



Government  
of South Australia

SA Housing Authority



**Supply to Gov**



Government  
of South Australia

*Advocate, Collaborate, Innovate*

# ACKNOWLEDGEMENT OF COUNTRY

*I would like to acknowledge the Kaurna people as the traditional custodians of the Adelaide Plains and respect their spiritual relationship with country.*

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# AGENDA

1. New Procurement Polices
2. Office of the Industry Advocate
3. SA Housing Authority
4. Qattro
5. Interactive Panel Discussion

# MEET THE PANEL



**Phillip Dowsett**  
Deputy Industry Advocate,  
Office of the Industry Advocate



**Joe Noone**  
Directory of Capital Programs  
South Australian Housing Authority



**Brad Jensen**  
Managing Director  
Qattro



**\$11B**

**Annual Expenditure**



**Government of  
South Australia**

*Approximate Annual Expenditure of the State Government*



# KEY MESSAGING – NEW PROCUREMENT POLICIES

- Government procurement has a **powerful role in shaping South Australia’s economy, business opportunities and the labour market.**
- Public authorities will **analyse the supply market** to inform the development of an acquisition strategy.
- In addition to value for money consideration public authorities will consider the **economic benefit of the procurement to South Australian economy** in line with the SAIPP and SAIPP Procedural Guidelines.
- Where there is a South Australian business that could supply the required good or service but the recommended supplier is not a South Australian business, **approval must be obtained from the public authority’s Chief Executive.**

# NEW DEFINITION OF A SOUTH AUSTRALIAN BUSINESS

- *A business is a South Australian business in relation to a procurement if the business operates in South Australia and more than 50% of the workforce delivering the contract resulting from the procurement on behalf of the business are residents of South Australia.*

# REVISED SAIPP & GUIDELINES

## Minimum Requirements for Industry Participation

### 4.3. Public Housing Construction and Maintenance Programs

PAs will procure South Australian manufactured products for public housing construction and maintenance programs, where available, for procurements valued above \$55,000. PAs should review existing design specifications, and ensure future specifications are focused on these outcomes.

Design, construction, and maintenance contracts for public housing must include the following clauses for all contracts above \$55,000:

- Project design and tender specifications must not be an obstacle to the South Australian supply of required goods or services.
- Design and tender specifications must use Australian standards, or standards regularly used in Australia and be performance based rather than design specific where possible.
- References to a specific brand or product made should only be used in exceptional circumstances and followed by the words “or equivalent”.

The Industry Advocate will review and monitor compliance and report on progress.





# ROLE OF THE INDUSTRY ADVOCATE

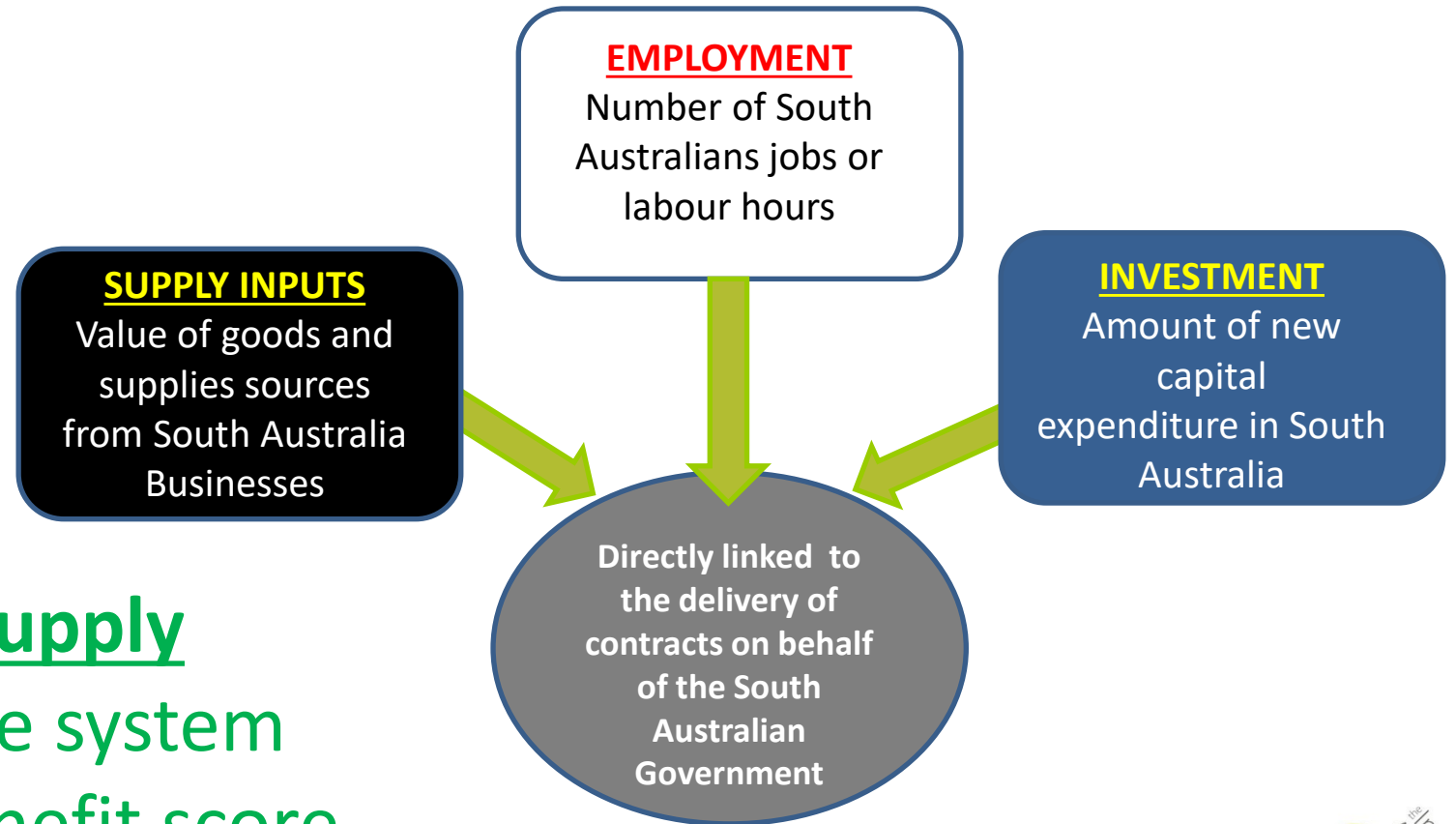
Independent Statutory Office established by  
*The Industry Advocate Act 2017*

Ensure Economic  
Benefit  
assessments are  
part of all RGA  
tender  
evaluations

Build capability of  
locally based  
businesses winning  
State Govt.  
contracts (*direct and  
indirect*)

Ensure all parties  
meet their  
obligations under  
the SAIPP inc.  
*Industry Advocate  
Act 2017*

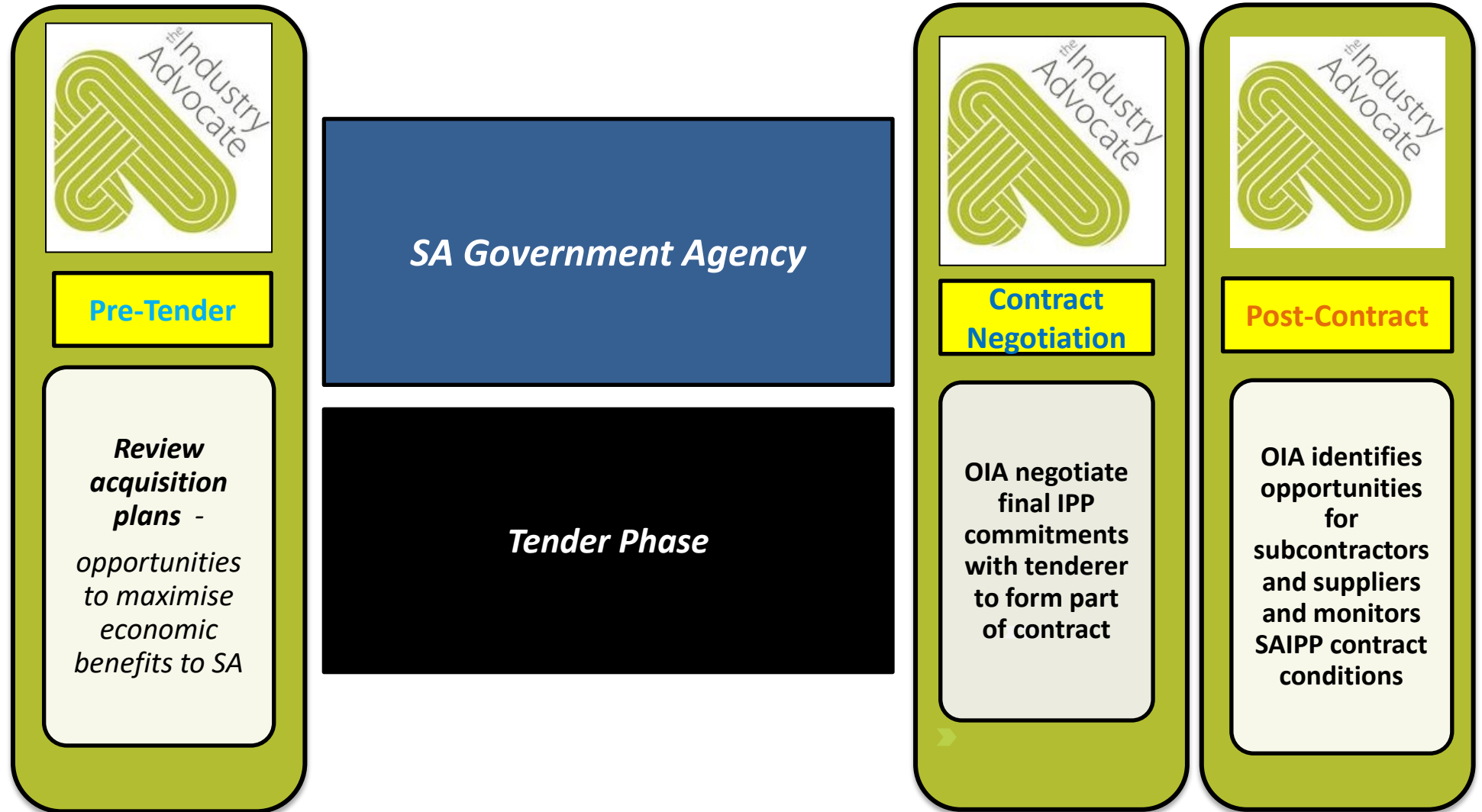
# SOUTH AUSTRALIA INDUSTRY PARTICIPATION POLICY



measures SA jobs, local supply inputs and capital and the system provides an economic benefit score.



# OIA ACROSS SA GOVT PROCUREMENT



# SA ABORIGINAL ECONOMIC PARTICIPATION

**As of January 1<sup>st</sup> 2023 Responsible Govt Agencies can directly engage an eligible SA Aboriginal Business up to \$550K.**

In 2016, the Aboriginal Economic Participation Policy was embedded in the South Australian Industry Participation Policy (SAIPP) to ensure it became part of mainstream procurement policy in the State.

The Aboriginal economic participation elements of the SAIPP aim to increase the level of South Australian Aboriginal business engagement and participation through **employment and economic opportunities** arising out of State Government expenditure.



## Aboriginal Supply Inputs

Sum of South Australian Aboriginal Business Supply Inputs

\$0

Inc GST

Value of products sourced from any South Australian Aboriginal Business

Inc GST

Labour / professional services by South Australian Aboriginal Business

Inc GST

Total Australian Employees. Full Time Equivalent (FTE)

Total South Australian resident employees. (FTE)

Total South Australian Aboriginal Employees. (FTE)



# FINDING AN ABORIGINAL BUSINESS

- **Office of the Industry Advocate –  
*Sue Panagaris***
- ***SA Product and Services Directory* – OIA website**
- **The Circle, First Nations Entrepreneur Hub**
- **Far North Aboriginal Economic Collective  
(FNAEC)**
- **Supply Nation**



# CONNECTING WITH BUSINESS PROGRAM

- Meet the Buyer – **SEPT 12th 2023**
- Supplying to Government Workshops
- SA Products and Services Directory
- Ready to Tender
- Industry Briefings

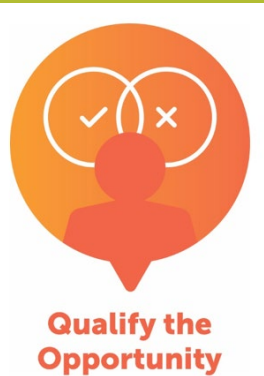


# Supply to Gov

## *Themed Interactive Panel Discussion*

### Workshop Topics:

- How the Government market works
- Knowing the customer
- Understanding the procurement process
- Finding opportunities
- Building relationships
- Tendering to win



# SA Product + Services Directory

Do you identify as a:

- South Australian Business
- Start up
- Aboriginal Business

[www.industryadvocate.com.au](http://www.industryadvocate.com.au)







# Ready Tender

Your Guide to Supplying to Government

An online resource that consolidates everything you need to know about supplying to Government

[Go to Modules](#)






**A Valuable Resource for SA Businesses**



# Policy and Resources

State Government Agencies and private parties contracting to the Government of South Australia are required to comply with the South Australian Industry Participation Policy and the supporting Procedural and Reporting Guidelines.

<h3>SA Industry Participation Policy</h3> <p>Click here for a copy of the SAIPP</p> 	<h3>SA Industry Participation Policy Procedural Guidelines</h3> <p>Click here for a copy of the SA IPP Procedural Guidelines</p> 	<h3>Complete an Industry Participation Plan</h3> <p>Click here to be taken to the Industry Participation Plan template</p> 	<h3>IPP Process Map</h3> <p>Click here for a copy of the IPP Process Map</p> 
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# Public Housing Construction and SA Manufactured Products

Joe Noone Director Capital Programs – May 2023



Government of South Australia

SA Housing Authority

# SA Housing Authority Our core functions

- Landlord and manager of public housing
- Private rental assistance
- Housing options advice and referral
- Supporting increasing affordable housing supply
- Support or promote initiatives to meet housing need
- Facilitate achievement of successful housing outcomes



# SA Housing Authority – In a year

## 13,085

households were provided with safe, good quality housing through our partnerships with not-for-profit organisations. This includes **6,590** public housing properties managed by community housing providers.



## 55,647

households were supported in safe and secure private rental accommodation.



## 33,315

public and Aboriginal housing properties enabling **52,319** South Australians to live in safe, secure and affordable housing.



## 94%

occupied tenancy rate was maintained in public and Aboriginal housing.

## 1,841

new tenancies were allocated to people and families on the housing register.



## 4,720

people (adults and children) received support to gain access into Emergency Accommodation because of homelessness or domestic violence.



## 681

houses maintained in Aboriginal communities.



## 20,573

people at risk of, or experiencing homelessness helped through Specialist Homelessness Services (**12,324** females, **8,180** males and **69** other gender).



# We what build

- Election Commitments
  - 564 additional public housing dwelling to be built by June 2026
  - 150 of these in country areas
  - Vacancy repairs to additional 350 properties
  - Maintenance blitz on additional 3,000 tenanted properties
- Ongoing activities
  - 437 public housing dwellings by June 2026 through ongoing construction programs
  - Maintenance works on our existing 33,000 properties – worth approx. \$115m per year
- 6 Urban Renewal Programs – Blair Athol, Playford, Morphettville, Woodville Gardens, Felixstow and Seaton Demonstration project – civil work then land lots for public housing, Affordable and market sales
- Affordable Housing Initiative – 1000 homes to be built and sold by 2026
- APY Land and Far West Aboriginal Housing Programs
- Commitments to economic participation targets for tenants, Aboriginal people and 250 apprentice program

# Who builds for us

- We use a Pre-qualified Builders List
- This is for South Australian Businesses only, who meet the definition as set out in Treasurer's Instructions 18 – Procurement.
- *“A business is a South Australian business in relation to a procurement if the business operates in South Australia and more than 50% of the workforce delivering the contract resulting from the procurement on behalf of the business are residents of South Australia.”*
- You can find out more information on the Builders list, how to join and forms to download and complete here  
[https://www.housing.sa.gov.au/other\\_projects/prequalified-builders-list](https://www.housing.sa.gov.au/other_projects/prequalified-builders-list)
- We are working to get the forms online for the other categories on the list – architects, project managers, investment agencies and engineers
- For more information contact - [HousingProcurement@sa.gov.au](mailto:HousingProcurement@sa.gov.au)



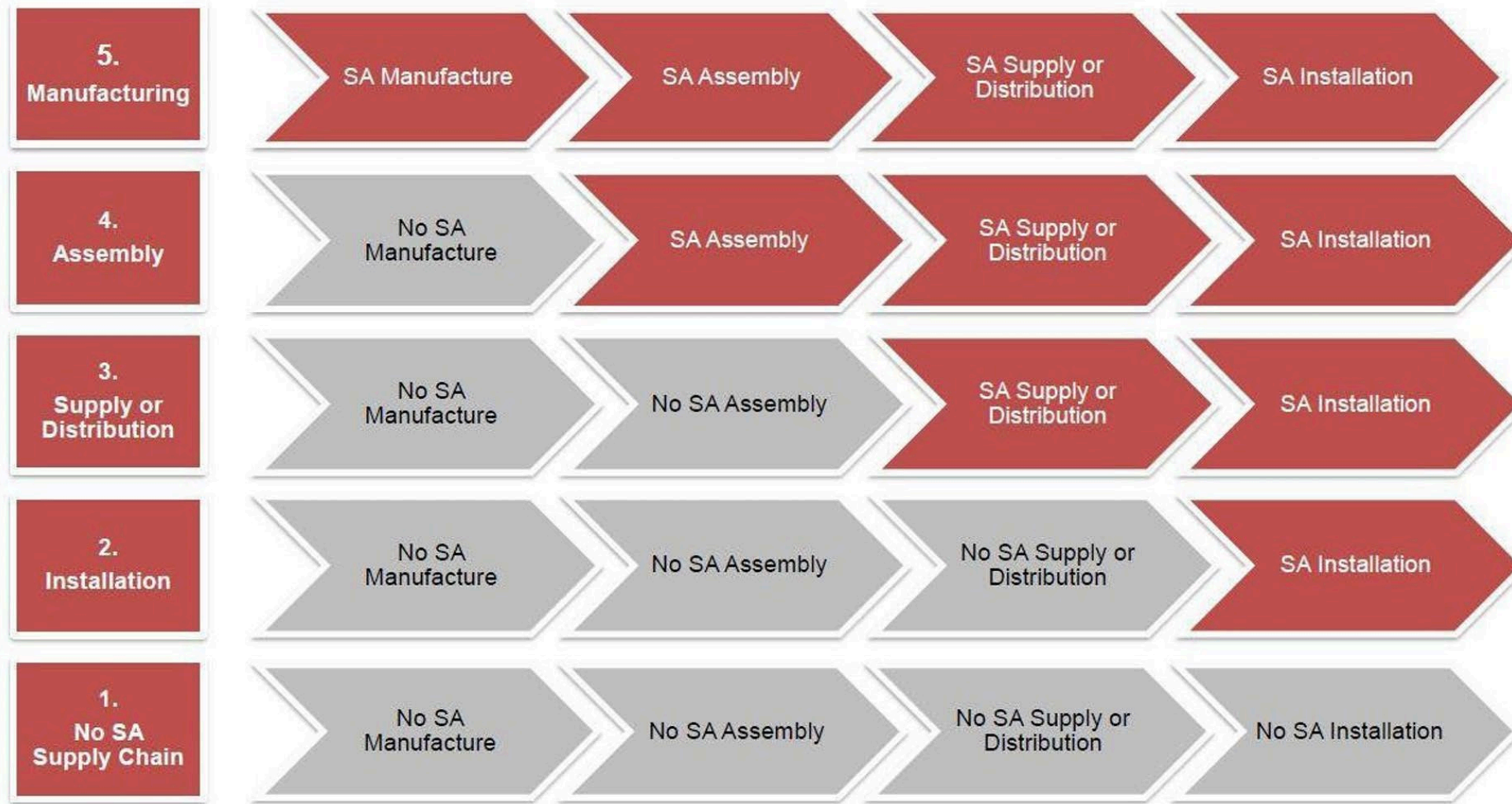


# SA Manufactured Products

- The Government of SA as part of its election commitments has made the following policy change:  
**“Require the use of South Australian Manufactured products on public housing construction and maintenance program, where available.”**
- SA manufactured products (SA Made or Made in SA) will be defined as:
- A product that underwent its last substantial transformation in SA (source of original materials could be SA, Interstate or imported from overseas).
- A product has been substantially transformed in SA if:
  - It was grown or produced in SA, or
  - As a result of one or more processes carried out in SA, the end product is fundamentally different in identity, nature or essential character from all of its imported ingredients or components.



# Supply Chain Benefits for SA

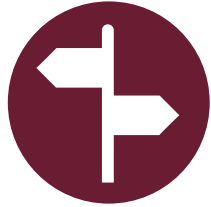


# SA Manufactured Products

- Following market research with a range of builders and suppliers a list of required SA manufactured products was developed.
- This was used for the first time in our most recent Public Housing tender (133 homes) to support the election commitment, with these components being:
  - Bricks
  - Timber frames
  - Concrete
  - Reinforcing steel (and note: Industry Participation Policy - Steel Requirements)
  - Steel frames
  - Windows
  - Security doors
  - Steel – roofing, fencing and rainwater tanks
- This list will be monitored on an ongoing basis and may be changed to ensure supply is available. This list may also expand where additional SA supply market opportunities are identified.



# Next steps



## Refine and grow the list required products

- Test the list of products in future tenders
- Work with OIA to understand the products that are out there and could be used in the construction of Public Housing
- Work with our Architects to design the homes in a manner to support the increase the use of SA manufactured products
- Finalise arrangements to support the election commitments around Public Housing maintenance



## Communicate and bring people onboard

- Connect SA manufacturers with SA Builders on the SA Housing Authority Builder List
- We are working with OIA on how to make this happen, love to hear your suggestions today.
- Working to publish our builders list to enable manufacturers to make direct contact
- Continue to promote the use of SA Manufacturers in our construction and maintenance services
- Work with peak bodies such as HIA and MBA to grow our prequalified builders list
- Increase integration with Standard Industry Participation Plans



## Publish and promote our work

- Report back on the growing list of SA manufacturers involved in construction of Public Housing
- Highlight examples of the growth of SA manufactured products in the construction of public housing