

Australian Industry Participation (AIP) Plan Executive Summary

1. General Project Details

Company Name: Airport Development Group Pty Ltd (ADG)

Description of the Project:

Renewable Solar Energy projects

Renewable solar energy projects which proposes the design, procurement, installation and commissioning of 40MW of solar PV arrays at Darwin International Airport (including 4MW of Rooftop Solar), 10 MW at Alice Springs Airport and 5MW at Tennant Creek Airport, as well as a large scale common-user battery to smooth grid export and provide the energy storage capacity required to service the broader NT. Projects will be undertaken in a phased approach.

Alice Springs Airport Red Centre Gateway

Alice Springs Airport Red Centre Gateway development includes a major upgrade to the airport's on-ground infrastructure. The project will include upgrades to runway, aprons, taxiways and airside infrastructure. This infrastructure will provide greater aviation capacity and an increased capability that will assist the ASA to serve and accelerate the growth of the already expanding tourism and agribusiness sectors across Northern and Central Australia.

Darwin International Airport Freight and Training Hub

This development involves the construction of an on-airport freight and training facility (Hub) at DIA. The Hub will provide critical infrastructure necessary to enable expansion of on-airport freight and cold storage capabilities. The increase in freight export activity will improve the utilisation of aircraft, thereby improving the sustainability and profitability of existing international passenger services and make the proposed new direct international services more economically viable and attractive.

Darwin International Airport – Hotel Refurbishment

ADG acquisition of two major hotels in early 2021 is a significant move by the organisation, expanding its investment footprint in the tourist industry and demonstrating confidence in the long-term future of tourism in the Northern Territory. Plans to redevelop the hotels into a world class destination are well underway and once completed the resort is expected to attract both the leisure and business markets.

Estimated total project value: \$292 million

Estimated value of key goods and services procured for the project (if different to total project value): as above

Project Location: Darwin Airport, Alice Springs Airport and Tennant Creek Airport

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

Project contact for procurement information: Zac Neck, (08) 8920 1971,
zac.neck@ntairports.com.au

2. Opportunities for Australian industry involvement

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
Services: Civil Construction	Yes	No
Services: Earthworks, trenching and cable laying	Yes	No
Goods and Services: Electrical works	Yes	No
Services: Concrete Supply	Yes	No
Goods and Services: Reinforcement Steel	Yes	Yes
Services: Architectural	Yes	No
Services: Building	Yes	No
Goods and Services: Masonry works	Yes	No
Services: Legal, surveying, design	Yes	No
Services: Mechanical	Yes	No
Services: Electrical	Yes	No
Services: Security	Yes	No
Goods and Services: Vapour Heat Treatment Plant	Yes	No
Goods and Services: Pavement	Yes	No
Goods and Services: Roof and Wall Cladding	Yes	No
Goods and Services: Fencing	Yes	No
Goods and Services: Landscaping	Yes	No
Goods and Services: Swimming Pools	Yes	Yes
Goods: Solar PV	Yes	Yes
Goods: Solar Battery Storage System	Yes	Yes
Goods: Inverter	Yes	Yes
Goods: FF&E	Yes	Yes
Services: Transport / Logistics	Yes	No
Services: Hire vehicles	Yes	No
Goods: Mains transformer	Yes	Yes

3. Communication Strategy

- ADG will utilise Australian industry media to advertise project opportunities.
- Advertisements will be published, as appropriate, as new project opportunities and tenders are required and will include contact details to register interest
- ADG will provide information about the projects and project tendering opportunities to the NT Chamber of Commerce and Industry to disseminate to members. As new requests for tenders are progressed, ADG will be encouraging potential suppliers to register their interest with the types of goods and services they are capable of supplying to the nominated Project Manager for each of the four major projects
- Provide details of the communication strategy action 3 here
- ADG will establish a central point of contact within the organisation to allow interested suppliers of goods and services to register their interest in providing goods and services for the project. Each project development will have a Executive General Manager (EGM) which will comprise of representative(s) from the relevant airport(s) and will have oversight of the scoping, design, development, procurement, and construction of the project

The EGM will be responsible for policy and decision making, management of the scope, quality, budget and the program and risk components of the project

The Project Team will report to the EGM and be responsible for delivery and implementation of the scope, quality, budget, program and risk management components of the project. The Project Manager, in conjunction with the EGM, will develop the design brief and manage the performance of the design consultants and construction contractors

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

- Australian Industry Standards will be used for each component of the project. ADG has previously engaged Australian suppliers for previous infrastructure projects who have met these standards. It is expected these standards would be met by Australian suppliers used for the project.
- Australian Industry Standards will be used for each component of the project. If no suitable Australian standard is available, then a recognised international standard will be used.
- Assessment of various tenderers will consider their ability to meet Australian standards. Strong consideration will be given to design, installation, safety, performance and reliability. Other important factors in considering tenders will be opportunities for Indigenous and Territory entities where service delivery and value for money can be achieved.
- ADG will promote all contractors to assess potential suppliers in accordance with the expectations set out in the AIP Plan. ADG will expect this expectation to flow-down to any sub-contractors engaged on the project.
- The procurement process is based on the Northern Territory Airports (NTA) group's tender policy and requirements. This is consistent with the procedures and ethical principles of the Australian Standard 'AS 4120-1994 Code of Tendering', and the Northern Territory Government State Purchasing Policy (February 2011). In line with this policy, the project would consider the following principles to be fundamental to successful procurement, which align with the Commonwealth Procurement Rules noted above:
 - Open and effective competition
 - Value for money
 - Local content
 - Indigenous engagement
 - Enhancing the capabilities of the facilities and services
 - Compliance with environmental, safety and security procedures
 - Ethical behaviour and fair dealing
 - Transparent audit trail
 - Understanding the rights and obligations of both parties.
- ADG will ensure that at all stages of the process, suppliers are treated equally and will supply tender documents to the market at the same time.

5. Opportunities for longer-term participation

- Where appropriate ADG utilises the current NT Government Procurement Policy as part of its current procurement plan policies across its sites of operation. This provides consistency for local suppliers to understand the procurement policies of ADG
- ADG will continue to identify relevant and experienced suppliers of goods and services on any new projects across its sites to ensure that Australian skills, particularly NT entities' skills are developed throughout the project developments. ADG will maintain a database of Australian suppliers engaged in the project and provide them with an opportunity to tender for the supply of goods and services in future projects
- Where appropriate ADG will look to refer eligible suppliers to relevant government programs for advice and/or support. This will aim to assist them with encouraging capability development and integration into broader global and national supply chains
- ADG's projects are expected to create additional flow-on growth opportunities in the tourism, agribusiness, and renewable energy manufacturing supply chain for equipment and maintenance. ADG will work with contractors and successful tenderers to maximise the flow-on and supply chain opportunities created by this project. Where appropriate, ADG can look to provide statements of support for work completed by successful contractors to utilise in bidding for new work
- The project undertaken by ADG will build new infrastructure, resulting in longer term maintenance opportunities for Australian industry entities. In line with ADG's current procurement policies and commitments under the AIP Plan, it will focus on local providers with proven skills and experience to deliver these longer term industry opportunities
- When requested, ADG's high-performing suppliers will be provided with references to support and encourage their capability development and integration with supply chains across industries.

6. Procedures and Resources

- ADG will appoint the Executive General Manager, Operations as the implementation lead for the AIP Plan, who will monitor actions and compliance with the AIP Plan
- A Executive General Manager (EGM) for each project development will be appointed with the AIP Plan to be incorporated into the key oversights of the EGM and relevant milestone reporting.
- A copy of ADG's AIP Plan outlining the key actions will be provided to the project managers and PSG's involved in the project
- The Project Manager would report on and be responsible to the EGM on all decisions regarding contractors. This includes demonstrating value-for-money outcomes, AIP commitments and reporting on the progress of the project against other agreed deliverables