



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

# **Regional Business Engagement Forum**

**Peel: Mandurah**

# **Acknowledgement of Country**



# **Policies and Support for Business**

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# Western Australian Industry Participation Strategy (WAIPS)

## Recent WAIPS Data



# 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 Peel Region

## Therese Ejsak

- Each region has a dedicated Local Content Adviser (LCA), based within the Development Commission.
- Your Peel LCA's role is to:
  - Connect Peel businesses with capability and grant programs.
  - Liaise with head contractors to encourage opportunities for local sub-contractors.
  - Advocate for Peel Small to Medium-sized Enterprises (SMEs) in relation to government procurement and help them connect to opportunities.

### Peel LCA details:

- Therese Ejsak
- Email: [therese.ejsak@peel.wa.gov.au](mailto:therese.ejsak@peel.wa.gov.au)
- Phone: 0432 298 654

# Funding Incentives

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# Local Capability Fund

## Overview and Eligibility

- In operation since 2017, with its predecessor in existence from 2011.
- Targeted at providing support to WA SMEs, to increase capability, capacity, and competitiveness.
- Rounds vary in available funding, typically \$20,000 or \$50,000 per business.
- Funding up to 50% of eligible costs (ex GST) up to maximum of round – paid as a reimbursement.
- Deliberately broad eligibility, to allow support of a wide range of businesses and industries.
- Base eligibility criteria:
  - Being for-profit (or a not-for-profit Aboriginal Corporation)
  - 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



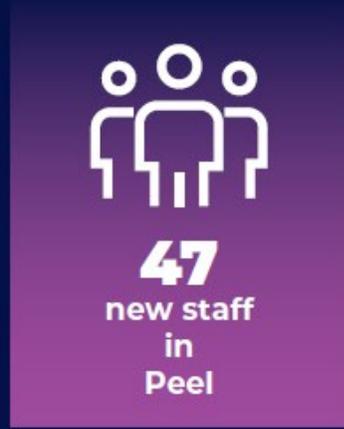
## 2023-24 State-wide Rounds

- Aboriginal Business
- Supplying Key Projects
- Standards Compliance



## Targeted Rounds

- Digital Transformation Round (pilot)
- Total Solar Eclipse
- Health and Life Sciences



# Local Capability Fund



## Peel Regional Round – 2023/24

- To enhance the capability, capacity and competitiveness of Peel-based businesses to supply to export markets, Government or the private business sector.
- \$100,000 total fund – 50% of eligible costs up to \$20,000 per business.
- The round closes **11 April 2024**.
- 6 Peel businesses successfully funded in the 2022/23 Regional Round.

## Eligibility

- Being principally based in the Peel 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

## Case Study - Kanyana Engineering

- Kanyana Engineering is a manufacturing and laser cutting company based in Greenfields.
- The company were awarded a \$50,000 LCF Grant in the 2021/22 Supplying Key Projects Round – the grant funded a heavy-duty, multidirectional forklift, helping them compete for future works.
- The new forklift has enabled Kanyana Engineering to win over \$1million in additional work, alongside bringing on 5 new staff and 3 new apprentices.



# 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.
- There is specifically targeted funding under this grant, to support competitive regional businesses.
- 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.



- Email: [innovation@jtsi.wa.gov.au](mailto:innovation@jtsi.wa.gov.au)

# Access Asia Business Grants

## Overview

- Supports WA SMEs looking to gain access to new Asian markets and contribute to WA's economic diversification.
- **Grants of up to \$30,000 (excl. GST)** are available from a total pool of \$360,000 (excl. GST).
- Funding is offered on a 20:80 co-contribution ratio, with applicants required to contribute at least 20% of the project's eligible funding costs.
- Successful grant applicants receive 75% of the grant funding at the start of the project.
- Eligible activities can be WA and/or Asia-based.

## How to Apply?

- For Application Guidelines and further information scan this QR code:



- Applications must be received via the grants online portal by **12 noon AWST, Friday 15 March 2024:** <https://accessasia.grantplatform.com/>
- Email: [accessasia@jtsi.wa.gov.au](mailto:accessasia@jtsi.wa.gov.au)



GOVERNMENT OF  
WESTERN AUSTRALIA

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



**State and Federal Grant Finder:**  
**[Grants and programs finder |](#)**  
**[business.gov.au](#)**



**State Government  
Procurement in the Peel region**

# Department of Finance

## Works expected in the Peel region 2023-24

Agency	Works / Project Description	Budget (Indicative)	Expected Tender Invitation
WA Police	Mandurah Peel District Complex – replacement of roof sheeting	\$850k	May 2024
	Mandurah Peel District Complex – armoury upgrade & storage works	\$320k	April 2024
Education	Pinjarra Senior High School – STEM EC21	\$1.5m	October 2024
	Halls Head College - STEM EC21	\$1.5m	February 2024
	Byford Secondary College – stage 4 – EC21	\$21.5m	September 2024
Health	Byford Health Hub	\$41.9m	2023-24 FY
Racing & Wagering	Pinjarra Racing Pavilion & Admin Construction	\$3.3m	March to June 2024
	Replace Larkhill Training Track Lighting	\$1.5m	July to Sept 2024
	Replace Larkhill Training Track Irrigation	\$600k	July to Sept 2024

Email: [Rowan.Acton@finance.wa.gov.au](mailto:Rowan.Acton@finance.wa.gov.au)

Email Racing & Wagering: [info@rwwa.com.au](mailto:info@rwwa.com.au)

# Department of Finance

Goods and Services contracts expected in the Peel region 2023-24

Agency	Works / Project Description	Budget (Indicative)	Expected Tender Invitation
PTA	School Bus Service Contract – Riverside ESC Pinjarra	\$1.9m	Oct – Dec 2024
	School Bus Service Contract – Peel LDS Baldivis	\$1.8m	July to Sept 2024
	School Bus Service Contract – Peel LDS Baldivis North	\$1.7m	July to Sept 2024
	School Bus Service Contract – Mandurah LDC South	\$1.6m	Oct – Dec 2024
	School Bus Service Contract – Mandurah LDC North	\$1.45m	Oct – Dec 2024
Racing & Wagering	Design of Pinjarra Park Admin & Jockeys & Owners Enclosures	\$500k	July to Sept 2024
	Design New Greyhound Racing Venue	\$1m	July to Sept 2024

Email PTA: [michelle.ong@pta.wa.gov.au](mailto:michelle.ong@pta.wa.gov.au)

Email Racing and Wagering: [info@rwwa.com.au](mailto:info@rwwa.com.au)

# Department of Communities

## Works expected in the Peel region 2023-24

Project Area	Works / Project Description	Indicative Budget	Expected Invitation
Builders panels	All future building works will be delivered a Housing Construction and Refurbishment Builders State-wide Panel. 22 dwellings are in the Planning and Design Phase in the Peel Region To get involved in this panel, please contact <a href="mailto:Builders.Panel@communities.wa.gov.au">Builders.Panel@communities.wa.gov.au</a> .	As sites are identified for new housing, Communities seeks proposals and quotes from Panel members.	Varies
Construction	Work to construct Mandurah Common Ground, a 50 self-contained apartment facility. <b>Construction tenders expected to launch in March.</b>	N/A	March 2024
Community Housing Grants – new builds and refurbishments	Over \$1.2 million being awarded to four community housing organisations to undertake refurbishment works on 13 social housing dwellings. These organisations will engage their own contractors to undertake works – incl. kitchen and bathroom upgrades, general repairs, plumbing electrical and fencing works.  Details of successful grant recipients can be found on the <a href="#">Department of Communities website</a> :	Varies.	Varies

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



Department of  
**Training and  
Workforce  
Development**

**Philip Wyles**  
**Director of Service Delivery  
Strategy**

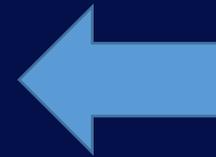
# State Government Incentives

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 1<sup>st</sup> / 2<sup>nd</sup> year apprentices (up to \$1500 p.q.), and 5% of wages for 3<sup>rd</sup> 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.



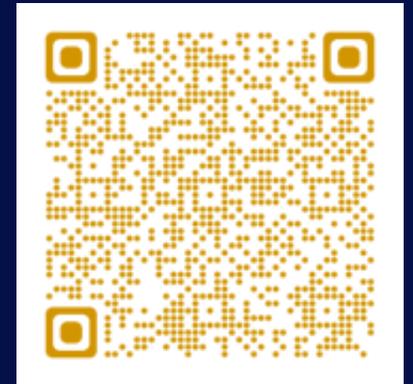
Available for eligible construction occupations.



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:

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

# 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:

<b>STEP 1</b>	Lodge an Expression of Interest in SkillSelect to indicate your interest in WA State Nomination
<b>STEP 2</b>	<ul style="list-style-type: none"><li>• Register to access the Skilled Migrant Employment Register</li><li>• Engage a Migration Agent to assist you through the process</li></ul>
<b>STEP 3</b>	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
<b>STEP 4</b>	When you have commenced employment with an eligible employer and received your first payslip, <b>CVSP State Nominated Stream – Milestone 2 – Claim Form</b>
<b>STEP 5</b>	When you have completed six months of work in WA's construction industry, complete <b>CVSP State Nominated Stream – Milestone 3 – Claim Form</b>

# 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.



## Mandurah Campus

South Metropolitan TAFE campus and 2 Education, Greenfields WA 6210.

Ph: 13 64 64 or (08) 9586 7411

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

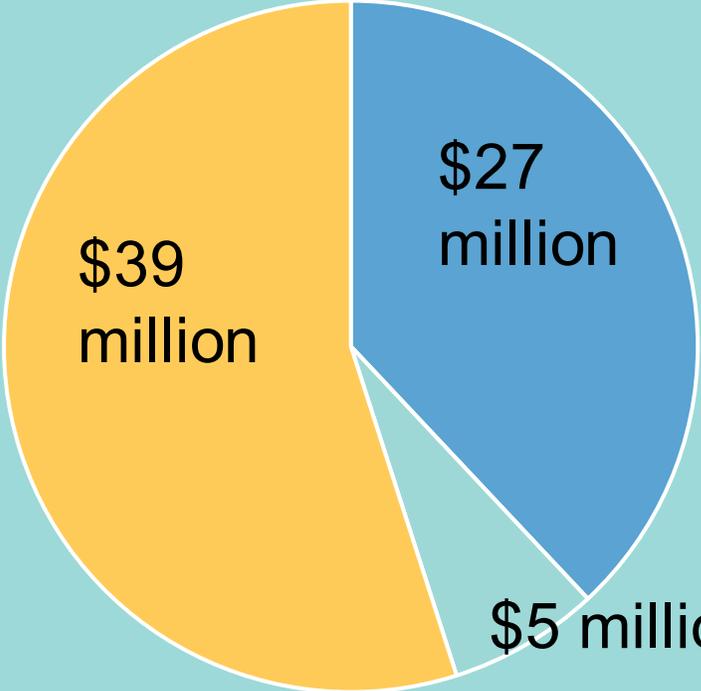
# City of Mandurah Procurement Opportunities

Tahlia Jones A/Director Business Services



# Working with the City of Mandurah

Total Expenditure on 22/23  
Purchase Orders



■ Mandurah
 ■ Peel
 ■ Other



Expenditure in the Peel Region by Category	
Contracted Services	Expenditure
Waste Services	\$13.6 million +
Construction Works	\$3.1 million +
Cleaning	\$1 million +
Electrical and Plumbing	\$1.7 million +
Security	\$350,000 +



# City of Mandurah Procurement Approach

## Council Procurement Policy

- Governs procurement activity under \$250k
- Risk/Value approach
- Focuses on local businesses
- Provides for the minimum number of quotes that must be sought from the local market
- Value for Money, Compliance, Strengthening Integrity, Encouraging Effective Competition

## Council Regional Price Preference Policy

- Applies only to Tenders (\$250k)
- Provides for an effective discount to tendered price in evaluation only
- 10% for goods and services
- 5% for construction
- Maximum \$50,000
- Mandurah businesses are eligible for full discount for purpose of evaluation
- Other business may make a local content claim if employing or buying local

# Upcoming Procurement Opportunities

Opportunity	Status
<b>Cinemas AC Replacement</b>	RFT – Out to market
<b>Winter Anchor Event</b>	Closed RFQ – Out to market
<b>Minor Building Maintenance Works</b>	RFT – Quarter One
<b>Provision of Reticulated Gas Supply</b>	RFT – Quarter One
<b>Pre-Employment Medical Examinations</b>	Closed RFQ – Quarter One
<b>MARC Commercial Pool Maintenance</b>	RFT – Quarter Two
<b>Provision of Temporary Fencing - City Wide excluding Events</b>	RFT – Quarter Two
<b>Provision of Temporary Fencing - Events Only</b>	RFQ – Quarter Two
<b>Warrangup Springs Boardwalk Renewal</b>	RFT – Quarter Two
<b>Fly Bridge Maintenance</b>	Closed RFQ – Quarter Two
<b>Limestone Walls - Construct New and Repair Existing</b>	RFT – Quarter Two
<b>Irrigation Water Expansion – Dawesville</b>	RFT – Quarter Two
<b>Artesian Bore Construction – Dawesville</b>	RFT – Quarter Two
<b>MARC Fitness Equipment</b>	RFT – Quarter Two
<b>Community Engagement Platform</b>	RFT – Quarter Two
<b>Gutter Cleaning Works/Services</b>	RFT – Quarter Two

# Where to Locate Upcoming Opportunities



Tenders and Quotations Page



Tenderlink Registration



City of Mandurah Tender Register



Peel Chamber of Commerce and Industry Network Forum



WALGA Preferred Supplier Panel



# Contact

Email: [Tenders@mandurah.wa.gov.au](mailto:Tenders@mandurah.wa.gov.au)

Website: [Tenders and Quotations | City of Mandurah](#)



Thank you.



# Stay Connected

## Next steps to take



Visit [WA.gov](http://WA.gov) to learn more



Visit the  
LCF and RBEF webpages



Subscribe to the WA Industry Link  
mailing list

With thanks to:

