

8th November 2016

The Secretary

Department State Planning and Environment

**Working with Union Fenosa to help connect local businesses,
contractors and suppliers to the Crookwell Wind Farm**

I understand that Union Fenosa has lodged amendments to their existing development application for its Crookwell Wind Farms 2 & 3. I also recognise that the NSW Government has a strong interest in the existing proposals that will stimulate jobs and investment within the local area of Crookwell and the State of New South Wales and deliver tangible economic benefits for the area.

In ICNNSW's capacity as a Government sponsored business network that introduces regional Australian contractors and suppliers to projects such as the Crookwell Wind Farm, I am pleased to provide this submission in support of the project and the work ICNNSW has already done with Union Fenosa so far in the project's development, as well as our plans to ensure that local businesses, contractors and suppliers can participate in the delivery of the project.

About ICNNSW

ICNNSW is an independent organisation financially supported by Australian, New Zealand, state and territory governments. It is part of a national network of ICNs which has helped local suppliers find \$28 billion worth of contracts in the 31 years since inception. In 2014-16 ICNNSW helped NSW business to win over \$122m in contracts, providing employment opportunities for NSW residents

ICNNSW offers tailored Australian and New Zealand procurement solutions through a personalised consultancy service. We offer a new business source for suppliers and a sophisticated search service for project managers, in essence an innovative industry matchmaker. Our role is to find the suppliers and service providers who are best equipped to meet the requirements of hundreds of projects across Australia and New Zealand.

A successful working history with Union Fenosa

Our regional and industry sector managers have been working with Union Fenosa on this project for more than six years. Even though the project remains in the development phase, ICNNSW has already introduced several local businesses to Union Fenosa for substantial development phase contracts including a Bega and Canberra based environmental consulting firm and a Goulburn based civil engineering firm.

Securing local contractors for the construction and operation of the project

ICNNSW will work with Union Fenosa to help connect local businesses, contractors and suppliers to the Crookwell Wind Farm projects through both our industry consultants knowledge and networks and our innovative ICN Gateway online portal.

The Gateway portal is a powerful online tool connecting suppliers and project managers. The ICN Gateway online portal was already used in 2014 to canvas expressions of interest for the project and at that stage 410 businesses had lodged over 1000 expressions of interest in 15 work packages.

Once Union Fenosa is in a position to approach the market for project to subcontracts, we envisage hosting their project on our Gateway portal to solicit interest across the diverse range of products and services that are required to deliver the project. This would include:

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| • Accommodation - short and long term | • General Contractors (mechanical & electrical trades-wind turbine training experience desirable) | • Structural concrete foundations |
| • Air-conditioning servicing | • High & Low voltage electrical (maintenance and repairs) | • Suppliers of tools, hardware, engineering supplies, safety equipment and construction consumables |
| • Arborists, Weed Spraying, and Landscaping | • IT & telecommunications services | • Temporary and permanent buildings supply |
| • Catering | • Office equipment suppliers | • Training Providers (RTO's) particularly construction safety training and high voltage training |
| • Civil design and construction | • Plant & equipment hire services (wet or dry) | • Transportation & Couriers (local, statewide, interstate and international) |
| • Cleaners, waste removal providers | • Plumbers & Building Maintenance | • Vehicle and Equipment Hire |
| • Construction materials (aggregate, concrete, road base, reinforcing steel etc) | • Professional Services | |
| • Crane Hire | • Recruitment Services and Labour Hire | |
| • Earthworks, public and private roads and access tracks | • Signwriters and signage suppliers | |
| • Electrical Wholesalers | • Site facilities and temporary services (power, water, telecommunications etc.) | |
| • Fencing Contractors | | |
| • Fire alarm & Fire Extinguisher services | | |

ICNNSW is committed to helping Union Fenosa to achieve satisfactory completion of the project under the State Planning requirements while ensuring that Union Fenosa optimises the involvement of local businesses, contractors and suppliers for the project, thus driving maximum net economic benefit for the region.

We look forward to working with Union Fenosa on this exciting project.

Yours sincerely



Peter Webster
Executive Director