



Department of  
**Jobs, Tourism, Science  
and Innovation**

# **Regional Business Engagement Forum**

## **Great Southern: Albany**

# **Acknowledgement of Country**

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# **Today's Presentation**

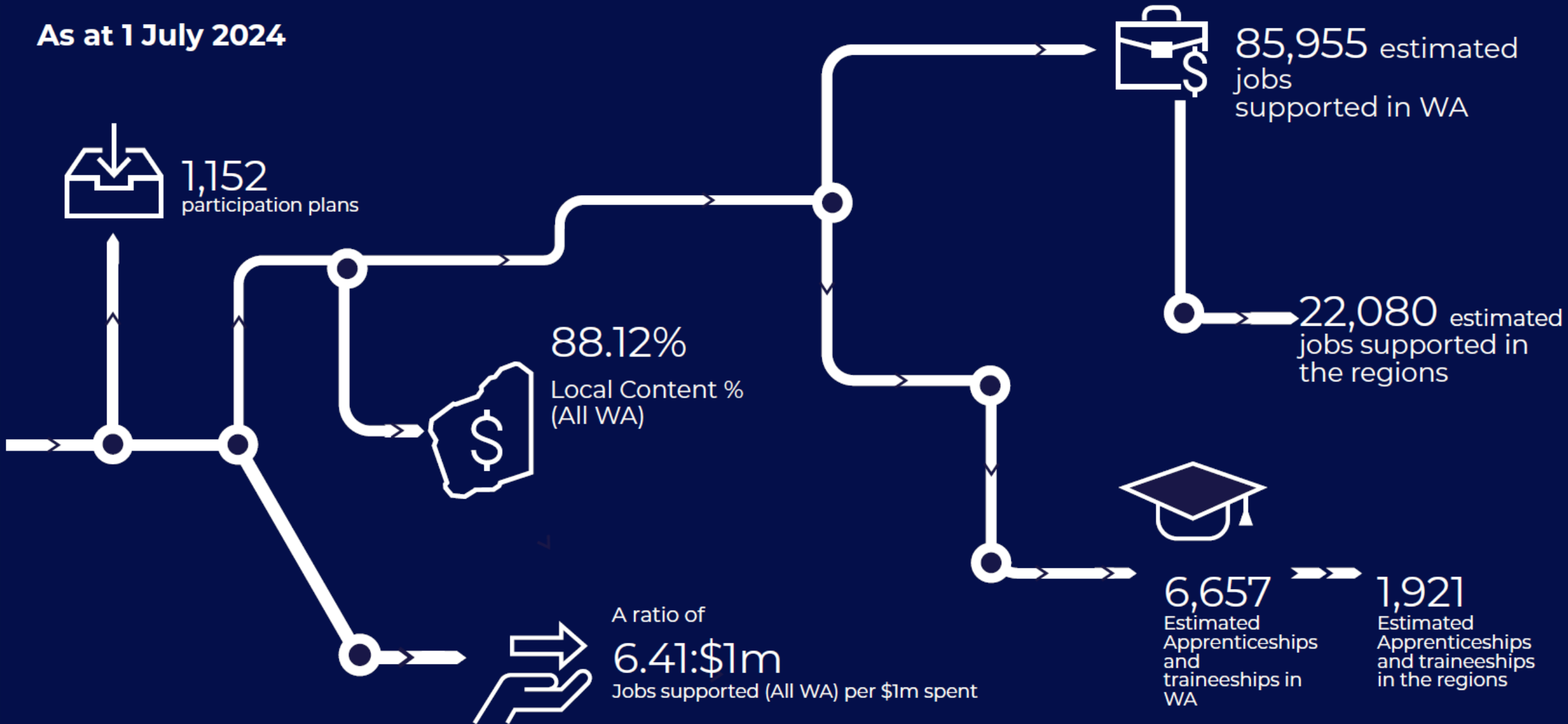
- 1. Policies and Support**
- 2. Funding Incentives**
- 3. Procurement opportunities**

# **Policies and Support for Business**

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# Western Australian Industry Participation Strategy (WAIPS)

As at 1 July 2024



# WA Buy Local Policy 2022

Update released in April 2022

- Ensures the ~\$30 billion spent in State Government contracts creates more work for regional WA businesses.
- **Regional Price Preferencing** – an advantage for local businesses when tendering for work in the regions
  - Regional business preference;
  - Regional content preference.
- 43 key Agencies have now signed Implementation Agreements and are applying WA BLP 2022.

# Local Content Adviser Great Southern Region

## Sumer Addy – Great Southern Development Commission

- Each region has a dedicated Local Content Adviser (LCA), based within the Development Commission.
- Your Great Southern LCA's role is to:
  - Connect Great Southern businesses with capability and grant programs.
  - Liaise with head contractors to encourage opportunities for local sub-contractors.
  - Advocate for Great Southern SMEs in relation to government procurement and help them connect to opportunities.
  - Sumer also runs a [Weekly Local Tender Opportunities Email](#) for businesses.

### Great Southern LCA details:

- Sumer Addy
- Email: [sumer.addy@gcdc.wa.gov.au](mailto:sumer.addy@gcdc.wa.gov.au)
- Phone: (08) 9842 4888
- Mobile: 0408 002 686



# SBDC Regional via Albany Business Centre

## Small Business advice in the Great Southern

- The Small Business Development Corporation (SBDC) fund free business advisory services for regional SMEs.
- In the Great Southern, these services are delivered by the **Albany Business Centre** and include guidance on:
  - Business planning and financial management
  - Licensing and regulation
  - Developing business ideas
  - General small business advice

**Email:** [admin@albanybusinesscentre.com.au](mailto:admin@albanybusinesscentre.com.au)

**Website:** [www.albanybusinesscentre.com.au](http://www.albanybusinesscentre.com.au)





# Funding Incentives

The background of the slide features a dark blue gradient on the left, transitioning into a series of curved, overlapping lines in shades of red, purple, and blue on the right side, creating a dynamic, futuristic aesthetic.

# Local Capability Fund



**59**

funding rounds  
since inception



**\$26.7m**

funds approved  
for businesses



**734**

businesses  
funded  
across the State

# Local Capability Fund

## Case Study: Colab Construction

- Colab Construction is an Albany-based commercial and residential building company, operating across the Great Southern.
- Colab were awarded a \$50,000 LCF grant in the 2022/23 funding rounds – they used the funding to update their HSEQ Management System and purchase a Scissor Lift and Truck Crane.
- This LCF funding has helped Colab's competitiveness as a supplier – leading to 28 new contracts last year and 2 new staff and an additional apprentice.
- In 2023, Colab Construction were recognised by Department of Finance as an outstanding regional contractor.



# Local Capability Fund Launch 2024-25

## 2024-25 State-wide Rounds

- Aboriginal Business Round
- Supplying Key Projects Round
- Standards Compliance Round
- Digital Transformation Round

## 2024-25 Targeted Rounds

- Regional Business Round



**57**

major contracts  
won by Great  
Southern  
LCF winners



**\$18.5m**

value of these  
major contracts  
won



**53**

new jobs  
in the Great  
Southern

# Regional Business Round



## Round Overview

- To enhance the capability, capacity and competitiveness of regional based businesses to **supply to Government, export markets or the private business sector.**
- **\$100,000 in funding reserved for Great Southern businesses** – 50% of eligible costs up to \$20,000 per business.
- The round closes **3pm AWST, 13 September 2024.**

## Eligibility

- Being principally based in one of Western Australia's nine regions for at least 12 months;
- Holding an ABN, being registered for GST and being for-profit (or an NFP Aboriginal Corporation); and
- Employing less than 200 people.



# Supplying Key Projects Round



## Round Overview

- To enhance the capability, capacity and competitiveness of WA businesses supplying projects in the following sectors:
  - Energy • Mining • Civil Construction • Defence • Marine
- 50% of eligible costs exc. GST up to \$50,000 per business.
- The round closes **3pm AWST, 13 September 2024.**

## Eligibility

- Being principally based in Western Australia for at least the next 12 months and have been operating here for at least 3 years previously.
- Holding an ABN, being registered for GST and being for-profit.
- Employing less than 200 people.



# Aboriginal Business Round



## Round Overview

- To enhance the capability, capacity and competitiveness of WA based Aboriginal SMEs.
- 50% of eligible costs exc. GST up to **\$50,000 per business.**
- The round closes **3pm AWST, 13 September 2024.**

## Eligibility

- Be an Aboriginal business (at least 50% owned by an Aboriginal interest);
- Registered with either Aboriginal Business Directory or Supply Nation Indigenous Business Direct; and
- Operating in Western Australia for at least 12 months.

# Standards Compliance Round



## Round Overview

- Funding WA SMEs to carry out the implementation and third-party certification of a wide range of national and international standards, such as:
  - ISO 9001
  - ISO 14001
  - ISO 27001
  - ISO 45001
- 50% of eligible costs exc. GST, up to \$20,000 per business.
- The round closes **3pm AWST, 13 September 2024.**

## Eligibility

- Being principally based in Western Australia for at least the next 12 months and have been operating here for at least 3 years previously.
- Holding an ABN, being registered for GST and being for-profit.
- Employing less than 200 people.

# Digital Transformation Round

## Round Overview

- To support businesses in adopting and using digital technology and data for the purpose of improving productivity, efficiency, competitiveness, resilience and/or safety.
- 50% of eligible costs up to \$25,000 per business.
- The round closes **3pm AWST, 13 September 2024**.

## Eligibility

- Being principally based in Western Australia for at least the next 12 months and have been operating here for at least 3 years previously.
- Holding an ABN, being registered for GST and being for-profit; and
- Have a turnover of at least \$500,000 and a minimum of one FTE employee but less than 200.



# Innovation Booster Grants

## Overview

- Part of the New Industries Fund - \$25.8m State Government Initiative.
- Funding doubled in 2023 – 80% contribution, now up to \$40,000.
- **Ideal applicants are innovation start-ups / innovation-drive SMEs**, with a relevant project.
- No longer a reimbursement – 75% upfront payment and 25% after project plan acquittal.
- 64 successful recipients in 2024.
- Contact [innovationbooster@jtsi.wa.gov.au](mailto:innovationbooster@jtsi.wa.gov.au) for questions or more information.

## Eligibility

- Having an ABN and being WA-based;
- Under 25 employees;
- Projects cannot be retrospective; and
- Innovation must be developed within WA.





GOVERNMENT OF  
WESTERN AUSTRALIA

Department of  
**Jobs, Tourism, Science  
and Innovation**

**State and Federal Grant Finder:**  
**Grants and programs finder |**  
**business.gov.au**

# **Procurement Opportunities**

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# Department of Finance

## Works expected in the Great Southern region 2024-25

Agency	Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Education	Boddington District High School - Intruder Alarm Installation	\$350K	July 2024
	North Albany Senior High School – STEM Upgrade	\$1.5M	August 2024
	Tambellup Primary School - Plaster Glass Ceiling Replacement	\$150K	August 2024
	Albany Senior High School - Plaster Glass Ceiling Replacement	\$450K	December 2024
Primary Industries and Regional Development	Katanning - Replacement of Roof Structure	\$450K	August 2024
	Katanning - Termite Damage Remediation works	\$120K	August 2024
	Katanning - Chemical/Fertilizer shed installation	\$1.4M	November 2024
	Albany - Backup Power Supply Generator	\$180K	August 2024
	Albany - HVAC Upgrades	\$450K	September 2024

# Department of Finance

## Works expected in the Great Southern region 2024-25

Agency	Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Training & Workforce Development	South Regional TAFE, Albany Campus - N Block Refurbishment	\$4M	August 2024
Local Government, Sport and Cultural Industries	Albany Entertainment Centre Fabric & Adaptation Works	\$20.7M	January 2025

# Main Roads WA

## Goods and Services contracts expected in the Great Southern region 2024-25

Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Pavement Repairs - Box-out and Replace	\$5m - \$25m	Q1 July to September
Vegetation Control	\$1.5m - \$5m	Q1 July to September
Plant Hire for Various Maintenance Activities	\$1.5m - \$5m	Q1 July to September
GSR Litter Collection	\$250k - \$1.5m	Q1 July to September
Shoulder Reconditioning (Tyne and Top-up)	\$1.5m - \$5m	Q1 July to September
Drainage Works (Drain cleaning; Table/Offshoot Drains and Culvert Repairs/Replacements)	\$1.5m - \$5m	Q1 July to September
Regional Surface Texturising	\$250k - \$1.5m	Q1 July to September
Cleaning of Great Southern MRWA Offices and Depots	\$250k - \$1.5m	Q1 July to September (2025-26)
Labour Hire Contract	\$1.5m - \$5m	Q1 July to September

# Main Roads WA

## Works expected in the Great Southern region 2024-25

Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Chester Pass Road - Additional Heavy Vehicle Parking Bays	\$1.5m - \$5m	Q3 January to March

# Department of Communities

## Works expected in the Great Southern region 2024-25

Project Area	Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Builders Panels for 27 Dwellings	Housing Construction and Refurbishment Builders State-Wide Panel	Seeking proposals and quotes	Varies
	Modular Builders Panel		
Community Housing Grants	New builds of 12 Social Housing Dwellings	Over \$860,000	Varies
	Refurbishment works including kitchen and bathroom upgrades, repairs to flooring and walls, plumbing and electrical works, and fencing.	Varies	
Subcontractor ROI	Upcoming registration of interest for subcontracting opportunities to deliver maintenance services across the State	Varies	Shortly

# Department of Biodiversity, Conservation and Attractions

## Works expected in the Great Southern region 2024-25

Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Construction of carpark - Tree in a Rock Recreation Site	\$250k - \$1.5m	Q1 July to September
Construction of Carparks, Access Within Torndirrup National Park	\$1.5m - \$5m	Q1 July to September
Construction of Toilet Facility at The Gap Within Torndirrup National Park	\$250k - \$1.5m	Q1 July to September
Design and Construction of MTB Trails Within the Valley of the Giants	\$1.5m - \$5m	Q1 July to September
Shelley Beach, West Cape Howe NP - Shelley Beach Toilet Redevelopment	\$250k - \$1.5m	Q2 October to December
Two Peoples Bay NR - Little Beach Car Park and Toilet Upgrade	\$250k - \$1.5m	Q3 January to March
The Gap Stage 2 Capital works - Civil Engineering Opportunities	\$250k - \$1.5m	Q3 January to March
Cape Arid National Park - Belinup Campground Redevelopment	\$250k - \$1.5m	Q3 January to March
Cape Le Grand National Park - Frenchman's Peak Redevelopment	\$250k - \$1.5m	Q3 January to March



# Department of Biodiversity, Conservation and Attractions

cont. Works expected in the Great Southern region 2024-25

Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Cape Le Grand Beach Day Use Area Upgrade	\$250k - \$1.5m	Q3 January to March
Construct Additional Ranger House in Cape Le Grand National Park	\$250k - \$1.5m	Q3 January to March
Construct Ranger House in Stirling Range National Park for Aboriginal Ranger	\$250k - \$1.5m	Q3 January to March

# Department of Biodiversity, Conservation and Attractions

Goods and Services contracts expected in the Great Southern region 2024-25

Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Tractor Replacement - DBCA Albany Fendt	\$250k - \$1.5m	Q2 October to December
Plant Hire Road and Firebreak Maintenance - Albany District	\$250k - \$1.5m	Q1 July to September

# Water Corporation

Email: [Scott.Shand@watercorporation.com.au](mailto:Scott.Shand@watercorporation.com.au)

Phone: 0417 276 665

## Major works expected in the Great Southern region FY25 and FY26

Agency	Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Water Corporation	Esperance Butty Borefield Expansion	\$5M - \$10M	Q1 - 2024/25
	Brookton Dam Decommissioning Works	<\$500k	Q2 - 2024/25
	Werillup Stage 3B Borefield Expansion	\$5M - \$10M	Q4 - 2024/25
	Mt Barker Wastewater Treatment Plant Upgrade (storage dam construction)	\$5M - \$10M	Q1 - 2025/26
	Mt Barker Wastewater Treatment Plant Upgrade (pump station upgrade)	\$500k - \$5M	Q1 - 2025/26
	Albany Drainage Bridge 9 Replacement	\$500k - \$5M	Q1 - 2025/26

# Water Corporation

Works expected in the Great Southern region in FY25

Email: [Cristiano.Carvalho@watercorporation.com.au](mailto:Cristiano.Carvalho@watercorporation.com.au)

Phone: 0482 676 846

Agency	Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Water Corporation	CW25231 MC Michael Brown Underlay Renewal <i>DN600 Mains replacement under MRWA road.</i>	~\$700K	Aug / Sept 2024
	CW25361 Wagin Puntapin 100ML Res Remedial <i>Reconstruct reservoir inlet embankment and concrete spillway.</i>	~\$600K	Oct 2024
	CW24730 Hopetoun WTP pH Correction <i>D&amp;C calcite pH neutraliser</i>	~\$200K	Jan 2025
	CD20183 Albany Drainage Replace Bridge 64 <i>Replace bridge with concrete structure</i>	~\$200K	Sept 2024

# Department of Health

Email: [ashley.johnson2@health.wa.gov.au](mailto:ashley.johnson2@health.wa.gov.au)

Phone: 6372 2269

## Works expected in the Great Southern region 2024-25

Works / Project Description	Budget (Indicative)	Expected Tender Invitation
The Supply of Servicing and Maintenance to the Heating Ventilation and Air-conditioning (HVAC) System for WA Country Health Service health care and corporate sites in Albany	\$1.5m - \$5m	Q2 October to December
Plantagenet and Cranbrook Health Service - Replacement Nurse Call System	\$250k - \$1.5m	Q2 October to December
Servicing and maintenance of the five (5) elevators at Albany Health Campus	\$250k - \$1.5m	Q3 January to March

## Community Services contracts expected in the Great Southern region 2024-25

Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Albany Community Hospice Palliative Care Service	\$5m - \$25m	Q4 April to June

# Department of Health

Email: [ashley.johnson2@health.wa.gov.au](mailto:ashley.johnson2@health.wa.gov.au)

Phone: 6372 2269

## Goods and Services contracts expected in the Great Southern region 2024-25

Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Supply and Delivery of Liquefied Petroleum Gas to Albany Health Campus	\$1.5m - \$5m	Q1 July to September
Rheumatology Specialist Support Service	\$250k - \$1.5m	Q1 July to September
Supply of Copy Paper and Stationery for WA Country Health Service Great Southern	\$250k - \$1.5m	Q2 October to December
Servicing and Maintenance of Scope Cabinets, Sterilisers and Washer Disinfectors for Albany and Katanning Health Campuses	\$250k - \$1.5m	Q2 October to December
Provision of Aggression Prevention and Management Training for Clinical and Non-Clinical Workforce for WA Country Health Service Great Southern	\$250k - \$1.5m	Q2 October to December
The Provision of Internal, External and Specialist Cleaning Services for the Great Southern Region	\$1.5m - \$5m	Q2 October to December
Managed print services for the Great Southern region	\$1.5m - \$5m	Q1 July to September



# Department of Health

Email: [ashley.johnson2@health.wa.gov.au](mailto:ashley.johnson2@health.wa.gov.au)

Phone: 6372 2269

cont. Goods and Services contracts expected in the Great Southern region 2024-25

Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Provision of a Laundry and Kitchen Chemical Dosing System for WA Country Health Service – Great Southern	\$250k - \$1.5m	Q3 January to March
Provision of Food and Groceries for WACHS Great Southern – Long-Term Contract	\$5m - \$25m	Q4 April to June
Panel Contract for Gardening and Light Maintenance Services for Commonwealth Home Support Program (CHSP) Clients in the WA Country Health Service Great Southern Region	\$250k - \$1.5m	Q2 October to December
Provision of Services for the Storage, Retrieval and Destruction of Paper and Electronic Records in Albany for WA Country Health Service - Great Southern	\$250k - \$1.5m	Q1 July to September
Cardiology Services to Albany Health Campus	\$250k - \$1.5m	Q2 October to December
Provision of Medical Imaging Services at Albany Health Campus	\$100m - \$250m	Q4 April to June

# Southern Ports

Email: [procurement@southernports.com.au](mailto:procurement@southernports.com.au)

Phone: (08) 9235 8000

Goods, Services and Works contracts expected in the Great Southern region

Agency	Works / Project Description	Expected Tender Invitation
Panels for Goods, Services & Works	<p>Southern Ports is establishing Panels to engage pre-qualified suppliers for future needs across the Port of Albany, Port of Bunbury, and Port of Esperance.</p> <p>Opportunities to join these Panels will be competitively tendered through Tenders WA, with future requirements quoted and awarded accordingly through each panel.</p>	Refer to Tenders WA
Ad-hoc requirements	<p>Ad-hoc requirements not covered by existing panels will be fulfilled through direct engagement or invited quotes, per Southern Ports' procurement policies.</p> <p>Upcoming works may include:</p> <ul style="list-style-type: none"><li>• Berth Works &amp; Navigational Aid Refurbishments</li><li>• Electrical Upgrades</li><li>• Building and Facility Upgrades</li><li>• Structural Repairs and Refurbishments</li><li>• Channel and Breakwater Maintenance</li></ul>	Refer to Tenders WA

**Thank You**

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Department of  
**Training and  
Workforce  
Development**

**Steve Doubell**

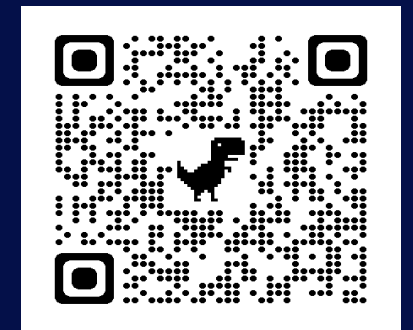
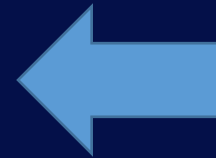
**Principal Consultant, Service  
Delivery Strategy**

# State Government Incentives for Employers

- Fee free training for over 130 qualifications.
- Available at all WA TAFE colleges and selected private training providers.

## State Government Employer Incentives:

- Jobs and Skills WA (JSWA) Employer Incentive (DTWD);
- Group Training Wage Subsidy (DTWD); and
- Apprenticeship and Traineeship Grant (CTF).

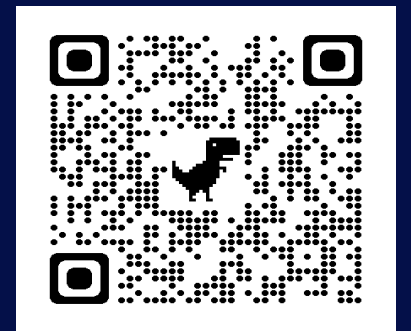


# State Government Incentives for Apprentices/Trainees

- Fee free training for over 130 qualifications.
- Available at all WA TAFE colleges and selected private training providers.

## State Government Incentives for Apprentices/Trainees:

- Apprentice Support Bonus (CTF);
- Apprentice Tool Allowance (CTF);
- Travel and Accommodation Allowance (DTWD); and
- Travel and Accommodation Allowance (CTF).



# Commonwealth Government Incentives for Employers

## Priority Hiring Incentive

- For Certificate III or higher, in occupations on the Australian Apprenticeships Priority List
- \$5,000 in the first year of the apprenticeship, paid over two instalments of:
  - \$2,000 at 6 months and \$3,000 at 12 months (full-time)
  - \$1,000 at 6 months and \$1,500 at 12 months (part-time)

## Disability Australian Apprentice Wage Support

- Weekly payment to employers who employ apprentices with a disability.
- Eligible employers receive \$104.30 each week for:
  - 12 months if the individual has a long term or permanent disability; and
  - The length of the temporary disability.





# Commonwealth Government Incentives for Apprentices/Trainees

## Australian Apprentice Training Support Payment:

- Direct financial assistance for those undertaking a Certificate III or higher, in a qualification that is on the Australian Apprenticeships Priority List.
- Eligible apprentices can claim up to four six monthly payments over the first two years of their apprenticeship

## New Energy Apprentice Support Payment:

- Available to apprentices undertaking a Certificate III or higher for a qualification that has been identified as a clean energy occupation on the Australian Apprenticeships Priority List
- Eligible apprentices can claim up to \$10,000 for a full time apprenticeship and up to \$5,000 for a part time apprenticeship.

# Job Ready Programs

- Connect job seekers with a pathway to work, apprenticeships/traineeships, and further education and training.
- Participants engage in short course training and work placement.
- 1,189 participants employed, many in apprenticeships and traineeships.
- 86% of participants who completed a program have transitioned to employment or further training.



# Job Ready Programs

- Currently eight programs being delivered across the Perth Metropolitan area and regional Western Australia:
  - Aged and disability care;
  - Bricklaying;
  - Digital Workplace;
  - Driller's Offsider;
  - Early Childhood Education and Care;
  - Future Chef;
  - Infrastructure (Civil Construction); and
  - Heavy Vehicle Driving Operations.



# Construction & Migration Initiatives

## Skilled Migrant Employment Register:

- Published details of skilled migrants who are seeking WA employment opportunities.

## Skilled Migration Job Connect:

- Program to assist migrants with subsidies for costs of getting skills and qualifications recognised in WA and obtaining relevant licenses / registrations.

## Construction Visa Subsidy Program:

- To assist employees and migrants with costs associated with the skilled migration visa pathway.

## Designated Area Migration Agreements (DAMA)

- Provides access to skilled migrants outside of the standard skilled migration program



# Construction Migration Office



**END-TO-END**  
support

**PERSONALISED**  
case management  
approach

**CONNECTION**  
and referrals



**WA BUILDING AND  
CONSTRUCTION  
EMPLOYERS** looking  
to hire skilled migrants

**SKILLED MIGRANTS**  
seeking to move to WA  
and work in the sector



**WEBSITE** and  
resources

**PHONE, EMAIL  
and WALK-IN**  
services

**SITE VISITS**

# Jobs and Skills Centres

- Jobs and Skills Centres have extensive experience in the region and local communities.
- Expertise in Aboriginal workforce development.
- Works with other agencies and local employers.
- Supported by professional career services.
- Provides outreach services at other locations throughout the region.



## Albany Campus

South Regional TAFE Albany Campus

Ph: 13 64 64 or (08) 6371 3740

Email: [albanyjsc@srtafe.wa.edu.au](mailto:albanyjsc@srtafe.wa.edu.au)

# **Working with the City of Albany**

# Contacts

## **Matthew Gilfellon**

Executive Director – Corporate & Commercial Services

[Matthew.Gilfellon@albany.wa.gov.au](mailto:Matthew.Gilfellon@albany.wa.gov.au)

08 6820 3000

## **Procurement Team**

Leanne Ridley 08 6820 3084

David Crosby 08 6820 3173

Email: [tenders@albany.wa.gov.au](mailto:tenders@albany.wa.gov.au)

Website: [www.albany.wa.gov.au/tenders](http://www.albany.wa.gov.au/tenders)



# Updates

- VendorPanel
- Budget Adoption – 23<sup>rd</sup> July 2024 – [www.albany.wa.gov.au/documents/annual-budgets](http://www.albany.wa.gov.au/documents/annual-budgets)
- Opportunities – [www.albany.wa.gov.au/tenders](http://www.albany.wa.gov.au/tenders)
- Undergoing recruitment of and Economic Development Officer
  - Local Content Focus
  - Point of Contact

# Policies

- **Purchasing Policy**
  - Policy applies to purchases under \$250,000
  - Over \$250,000 mandated by Local Govt Act and Regulations
  - Provides for the minimum number of quotes required
  - Value for Money principles, Encouraging Effective Competition
- **Buy Local Policy**
  - Applies to purchases of \$30,000 or greater
  - Prescribed area: Albany, Denmark, Plantagenet, Jerramungup & Gnowangerup
  - 10% price reduction for goods & Services, 5% for construction, maximum of \$50,000
  - Both Regional Business Preference, and Regional Content Preference given
  - Principles of policy can apply to all purchases across the City

# Stay Connected

## Next steps to take



Visit [WA.gov](http://WA.gov) to learn more



Subscribe to the WA Industry Link mailing list



Speak to your Local Content Adviser Sumer Addy and sign-up for weekly tender email



Visit a Jobs and Skills Centre

With thanks to:

