



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

# **Regional Business Engagement Forum**

## **Mid West: Geraldton**

# **Acknowledgement of Country**

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# **Today's Presentation**

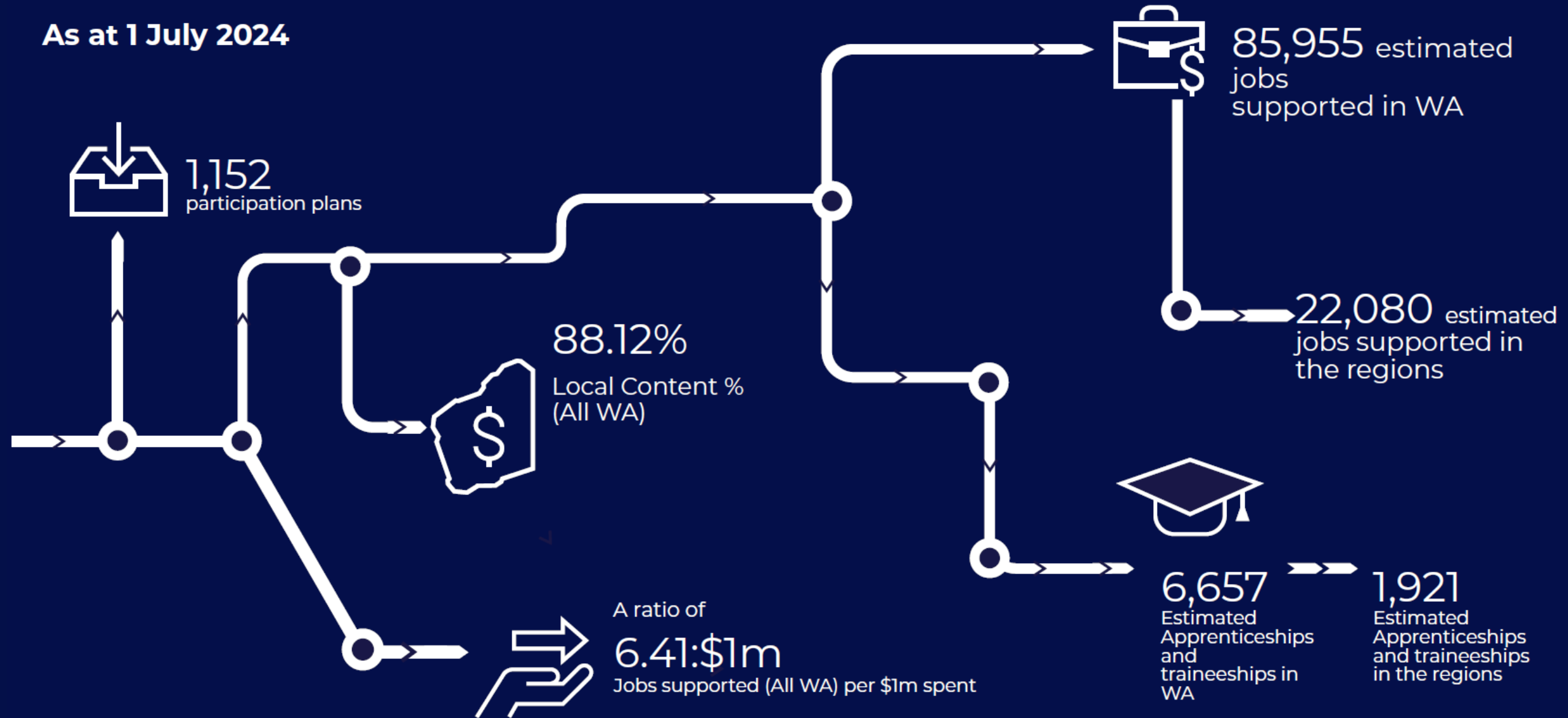
- 1. Policies and Support**
- 2. Funding Initiatives**
- 3. Procurement opportunities**

# **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 - Mid West

## Susannah Ward – Mid West Development Commission

- Each region has a dedicated Local Content Adviser (LCA), based within the Development Commission.
- The Mid West LCA's role is to:
  - Connect Mid West businesses with grant programs.
  - Work with head contractors to create opportunities for local smaller businesses.
  - Help Mid West businesses find government contracting opportunities.

### Mid West LCA details:

- Susannah Ward
- Email: [local.content@mwdc.wa.gov.au](mailto:local.content@mwdc.wa.gov.au)
- Mobile: 0428 210 701

# SBDC Regional

## Small Business advice in the Mid West and Gascoyne

- The Small Business Development Corporation (SBDC) fund free business advisory services for regional SMEs.
- In the Mid West and Gascoyne regions, these services are delivered by IPS Management Consultants and includes guidance on:
  - Business planning and financial management
  - Licensing and regulation
  - Developing business ideas
  - General small business advice



Small Business  
Development Corporation  
Regional

GOVERNMENT OF  
WESTERN AUSTRALIA



**Email:** [business@ipsau.com.au](mailto:business@ipsau.com.au)

**Website:** <https://www.ipsbusinessadvisory.com.au/sbdc-regional.html>



# Funding Initiatives

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# Local Capability Fund

Five Rounds Open Now



**\$26.7m**  
funds approved  
for businesses



**734**  
businesses  
funded  
across the State

## 2024-25 State-wide Rounds

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

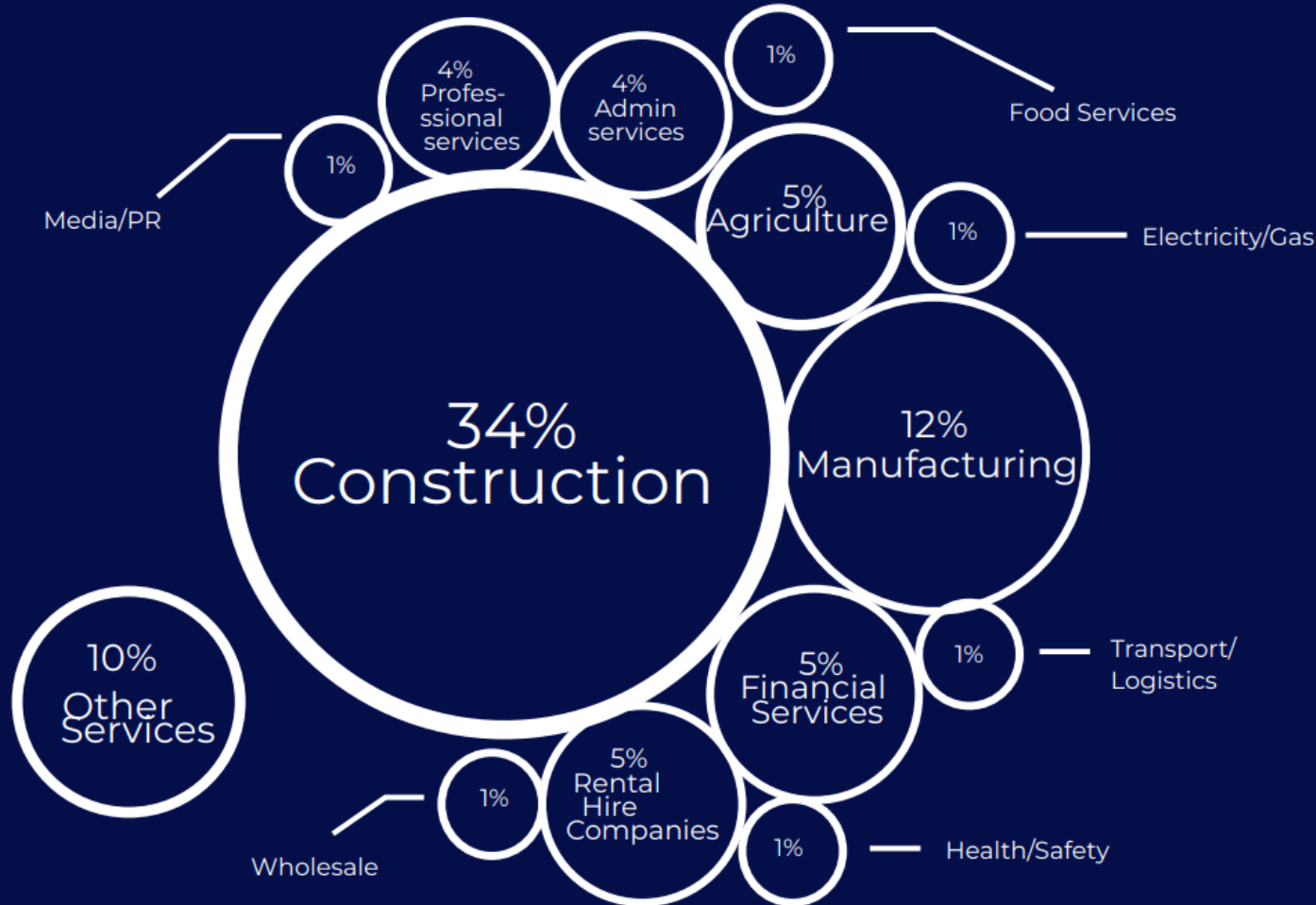
## 2024-25 Targeted Rounds

- Regional Business Round

All LCF rounds close on 3pm AWST, 13 September 2024\*

# Local Capability Fund

## Mid West LCF Applications by Industry



- LCF is aimed at supporting a range of industries/suppliers.
- \$972,000 total funds awarded to 37 Mid West businesses since inception.
- 68% of the applications from the Mid West have been supported.
- Nine Mid West businesses received ~\$190,000 of LCF funding in the 2023/24 FY.

# Local Capability Fund

## Case Study: Dongara Marine

- Dongara Marine is a Geraldton-based commercial shipbuilding company, operating across the Mid West
- Dongara Marine were awarded a \$50,000 LCF grant in the 2021/22 funding rounds – they used the funding to purchase a single girder overhead crane.
- The crane helped them win 3 new major contracts in the next 12 months – and this work allowing them to bring on 12 new staff and an additional 3 apprentices.
- Since then, Dongara Marine have successfully been awarded 2 more LCF grants – further bolstering their capacity and capability.



# 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.**
- **There is specific funding reserved for Mid West 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.

# 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.





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**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 Mid West region 2024-25

Agency	Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Various	Provision of Routine Maintenance for Fall Arrest Systems – various Government sites – Goldfields	\$400,000	October 2024
Education	Geraldton SHS – STEM Facility upgrade	\$1.5m	October 2024
	Carnarvon Community College – Plasterglass ceiling replacement	\$350,000	October 2024
	Jurien Bay District High School – RCD Replacement Program	\$125,000	October 2024
	Geraldton Senior High School – Air conditioning upgrade	\$600,000	November 2024
Justice	Greenough Regional Prison – Administration Hvac upgrade	\$150k	September 2024
Central Regional TAFE	Electrical Switchboard replacement and upgrade	\$500,000	October 2024

# Main Roads WA

## Works expected in the Mid West region 2024-25 – Q1 & 2

Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Major Pavement Repairs 24/25	\$11m	Q1 July to September
Vegetation Management 24/25	\$1.2m	Q1 July to September
Great Northern Hwy - Widening 551 to 669 SLK - Sealing of Shoulders on Existing Formation, Clearing, minor earthworks and Installation of AEL	\$14.2m	Q1 July to September
Shoulder Grading 24/25	\$1.5m	Q1 July to September
Brand Highway - Construct new overtaking lane - 166-169 SLK	\$3.5m	Q2 October to December
Crack Patching 24/25	\$500k	Q2 October to December
Reseals 24/25	\$18.5m	Q2 October to December
Geraldton Mount Magnet Rd at Yalgoo and Mount Magnet Leinster Rd at Sandstone - Construct two new Heavy Vehicle Rest Areas	\$2.4m	Q2 October to December
Brand Hwy - Widening 151 - 224 SLK - Sealing of Shoulders on Existing Formation and Installation of AEL (T7 and T7a)	\$12.7m	Q2 October to December

# Main Roads WA

## Works expected in the Mid West region 2024-25 – Q3 & 4

Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Great Northern Hwy 500-747 SLK - Extend Culverts to suit Future Sealing of Shoulders	\$1.1m	Q3 January to March
Construct overtaking lanes - Geraldton Mount Magnet Road 14 to 16 SLK	\$2.5m	Q3 January to March
Great Northern Hwy - 253 to 353 SLK - Culvert extension for LCSS	\$1.2m	Q3 January to March
Indian Ocean Dr - Jurien to Brand Hwy - Stage 3 - 201 to 212 SLK (Greenhead to Leeman) widening and safety improvements.	\$8m	Q3 January to March
PSP Construction - Bellimos Drive to Yallalong Entrance - Brand Highway 362.6 - 363.5 SLK	\$2m	Q3 January to March
Safety barrier Installations - Indian Ocean Drive and Brand Hwy	\$950k	Q3 January to March
Bridge 798 Timber Bridge Maintenance	\$1.5m	Q3 January to March
Bridge 831 guardrail upgrade and strengthening	\$2.5m	Q3 January to March
Grid Replacements and Removals - Various roads	\$750k	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 71 Dwellings (59 in City of Geraldton)	Housing Construction and Refurbishment Builders State-Wide Panel	Seeking proposals and quotes	Varies
	Modular Builders Panel		
Community Housing Grants	Construction of 2 houses and refurbishment works to 50 community housing assets – contracted through community housing organisations.	~\$10m total value	Varies
Subcontractor ROI	Registration of interest for subcontracting opportunities to deliver maintenance services across the State	Varies	Open Now

Email: [MaintenanceContractReview@communities.wa.gov.au](mailto:MaintenanceContractReview@communities.wa.gov.au)

# Department of Biodiversity, Conservation and Attractions

## Works expected in the Mid West region 2024-25

Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Thundelarra homestead restoration works	\$150k	Q2 October to December
Coalseam toilet	\$120k	Q2 October to December
Hamelin pool engineering services	<\$250k	Q2 October to December
Architectural Services - Thundelarra ranger accommodation, workshop and services - works	\$1.5 - \$8M	Q3 January to March
Kalbarri NP workshop expansion - works	\$250k- \$1.5M	Q3 January to March
Yulga Jinna ranger accommodation and workshop	\$1.5 - \$3M	Q4 April to June
Hamelin Pool boardwalk construction	\$1.5-\$5M	Q4 April to June

# Department of Biodiversity, Conservation and Attractions

## Works expected in the Mid West region 2025-26

Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Burringurrah ranger accommodation and workshop	\$1.5-\$5m	Q1 July to September 25/26
Gascoyne Junction workshop, office and compound	\$250k-\$1m	Q1 July to September 25/26
Mt Augustus Tourism site redevelopments (civil and structural works)	\$1.5-\$5m	Q3 Jan to March 25/26
Mt Augustus Roadworks	\$1.5-\$5m	Q3 Jan to March 25/26

# Water Corporation

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

Phone: 0417 276 665

## Major works expected in the Mid West region FY25 and FY26

Agency	Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Water Corporation	Replace Sewerage Pressure Main at Beaver St, Geraldton	\$500k - \$5M	Q2 - 2024/25
	Install a Water Pipeline from Sovereign Hill to Guilderton	\$500k - \$5M	Q3 - 2024/25
	Billeranga Ground Level Water Tank Refurbishment	\$500k - \$5M	Q3 - 2024/25
	Jurien Bay Borefield Electrical Upgrade	\$500k - \$5M	Q1 - 2025/26
	Exmouth Vacuum Sewer Line Upgrade	<\$500k	Q1 - 2025/26
	Gingin FRP Filter Renewal with a new Dynasand Filter	\$500k - \$5M	Q2 - 2025/26
	Geraldton Wastewater Treatment Plant Inlet Upgrade	\$500k - \$5M	Q3 - 2025/26

Email: [ProcurementandContracts.WACHS-Midwest@health.wa.gov.au](mailto:ProcurementandContracts.WACHS-Midwest@health.wa.gov.au)

# Department of Health

Works, Goods and Services contracts expected in the Mid West region 2024-25

Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Provision of Solar System for Burringurrah Nursing Post	\$50k - \$250k	Q2 October to December
Provision of Geraldton Fleet Vehicle Cleaning Services	\$250k - \$1.5m	Q3 January to March
Provision of off-site Staff Accommodation Cleaning Geraldton	\$250k - \$1.5m	Q4 April to June
Provision of Staff Accommodation Gardening Carnarvon, Exmouth, Geraldton and Meekatharra	\$250k - \$1.5m	Q4 April to June
Provision of Routine Maintenance of Heating, ventilation, and air conditioning (HVAC) and fridges for Exmouth Hospital	\$50k - \$250k	Q4 April to June



Email: [ProcurementandContracts.WACHS-Midwest@health.wa.gov.au](mailto:ProcurementandContracts.WACHS-Midwest@health.wa.gov.au)

# Department of Health

Works, Goods and Services contracts expected in the Mid West region 2024-25

Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Provision of Annual Thermographic testing of switchboards throughout Midwest Region	\$50k - \$250k	Q4 April to June
Provision of Trade Services Breakdown Repairs and Minor Works - WACHS Midwest (Minor Works <\$500k)	\$20m - \$30m	Q4 April to June
Provision of Groceries and Fresh Produce for the Midwest Region ( <i>Potentially whole of WACHS</i> )	\$15m - \$25m	Q4 April to June TBA

**Thank You**

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Department of  
**Training and  
Workforce  
Development**

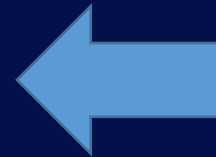
**Andrea Vinciullo**  
**A/Director Service Delivery  
Strategy**

# 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).

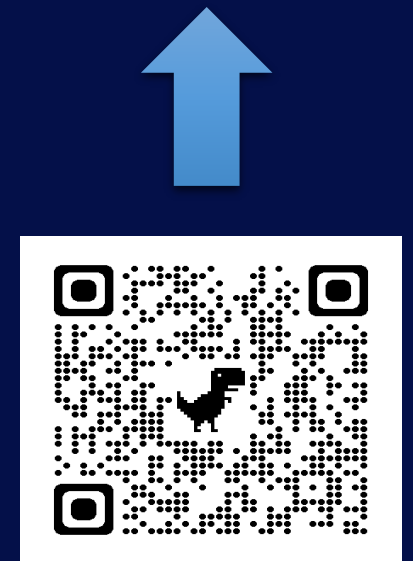


# State Government Incentives for Apprentices/Trainees

- 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/traineeship, 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 (DAAWS)

- 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 apprentices/trainees 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

## Living Away From Home Allowance (LAHFA)

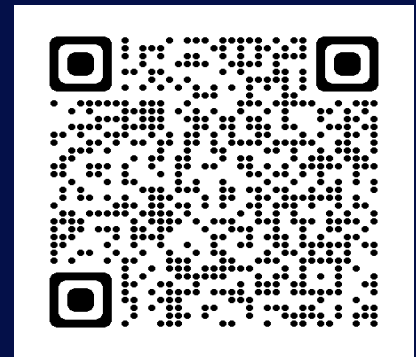
- Direct financial assistance for apprentices/trainees undertaking a Certificate II or higher.
- Up to \$10,000 for a F/T A&T and up to \$5,000 for a P/T A&T

## 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 Agreement (DAMA)

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

# Construction Visa Subsidy Program

Supporting WA Building and Construction employers to engage skilled migrants through a visa pathway.

- **\$11 million** in targeted construction visa subsidies.
- Payments of **up to \$10,000** per skilled migrant.
- Commenced **1 July 2023, extended until 30 June 2025**.
- Attracting skilled migrants to **WA's building and construction sector**.



# EMPLOYER SPONSORED stream

## Eligibility

### VISA SUB-CLASSES



**482** – Temporary Skill Shortage

**494** – Skilled Employer Sponsored (Regional)

**186** – Employer Nomination Scheme



Employers who are headquartered in WA and sponsor skilled migrants to live and work in WA

Undertaking commercial and/or residential building and construction work in WA.



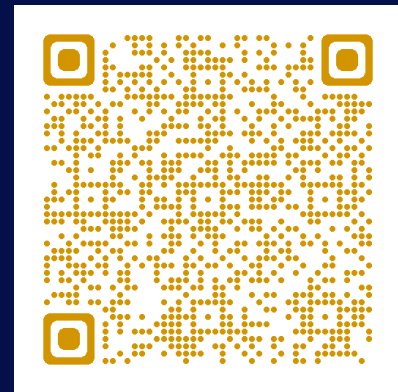
Available for eligible building and construction occupations.



Milestone 1 - \$2,000 on registration and agreement to Terms and Conditions.

Milestone 2 - \$4,000 when the visa has been granted.

Milestone 3 - \$4,000 when the skilled migrant commences work with the WA employer.



# STATE NOMINATED stream

## Eligibility



### VISA SUB-CLASSES

**491** – Skilled Work Regional (Provisional) visa

**190** – Skilled Nominated visa

**Granted through the WA State Nominated Migration Program**



Skilled migrants who are living and working in Western Australia  
Working for an employer who is headquartered in WA and undertaking residential and/or commercial building and construction work



Available for eligible building and construction occupations.



### OFFSHORE migrants:

Milestone 1 - \$5,000 when migrant commences work with WA employer  
Milestone 2 - \$5,000 after six months

### ONSHORE migrants:

Milestone 1 - \$2,500 when migrant commences work with WA employer  
Milestone 2 - \$2,500 after six months



# 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.



## Geraldton Campus

Central Regional TAFE Geraldton Campus

Ph: 13 64 64 or (08) 9956 2960

Email: [midwestjsc@crtafe.wa.edu.au](mailto:midwestjsc@crtafe.wa.edu.au)

# 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, Susannah Ward



Visit a Jobs and Skills Centre

With thanks to:



Government of Western Australia  
Department of Training  
and Workforce Development