



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

Regional Business Engagement Forum

South West: Bunbury

Acknowledgement of Country





Diversify WA economic development framework

Investment and trade activities

External focused economy

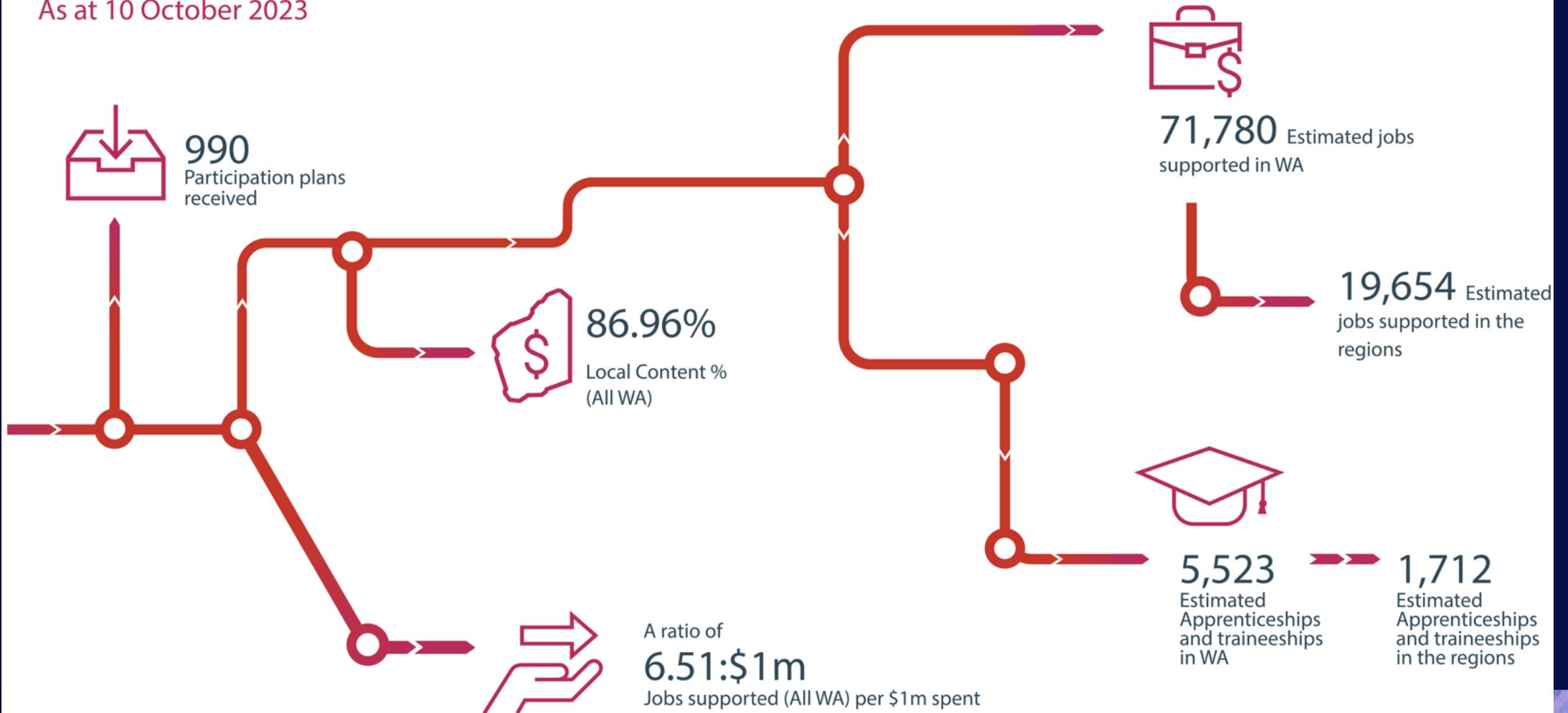


Cross-sector activities



Western Australian Industry Participation Strategy (WAIPS)

As at 10 October 2023



WA Buy Local Policy 2022 (WA BLP 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:
 - Regional business preference;
 - Regional content preference.
- 43 key Agencies have now signed Implementation Agreements and are applying WA BLP 2022.
- Changes made in April 2022 to help local businesses employing people with a disability to win work.

Local Content Adviser Network

South West Region

- Each region has a dedicated Local Content Adviser (LCA), based within the relevant Development Commission.
- LCAs take a lead role in promoting supply opportunities and facilitating regional business capability and growth.

South West LCA details:

- Zoe Bodycoat
- Email: Zoe.Bodycoat@swdc.wa.gov.au
- Phone: 0438 267 156

South West Gateway Alliance LCA details:

- Scott Radici
- Email: Scott.Radici@swgateway.com.au
- Phone: 0457 170 144

Local Content Adviser Network

South West Region Good News Stories



Gavin McGuire and Michael Jones from Koormal Group meeting Premier Roger Cook and Regional Development Minister Don Punch, at a Transforming Bunbury's Waterfront contracts announcement.



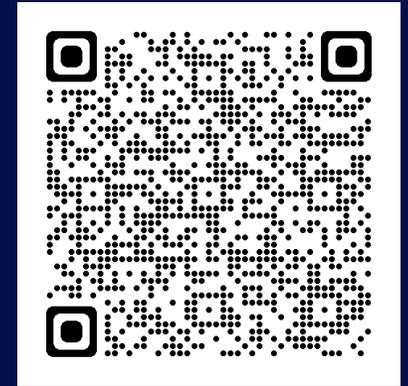
APG Plus, owned by Len Andel and based at Picton East, with the South West Development Commission's Local Content Adviser.

Local Capability Fund

Overview and Eligibility

- In operation since 2017, with its predecessor in existence from 2011.
- Targeted at providing support to WA Small and Medium Enterprise, to increase capacity, capability and competitiveness.
- Rounds vary in available funding, typically \$20,000 or \$50,000 per business.
- Funding of 50% of activities, up to maximum of round – paid as a reimbursement.
- Deliberately broad eligibility, to allow support of a wide range of industries and businesses.
- Base eligibility criteria:
 - Being for-profit;
 - Under 200 employees;
 - Hold an ABN and be registered for GST; and
 - Being operational for 12 months – 3 years (varies by round).

Local Capability Fund



2023-24 State-wide Rounds

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

Targeted Rounds

- Total Solar Eclipse Round
- Health and Life Sciences Round
- Bunbury Outer Ring Road Round



Local Capability Fund

South West Regional Round – 2023/24

- To enhance the capability, capacity and competitiveness of South West businesses to supply to Government or the private sector.
- \$100,000 total fund – 50% of eligible costs up to \$20,000 per business.
- The round closes **1 December 2023**.

Eligibility

- Being principally based in the South West region 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.



Local Capability Fund

Good News Stories – South West



Tall Timbers Manjimup

- Successful under the 2022-23 South West Regional Round.
- Received funding to purchase upgraded production equipment.
- Funding expected to reduce business costs, increase efficiency and market competitiveness.

South Side Contracting

- Successful under the 2020 Bunbury Outer Ring Road Round.
- Received funding to purchase an excavator.
- Funding resulted in six new staff, 15 new contracts and a 50% increase in turnover after one year.

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.
- 43 successful recipients in 2023.

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



Department of
**Training and
Workforce
Development**

Philip Wyles

**Director of Service Delivery
Strategy**

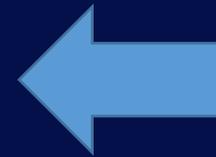
State Government Incentives

Never better to have an apprentice or trainee

- Fee free training for 130 qualifications – ‘Free in 2023’ extended into 2024.
- Available at all WA TAFE colleges and selected private training providers.
 - Travel and Accommodation Allowance

Employer Incentives:

- Jobs and Skills WA (JSWA) Employer Incentive;
- Payroll Tax Exemption;
- Group Training Wage Subsidy; and
- Construction Training Fund incentives.



Commonwealth Government Incentives

Priority Wage Subsidy:

- For Certificate III or higher, in occupations on the Priority List.
- 10% of wages for 1st / 2nd year apprentices (up to \$1500 p.q.), and 5% of wages for 3rd year apprentices (up to \$750 p.q.).

Hiring Incentive:

- For Certificate II or higher, in occupations that are **not** on the Priority List; or in a Certificate II in an occupation **on** the Priority List.
- \$3500 (full time) or \$1750 (part-time) paid in two, six-monthly instalments.

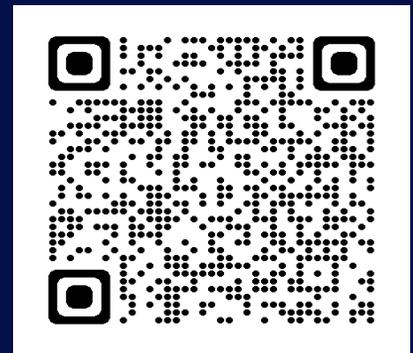
Australian Apprentice Training Support Payment:

- Direct financial assistance for those undertaking a Certificate III or higher qualification on the Priority List.
- \$1250 (full time) or \$625 (part-time) every six months, over the first two years of the apprenticeship / traineeship.



Job Ready Programs

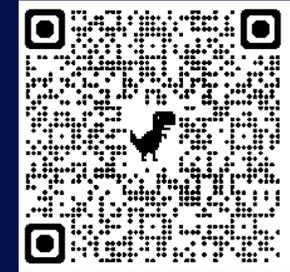
- Job Ready programs connect job seekers with employers.
- Current programs in:
 - Aged and disability care;
 - Bricklaying;
 - Driller's Offsider;
 - Infrastructure (Civil Construction);
 - Heavy Vehicle Driving Operations;
 - Future Chef; and
 - Early Childhood Education and Care.



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 Migration Office / Construction Visa Subsidy Program:

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



About the 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**.
- Attracting skilled migrants to **WA's building and construction sector**.



EMPLOYER SPONSORED stream

Eligibility



482 – Temporary Skill Shortage

90% of applications processed by Department of Home Affairs (DHA) in **60 days**

494 – Skilled Employer Sponsored Regional

90% processed by DHA in **14 months** (Employer Sponsored)

90% processed by DHA in **6 months** (Designated Area Migration Agreement)

186 – Employer Nomination Scheme

90% processed by DHA in **13 Months**



Headquartered in WA.

Undertaking residential / commercial construction work in WA.



Available for eligible 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 worker commences work with the WA employer.



EMPLOYER SPONSORED stream

How to apply:

STEP 1	<ul style="list-style-type: none">• Complete the CVSP Employer Sponsored Stream – Milestone 1 – Claim Form• Agree to comply with the Construction Visa Subsidy Program Terms and Conditions• Declare your intent to become a sponsor with the Department of Home Affairs, and sponsor a skilled migrant• 2 – 5 claims provide a brief outline of planned and upcoming work including the occupations your sponsored skilled migrant will be working in• 6 or more claims describe your plans for onboarding and supporting your skilled migrants
STEP 2	<ul style="list-style-type: none">• Register to access the Skilled Migrant Employment Register• Engage a Migration Agent to assist you through the process
STEP 3	Apply to become a sponsor with the Commonwealth Department of Home Affairs
STEP 4	Work with your skilled migrant and/or Migration Agent, to select the visa that your skilled migrant is eligible for so that your skilled migrant can lodge the visa application
STEP 5	When your skilled migrant’s visa has been granted, complete CVSP Employer Sponsored Stream – Milestone 2 – Claim Form
STEP 6	When your skilled migrant has commenced employment with you and received their first payslip, complete CVSP Employer Sponsored Stream – Milestone 3 – Claim Form

STATE NOMINATED stream

Eligibility



491 – Skilled Work Regional (Provisional) visa

90% of applications processed by DHA in **16 months**

190 – Skilled Nominated visa

90% processed by DHA in **13 months**

Granted through the WA State Nominated Migration Program



Headquartered in WA.

Undertaking residential / commercial construction work in WA.



Available for eligible 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



STATE NOMINATED stream

How to apply:

STEP 1	Lodge an Expression of Interest in SkillSelect to indicate your interest in WA State Nomination
STEP 2	<ul style="list-style-type: none">• Register to access the Skilled Migrant Employment Register• Engage a Migration Agent to assist you through the process
STEP 3	Once you have been approved for State Nomination and your visa has been granted by the Commonwealth's Department of Home Affairs, register your arrival and visa approval with Migration Services WA
STEP 4	When you have commenced employment with an eligible employer and received your first payslip, CVSP State Nominated Stream – Milestone 2 – Claim Form
STEP 5	When you have completed six months of work in WA's construction industry, complete CVSP State Nominated Stream – Milestone 3 – Claim Form

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.

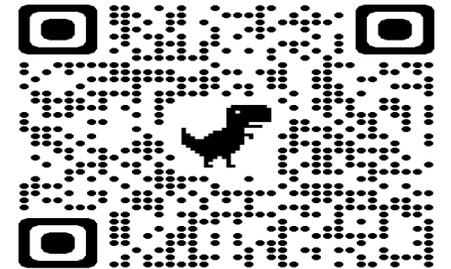


Bunbury Campus

South Regional TAFE campus and JSW Lotteries House – Level 1, Victoria St, Bunbury WA 6210.

Ph: 13 64 64 or (08) 6371 3007

Email: bunburyJSC@crtafe.wa.edu.au



Business, Industry and Regional Outreach



Australian Government

Department of Home Affairs



BIRO

Who we are

What do we do

How we can help

- Business, Industry and Regional Outreach Officers (BIROs) sit within the Immigration Operations Group of the Department of Home Affairs portfolio.
- BIROs provide business and industry with information to understand the available skilled migration programs and visa pathway options available to support employers.
- WA BIROs are Perth based and regularly on the ground in regional WA or online to help with understanding migration programs including skilled visas, employer sponsorship of workers and other options to address workforce and skills shortages.
- BIROs act as a critical Outreach link between the Department of Home Affairs and local business, industry, employers and regional communities across WA.
- Visa options (Home Affairs website link) - [Visa list \(homeaffairs.gov.au\)](https://www.homeaffairs.gov.au/visas)

More information

Contact the BIRO in your region:

BIRO.WA@homeaffairs.gov.au



immi.homeaffairs.gov.au/

Construction Training Fund



- The Construction Training Fund (CTF) collect a 0.2% levy from all construction projects over \$20,000, which is reinvested into supporting a safe, skilled and sustainable construction workforce.
- Grants are available for employers who take on apprentices, and subsidies are available for businesses involved in construction work, to complete additional skills training including OHS, licenses and business skills.
- Apprentice Completion Grants are one available initiative. This is a one-off payment of \$2,000, plus a \$500 reimbursement for tools and safety equipment for apprentices and trainees who complete their qualifications during FY23-24.
- Contact an Industry Training Adviser for more information: ita@ctf.wa.gov.au

Defence Industry

What is it?

- Defence Industry are the businesses that develop, manufacture and maintain the products, service, infrastructure and technology for the Australian Defence Force and the militaries of Australia's allies.



Defence Industry

WA's Opportunity

- Defence Industry has been identified as a priority industry sector to support diversification of the WA economy and create jobs.
- The State Government has invested significantly in providing the ecosystem to support Defence Industry growth.
- Expected demand for goods and services is anticipated to grow significantly in the near future.
- Anticipated upcoming opportunities include:
 - Significant infrastructure development at HMAS Stirling and northern Defence Bases;
 - Multi-national defence companies establishing a presence in WA; and
 - Increased visits by allied forces, particularly US and UK navies.

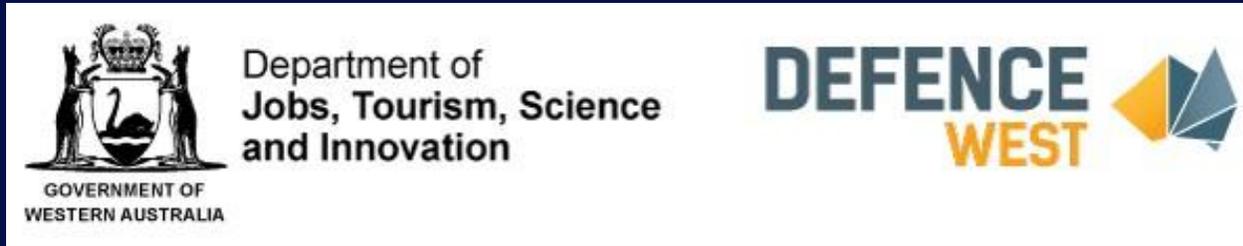
Defence Industry

What to consider:

- Start small – look at partnering with or supplying to SMEs that already have contracts with Defence and/or Defence primes.
 - Get help
 - Prepare a 'Quad Chart'
 - Consider security
 - Standards compliance – ISO certifications
- 

Defence Industry

Further Information



Department of Finance

Works expected in the South West region 2023-24

Agency	Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Education	Boddington DHS – Intruder Alarm Upgrade	\$300,000	November 2023
Education	Nannup DHS – Secondary School Science Upgrade	\$300,000	November 2023
Education	Fairview PS – plaster glass ceiling replacement	\$200,000	October 2023
Education	Brookton DHS – Science Upgrade	\$400,000	January 2024
Education	Dalyellup College STEM	\$1,000,000	June 2024
Transport	Busselton Service Centre – Office Fit Out	\$1,000,000	January / February 2024
Training and Workforce Development	South Regional TAFE – Bunbury Walkways Stage 2	\$1,000,000	January 2024

Department of Finance

Upcoming Goods and Services required in the South West region 2023-24

Agency	Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Public Transport Authority	School bus services contracts - various	\$1 – 3 million	January – March 2024
South Regional TAFE	Provision of gardening services – Bunbury campus	\$920,000	April – June 2024
WA Country Health Service	Non-invasive cardiology tests for Bunbury and Busselton hospitals	\$2.08 million	October – December 2023
Forest Products Commission	Forest disease interpretation and mapping	\$750,000	October – December 2023

Department of Communities

Works expected in the South West region 2023-24

Project Area	Works / Project Description	Indicative Budget	Expected Invitation
Builders panels	<p>Communities has established a Housing Construction and Refurbishment Builders State-wide Panel and a Modular Builders Panel, to engage with pre-qualified builders to deliver future projects. All future works are intended to be awarded through these panels.</p> <p>9 dwellings are in the Planning and Design Phase in the South West region:</p> <ul style="list-style-type: none">- 8 in the Shire of Collie- 1 in the Shire of Bridgetown-Greenbush	As sites are identified for new housing, Communities seeks proposals and quotes from Panel members.	Varies

Email: housingstimulus@communities.wa.gov.au

Department of Communities

Works expected in the South West region 2023-24

Project Area	Works / Project Description
Community Housing Grants – new builds and refurbishments	<p>Over \$24million in Community Grants have been awarded to 5 community housing organisations (CHOs), to build 93 new social housing dwellings.</p> <p>A further \$7million has been awarded to 8 CHOs to undertake refurbishment works on 75 social housing dwellings.</p> <p>These CHOs will engage their own contractors and builders to undertake works – contact the grant recipients directly for information on work available. Budgets and expected works invitations therefore vary.</p> <p>Successful recipients found here: https://www.wa.gov.au/government/publications/sherp-refurbishment-grant-recipients</p> <p>Refurbishment works can include kitchen and bathroom upgrades, repairs to flooring and walls, plumbing and electrical works, and fencing.</p>

Department of Communities

Works expected in the South West region 2023-24

Project Area	Works / Project Description	Indicative Budget	Expected Invitation
Head Maintenance Contractor – maintenance and refurbishment	<p>Done through Lake Maintenance (Head Maintenance Contractor) who can be contacted by businesses interested in performing maintenance and refurbishment works of Communities' properties: WAmail@lakemaint.com.au</p> <p>Quoted works – Lake seeks quotes from contractors for refurbishments and bulk maintenance packages of works up to \$250,000. Works over this threshold are published on Tenders WA. Lake manages the delivery of works on behalf of Communities.</p>	Varies	Done as assets are identified for refurbishment and maintenance works.

*We're working for
Western Australia.*



Main Roads WA

**Works expected in the South West region
2023-24**

Contact: Brad.Grinter@mainroads.wa.gov.au

State Wide Panel Contracts

- State-wide Road Construction Panel Contract
- State-wide Structures Panel Contract
- State-wide Bitumen Sprayed Sealing Services Panel Contract
- State-wide Road Marking Panel Contract
- State-wide Asphalt Resurfacing Panel Contract
- State-wide Pavement Stabilisation Panel Contract
- State-wide Traffic Management Panel Contract
- State-wide Panel Contract for the Maintenance and Repairs of Road Safety Barrier
- State-wide Road Signage Supply Contract
- State-wide Specialist Temporary Traffic Management Devices Panel Contract (SSTMDPC)



South West Regional Contracts 2024



Contract Details	Closing Date
Panel -Supply & Deliver Pre-Cast Drainage Products	29 Sept, 2023
Panel - Supply and Deliver Road Building Materials (RBM)	27 Sept, 2023
Panel - Supply of Asphalt and Cold Mix for Maintenance	3 Oct, 2023
Panel -Provision of Labour Hire / Temporary Personnel & HSE for Maintenance and Construction (SWR)	3 Oct, 2023
Minor works contract - Herbicide, Slashing and Mowing – SWR South Zone	3 Oct, 2023
Minor works contract - Herbicide, Slashing and Mowing – SWR North Zone	4 Oct, 2023
Minor works contract - Lateral and Overhead Vegetation Clearing	4 Oct, 2023
Minor works contract - Panel Contract to Supply and/or Deliver Revegetation, Maintenance and/or Monitoring	6 Oct, 2023
Minor works contract - Undertake Installation of Drainage Structures	13 Oct, 2023
Panel - Contract for the Provision of Dry Hire and Wet Hire of Plant and Equipment	24 Oct, 2023
Panel - Final Trim Grader Wet Hire Services	24 Oct, 2023

Stay Connected

Next steps to take



Visit WA.gov to learn more



Subscribe to the WA Industry Link mailing list



Speak to your Local Content Adviser
– Zoe Bodycoat



Visit a Jobs and Skills Centre

With thanks to:



Post Event Survey: Bunbury

Your feedback is important to us

