

**GROW**  
GIPPSLAND



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# SCORECARD 2021

**in partnership with**



**LATROBE VALLEY**  
AUTHORITY

**ArcBlue**  
Procurement Delivering More

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**GROW Gippsland is a collaborative program that seeks to strengthen regional social and economic outcomes and increase job opportunities through procurement and employment. The program is an initiative of the Latrobe Valley Authority, modelled on the G21 GROW initiative.**

**The 2021 Scorecard provides a summary of key program outcomes for the 2021 Financial Year. GROW Gippsland has also provided significant support with the delivery of major projects across the region, the outcomes of which are captured in the separate report, “GROW Gippsland - Maximising local economic impact on major projects”.**

**GROW Focus areas:**



**Advocate &  
collaborate**



**Be inclusive**



**Spend local &  
spend social**

## Compact Members

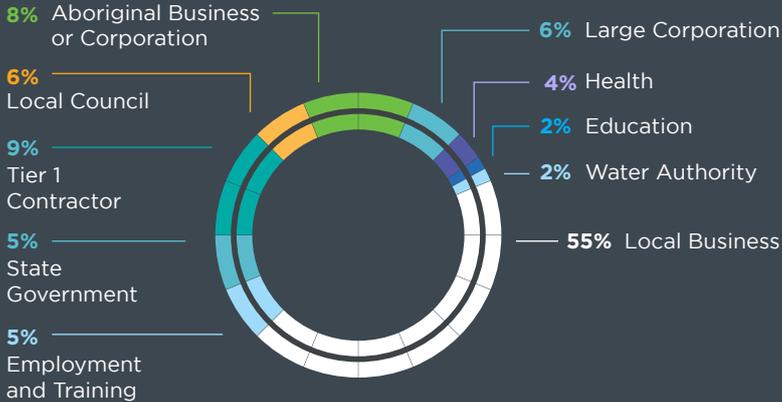
Total compact members:

**121**



MAY 2020:

**73**



## Actions Plan

Total Action Plans:

**119**



Total Actions:

**539**



## Inclusive Employment Outcomes

**85** Inclusive employment outcomes of which:

**16**

People with a disability

**8**

Migrants and refugees

**13**

Long term unemployed

**27**

Aboriginal

**15**

Disengaged and at-risk youth

**3**

Single parents

**1**

Ex offenders

**1**

Mature age jobseekers

**1**

Workers in transition

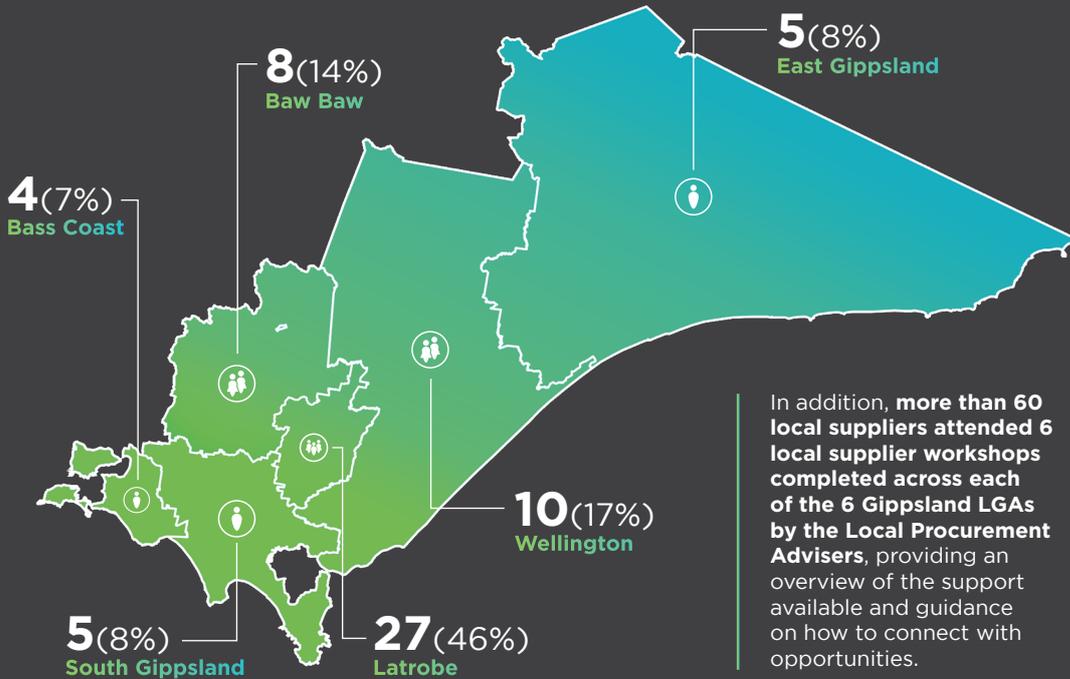
**63**

Retained Employment



## Local Procurement Advisers

59 businesses have been individually supported across the region, with support ranging from introduction to project opportunities, support registering on local platforms, procurement and marketing support, connection to employment programs, supplier mapping and partnership opportunities. Support across the region is broken down as follows:



In addition, **more than 60 local suppliers attended 6 local supplier workshops completed across each of the 6 Gippsland LGAs by the Local Procurement Advisers**, providing an overview of the support available and guidance on how to connect with opportunities.

## Regional Procurement Platform

Requests:

**1264**



Gippsland supplier responses:

**997**



Unique Suppliers:

**2,193**



Active Buyers:

**196**



Finalised Spend:

**\$19,400,000**



Cost Avoidance:

**\$2,700,000**



## Creating Local Connections and Outcomes



### Advocate & collaborate

- We have led more than 60 workshops and training sessions to over 1,500 attendees building skills and awareness in social procurement and inclusive employment to create a stronger regional economy
- We participated in industry briefings for a range of major projects including the Gippsland Line Upgrade, Wonthaggi Hospital, Latrobe Regional Hospital and TAFE Gippsland Morwell and Port of Sale campus constructions, supporting local SMEs including Aboriginal businesses to connect with opportunities.
- We supported the Civil Contractors Federation with the facilitation of the Civil Skills Cadetship program, connecting to local partners who were able to provide candidates for participation in the program.
- We were approached by Ambulance Victoria to identify local suppliers who could provide additional ambulance cleaning as a consequence of COVID-19. We introduced Guardian Facilities Management to Ambulance Victoria who were awarded a contract to clean ambulances at Latrobe Regional Hospital. As a result, Guardian was able to employ four additional staff, including two people with a disability.

**TAFE  
GIPPSLAND**



### Be inclusive

- We facilitated a partnership with Latrobe Valley Bus Lines to offer participants in the Ladder program with work exposure opportunities. Ladder helps young people aged 16-25 to improve skills across four key domains: education, employment and training, health and wellbeing, independent living skills & community connection. The partnership program will support a drive to inspire more GROW Gippsland compacts to deliver work exposure opportunities as part of their inclusive employment goals.
- We connected a Aboriginal business working on the Princes Highway East duplication project, with Fulham Correctional Centre, providing a pathway to employment for Aboriginal men upon their release from prison.

**LATROBE VALLEY**   
BUSLINES



## Spend local & spend social

- Working with builders completing insurance works following the East Gippsland bushfires, we connected 28 local businesses to new opportunities.
- We partnered with Federation University to create a procurement process for the Morwell Innovation Centre which delivered \$12million in local impact for the region.
- Our Local Procurement Advisers assisted a small concreting business in Morwell to be approved as a supplier to the Wellington Shire Council to provide concreting and footpath works.
- Compact Member VicComms was successful in winning a communications contract with Gippsland Water, with staff attributing participation in the GROW program as a key factor in winning the contract. As a result of being awarded the contract, VicComms employed a local apprentice to support the additional workload.
- We fostered a relationship between Moogji District Aboriginal Council (Orbost) and CPB Contractors, which saw Moogji propagate and deliver 40,000 plants for Rail Projects Victoria's Avon River Bridge project
- We partnered with the Local Business Concierges at each of the six Gippsland local councils (part of the Latrobe Valley Authority Business Support Service) to identify businesses looking for support to grow their business and connect with new opportunities



## For inquiries:

### Cameron Spence

☎ 0422 005 552

✉ [cameron.spence@arcblue.com.au](mailto:cameron.spence@arcblue.com.au)

🌐 [growgippsland.com.au](http://growgippsland.com.au)

### Jeanie Hall

Manager Small Business Economic  
Development and Investment  
Latrobe Valley Authority

☎ 0408 568 042

✉ [jeanie.hall@lva.vic.gov.au](mailto:jeanie.hall@lva.vic.gov.au)



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