

INCORPORATING LOCAL PROCUREMENT INTO COMPLEX PROJECTS

Andrew Campbell - CEO



SHIRE OF MANJIMUP DISTRICT IN CONTEXT

- **Largest Shire by area in the South West 7,028 km²**
- **85% not rateable**
- **Population 9,253 (Census 2016) – increasing trend**
- **300km from Perth CBD**
- **Four towns - Manjimup, Northcliffe, Pemberton, Walpole - and seven settlements**
- **Band 2 Local Government (effective 1 July 2019)**
- **123 Shire FTE's**
- **Shire rates levied 2019/20 \$9.7M**
- **2019/20 Shire expenditure \$36M**
- **Major employment industries (ABS 2016):**
 - **Agriculture, Forestry and Fishing 17.7%**
 - **Retail Trade 10.2%**
 - **Manufacturing 8.9%**
 - **Accommodation and Food Services 8.6%**
 - **Health Care and Social Assistance 8.1%**
 - **Public Administration and Safety 7.8%**
 - **Construction 6.5%**



TRANSFORMING MANJIMUP

The Revitalisation of Manjimup's Town Centre is a project to create a vibrant, functional and investment attractive town site and involves a series of major infrastructure improvements to maximise competitive advantages available in the region.



| | |
|---------------|----------------|
| State R4R | \$25.1M |
| Federal | \$5.4M |
| State (other) | \$3.2M |
| Shire | \$1.6M |
| TOTAL | \$35.3M |



MEETING COUNCIL AND COMMUNITY LOCAL PROCUREMENT EXPECTATIONS



Project: Linear Path

Major Procurement Issue: Ensuring cost control at an unusual site

**Procurement Approach: 2 x RFQ's for formation works,
WALGA Preferred Supplier Panel for seal**

Project Value: \$349,000 (ex GST)

Timeframe: 16 weeks

Status: Completed on time within budget 2019

Estimated Direct Local Procurement: 45%



Project: PUBLIC ABLUTIONS

Major Procurement Issue: Ensuring low cost, practicality and very high quality

Procurement Approach: Shire acting as designer/builder, some works completed “in house”, some works through external contractors via RFQ’s

Project Value: \$530,000 (ex GST)

Timeframe: 20 weeks

Status: Completed on time within budget 2018

Estimated Direct Local Procurement: 90%




VISITOR INFORMATION



Project: NORTHERN CBD ENTRY CONNECTIVITY

Major Procurement Issue: Requirement for MRWA approved contractor

Procurement Approach: 2 x Tenders with contract obligations encouraging the use of and to report on local content

Project Value: \$3.74M (ex GST)

Timeframe: 30 weeks

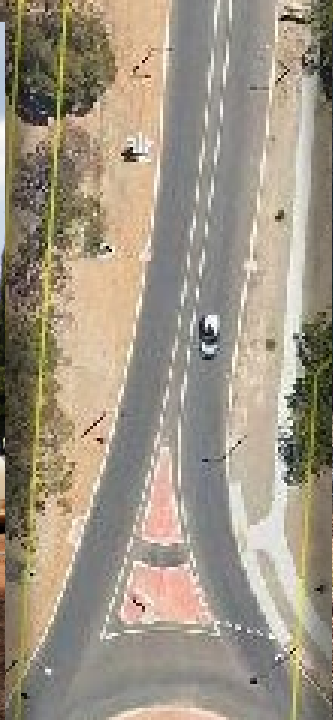
Status: Completed on time and within budget 2019

Estimated Direct Local Procurement: 25%



WARRAPINE RD
1.5 km
• Gullin & Co
• Petrol & Cones
• Petrol & Cones
• Petrol & Cones
• Petrol & Cones
• Petrol & Cones





Project: Manjimup Wellness and Respite Community Centre
Major Procurement Issue: Local builder competitiveness, capacity and experience for a specialised build

Procurement Approach: Tender with clauses encouraging local content

Project Value: \$4M (ex GST)

Timeframe: 56 weeks

Status: Completed on time within budget 2018

Estimated Direct Local Procurement: 20%







Project: BROCKMAN STREET FOOD AND BEVERAGE PRECINCT ROOF STRUCTURE

Major Procurement Issue: Local content opportunities

Procurement Approach: 2 x Tenders plus an RFQ

Project Value: \$722,000 (ex GST)

Timeframe: 32 weeks

Status: Due for completion September 2019

Estimated Direct Local Procurement: 64%





Project: BROCKMAN STREET FOOD AND BEVERAGE PRECINCT CIVIL WORKS

Major Procurement Issue: Timeframe

Procurement Approach: WALGA PREFERRED SUPPLIER PROGRAM

Project Value: \$502,000 (ex GST)

Timeframe: 10 weeks

Status: Completed on time and within budget 2019

Estimated Local Procurement: 35%









MANJIMUP
LAUNDRY

WILLAR
FOR LEASE

BUTCHERS

Evans Solicitor



| | | | |
|---------------------------------------|-----------------------------------|---------------------------------|--------------------------------------|
| Alexanders Sports and Leisure | Greg Starkie | Manjimup Mensland | RTW Steel Fabrication |
| Armanti Tiles | Hanson | Manjimup Mitre 10 & Retravision | S Hughes |
| Australia Post | Hillview Garden Centre | Manjimup Motel | Shell Manjimup |
| Bachos Electrical | Holcim | Manjimup Motors Pty Ltd | S Waideman |
| Blechynden Carpentry and Construction | Ian Camus Tiling | Manjimup Newsagency | South West Electrics |
| BP | James Craig Plumbing | Manjimup Pump and Electrical | Southern Forest Health |
| BWS | Jim Sarinis Plumbing | Manjimup Towing | Southern Forest Paving |
| Cain Contracting | John McGinty Electrics | Manjimup Toyota | Southern Roasting Co. |
| Caltex | John Sarinas Contracting | Manjimup Trading company | Subway Manjimup |
| Cellarbrations | JPR Plumbing | Manjimup Tree Services | Tall Timbers |
| Cleanaway (Manjimup) | Kanny's Earthmoving | Markotis Bakery | Terry White Chemist |
| Chicken Treat | Karamfiles Builders | Mensland | TL Dozing |
| Cilantros | Karri Concrete | Mitre 10 | Toll Transport Pty Ltd |
| Coles Manjimup | Kingsley Motel | Mr D Robertson | Two Little Blackbirds |
| Complete Botanics | L.A Carpentry | Nev's Steel | Tyre Plus |
| Cutts Group | Landmark | P and D Daniels | Tyre Power |
| Cutts Transport | Manjimart | Pears Plumbing & Gas | Vicki Winfield & Associates Pty Ltd |
| De Ja Vu Café | Manjimup Bakery | Peo's Productive Carpentry | WA Mechanical Services |
| DeCampo Transport | Manjimup Building Supplies | Perrella Fabrications | Warren & Blackwood Painting Services |
| Dinis Contracting | Manjimup Caravan Park | Peter Blazseka | Warren Districts Cabinets |
| Dronow Contracting Pty Ltd | Manjimup Carpets & Floor Covering | Phillips Home Improvement | Warren Electrical Service |
| Elders | Manjimup Chinese Restaurant | Pinelli Plumbing | Warren Fencing Contractors |
| Fish and Chips on Brockman | Manjimup Concrete Services | P Renzullo | Waughs Tree Services |
| Fonty's Hire | Manjimup Glass Service | Prime Earthmoving | Wiseman Signs |
| Gandy Mechanical | Manjimup Hotel | Professional Cabling | Woolworths Manjimup |
| Gateway Hotel | Manjimup Meat Mart | Reject Shop | Woolworths Petrol |

Estimated direct local procurement across six project examples is \$3M of \$9.8M equivalent to 30%

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