula community will be reduced. The establishment of viable year round employment, in lieu of temperamental or seasonal work, will also act as a major drawcard for people to permanently relocate to the area. This will see an increase in the demand for real estate, school enrolment, amenities, and generally strengthen the current community population and economy. Surrounding businesses will also be provided with employment and financial security as a result of the visitor centre development.

The Port Arthur Historic Site is one of eleven Australian listed UNESCO World Heritage Sites; this inscription alongside a well-designed facility that both preserves its history and caters to modern requirements, will assist in creating sustainable tourism for not only Port Arthur and Tasmania, but also Australia, to a broader international demographic

**Goods & Services to be Utilised**

<table>
<thead>
<tr>
<th>Identified goods or services</th>
<th>Total estimated value</th>
<th>Anticipated supplier</th>
<th>Location of supplier</th>
<th>If supplier not yet determined, is there a local SME market for same (Yes/No)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Building Materials</td>
<td>$150,000</td>
<td>Various local suppliers</td>
<td>Tasmania</td>
<td></td>
</tr>
<tr>
<td>Concrete Supply</td>
<td>$110,000</td>
<td>Peninsular Ready mix</td>
<td>Port Arthur</td>
<td></td>
</tr>
<tr>
<td>Subcontract Trades</td>
<td>$4,500,000</td>
<td>Various local</td>
<td>Southern Tasmania</td>
<td></td>
</tr>
</tbody>
</table>
**Broader Economic Opportunities**

With Vos as the successful tenderer for the project, a direct impact to Tasmania’s work force will occur, reducing the state’s unemployment rate. The project brings possibilities of additional requirements for administration and management roles, as well as additional carpenters and/or apprentice opportunities, benefitting both Vos’ work force and the broader community.

As previously mentioned, the visitor centre will also aid in the promotion of both the state and nation to international markets, further strengthening and creating opportunity within various industries.

**Completed and endorsed**

Annabel Harris - Estimator

(Name and position – print)

(Signature)

30/11/2016 (Date)

* Local SME 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.