

Mid West Procurement Officer

Quarterly Report

To

Stakeholders

June 2011 1st Quarter

Position Sponsors

Karara Mining Ltd

Oakajee Port and Rail

Sinosteel Midwest

**City of Geraldton
Greenough**

Shire of Dalwallinu

Shire of Morawa

Shire of Perenjori

**Mid West Chamber of
Commerce &
Industry**

**Department of
Commerce**

Crossland Resources

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EXECUTIVE SUMMARY – MID WEST PROCUREMENT OFFICER QUARTERLY REPORT

BACKGROUND

The Mid West Procurement Officer (MWPO) was appointed on the 18/1/2010 by the Mid West Chamber of Commerce and Industry as the Host agency. Following the departure of Vickie Petersen the MWCCI appointed John Evans to the MWPO position. John commenced on 28 February 2011.

Funding for the position has been sourced from the following parties

- Karara Mining Ltd
- Oakajee Port & Rail
- Sinosteel Midwest
- City of Geraldton Greenough
- Shire of Morawa
- Shire of Perenjori
- Mid West Chamber of Commerce and Industry
- Shire of Dalwallinu
- Crosslands Resources

Q1 ACTIVITY

Attached is a report of activity to date against the KPI's (KPI's previously circulated to all stakeholders).

The **Industry data base** is continuing in its development and is has moved from 339 businesses across the Mid West in the last report to 691 at the end of May 2011. The actual number of registered businesses is closer to 600 as many companies have multiple entries listed. Currently there are 218 Industry Categories in the database. The number of Company Profiles registered is 139 and further followup work is progressing on increasing this number.

Further **Business Network** functions have been requested by the Shires of Dalwallinu, Morawa and Perenjori. The MWPO will organise these functions in conjunction with the Shire Councils.

A **Perth BAH** function was held on 26th May and was hosted by Business Growth Centre, Ironstone Contracting and the Freo Group with 110 people in attendance. This was a very successful BAH, with positive feedback from both members and Perth based companies. A number of Geraldton Businesses travelled for the function. Hosts have been secured for a further BAH function in Perth proposed to be held in November 2011.

It has been difficult to place a **number and value on the contracts** that the MWPO has assisted businesses to win, as both the Project Owners and Contractors are very protective of the "commercially in confidence" material. I have approached both Sinosteel Mid West Corporation and Karara Mining and they have provided me with data relating to the number of contractors they have paid to the end of March 2011. There have been 64 and 53 Mid West Contractors respectively, who have obtained work with these companies in the

previous six months. Mt Gibson Iron have also stated, that they have also employed a number of local contractors at their Extension Hill Project from the Perenjori and Morawa districts.

To enable the MWPO position to gain quicker access to emerging projects within the region, I have requested that all future requests for tender (RTFs) include a link to procurement@mwcci.com.au . Provided this request is acted upon by the GIOA partners and other major project proponents that I have spoken with and is covered in lead up discussions with prospective tenderers, I will be able to disperse the data base information prior to tenders being awarded. It is also my intention to request this process with other projects coming into the Mid West Region.

Network Opportunities

OP & R Function	Energising South East Asia Expo
Crosslands Liasion Group meeting	Presidents lunch Senator Corrman
Perenjori Shire Meeting	Budget Lunch Brendan Grylls
Meeting in MEITA Morawa	WA Miners Lunch Meeting
BAH – Grammar School	Dalwallinu Shire CEO Meeting
OPR Function	
BAH at Morawa	
Mining Australia Expo	

Presentations and Workshops

Presentation and verbal report to the May Shire meeting in Perenjori.
OP & R workshop on 17th May.
NBN Launch
Census Workshop 12th May

Business Meetings and Networking

The MWPO has met with the following proponents and attended the following networking meetings to further cement the position of the MWPO within the Region.

Kim Pervan – OPR	Mark Canny MWDC
Peter Spalding – OPR	Karen Godfrey – CGG
Neil Holland - Crosslands	Roger Coleman – Leightons
David Geddes – Karara	GJ Shilperoort – OPR
Peter Jones – Asia Iron Extension Hill	Reg Nivens – OPR
Peter Morris - Karara	Claire Blatchford – CRL
Lee Farrell - Karara	Steve McKimmee – Karara
Greg Payne – Karara	Brendan Bourke – Horizon Power
Ed Brannan – Crosslands	Paula Diplessis – CCIWA

Gary Snook – CME

Phil Allsopp – Sinosteel

Bruce Durat – Sinosteel

Ed Flight – Sinosteel

Stuart Griffiths – Sinosteel

Scott Whitehead – Sinosteel

Rob Jefferies – GIOA

Ted Boronovskis – CCIWA

Nathan Robins - Census

Harry Goff – Asia Iron

Gary Savill – Dept of Treasury

Bill MacKenzie – Asia Iron

Peter Crispin – CEO Dalwallinu Shire

Roger Coleman – Leighton

Andre Liebenberg – Lang O'Rourke

Tony Petersen – ERM Power

Paul Leidich – Golden West Resources

Craig Turley - Golden Grove

Robert Nixon – Shire President Dalwallinu

MONTHLY REPORT - MID WEST PROCUREMENT OFFICER

KPI's	Annual Target	Progressive total from 28/2/11 total	May-11
Regular Meetings with Project Proponents	60 pa	14	4
Participates in early stage contract scoping with major proponents	10 pa		
Provision of Mid West Business capabilities to Project proponents	10 pa	2	2
Broker Project proponent needs with local business capability	10 pa	2	2
Morawa, Perenjori, Dalwallinu visits	16 pa	3	1
Maintain current update of Mid West Tender link	52 pa	12	4
Attend Network Functions to promote Procurement Officer Role	10 pa	7	3
Weekly column in Chamber Newsletter	45 pa	11	3
Promote open and varied communication campaigns	5 pa		
Industry Workshops and upcoming tender briefings with business	6 pa		
Utilise Industry Specific Databases to communicate opportunities	10 pa	7	3
Promote alliance and partnership tenders from local businesses	6 pa		
Provide practical assistance to local businesses to win work	10 pa	2	1
Run Business 2 Business campaigns or projects	4 pa		
Reports on Activities to all stakeholders	4 pa	1	1
Number of tenders facilitated to Mid West Businesses			
Value of tenders facilitated to Mid West Businesses			
Number of enquiries to procurement officer		293	168
Number of meetings attended		75	25