

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.	Contract ETRP-0319
Procurement title	Elwick Racecourse Thoroughbred Reconstruction
Name of Responsible Agency/Entity	Tas Racing

* 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.

Supplier details

Name of supplier	StrathAyr Turf Solutions Pty Ltd
Contact details for supplier	PO Box 38 Richmond Tas 7025 Frank Casimaty 0418120537 frank@strathayr.com.au

Local SME industry impact

What is the direct local impact of your business?

StrathAyr is a wholly Tasmanian owned business with general farming and turf growing operation in Tasmania and a turf growing operation in Victoria.

StrathAyr also builds sportsfields and racetracks overseas and Australia wide.

We employ 14 staff in Tasmania and 22 in Victoria with an extra 3 staff to be required for this project.

StrathAyr is proudly Tasmanian and use Tasmanian resources for all parts of our business wherever possible including design and accounting services for our projects world wide and we use Tasmanian based companies and suppliers whenever possible.

The major earthworks subcontractor, fencing and retaining wall subcontractors will be all Tasmanian and most of the materials will be Tasmanian with only specialty products coming from overseas.

Examples: Are you a local SME (how many people do you employ, where is your business located, what is the ownership)? How many people do you employ in Tasmania? Would any new SME jobs be created by the proposed contract - how many?

Goods and services to be utilised in the contract

How much of the goods and services in your submission will be provided by/sourced from local SMEs (this includes goods/services you provide as well as goods/services procured/produced from suppliers/sub-contractors/partners)?

The vast majority of materials, goods and services, and labour on this project will be Tasmanian. Approximately \$1,500K of specialist amendments including ReFlex mesh elements and peat moss will be imported from overseas but nearly everything else will be local products or services with local products listed below.

Identify the goods and/or services you expect to purchase in order to complete the contract and provide the requested information in relation to same, where known.

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)
Sand	\$ 1.6 m	Island Resources	Scottsdale	
Gravel	\$ 400K	Boral	Brighton	
Other materials pipes etc	\$ 1.3 m	Reece and various local suppliers	Tasmania	
Sub contractors	\$2 m	Shaw or Hazell Bros and various others	Tasmania	
Irrigation subcontractor	\$820K	Project irrigation	Queensland but with Tasmanian subcontractors	

Opportunity for local SME involvement

Will you source components of your offer from other local SME companies/sub-contractors or is there new work to be undertaken locally as a result of you fulfilling the contract or workers travelling to the local area to undertake the work? How much?

As listed above all subcontractors except the main irrigation subcontractor will be local with local subcontractor works over \$2m and the majority of the remaining work is by StrathAyr with a majority of Tasmanian employees

Detail how you intend to identify and engage with sub-contractors and/or other SMEs in relation to the delivery of the contract including your supply chain ie use of existing supply chains, advertising of sub-contracting or supply opportunities, liaison with industry groups, etc.

The majority of subcontractors have been identified through the pricing of our tender.

Detail the process that you are to undertake to ensure that local SMEs are not to be disadvantaged where competing with other suppliers in the provision of goods or services to be used as part of this contract (ie unpacking of procurements into smaller components so that local SMEs can compete more effectively etc).

Nearly all subcontract work is by Tasmanian companies except for very specialist irrigation work that is required for this project and this subcontractor will be using some Tasmanian subcontractors wherever possible

Broader economic opportunities

Are there any other impacts that your business and/or this specific supply will provide to the local/regional economy?

This project will allow us to employ more staff and upskill our current staff so they can work on other similar projects for us interstate and overseas. This project will be very important for overall company development and improvement of our labour skills base.