

The Victorian Prospect

June 2019



A message from Grant Anderson

As we approach the end of financial year it gives us pause to reflect on the last 12 months.

We have seen the government at both State and Federal level returned for another term, the Local Jobs First policy enshrined into law, the appointment of the Local Jobs First Commissioner and a leadership change here at ICN when I began in August.

Operationally we have achieved many milestones but we still have a long way to go. ICN Analytics became the mandatory reporting tool for Local Jobs First projects, ICN Gateway and ICN Regional Gateway continue to be the preferred tool for many agencies and contractors to list their projects. ICN Events has presented the 2018 Victorian Manufacturing Showcase, briefings at Avalon and the Grand Prix, three Regional Opportunities Showcases in Ballarat, Geelong and Shepparton with planning well underway for Bendigo in late July and several bidder and project briefings, giving you the opportunity to meet with project owners.

And finally, after a thorough development period, we are delighted to announce the new Victorian – Local Jobs First – Management Centre (VMC) will be operational for all new tenders from July 1. Comprehensively researched and tested, this new system takes the manual Local Industry Development Plan (LIDP) process online. With an intuitive and user friendly interface, we anticipate its release to be a game changer for both Agencies and Bidders.

Whilst the process goes online, we still have real people, our Industry Advisers on hand to provide assistance to all Bidders that request it and our Client Services Team that bring their exemplary customer service skills to the job each day. They are here to help navigate through this transition period. I'm proud to say that our people are our point of difference, and the lifeblood of ICN.

Stay tuned for more details regarding the new VMC roll-out program.

We appreciate all of your support and look forward to seeing you at the next ICN Event.

Keep warm,

Regards



Grant Anderson
Executive Director



Regional Opportunities Showcases Geelong and Shepparton

Our Industry Adviser’s Peter McCracken for Barwon and the Great South Coast and Grant Jennings for Greater Shepparton and Hume hosted successful Showcases in their respective capitals in May.

Over the last couple of months, the Industry Capability Network – Victoria has hosted two Regional Opportunities Showcases. The first took place at the GMHBA Stadium in Geelong, on the 21st of May, covering the Barwon and Great South Coast region. The showcase was hosted by Geelong footy legend Cameron Ling and included presentations from WestWind Energy, Regional Development Victoria, Rail Projects Victoria, the City of Greater Geelong and the Local Jobs First Commissioner.

Geelong based ICN Industry Adviser, Peter McCracken, said “It was absolutely fantastic to have so many people in the room to listen about hugely important local projects. The Barwon and Great South Coast region is really thriving, and it is great to see so many local businesses wanting to be a part of the success.”

“It was a real privilege to have Cameron Ling MC on the night.

Cameron really highlighted the benefit the local community will gain once these local projects are completed. The support that the Geelong Manufacturing Council and Engineering Network Geelong gave to the event was greatly appreciated.”

The second Regional Opportunities Showcase took place in Shepparton, on the 28th of May, covering the Greater Shepparton and Hume region. Peter Harriott, CEO of the Greater Shepparton City Council MC’d the event. The Showcase held at the iconic Shepparton Showgrounds included presentations from Kane



Constructions, Rail Projects Victoria, Coleman Rail, Lendlease, the Committee for Greater Shepparton, the Local Jobs First Commissioner and Kaiela Institute.

Grant Jennings, ICN Industry Adviser for Greater Shepparton and Hume, said “ICN Victoria is back in the regions and we want to engage with as many local businesses as possible. ICN Gateway is a great way for regional businesses to keep up to date and to connect to local and state-wide projects.”

“I was thrilled to meet so many new companies at the Showcase. We heard from some inspirational projects and it is great to see the community coming together to make Greater Shepparton and Hume an even better region to live and work in. Finally, I’d like to thank the Greater Shepparton City Council for their support of this event.”

ICN continues to roll out Regional Opportunity Showcases within Victoria, with the next Showcase being held in Bendigo on July 30. Follow Industry Capability Network – Victoria on LinkedIn to make sure you don’t miss out on any information on upcoming Showcases.



Joan Kirner Women's and Children's Hospital

Lendlease and ICN Victoria a cooperative relationship

Planning for both present and future demand on health care in the west led to the development of the Joan Kirner Women's and Children's Hospital in Sunshine.

The Joan Kirner Women's and Children's Hospital (JKWCH) is a purpose built, iconic hospital designed to provide safe, high-quality services for women and children in a contemporary setting that promotes both healing and wellbeing. Built to meet the needs of one of the fastest growing areas in Australia, the JKWCH is providing access to children's services and ensuring more women in Melbourne's west are able to give birth and access children's services closer to home.

The new multi-storey facility consists of 20 labour delivery rooms, 39 Special Care Nursery cots, 64 women's inpatient beds, 32 children's inpatient beds, four operating theatres and additional outpatient clinics. As part of the project, 55 existing acute adult inpatient beds at Sunshine Hospital will also be refurbished.

Lendlease, the managing contractor for the project, engaged ICN Victoria on localisation activities and the Victorian Industry Participation Policy (VIPP)* implementation.

The \$200M project came under VIPP and required consideration of competitive local suppliers in the awarding of contracts to maximise local content.

The cooperative relationship between Lendlease and ICN Victoria began with the initial VIPP assistance provided during the tender phase and developed over the various phases of the project.

Collaborative activities undertaken include:

- Lendlease engaging ICN at the tender phase to increase local content
- Lendlease utilising the Government listed ICN Gateway Joan Kirner Women's and Children's Hospital Project page for securing suppliers
- Lendlease utilising supplier identification from ICN database, as well as ICN research including direct phone calls and site visits
- Lendlease engaging with ICN on supplier shortfalls to engage local supply chain and ensure local content is maximised.

*Local Jobs First policy came into effect 15/8/18

Lendlease utilised an ICN Gateway Project page for securing suppliers



Lendlease was appointed by the Victorian Government as the Managing Contractor for the JKWCH project.

Lendlease is a leading international property and infrastructure group with operations in Australia, Asia, Europe and the Americas. Founded in 1958, Lendlease is committed to creating and delivering innovative and sustainable property and infrastructure solutions for future generations.

Lendlease has a proven track record of delivering state-of-the-art health care facilities including the Royal Children's Hospital, the new Monash Children's Hospital, the Box Hill Hospital redevelopment and the new Bendigo Hospital.

Local Jobs First putting Victorian businesses first

In August 2018, the Victorian Government enshrined the Victorian Industry Participation Policy (Local Jobs First) Amendment Bill – mandating minimum local content use on major projects. This flagship policy has enabled a fair and equal opportunity for Victorian businesses and workers, to participate in large state-wide government projects.

Orca Civil, is one of many proud Victorian businesses, making a difference to Victorian infrastructure and projects through the Local Jobs First Policy.

An Australian owned and operated business, Orca Civil, was successful in obtaining contract work with Yarra Trams, providing them with custom made products through their specialised OrcaDrain range.

The OrcaDrain range includes optimum Australian made and tested polymer concrete drainage products, delivering high-quality products to the civil construction market in Australia and New Zealand. Committed to providing quality environmental drainage products for Victoria's burgeoning construction industry, Ken Williams, Director said "We are proud to supply quality Australian products and to be part of the industry building Victoria's infrastructure. We all take special pride in seeing our products utilised in these large projects which positively improve the welfare of the community. Particular thanks

are due to Local Jobs First and the Commissioner. With their support, we have been able to raise the profile of our business and bring our products and manufacturing capacity to the attention of the key decision makers in infrastructure projects."

A successful businessman, Ken Williams and fellow Director Alan Travers, spent two years relocating their high tech, polymer concrete plant from China to Australia. While it did not come without its challenges, Ken Williams had this piece of advice for other similar businesses wanting to take the leap "Don't underestimate the efficiency savings and improved customer relationships and service that can be achieved by bringing production onshore. Manufacturing in Australia benefits from reduced lead times, customization possibilities, legal regulatory, transparency and freedom from currency exposure. There is also cashflow benefits arising from improved inventory turnover and locally available trading terms. Most importantly you are in control of your own destiny, without the risk of opening an incoming shipping container

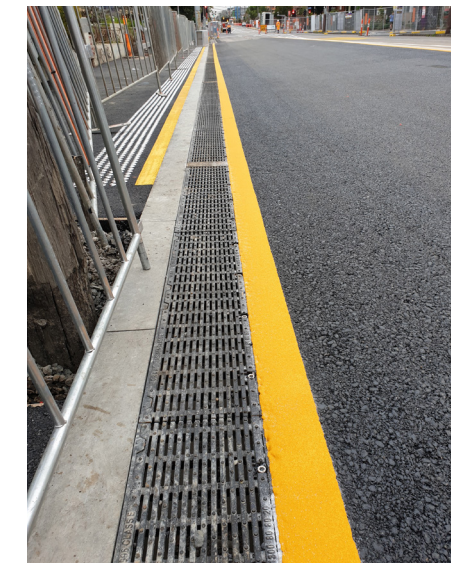
and seeing from the sub-standard contents that you are about to disappoint a hard-won client."

"This is what the Local Jobs First Policy is about, to support and give Victorian businesses a fair go. Thanks to the Local Jobs First Policy, we are seeing many more local businesses like Orca Civil providing quality products and services to large state-wide government projects."

Director Alan Travers re-iterated similar words, showing his support of the Local Jobs First Policy, "Since our relocation and re-commissioning we have enjoyed a refreshingly different legislative environment. The Victorian Government has been approachable and

proactive in their assistance and have been instrumental in guiding us through roadblocks to having our products considered for infrastructure projects. Their assistance has allowed our business to develop considerably and correspondingly increase our local employment numbers."

Whilst Orca Civil's Polymer Plant was located in China's Jiangsu province, a well-developed area and in close proximity to two major Shanghai ports, a lack of transparency in foreign owned business requirements, made it difficult to continue manufacturing there.



The decision to relocate to Australia was a difficult one and one that did not come easy. Director Alan Travers said, "The costs in moving such a large sized plant were considerable and the disruption to our business difficult to overestimate."

However, in 2014, Orca Civil decommissioned their plant, containerised their equipment in dozens of shipping containers and relocated to Victoria. A move that has since seen Orca Civil not only grow and increase sales, but more importantly – increase local employment rates and provide locally manufactured products not only to Victoria, but Australia-wide. Victorian Local Jobs First

Commissioner, Don Matthews, visited Orca Civil showing his support for local businesses once again. A proud advocate of Local Jobs First and Victorian workers, Don Matthews said "This is what the Local Jobs First Policy is about, to support and give Victorian businesses a fair go. Thanks to the Local Jobs First Policy, we are seeing many more local businesses like Orca Civil providing quality products and services to large state-wide government projects."

Orca Civil is a prime example of how Local Jobs First policy is benefitting local businesses across the state and will continue to do so.

With such significant infrastructure projects happening across the state, the opportunities for local businesses and workers will continue to grow.

Local businesses interested in supplying goods and services to Local Jobs First projects are encouraged to register on [ICN Gateway](#).



A message from the



The last few months have been extremely busy as we establish the Commissioner’s office and inform people of the roles and responsibilities of the Commissioner. As such, I am pleased to have the opportunity through the ICN Prospect Magazine to share and update people on the work of the Commissioner and Office.

The Commissioner’s office is committed to and has a great opportunity to make a significant difference for local industry. Since taking up this role, I have met with a vast number of stakeholders. Through my interactions, one thing has been very apparent, and that is, we all have the same goal in mind – to ensure local businesses, workers, apprentices and cadets continue to benefit from Victorian Government procurement opportunities.



We are committed to, and have a great opportunity to make a significant difference for local industry

My role and that of my Office is to support the growth of local jobs across Victorian Government projects. We take great pride in being an advocate for SME’s working closely with government agencies and contractors to ensure local industry have an opportunity to participate in Government projects.

Currently, there are multi billion dollars’ worth of major infrastructure projects in progress or planned across Victoria providing a great opportunity for all Victorians to benefit from that investment.

As an example, the re-development of Moorabbin Oval and its surrounding facilities will give local industry an opportunity to participate on this large-scale project – delivering state of the art training facilities for the St Kilda Football Club and local sporting clubs.

As a result of the commitment to use ninety-one percent local content, approximately thirty Victorian businesses will contribute to this project, supporting approximately one hundred and seventy jobs, including eleven apprentices and trainees.

Recently, I was also fortunate to visit the newly built Joan Kirner Hospital – a two hundred-million-dollar development, transforming Sunshine Hospital into a leading paediatric and maternal health facility.

A Local Jobs First project, this project has generated work opportunities for thirty local Victorian businesses since its commencement in 2016. With a growing population and workforce, it is vital we provide employment opportunities for future generations and as Victoria’s inaugural Local Jobs First Commissioner, I am committed to doing just that.

Regards,

Don Matthews
Local Jobs First
Commissioner

VMS19

Victorian Manufacturing Showcase

Engage. Innovate. Create.

Sponsorship Opportunities
Now Open!

State Basketball Centre
Wantirna South
22 October 2019
#vicmanu





Have you heard about VMS19?

VMS is an annual event celebrating its sixth year. Hosted by a partnership of Victorian Government and the Industry Capability Network (Victoria) with Eastern Metropolitan councils. The objective of this event is to showcase successful Victorian manufacturing businesses. Attendees will gain invaluable insights and networking opportunities with like minded members of industry.

Sponsorship Opportunities

At VMS19 there are multiple sponsorship opportunities available:

Sponsorship Opportunities	Number Available	Price AUD\$ (excl GST)
VMS19 Welcome Reception	Exclusive	\$20,000
Headline Sponsor	Exclusive	\$20,000
Platinum Sponsor	Three	\$10,000
Supporting Sponsor	Ten	\$5,000
Event Bag Sponsor	Exclusive	\$4,000

If your organisation wants to:

- Support and promote the local Victorian manufacturing industry
- Increase exposure to one of the largest gatherings of Victorian manufacturers
- Gain brand association with the Victorian Government & Industry Capability Network
- Taking up one of our sponsorship packages could be perfect for you.

For more information on sponsorship and exhibition opportunities please visit bit.ly/VMS_19Sponsorship

To register for the event please visit: bit.ly/VMS_19



Industry Capability Network

www.icnvic.org.au