

Australian Industry Participation (AIP) Plan Executive Summary

1. General Project Details

Company Name: Signature Onfarm

Description of the project:

The Angus family currently operate a cattle breeding and finishing operation in Central and Northern Qld.

The Signature Onfarm project includes the construction and operation of an on-farm, greenfield, specialist-service, beef processing facility with:

- 200 head per day capacity (50,000 head per annum)
- Export accreditation
- Onsite accommodation for up to 70 employees
- Onsite dry-ageing and value adding capability
- World-first innovative slaughter and boning processes

The processing plant is designed to maximise carcass value through improvements in retention and eating quality outcomes. The processing plant seeks to maximise farm gate return for livestock by building innovative product solutions for customers, by capturing the maximum value available from each animal processed. It will offer local producers processing services to better compliment their regional operations.

The project is currently in Stage 2 – Detailed Design. The tendering process for contractors and sub-contractors is expected to commence in late-July 2018, and Construction (Stage 3) in October. Stage 3 will conclude once construction is complete and commissioning and trialling prepares the facility for operation in November and December 2019. Domestic Operations (Stage 4) are then forecast to commence in January, 2020, preceded by application for export accreditation.

Estimated total project value: \$29,997,000

- **Estimated value of key goods and services procured for the project (if different to total project value):** Not applicable

Project location: 'Sondella' 2231 Pasha Rd, Clermont QLD 4721

Link to project information: www.signaturebeef.com.au

Project contact for procurement information: Blair Angus, 0427 835 309, info@signaturebeef.com.au

2. Opportunities for Australian industry involvement

List of goods and services expected to be procured for the project and the expected opportunity for industry participation

Note: Opportunity for Australian or overseas suppliers is referred to in the first, direct instance.

List of goods and services to be procured for the project and the expected opportunity for industry participation	Opportunities for Australian suppliers*	Opportunities for overseas suppliers
Detailed Design Phase (2)		
Development Application	Yes	No
Detailed Design	Yes	No
Tyron Project Fee	Yes	No
Travel & Incidentals	Yes	No
Construction Phase (3)		
1. Site Services	Yes	No
Water Supply	Yes	No
Water Holding at Plant (3 days 600,000L)	Yes	No
Water Treatment	Yes	No
2. Civil Works - Main Building	Yes	No
Site Preparation/Storm Water Management	Yes	No
Ponds	Yes	No
Composting Area Expansion	Yes	No
Roadworks (Gravelling of Roads)	Yes	No

Sealing of Truck Loading Area	Yes	No
Effluent Piping Irrigation	Yes	No
2.1 Civil Works - Village	Yes	No
Site Preparation/Storm Water Management	Yes	No
Paths	Yes	No
Car Parking Area	Yes	No
3. Building Construction - Main Building	Yes	Yes
Concrete	Yes	No
Steel	Yes	Yes
Internal Drainage	Yes	No
Insulation/Cool Room Panelling	Yes	Yes
Refrigeration/Plant Room	Yes	Yes
Floor Coatings	Yes	Yes
Admin, Staff Amenities/AQIS	Yes	Yes
Electrical, Light & Process	Yes	Yes
Hydraulics (plumbing) & Fire Services	Yes	Yes
Refrigeration & Mechanical Ventilation	Yes	Yes
Processing Equipment & IT	Yes	Yes
Racking	Yes	Yes
Weights Inventory & Trace	Yes	Yes
Boiler, Heat exchangers, Mixing Tank & Pumps	Yes	Yes
3.1 Building Construction - Village	Yes	Yes
Village – Concrete footings	Yes	No
Village – Buildings, Plumbing, Electrical, Landscaping	Yes	Yes
4. Ancillary Building Works	Yes	Yes
Cattle Yards & Race - Concrete	Yes	No
Cattle Yards & Race - Steel	Yes	Yes
Ancillary Sheds	Yes	Yes
5. Crane Hire/Operator & 4 Scissor Lift Hire	Yes	No
6. Contingency	Yes	No
7. Project Management	Yes	No
Legals	Yes	No
Travel & incidentals	Yes	No
Labour	Yes	No

*An Australian supplier means an entity that has an ABN or an ACN.

Disclaimer: The information provided in the table above is based on an initial assessment by the company. Any questions or issues should be raised with the project contact.

3. Communication Strategy

- Identify supply opportunities and promote through regional economic development groups, industry associations, social and local media.
- Liaise with Industry Capability Network (ICN) from the present to identify service required, and available connections to Australian suppliers and industry bodies.
- Liaise with industries members with correlation (direct or indirect) to the project for equipment and service provision, as well as broader associations.
- Promote opportunities for supply and engagement through company website, with sufficient information to clearly understand and respond.

- Prepare communication documentation outlining full, fair and reasonable expectations for participation - tender and supplier information packages and contact timeline.

4. Opportunities through all tiers of supply and in all stages of the project

- For standards, Australian and state benchmarks will be employed. These include government guidelines for export programs, construction of export meat facilities, building codes and permits, development conditions, process auditing, health and safety, animal and industry protection, and food integrity. International standards utilised where Australian are non-existent, ensuring minimal disadvantage. All will form part of tender documentation and management plans for clear communication.
- To assess potential suppliers, supplier checklist verifying Australian ownership and percentage, and list of goods and country of manufacture. Evaluation criteria: capable, local content, competitive, compliance, maintenance, and customer focus.
- AIP flow-down to contractors and sub-contractors via contract obligations, and demonstrated through full, fair and reasonable opportunity to Australian industry.
- Construction model aimed at awarding individual contracts for several components of work, rather than one contract to undertake all sub-contracting, to enhance opportunity.
- Workforce development strategy giving preference to local and regional Australian workers for labour. Advertising in the first instance to regional audiences, with preference given for willingness to live regionally, work on-farm in the beef industry and receive training - over previous experience. Internal guidelines for Indigenous participation, procurement and employment.

5. Opportunities for longer-term participation

- Encouraging suppliers capability and global supply chain development through: providing service processing to raise producer's market options, accessibility and return potential; regionally-located skilled workforce of an integrated supply chain raises capability and awareness; opportunity for branded beef producers, extension to export, access to international clients, exposure to established global supply chain; marketing of output in addition to established Signature Beef channels, showcases the quality potential and capabilities in regional Australia and Queensland, provides other producers with experience and capacity while contributing to the global protein supply chains to help meet rising population and prosperity demands.
- Greenfield project encourages disruption, research and development beyond industry norms. Knowledge transfer to the industry. Opportunity for technical consultation for continuing improvement. Aid facilitation of partnerships and adoption of innovation. Creating a duplicable blueprint to integrate other medium sized operations and complete value chains. Adds significant value to regional area of production, the north Australian supply chain, and a market alternative to live export.
- Participate in industry and government forums to provide feedback, influence decision makers, build awareness of regional Australian capabilities, discover emerging trends, and supply chain objectives. Provision of feedback extended to unsuccessful tenderers and suppliers for future capability development.
- Processing in region of production offers producers visibility and transparency to witness the effect of management decisions in the global supply chain.
- Creation of supplier club to provide feedback individually, benchmarked against the overall plant production, share innovative industry knowledge and co-operative experience, profit share. Adds value to the local herd and adopt best industry practice for maximum return.

6. Procedures and Resources

- Establish reporting procedures to monitor AIP implementation and collect evidence.
- Create internal communications documentation and plans – supplier checklist, tender documentation, timelines, supplier information package, supplier register, media communications plan, AIP plan for circulation.
- Communication with external organisations: ICN, industry (direct and indirect), government, regional development associations, regulatory bodies, NAIF, commercial interests, and innovation and research organisations.
- **Person responsible for AIP plan implementation:** Josie Angus, 0429 835 309, info@signaturebeef.com.au