



Welcome Suppliers Briefing – 27 July 2021

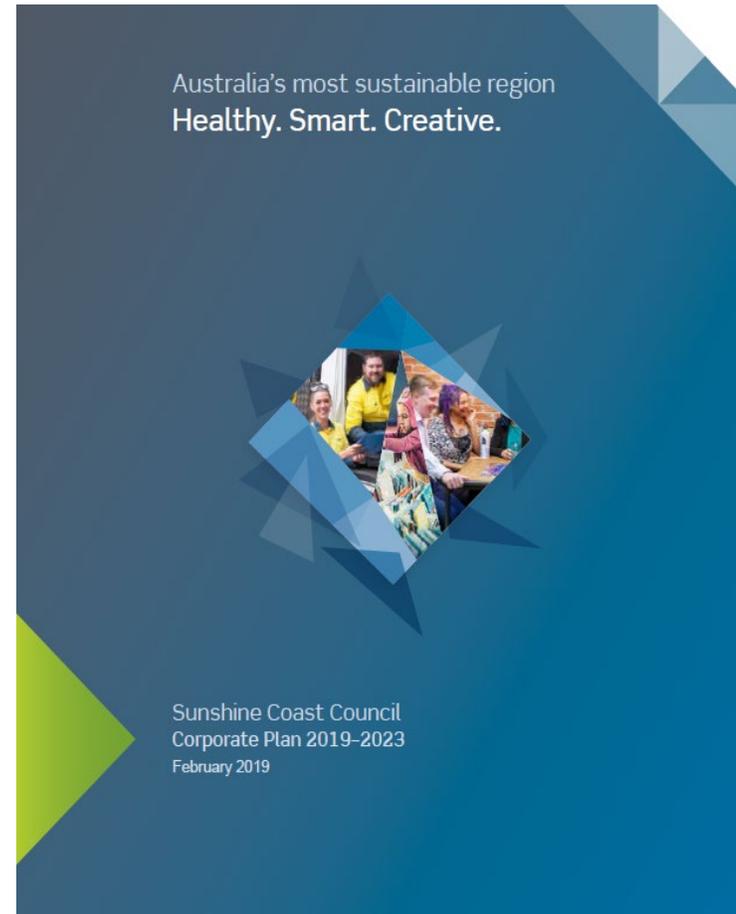
Agenda

| | |
|----------------------------|---|
| Welcome | Dimitri Simianakis, Coordinator Procurement & Contract Performance |
| Opening | Councillor Terry Landsberg |
| Health and Safety | Martin Harding, Health & Safety Advisor |
| Project Delivery | Chris Sturgess, Manager Project Delivery |
| Economic Development | Mandy Day, Business Development Facilitator Tania McKenzie, Business Development Facilitator |
| Business and Innovation | Dimitri Simianakis, Coordinator Procurement & Contract Performance |
| Master Builders Queensland | Nicola Scott, Regional Manager – Sunshine Coast |
| Booth Networking | Sunshine Coast Council Representatives |

Sunshine Coast Council – Healthy. Smart. Creative.

Opening and Welcome

Councillor Terry Landsberg





Health and Safety

Martin Harding

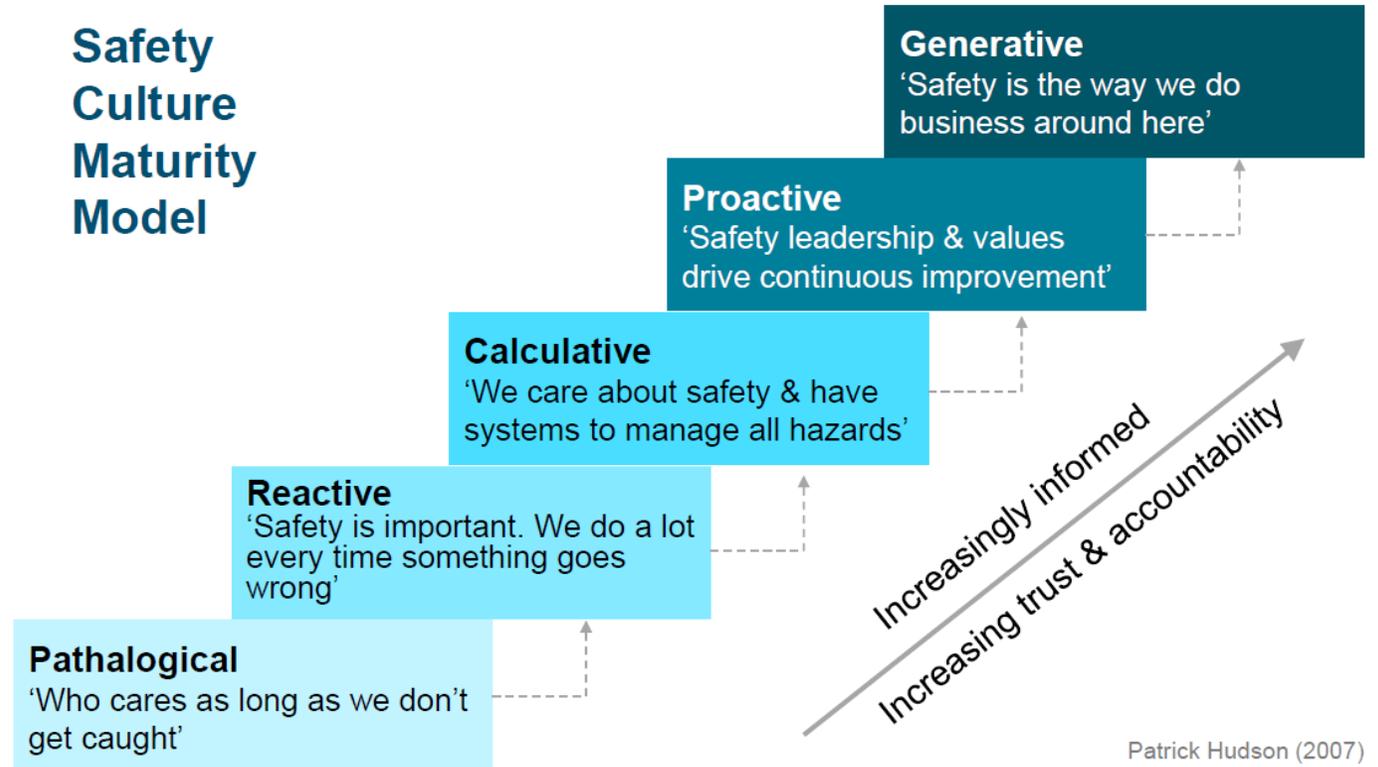
Health & Safety Advisor

Reasons for Inductions

- Online induction through Altorra accessed through councils web site for all contractors.
- Site inductions record of you being onsite sign in , sign out (COVID Tracing).
- Expectations when you arrive onsite and start work on our sites and relevant documentation.
- White Card if doing construction, SWMS and relevant licenses.
- Scope of works on what you are expected to do.
- How you leave our sites.

Changing safety landscape at Sunshine Coast Council

- Sunshine Coast Council is continually improving safety performance
- Program of works about to commence addressing safety culture
- Where is your organisation on this sliding scale?



SCC's Safety Compliance

- Spot check Auditing by Safety Advisors Safety Reps, Managers and Supervisors.
- Non compliance may be dealt with by asking a contractor to leave site.
- Incident reporting
- Site attitude and response.
- Quality of equipment and how it is maintained.
- Quality of service history plays a pivotal role with reengaging.
- Accident investigation review and severity.

SCC's response to COVID-19

How SCC are working with suppliers and contractors during the ongoing COVID Issues:

Our experience with our suppliers and contractors addressing COVID has been fantastic with people taking personal responsibility for their actions.

If you attend an SCC site or building there are protocols in place that you may be asked to adhere to including :

- Risk assessments
- Ensure you adhere to personal hygiene requirements
- BYO food / water /coffee
- Follow the direction of your SCC host
- Sign in using the appropriate register

We request that deliveries are managed in a specific way to minimise contact with staff.



Project Delivery

Chris Sturgess

Manager Project Delivery



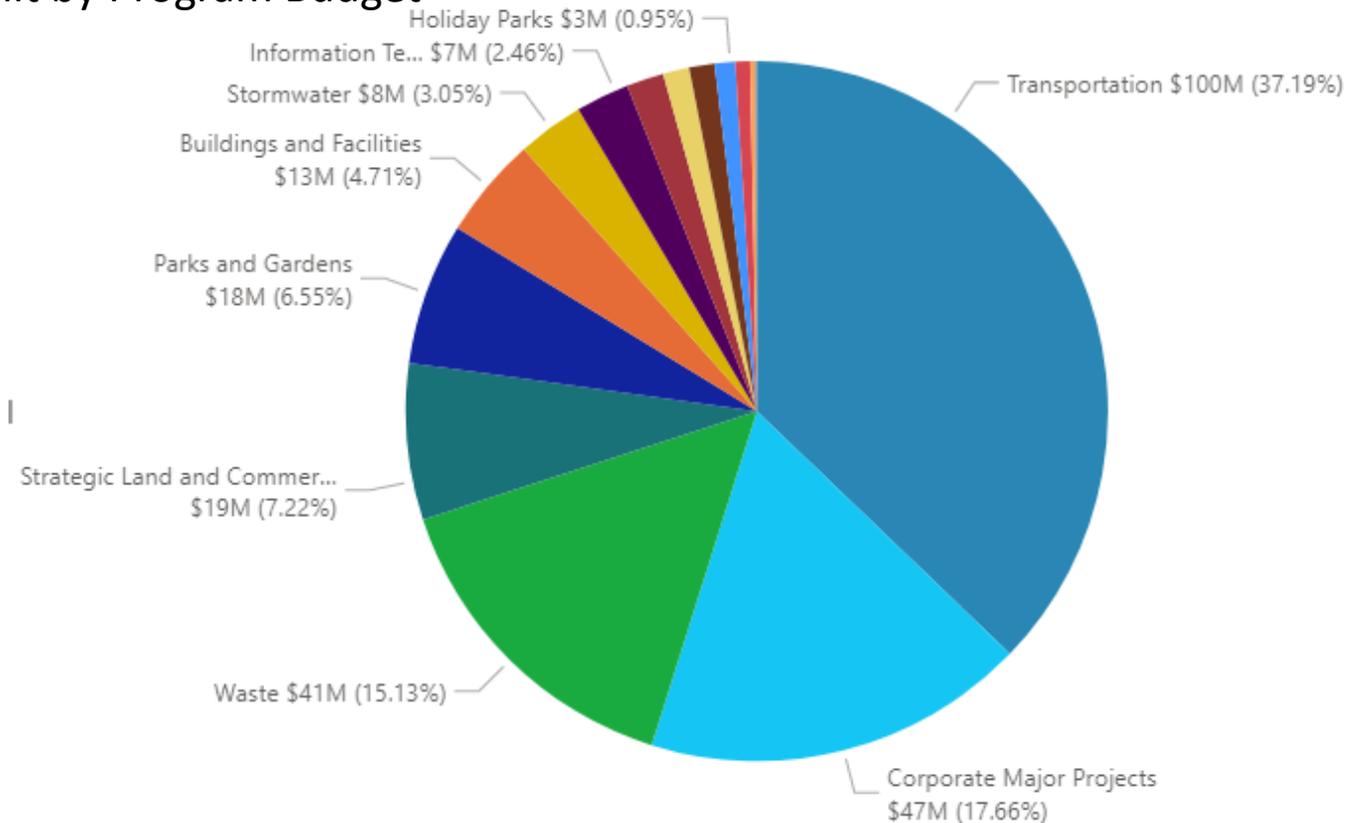
- To build closer relationships between all parties
- Overview of upcoming projects
- To inform and update on contract opportunities
- To explain in more detail how to secure projects with the Sunshine Coast Council

SCC Capital Works Program 2021/22

Capital Works by Program

| Program | Projects | Budget |
|--|-------------|----------------------|
| Aerodromes | 1 | \$200,000 |
| Buildings and Facilities | 80 | \$12,659,399 |
| Coast and Canals | 9 | \$3,125,000 |
| Corporate Major Projects | 13 | \$47,425,000 |
| Environmental Assets | 33 | \$1,800,000 |
| Fleet | 66 | \$3,250,000 |
| Holiday Parks | 11 | \$2,540,000 |
| Information Technology | 38 | \$6,620,000 |
| Minor Capital Works | 49 | \$4,620,000 |
| Parks and Gardens | 275 | \$17,586,736 |
| Quarries | 10 | \$635,000 |
| Stormwater | 36 | \$8,200,858 |
| Strategic Land and Commercial Properties | 29 | \$19,383,285 |
| Transportation | 442 | \$99,875,727 |
| Waste | 27 | \$40,641,091 |
| Total | 1119 | \$268,562,096 |

% Split by Program Budget

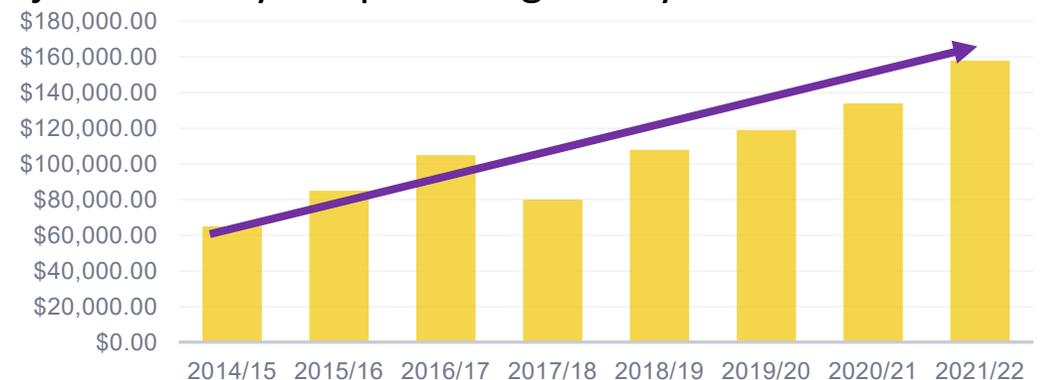


Project Delivery Branch 2021/22

Project Delivery Team Allocations

| Delivery Group | # | Budget |
|------------------------|------------|----------------------|
| PD Civil Projects | 198 | \$58,847,432 |
| PD PMO Coordination | 1 | \$4,620,000 |
| PD Recreation Projects | 259 | \$26,586,335 |
| PD Urban Projects | 62 | \$67,938,559 |
| Total | 520 | \$157,992,326 |

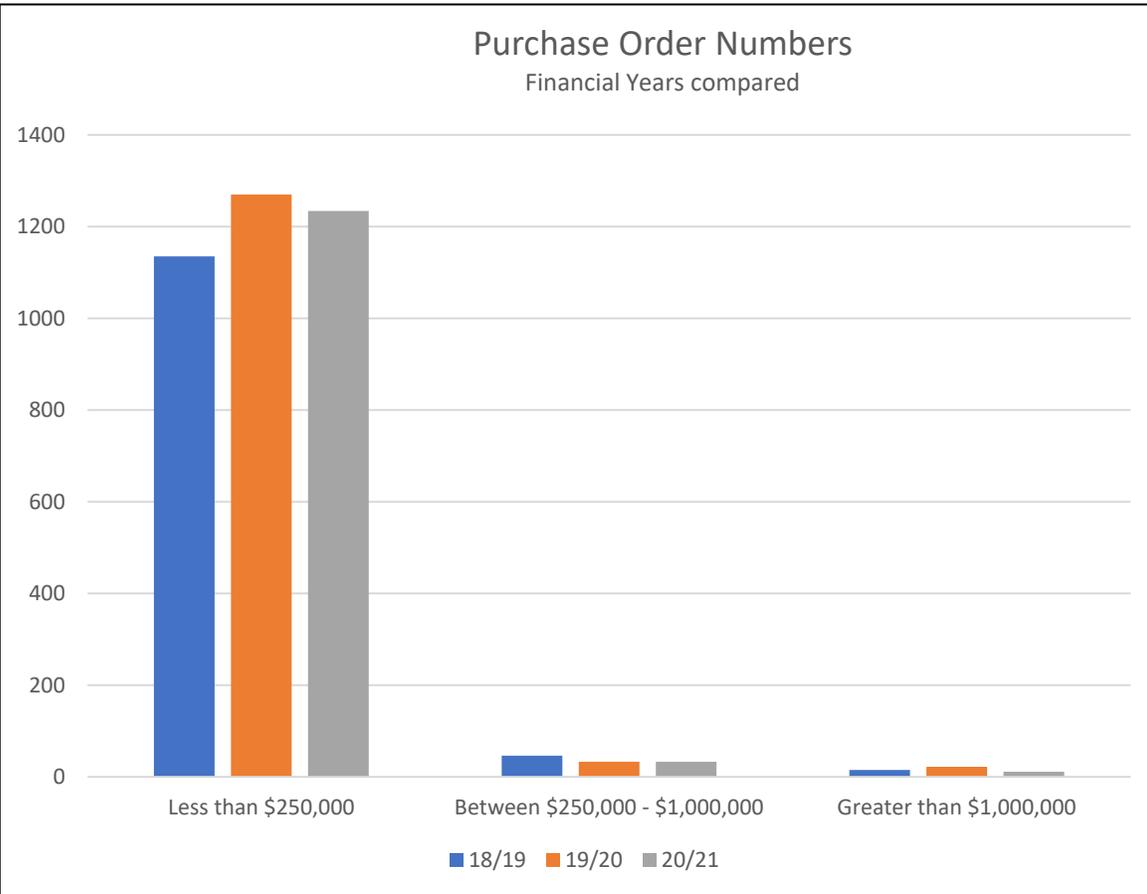
Project Delivery - Capital Program By Year



Purchase Order Overview

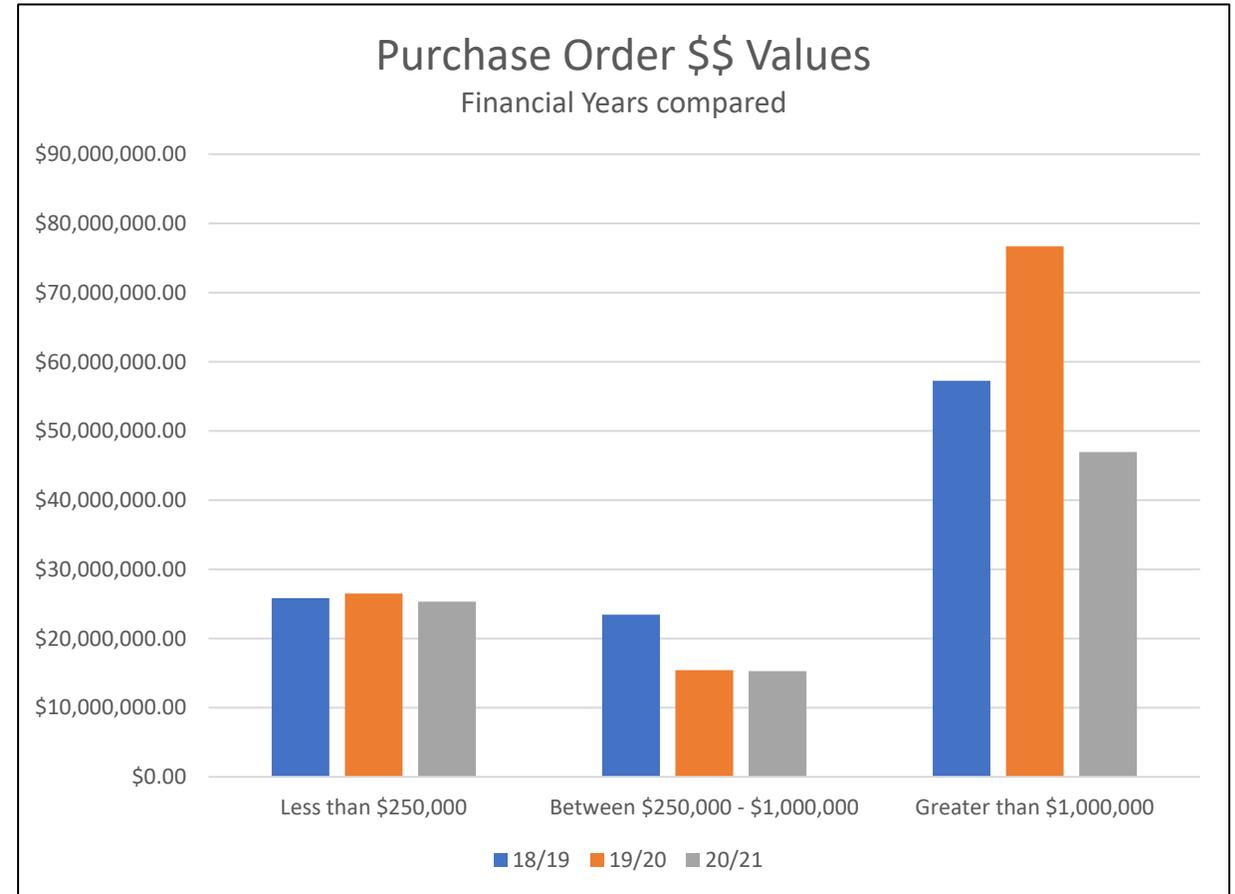
Purchase Order Numbers

Financial Years compared



Purchase Order \$\$ Values

Financial Years compared



Civil Projects 2021/22

Ben McGovern – Coordinator Civil Projects

| PROJECT | DATE | SIZE (APPROX.) | SCOPE |
|---|---|----------------|---|
| Detailed Design Package – Caloundra Transport Corridor Upgrade (CTCU), Caloundra | Q1-Q2 – Tender and award design package | \$1.5M | Multitude of intersection upgrades and widening, involving land acquisitions and major service relocations. (Estimated \$15M. However, scope could increase to \$30M pending State/Federal funding) |
| Oyster Bank Road, Bli Bli | Q1 – Tender, award commence construction package | \$500K | Drainage upgrade and bitumen seal / road widening |
| Stringybark Road Footbridge | Q2 – Tender and evaluate Q3 – Commence construction | \$4M | Ped/Cycling bridge over the Sunshine Motorway connecting Sippy Downs and Buderim |
| Stormwater Upgrades, Sippy Downs Toral Drive – Stage 5 Jorl Court – Stages 4 and 6 | Q1 – Tender and award Q2 – Commence construction | \$2M | Upgrade of existing stormwater network as per Master Drainage Study and some road reconstruction |
| Lees Road, Bridges (North Arm) | Q1 – Tender and evaluate Q2 – Commence construction | \$650k | Federal Stimulus Funded project – widening and sealing of approximately 1.8km of road (lower order road design) |
| Seib Road Pedestrian Bridge, Eumundi | Q2 - Q3 – Tender and evaluate Q4 – Commence construction | \$2M | Ped/Cycling bridge with connecting pathways |
| Zgrajewski Road Upgrade, Yandina Creek | Q2 - Tender and evaluation Q3 - Commence construction | \$4.5M | Federal Stimulus Funded project - widening and sealing of approximately 2km of road |
| Detailed Design Package - Karawatha Drive Cycle Lane | Q1 – Tender and award design package | \$100k | Detailed design for 1.6km cycle lane along Karawatha Drive (between Golf Links Rd and Prelude Dv) |
| Maroochy Blvd and Dalton Drive Intersection Upgrade, Maroochydore | Q1 – Tender and evaluate Q2 – Commence construction | \$1.8M | Intersection upgrade including traffic signals, street lighting, pedestrian crossing, stormwater modifications and adjustments to TMR southbound on-ramp |

Recreation, Sports and Parks Projects 2021/22

Chris Lloyd – Acting Coordinator Recreation Projects

| PROJECT | DATE | SIZE (APPROX.) | SCOPE |
|---|---|----------------|--|
| Public Amenities Building – Various Locations | Q2 21/22 - Tender and Award Q3/2 21/22 Construction February to June 2022 | \$1million | Renewal of public amenities assets at various locations includes: <ul style="list-style-type: none"> - Wurtulla - Currimundi - Landsborough - Coolum Beach |
| Coolum Beach Holiday Park - Demolish and Replacement of Amenities Building | Q2 21/22 - Tender and award Q3/4 21/22 - Construction February to May 2022 | \$900k | Replacement of amenities changeroom building to northern area of park |
| Mudjimba Holiday Park - Demolish and Replacement of Amenities Building | Q2 21/22 - Tender and award Q3/4 21/22 - Construction February to May 2022 | \$800k | Replacement of amenities changeroom building to mid-section of park |
| Caloundra Mountain Trail Bike Facility – Stage 2 Landscape and Infrastructure Project | Q1 -21/22 tender and award for Design and Construct Contract Q2/3 - Construction October 2021 to February 2022 | \$900k | Construction of stage 2 landscape precinct works. Path network, shelter and playground area |
| Nambour Petrie Creek Parklands – Stage 2 Infrastructure Works | Q2 21/22 - Request for Quote and award Q3/4 - Construction of works commence February to May 2022 | \$600k | Stage 2 works to be completed May 2022. Works include pedestrian footbridge across Petrie Creek from the new parklands precinct to Quota |

Urban Projects 2021/22

Matt Dagan – Coordinator Urban Projects

| PROJECT | DATE | SIZE (APPROX.) | SCOPE |
|--|---|--|--|
| Nambour Waste Precinct: Landfill Expansion | Construction Tenders Q2-Q3 Works Q3-Q4 and onwards | Multi-million across financial years and varies with individual packages | D&C of signalised intersection. Construction of landfill expansion including earthwork, liners, leachate mechanical and electrical, internal road and services network, auxiliary infrastructure. |
| Caloundra Regional Library | Construction Tenders Q3-Q4 Works Q1 22/23 | Multi-million across financial years | Repurposing of existing Caloundra Administration building into regional library. |
| Materials Recovery Facility: site preparation | Construction Tenders Q2 | \$11m | Site civil works (road, services, drainage, building pad) |
| Buderim Resource Recovery Centre: stage 3 | Construction Tender / RFQ Q1 | \$800k | Road works, drainage and bio basin serving newly completed building facility. |
| Kawana Regional Aquatic Centre | Design RFQ Q1 | \$550k | Detail design based on master planning of upgrades to existing Kawana Aquatic facility into a regional level facility |
| Nambour Administration Precinct | Feasibility and conceptual designs RFQ's Q2 | \$500k | Investigation and optioning for the repurposing of the Nambour Administration precinct. |
| Building and Facility Modifications and Enhancements | Designs and Construction RFQ's Q1 | Varies with individual packages | Multiple existing building and facilities minor works (e.g. roof replacements, structural modifications, aquatic plant and equipment, electrical, lighting, HVAC systems, BMS etc) |
| Design and Investigation Packages | RFQs and Tenders for investigation and designs Q1 and Q2 | Varies with individual packages | Multiple individual packages of design and investigation consultancies on various existing and proposed buildings, facilities and landfills. |

Services commonly used (Internal vs External)

| SERVICE TYPE | SERVICE AVAILABILITY |
|----------------------------------|---|
| Survey | Mixed internal and external servicing |
| Geotechnical | All external, no internal capacity |
| Civil Design | Mixed internal and external servicing |
| Landscape Design | Mixed internal and external servicing |
| Environmental Surveys & Audits | All external, no internal capacity |
| Structural Design | All external, no internal capacity |
| Lighting & Traffic Signal Design | All external, no internal capacity |
| Civil Construction | Mixed internal and external servicing |
| Landscape Construction | All externally contracted, no internal capacity |
| Lighting & Traffic Signals Work | All externally contracted, no internal capacity |

Supplier Arrangements (Recreation Projects)

There are 3 Supplier Arrangements directly aligned with Project Delivery Branch as detailed below:

| PROJECT | DATE | SCOPE |
|--|--|--------------------------------|
| Landscape, Open Space Structures, Boardwalks and Jetty Construction Works | <ul style="list-style-type: none">New contract commences 1st May 2021 for 2 years with two x one-year options | |
| Civil Construction of Parks, Open Space, Sports Fields, Access Roads and Carpark Works | <ul style="list-style-type: none">New contract commences 1st May 2021 for 2 years with two x one-year options | |
| Playground and Exercise Equipment | October 2022 | 2 one-year optional extensions |

Winning Work

- Get to know us – relationship building
- Methodology
- Track Record
- Our Drivers – safety, delivery certainty, the community, project value
- Local businesses
- Positive approach to project delivery
- Long term vs short term



Economic Development

Tania McKenzie & Mandy Day
Local Business Support Team



Gubbi Gubbi Dance at Horizon Festival Opening Ceremony, 2018.

Image: ben vos productions

Local Business Support Team



Mandy Day



Tim McGee



Tania McKenzie

businessdevelopment@sunshinecoast.qld.gov.au

www.sunshinecoast.qld.gov.au/business

Council's Local Business Support Program



Council's Local Business Support Program

sunshinecoast.qld.gov.au/business



Local business support

Information for programs, business tools and resources available to support businesses



Professional advice support program

Advice for business affected by COVID-19



Business gateway

Connects local business to projects and procurement opportunities



Export program

Get involved in export



Retail Activation Program

Bringing together local small business operators and retail property owners to fill empty retail spaces.



Level Up Program

Council's Level Up Program is designed to help small business operators connect to the National Broadband Network (NBN)



B-Well & Prosper

Access to business and wellbeing resources for small business owners and their employees



ASPIRE - circular economy

Re-purpose unwanted waste and make new business connections with the ASPIRE tool

COVID-19 Support Programs

Coronavirus Business Liaison Unit

The Australian Government website. A good resource providing up to date information on the Government's response to COVID-19 and the actions that Government is taking to support business and industry across Australia.

<https://treasury.gov.au/policy-topics/business-and-industry/coronavirus-business-liaison-unit>

Coronavirus (COVID-19) business assistance finder

<https://www.business.qld.gov.au/covid-assistance>

State and territory information, grants and assistance

<https://business.gov.au/SearchResult?query=coronavirusassistance%2C+qld&useAndSearch=true>

Services Pandemic Leave Disaster Payment – Queensland

servicesaustralia.gov.au/individuals/services/centrelink/pandemic-leave-disaster-payment-queensland/who-can-get-it

Council's businesses resources

sunshinecoast.qld.gov.au/Business/COVID19-Support-for-Business

Keep Informed of Opportunities

1. Subscribe to Council's Tender Alert Service

<https://www.sunshinecoast.qld.gov.au/Council/Tenders/Tender-Alert-Service-Subscription>

2. Register with QTenders

www.hpw.qld.gov.au/qtenders/home.do

3. Check out Council's Supplier Arrangements (“Search Supplier Arrangements”)

www.sunshinecoast.qld.gov.au/Council/Tenders/Closed-Tenders-and-Awarded-Contracts

4. Research Contracts Awarded Lists

Sunshine Coast Council's Closed Tenders and Awarded Contracts list

www.sunshinecoast.qld.gov.au/Council/Tenders/Closed-Tenders-and-Awarded-Contracts

The Queensland Government also publishes details of awarded contracts over \$10,000

<https://qtenders.hpw.qld.gov.au/qtenders/tender/search/tender-search.do?action=advanced-tender-search-awarded-tender&orderBy=closeDate&CSRFNONCE=6341E5C7D82FBB67B25BA5F5972091A7>

Develop a Profile Where it Matters

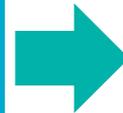
5. Upload your profile on the Regional ICN Business Gateway

<https://regional.icn.org.au/>

The Gateway connects local businesses to projects and procurement opportunities.



Council encourages
Developers
looking to develop their local supply chain
**to list their
project needs**

A screenshot of the 'Find Suppliers' search interface. It features a header with the 'icngateway' logo and the text 'Find Suppliers'. Below this is a 'Keyword search' section with a text input field containing 'ICT'. Underneath are two dropdown menus: the first is set to 'Queensland' and the second is set to 'South East Queensland'. At the bottom of the form is an orange button with a magnifying glass icon and the text 'FIND SUPPLIERS'.

Local businesses
are encouraged
to create and maintain a profile
**to connect to
opportunities**

Know a business champion?

What's your
business
success story?



Local Business Champions: Sharing Stories is a program that highlights the success and capability of our local business community.

The series acknowledges local business efforts, whether it's a change in their business models to grow current or new business; new business ideas to recover from COVID-19; or an inspiring story from a local business owner.

Tell us your story at businessdevelopment@sunshinecoast.qld.gov.au

Local Business Champions: Sharing Stories at sunshinecoast.qld.gov.au/businesschampions



**Local Business
Champions**
sharing stories



Video: Local Business Champions –
Wildings Forest School - Children Learning
Naturally

Looking to develop your business capabilities?



Business Management Systems Workshops

State Government tendering, capability statements & ISO 45001 Certification workshops

Doing Business With Council Workshops



www.business.qld.gov.au

visit www.business.qld.gov.au or
Join @GrowingQLD on Facebook



www.csq.org.au/



12 August – Business expansion – are you ready?

23 September – IP Protection and enforcement

14 October – E-Business

11 November – Business expansion – it's time to trade



How can your business benefit?

| | |
|------------------------------|---|
| Save costs on waste disposal | Build innovative solutions for re-use and recycling |
| Earn revenue from waste | Identify opportunities for exchange or sale |
| Divert from landfill | Keep track of waste diverting from landfill |
| Create new supply chains | Exchange resources |
| Connect businesses | CO2 emission savings |

What commodities could I trade on the ASPIRE platform?

| | | | | | | | |
|----------|-------------------|--------|-----------|------------|---------------|-----------|-----------|
| | | | | | | | |
| Organics | Paper & Cardboard | Metals | Plastics | Glass | Textile | Hazardous | Chemicals |
| | | | | | | | |
| Liquids | e-Waste | C & D | Furniture | Automotive | Wood / Timber | Other | |



Don't waste it, re-use it!

Register your business at aspimesme.com

21ST SUNSHINE COAST BUSINESS AWARDS



Celebrating Business Excellence In **2021**

1. **Nominate worthy businesses**
2. **Attend an Information Session**
3. **Apply NOW – closes 27 August**

Subscribe to Council's Business News Update



Subscribe:

www.sunshinecoast.qld.gov.au/Business/Business-News

Grant support on offer
1 July 2020
Rural agricultural business with the opportunity to share in \$10 million worth of grants to help fund job-creating projects across the state have until 10 July to [submit their interest](#). Co-contribution grants of up to \$250,000 are available for food and agricultural businesses to support 'shovel-ready' projects that create jobs for value added primary production and provide significant economic benefits to rural and regional communities.

July business read - find some Zen at work
1 July 2020
With all that's happened so far this year I think we can all do with a bit of zen. A new breed of mindful managers are using meditation, yoga and other techniques to focus on feeling good while making money - and using the money to do good too, let's jump onboard! [In Mindful Work: How meditation is changing business from the inside out](#), business journalist David Gelles features insights from Fortune 500 managers through to the Dalai Lama.

COVID19 business support
2020 ongoing
Sunshine Coast Council has been working hard behind the scenes with our State and Federal counterparts to gather the relevant information to help keep you up to date and to implement a range of local stimulus and support initiatives to help our economy and community during these difficult times. We've developed a [COVID-19 business information and insights page](#), which we update regularly. Please take a look and [bookmark this page](#) in your browser and check back for updates.

Operation Bounce Back
2 June 2020
In support of local businesses, we have partnered with Chambers of Commerce, Industry Associations and Education providers to share lessons learnt during COVID-19, to celebrate your success stories and to help you this EOFY with COVID-19 tax tips. Read your [online](#) copy today and get your coffee-table glossy print magazine in 5 June My Weekly Preview.

Business & Innovation

Dimitri Simianakis

Coordinator Procurement and Contract
Performance

Sunshine Coast Council

**Australia's most sustainable region - Healthy.
Smart. Creative.**

21/22 Financial Year

- Balanced budget of \$816 million
- \$269 million Capital Works Program

20/21 Financial Year

- Resulted in \$276.3 million or 75% of our procurement spend being with local suppliers.

Contracting with Council

How does it happen?

How do we procure/contract?

Contracts valued between \$25,000 - \$250,000:

Request for Quote

- Invite quotes from a minimum of 3 capable businesses
- Open for a reasonable time having regard to the contract
- Pre-determined evaluation criteria
- Council selects from the market who it will invite quotes from, and they respond with an offer

Contracts valued \$250,000 or Greater:

Request for Quote

- Invite quotes from a minimum of 5 capable businesses via the Open Windows eTendering Portal (not publicly advertised)
- Open for a period of no less than 14 days
- Pre-determined evaluation criteria
- Council selects from the market who it will invite quotes from, and they respond with an offer

Written Tender

- Advertised via Council's Tender Alert Service and Queensland Government QTenders
- Typically open for 3 weeks (no less than 14 days)
- Pre-determined evaluation criteria
- Council goes to the market and the market responds with offers

Supplier Arrangements

- Created where the goods or services are required frequently, in high volume, or where it is important to understand the capability of the Suppliers
- Established by Written Tender or Request for Quote process
- The Supplier Arrangement may be priced or non-priced
- Typically established for a period of 2 to 4 years only

Council currently has 16 Supplier Arrangements:

- 9 relate to goods or services
- 4 relate to construction works or similar
- 3 relate to fleet and equipment lease and/or hire services

We do **not** have Supplier Arrangements for every good and service we use.

Supplier Arrangements

Non-Priced Arrangements:

- R181 Infrastructure Design Services - Civil
- SA201 Supply and Installation of Playground and Exercise Equipment
- SA192 Trade and General Maintenance Services
- SA207 Landscape, Open Space Structures, Boardwalks and Jetty Construction Works
- SA208 Civil Construction of Parks, Open Space, Sports Fields, Access Roads & Carparks

Supplier Arrangements

-priced Arrangements:

- SA162 Quarry Products
- SA164 Stormwater Pipe Rehabilitation
- SA171 Training and Assessment of Plant and Equipment Operators
- SA181 Hire of Plant and Operator
- SA182 Contingent Labour
- SA191 Supply of Cleaning and Paper Products
- SA197 Traffic Control Services
- SA198 Supply and Delivery of Premix Concrete
- SA193 Supplier Arrangement for Supply of Road Safety and Indicator Signs and Accessories
- SA205 Fleet Mechanical Repairs and Maintenance
- SA206 Supplier Arrangement for Construction of Concrete Pathways

Evaluation Criteria



Percentage (%) apportioned to each Evaluation Criteria having regard to the goods or services sought.

Evaluation Criteria



Guidelines are available on Council's websites.

Probity

Council operates in a probity environment:

- The environment is aimed to ensure equality, transparency and fairness
- We treat all equally during the Tender/Quote process
- Any questions asked up until tender/quote close will be reduced to writing and published in a Notice to Respondents to all potential respondents

Council's ultimate aim is to maintain an equal playing field, so all Respondents are in a position to provide competitive offers

It does not need to inhibit good business; it should promote it.

Opportunities

Current and Upcoming Opportunities

Currently advertised Tenders (QTenders):

- Slashing Services (Contract No. ITT2074)
- Turf Maintenance Services (Contract No. ITT1951)
- Intersection and On-Ramp Upgrades – Maroochy Boulevard, Maroochydore (Contract No. ITT2070)
- Sale of Recovered Television and Computer Ewaste (Contract No. ITT2068)

Coming opportunities (*under development*):

- Fire Prevention Services
- CCTV Stormwater Asset Investigations
- Maintenance of Plant & Equipment - Aquatic Recreation Facilities

Coming opportunities (*under development*):

- Gravel Road Upgrade - Zgrajewski Road, Yandina Creek
- River Road Bridge Rehabilitation
- Honey Farm Road Earthworks
- Supply and Delivery of Stationery and Office Supplies
- Pressure Cleaning of Open Areas and Boat Ramps
- Security Services
- Pavement Marking Services
- Supplier Arrangement for Plant and Equipment Training and Assessment Operators
- Brightwater Landscape Maintenance Services

Other Opportunities

Sunshine Coast Council Tender Alert Service

By subscribing to this service you will receive an email alert each time a Public Tender is publicly advertised. This service is also used to notify subscribers of other Council events for businesses, such as Supplier Briefings and Doing Business with Council Workshops.
<https://www.sunshinecoast.qld.gov.au/Council/Tenders/Tender-Alert-Service-Subscription/>

Queensland Government QTender Website

Council utilises the Queensland Government electronic tendering system (QTenders) for our Public Tenders. To access and submit for a tender suppliers will need to register as a supplier on this website. This site also allows the supplier to view other Local and State Government opportunities.
<https://www.hpw.qld.gov.au/qtenders/home.do>

Black Business Finder

Council values linking local Aboriginal and Torres Strait Islander businesses with private sector and government supply chains. The Black Business Finder is an initiative of ICN (the Industry Capability Network) and is Queensland's Aboriginal and Torres Strait Islander business directory.
<http://www.bbf.org.au/about.html>

Local Buy

Local Buy's core business is contracts: establishing common-use procurement arrangements for Councils and Local Government authorities.
<http://www.localbuy.net.au/>

Development Opportunities

Doing Business with Council Workshop

Register:

<https://events.sunshinecoast.qld.gov.au/category/business-trade>





Nicola Scott
Regional Manager – Sunshine Coast

Survey and Feedback

These events allow us to connect with you and your business.

We appreciate you taking a quick moment following the event to provide feedback on the event and how valuable you found it, or what can be improved for future briefings.

A link to a short survey will be emailed following the event.

Thank you.



See council's website for further details
www.sunshinecoast.qld.gov.au