



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

Regional Business Engagement Forum

Pilbara: Karratha

Acknowledgement of Country





Diversify WA economic development framework

Investment and trade activities

External focused economy

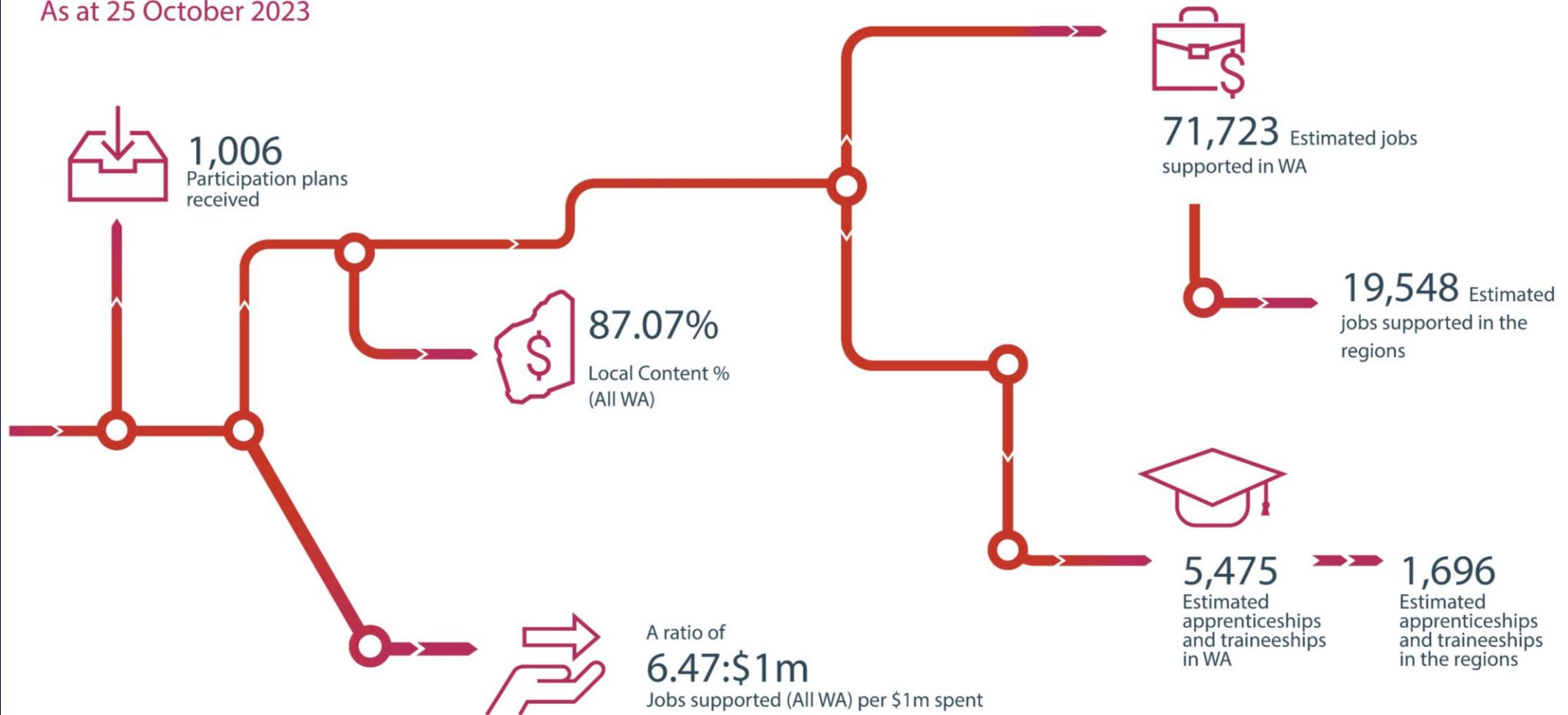


Cross-sector activities



Western Australian Industry Participation Strategy (WAIPS)

As at 25 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

Pilbara 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.

Pilbara LCA details:

- Mary Manov
- Email: Mary.Manov@pdc.wa.gov.au
- Phone: 0487 035 952

Local Content Adviser Network

Role of your LCA in the Pilbara

- Support Pilbara suppliers and contractors to connect with government procurement and tender opportunities.
- Connect Pilbara businesses to capability and grant programs.
- Liaise with head contractors to encourage local sub-contractor engagement.
- Advocate for Pilbara SMEs in relation to government procurement.



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
- Digital Transformation Round (pilot)



Local Capability Fund



Pilbara Regional Round – 2023/24

- To enhance the capability, capacity and competitiveness of Pilbara-based 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 **12 December 2023**.

Eligibility

- Being principally based in the Pilbara 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 – Pilbara

Pilbara Environmental Pty Ltd

- Successful under the 2022-23 Pilbara Regional Round.
- Received funding to purchase a specialised all terrain vehicle.
- Funding has enabled a new major contract and three new staff after only six months.

Hicks Civil and Mining Pty Ltd

- Successful under the 2021-22 Aboriginal Business Round.
- Received funding to purchase a GPS system for their CAT Bulldozer.
- Funding resulted in three new staff after only six months, and significant cost reductions.



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**

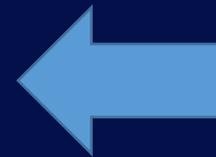
State Government Incentives

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.



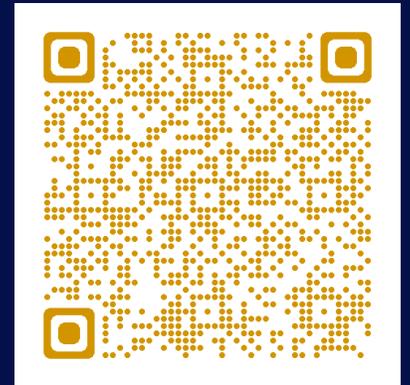
Available for eligible construction occupations.



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.



Karratha Campus

North Regional TAFE campus –
Dampier Highway, Karratha WA 6714.

Ph: 13 64 64 or (08) 9168 9488

Email: karrathaJSC@nrtafe.wa.edu.au



Business, Industry and Regional Outreach



Australian Government

Department of Home Affairs



Contact the BIRO in your region:

BIRO.WA@homeaffairs.gov.au



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)

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

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.
- Prepare a ‘Quad Chart’
- Consider security
- Standards compliance – ISO certifications
- Seek help:
 - Office of Defence West
 - ODIS – Office of Defence Industry Support
 - Dept. of Training and Workforce Development
 - Henderson Alliance
 - AIDN



Department of
Jobs, Tourism, Science
and Innovation

DEFENCE
WEST 



ODIS

Office of Defence
Industry Support

Department of Finance

Works expected in the Pilbara region 2023-24

Agency	Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Education	Dampier Primary School – music and multipurpose room upgrade	\$1 million	January 2024
Education	Tom Price Senior High School – STEM	\$600,00	November 2023
North Regional TAFE	Karratha Campus – toilet and multipurpose area upgrade	\$400,000	December 2023
North Regional TAFE	Pundulmurra Campus – Block 11 air conditioning replacement	\$435,000	January 2024
Justice	Karratha Courthouse – 2x hard shade carports	\$200,000	January – February 2024
Justice	Roebourne Regional Prison – temperature management	\$14.8 million	November 2023
WA Police	Newman Police Station – minor works upgrade	\$500,000	February 2024

Department of Finance

Upcoming Goods and Services expected in the Pilbara region 2023-24

Agency	Works / Project Description	Budget (Indicative)	Expected Tender Invitation
Communities	Housing management services in Remote Aboriginal Communities	\$6.5 million	April – June 2024
Education	Gardening services – various primary school locations	\$2.67 million	October – December 2023
Justice	Cleaning services for South Hedland Courthouse	\$250,000	July – September 2024
North Regional TAFE	Provision of ICT switches	\$600,000	October – December 2023
WA Country Health Service (WACHS)	Provision of air charter services for WACHS - Pilbara	\$910,000	January – March 2024
WA Country Health Service	Provision of landscaping maintenance services for Pilbara Hospital and Campus	\$559,000	October – December 2023

Department of Communities

Works expected in the Pilbara 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>14 dwellings are in the Planning and Design Phase in the Pilbara region:</p> <ul style="list-style-type: none">- 5 in the Town of Port Hedland;- 4 in the Shire of Ashburton; and- 5 in the City of Karratha.	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 Pilbara region 2023-24

Project Area	Works / Project Description
Community Housing Grants – new builds and refurbishments	<p>Over \$1.2million in Community Grants have been awarded to 4 community housing organisations (CHOs), to undertake refurbishment works on 13 social housing dwellings in the Pilbara.</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 Pilbara 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 Pilbara region
2023-24**

Contact: Sally.Hocking@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)



Pilbara Regional Works 2023-24



Project Details	Indicative Budget	Expected Tender
Port Hedland residences – 3x enclosed sheds	\$300,000	January 2024
Wedgfield Depot Gatehouse Upgrades	\$400,000	November 2023
Karratha Depot Administration Building Upgrade	\$200,000	February 2024
Newman – site power upgrade	\$550,000	January 2024
Great Northern Highway – 1608SLK Hematite Drive Acceleration Lanes	\$4.5 million	April – June 2024
North West Coastal Highway – 7 Mile Creek floodway upgrades	\$4.5 million	October – December 2023

Works Under Construction



Contract Details:

**Hedland Road Rail Safety Improvements Project Stage Two -
Realignment of GNH between Bell Street and the Goldsworthy level
crossing**

Burrup Peninsula Rd and Hearson Cove Rd Improvements Project

Annual Pavement Repair Program

Annual Reseal Program

Upcoming Contracts



Contract Details	Expected Tender	Indicative Budget
Panel –Hire of Plant and Equipment	Closed, yet to be awarded	\$30 million
Panel -Provision of Labour Hire	Closed, yet to be awarded	
Overtaking Lanes – Newman to Auski – Package of Works under the Statewide Road Construction Panel Contract	Closed yet to be awarded	\$50 million total
Overtaking Lanes – Auski to Port Hedland – Package of Works under the Statewide Road Construction Panel Contract	Q1 2024	
Parking Bays/Rest Areas – four between Newman to Hedland	Q1-2 2024	\$8.5 million
NWCH Grade Separation over RTIO Main Line Tom Price at 18.1	Q1 2024	\$50 million
Shoulder Sealing – Kumarina to Newman – Package of Works under the Statewide Road Construction Panel Contract	Q4 2023	\$28.9 million
Upgrades at GNH/Pinga and GNH/Lumsden	TBC	\$50 million



Kim Gordon

**HSSE Manager - Saipem
Clough**



**Regional Business Engagement Forum – Karratha
Nov 2023**



ACKNOWLEDGEMENT OF COUNTRY

Saipem Clough Joint Venture acknowledges the Ngarluma People, the Traditional Custodians of the land on which we are meeting today and we pay our respect to their Elders past, present and emerging.



Agenda



Saipem Clough Joint
Venture

Project Overview

Project Commitments

Local Supply
Opportunities

Project Forecast





BURRUP UREA PROJECT • MISSION STATEMENT

- Zero Harm Policy – protecting Health & Safety of all Employees, Contractors, Visitors associated to the Project and operation
- Environment Protection – abiding by all Project Compliances and Approvals
- Inclusion and Diversity – working with traditional owners, local government & local Industry
- Ensuring a “No Blame” culture in the organisation
- Aspire to be an Employer of Choice
- Harnessing Synergies towards an integrated “One Team and One Goal” approach
- To meet Highest Standards of Quality, Technical Integrity and Energy efficiency on the Project
- To build strong synergies for growth and focus on sustainable business in Australia.

A blue ink signature of Maurizio Coratella, written in a cursive style.

Maurizio Coratella
COO - Saipem

A blue ink signature of Vikas Rambal, written in a cursive style.

Vikas Rambal
Chairman - Perdaman

A blue ink signature of Peter Bennett, written in a cursive style.

Peter Bennett
CEO & MD - Clough

Project Overview

Client: Perdaman Industries

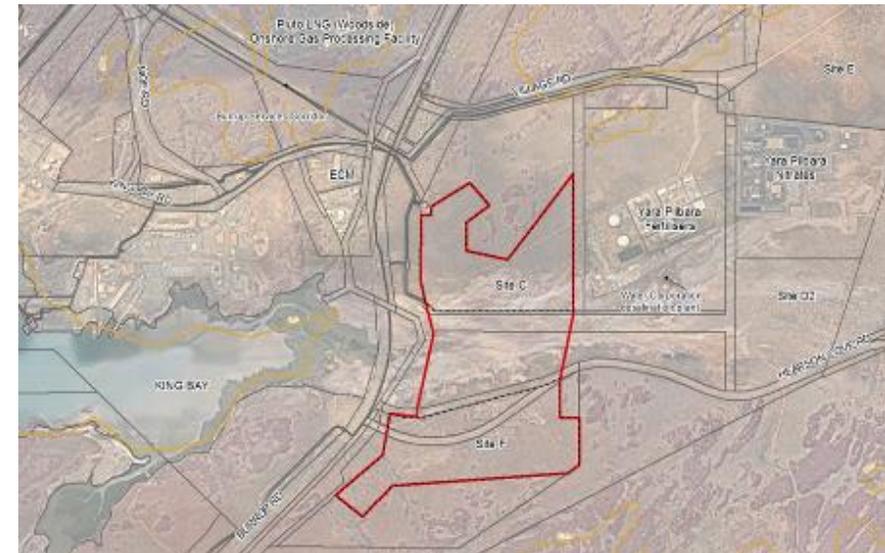
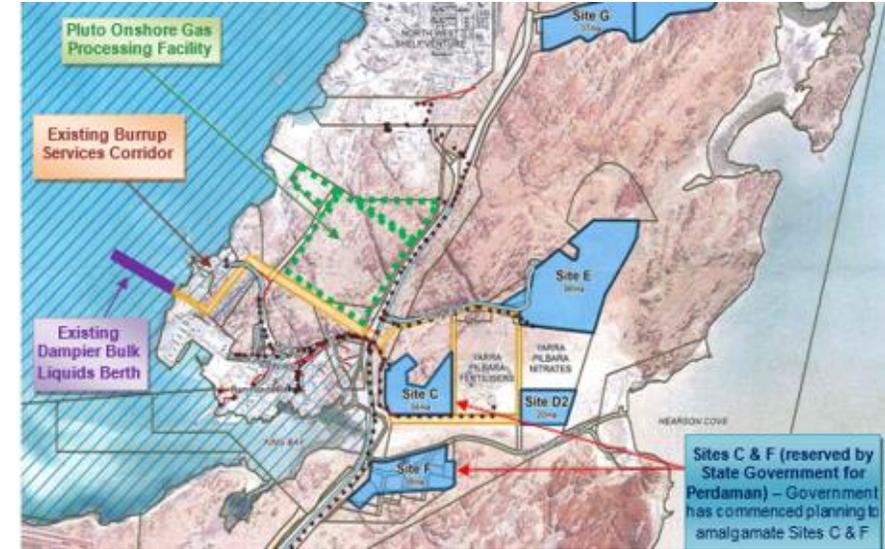
Location: Burrup Peninsula, WA

Entity: Saipem Clough 50/50 Joint Venture

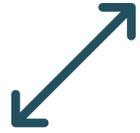
Duration: 50 months

Scope:

Engineering, procurement of equipment and materials, construction, pre-commissioning and commissioning for the execution of a latest-generation fertilizers plant with a capacity of 2.14 million tons of urea per year.



Project Overview



Biggest urea plant in Australia and one of the biggest in the world



Integrating **Topsoe's cutting-edge SynCOR Ammonia™ technology** and Saipem's proprietary **Snamprogetti™ Urea technology** to produce urea



The plant has been designed to **minimise** both **industrial emissions** and the **carbon footprint** of fertiliser production with the capacity to **achieve net carbon zero by 2050**.



Expected to create up to **2,000** jobs during construction and **200** jobs during operation.

Saipem Clough Joint Venture



Saipem:

- Global EPC contractor
- Licensed holder for Syncor and Urea
- World leader in delivery of urea and ammonia projects
- Operating in 72 countries worldwide with over 34,000 employees
- Vision is to be the benchmark company for clients looking for extraordinary sustainable solutions

Clough:

- Founded in 1919, in Perth, Western Australia
- Deliver high performing projects for the energy, resources and infrastructure industries
- Workforce of over 3,000 people across Australia and Asia Pacific following the acquisition by global construction leader Webuild in 2023



Saipem and Clough, in an equally shared (50/50) joint venture has reached its full contractual effectiveness for the development of Perdaman's urea plant on coastline of Western Australia.

Our Commitment

The Joint Venture and Perdaman's commitment to make a **positive impact in the community** are aligned, and a key aspect during the construction phase is to **engage with the Indigenous and local communities** through **career, training and business opportunities** ensuring long lasting social benefits.



Local Supply Packages



PERDAMAN



SAIPEM



Local Supply Packages



Procurement and Supply Strategy - SCJV's philosophy is local first

Our two-pronged approach to procurement:

1. Major Package / Long Lead items started a year ago – **SCHEDULE FOCUSSED**
2. General Supply and Services – **LOCAL FOCUSSED**

Packages may include:

- Crane hire
- Civil subcontractors
- Electrical subcontractors
- Transport
- Training providers
- Tools and consumable supplies
- Catering (outside of camp arrangements)
- Vehicle and machine servicing/repair
- Local fabrication
- Supply of goods
- Temporary facilities supply
- Waste management
- Welding gas supply
- Traffic management
- Security
- Buses
- Plant hire
- Vehicle hire

PROJECT FORECAST



Project Road Map until end of 2023 Forecast

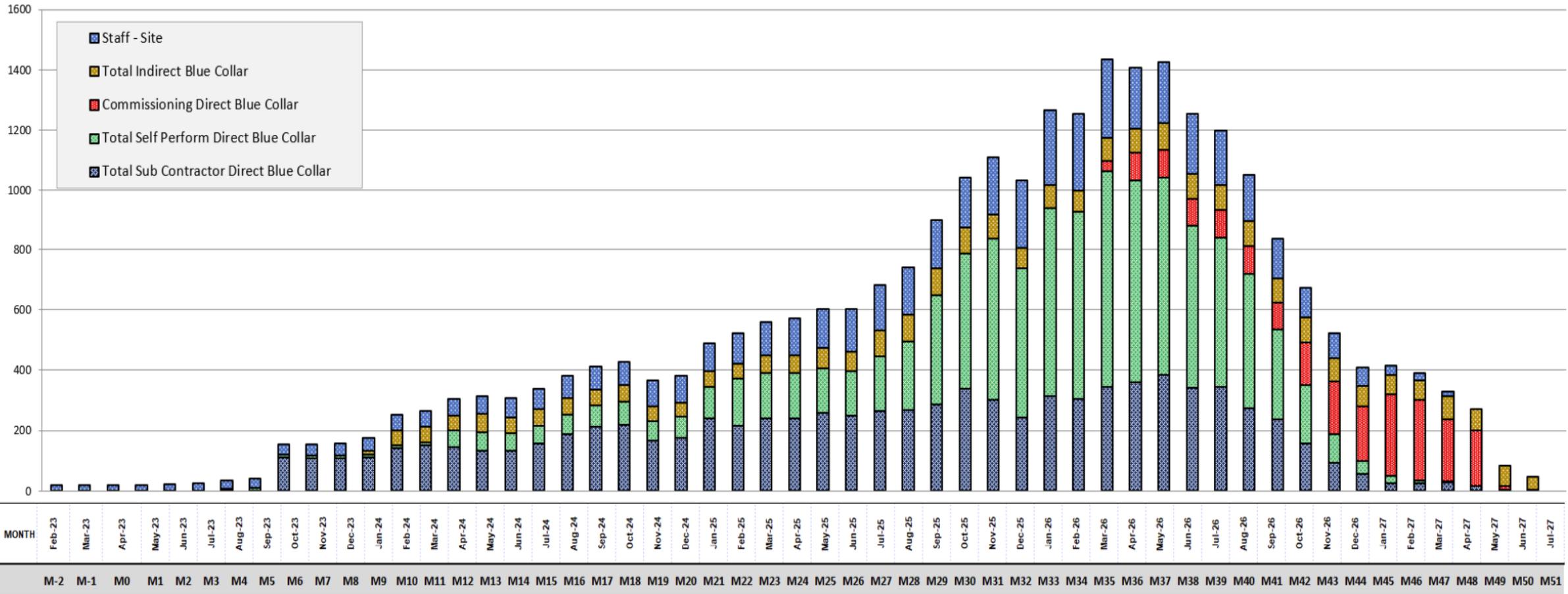


Q3 & Q4 2023

Resourcing Histogram



PERDAMAN
PROJECT CERES
Onsite TOTAL Manning Histogram - FNTP 21-Apr-23 BL 50M Rev1



Stay Connected

Next steps to take



Visit WA.gov to learn more



Subscribe to the WA Industry Link mailing list

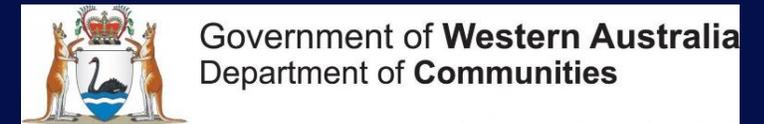


Speak to your Local Content Adviser
– Mary Manov



Visit a Jobs and Skills Centre

With thanks to:



Post Event Survey: Karratha

Your feedback is important to us

