

# Hunter Transmission Project

---

Industry Engagement

August 2024

EnergyCo

The Energy Corporation of NSW (EnergyCo) is part of the Department of Climate Change, Energy, the Environment and Water (DCCEEW)





# 1

## Welcome and Introductions





# Agenda:

---

- Acknowledgement of Country
- Welcome and introductions
- About the Hunter Transmission Project
- Procurement on the HTP
- Register your interest
- Am I ready and where can I get support?
- Questions.



# Acknowledgement of Country

---



We acknowledge that Aboriginal and Torres Strait Islander peoples are the First Peoples and Traditional Custodians of Australia, and the oldest continuing culture in human history.

We would like to respectfully acknowledge the Wonnarua, Awabakal and Darkinjung people as the Traditional Custodians of the land on which we deliver our project to the community. We pay our respects to Elders past, present and emerging and to all Aboriginal people of these communities.

We acknowledge the work that Aboriginal people have done to maintain land and water and will show respect through thoughtful and collaborative approaches to engage with the Aboriginal community to ensure local priorities and values inform and influence decision making.

We reflect on the continuing impact of government policies and practices and recognise our responsibility to work together, with and for Aboriginal and Torres Strait Islander peoples, families and communities towards improved economic, social and cultural outcomes.

# Introductions

## Who is here today:

- Jesslyn Ireland – HTP Deputy Project Director
- Katie Brassil – HTP Strategic Advisor -Community
- Rodney Groves – HTP Aboriginal Community and Engagement Officer
- Dusko Bajic – ICN Gateway.





# 2

## About the Hunter Transmission Project





# About EnergyCo



**EnergyCo** is the NSW Government body that is responsible for delivering Renewable Energy Zones (REZs) and transmission infrastructure as part of the NSW Government's Electricity Infrastructure Roadmap.



## Roadmap at a glance by 2030



Cleaner, more affordable and reliable electricity for consumers



**\$32 billion** in regional investment



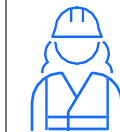
Up to **12 gigawatts (GW)** of renewable energy generation and **2 GW** of new storage capacity



Around **\$1.5 billion** in payments to landowners for hosting transmission infrastructure



Around **1000 kilometres** of new transmission lines



Up to **6300** construction jobs and **2800** ongoing jobs



**90 million tonnes** reduction in carbon emissions

# HTP at a glance

The Hunter Transmission Project is one of the State's most **critical energy projects** and will provide **clean and reliable electricity** to consumers for generations to come.



A new above-ground 500 kV double circuit transmission line of around **100 kilometres**



New supporting infrastructure, including **2 new switching stations** and works at **2 existing substations**



Will **connect** Bayswater to Olney strengthening the State's core electricity grid



Will **unlock electricity supply** from the Central-West Orana and New England REZs



**Urgent** and must be operational by 2028



Will supply **clean energy** to the Hunter, Sydney and Illawarra where 80% of NSW's electricity is consumed



# Revised HTP corridor



**Reduced** potentially affected private landowners in the corridor from 78 to less than 25



**Revisions** to the corridor in the State forests to reduce biodiversity, Aboriginal cultural heritage and recreation impacts



**Over 85%** of the HTP will be on power station, mining, industrial and government land



**Avoids** Werakata National Park, Watagans National Park and Jilliby State Conservation Area



**Avoids** most of the Hunter community, including major towns, villages and tourist areas



**Avoids** the Pokolbin wine/ tourist area and other strategic agricultural land



**No development** in the Martinsville or Cooranbong communities



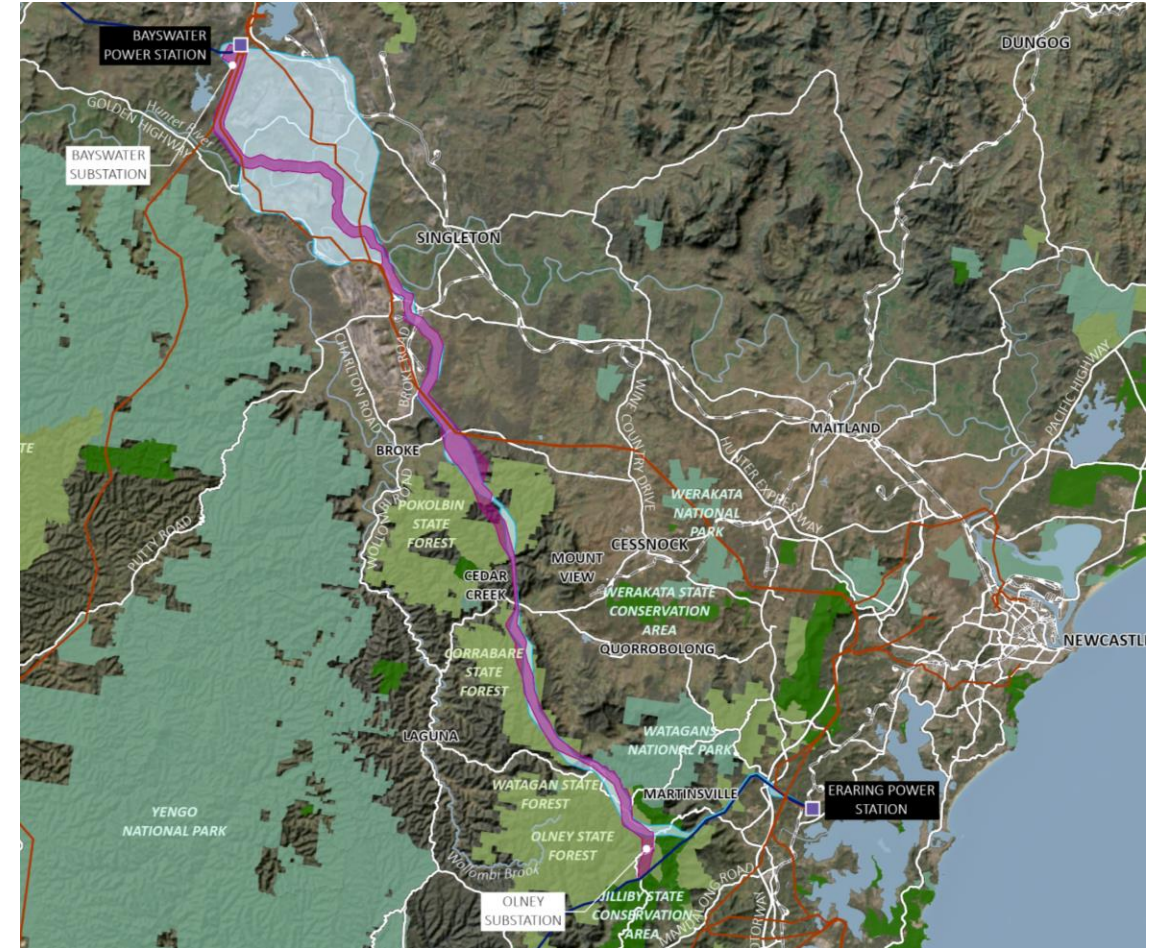
**Minimises the impacts** of the HTP on scenic landscapes



**Refined corridor** through the mining areas



**Further scope** to reduce the impacts on people and the environment during preparation of the EIS



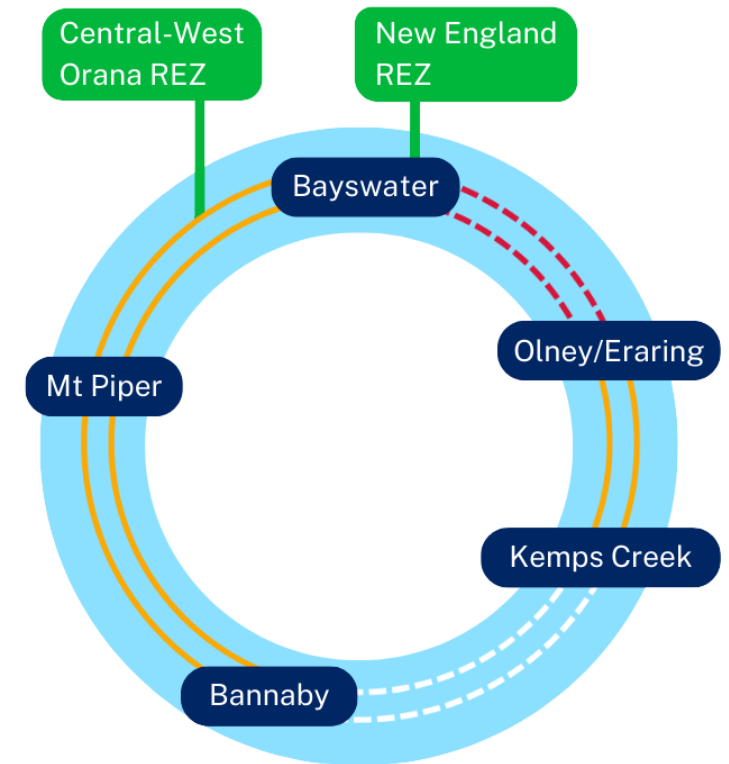
# Why is the HTP critical?

The HTP will help create a ring of 500 kilovolt (kV) transmission infrastructure that will be the **backbone of the State's electricity grid** for generations to come.

NSW's coal-fired power stations are reaching the end of their life and demand for electricity is increasing.

The HTP is:

- an urgent NSW Actionable Project under the Australian Energy Market Operator's 2022 Integrated System Plan
- a 'Deliver Now' project under the Network Infrastructure Strategy for NSW
- a Priority Transmission Infrastructure Project (PTIP) under the NSW Government Electricity Infrastructure Investment Act 2020 (EII Act).





# HTP benefits

The HTP is a multi-billion dollar investment that will **generate hundreds of jobs** and **boost the Hunter's economy** – but that's not the only way the HTP will benefit the community.

Hunter-first is a HTP project principle:

*We will harness and build on the region's diverse economic skill base and provide opportunities for the community to share in the benefits of the project*

## HTP benefits at a glance



**Funding** for strategic initiatives to directly benefit local communities affected by the HTP



**Strategic benefit payments** (\$200,000 per kilometre) for private landowners hosting transmission infrastructure on top of regular compensation



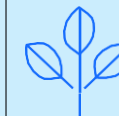
**At least 1.5%** of contract value under First Nations guidelines to go towards increased income and job opportunities for local Aboriginal communities



**Maximising** the employment of locals and the purchase of local goods and services



**Creating** education and training for the community to participate in the transition to renewable energy



**Delivering** strategic offsets to enhance biodiversity values of the Hunter

# 3

## Procurement on the HTP





# NSW Government procurement requirements

---



## All contracts valued at \$7.5 million or above require one or a combination of:

- at least 1.5% of the contract value to be subcontracted to Aboriginal businesses
- at least 1.5% of the contract's Australian based workforce (FTE) that directly contribute to the contract to be Aboriginal or Torres Strait Islander peoples
- at least 1.5% of the contract value to be applied to the cost of education, training or capability building for Aboriginal staff or businesses directly contributing to the contract.

## Skills, training, and diversity in construction requirements:

- 20% of the total project workforce to be 'learning workers' (trainees or workers who need to update their qualifications to meet project needs)
- 20% of all trades workforce on a project to be made up of apprentices
- doubling the number of women in trade-related work (up from the NSW average of 1% to 2%)
- ensuring at least 8% of the total project workforce is under 25 years of age.

Source: Infrastructure Skills Legacy Program & NSW Government First Nations Guidelines

---

# Role of procurement

1

Encourage  
D&C contractors  
to use local  
industry

2

Identify  
businesses  
that can  
contribute to the  
project

3

Facilitate local  
businesses  
to partner  
with D&C  
contractors  
and their  
subcontractors





# Construction of the HTP includes:


The project is currently in the planning phase and construction is anticipated to start from 2026.


Building the HTP is a significant opportunity to invest in local business and provide jobs for local people.


The types of services that the HTP will need during design and construction include:

 Earthworks


 Cranes


 Equipment hire and supply

 Road and intersection upgrades

 Vegetation clearing

 Fencing

 Camp management

 Site security

 Catering

# HTP workforce and supplier opportunities

---



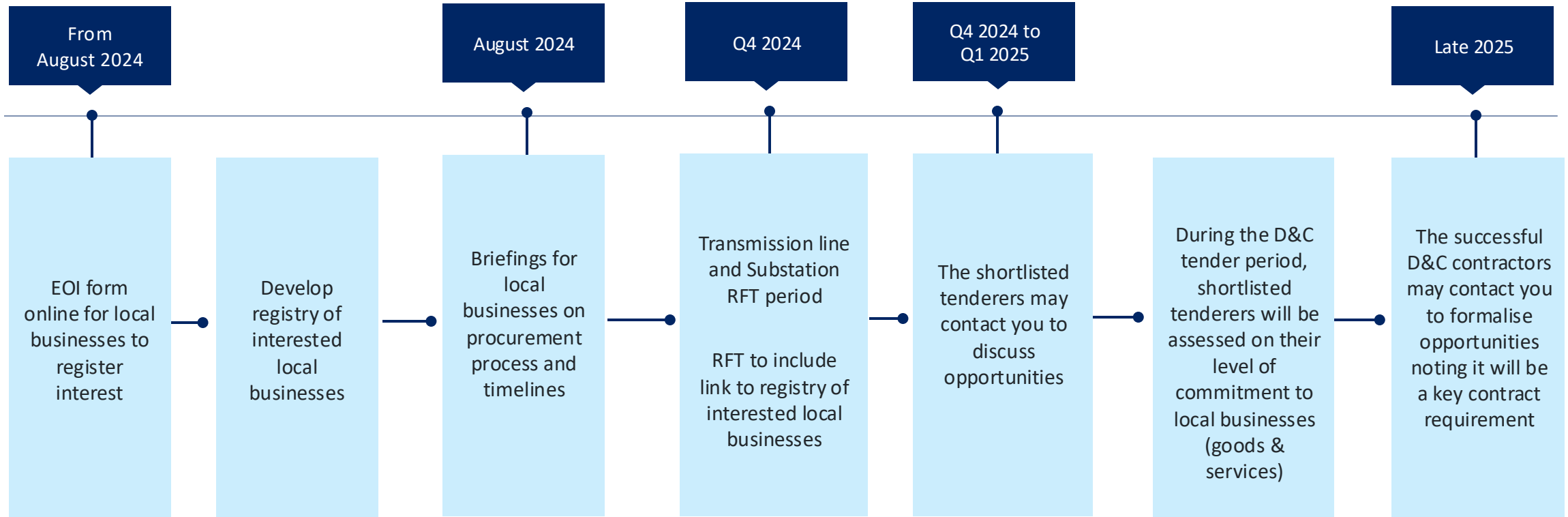
**Non-skilled:** Labourer, security guards, cleaners, mining escorts.

**Semi-skilled:** Plant operators, stringing crews, tower assembly crews, foundation crews, traffic control, geotechnical investigations.

**Skilled:** Engineers, planners, scientists, commercial, quality, legal, accounting, safety, community, surveyors.  
Apprentices and trainees across all major trades, including lines, electrical, foundations.

**Local supplier opportunities:** Civil contractors, surveyors, electricians, arborists (clearing and revegetation), steel fabricators, precast fabricators, quarried materials, local plant hire, local vehicle hire, local hardware retailers and other small retailers, catering and restaurants, cleaning, accommodation providers.

# Timeline and what to expect





# 4

Register your Interest



# When and how to get involved

---

Access the EOI form and get more information through our website using the QR code:

**Go to [www.energyco.nsw.gov.au/projects/hunter-transmission-project](http://www.energyco.nsw.gov.au/projects/hunter-transmission-project)**

**Email: [HTP@energyco.nsw.gov.au](mailto:HTP@energyco.nsw.gov.au)**





# 5

Am I ready and where can I get support  
Delivered by ICN





# Industry Briefing Hunter Transmission Project

**Dusko Bajic | 26-30 August 2024**

# Why was ICN created

**Industry Capability Network (NSW) Ltd**  
**registered in December 1984.** Originally called  
Industrial Supplies Office.

Stimulate employment in Australia and NSW by:

- Forging closer links between local companies in their **purchasing requirements**
- Improving the **knowledge** of the purchasing requirements of local companies
- Increasing **awareness** of local supplier capabilities
- Identifying **imports** that could be replaced by local production

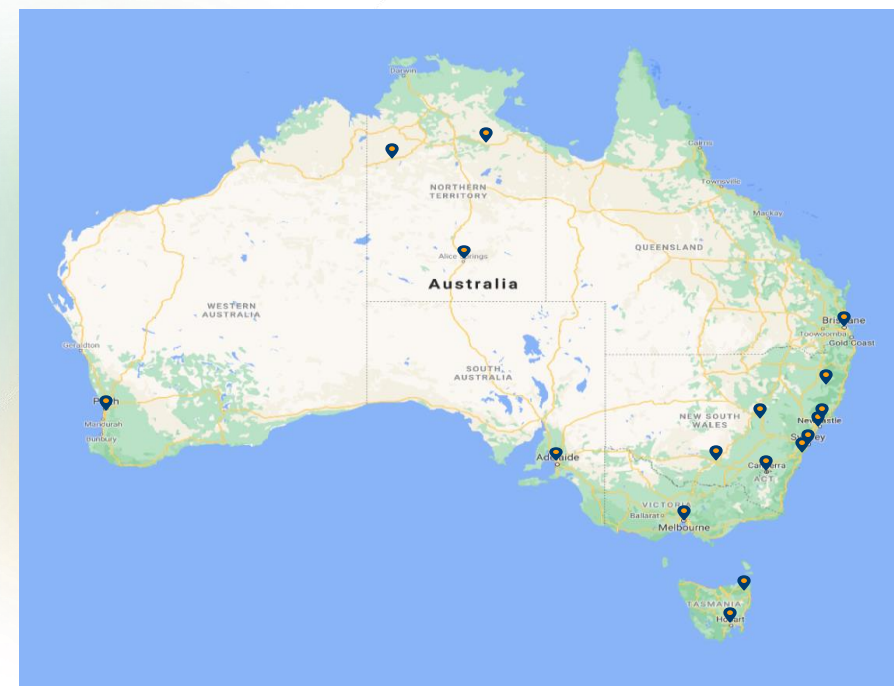
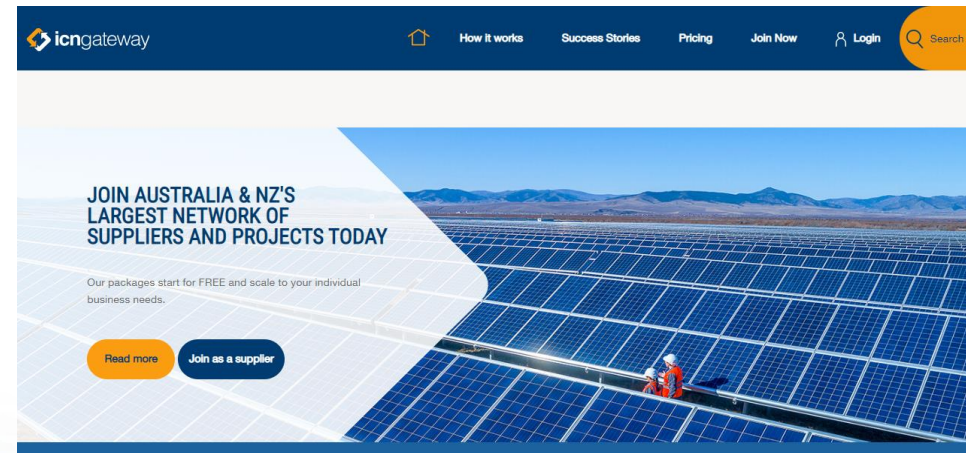




# Australian Footprint

ICN is a separate organisation in each state, in most cases funded by state government. Federal government partially funds ICN Limited.

- 1 ICN Gateway is a national platform on which opportunities are published and companies submit EOIs
- 2 ICN staff work with buyers to identify their needs and work with suppliers to help create/improve their capability profile
- 3 ICN staff are also part of the local business networks, liaising regularly with councils, business associations, government agencies and research organisations.







# About ICN



In essence, our role is to find the suppliers and service providers who are best equipped to meet the requirements of hundreds of procurement needs across Australia and New Zealand.

# Overview

- ICN gives you a powerful tool that lets you search for projects that are suitable to your business.
- ICN has a capable network of Regional Managers that can assist you with any enquiry.
- The ICN Gateway assist SMEs to find projects based around work packages that meets their company's expertise.
- Keeping your profile up to date and current on Gateway is extremely important.
- It's FREE.





# ICN services



## BUYER

- Discuss project requirements and time frames
- Promote project on Gateway by ICN
- Facilitate industry briefing and events
- Communicate project via social channel, email, newsletter and industry associations
- Identify and map local suppliers and Indigenous businesses
- Provide transparent EOIs report



## SUPPLIER

- Visit suppliers to understand their capabilities, capacities and interests
- Inform and discuss projects
- Assist to create and optimise company profile on Gateway by ICN
- Invite to industry briefing or workshop
- Assist to submit EOIs
- Promote supplier on social channel

# ICN Gateway Process

ICN Gateway is used to make opportunities public (full, fair and reasonable) and allow interested suppliers to express an interest.

1

## Capability Profile

Companies create a capability profile on ICN Gateway which is a resume for their business.

They can also set up notifications, so that they are notified when a new, relevant opportunity is made available.

2

## Project Page

On behalf of the buyer, ICN publishes a project page, which provides information about the project and the buyers requirements, as well as work packages and an opportunity for suppliers to submit an EOI (with or without supplementary questions)

3

## Expression of Interest

Potential supplier receive an email to advise them of the new opportunity.

Suppliers can submit an EOI.

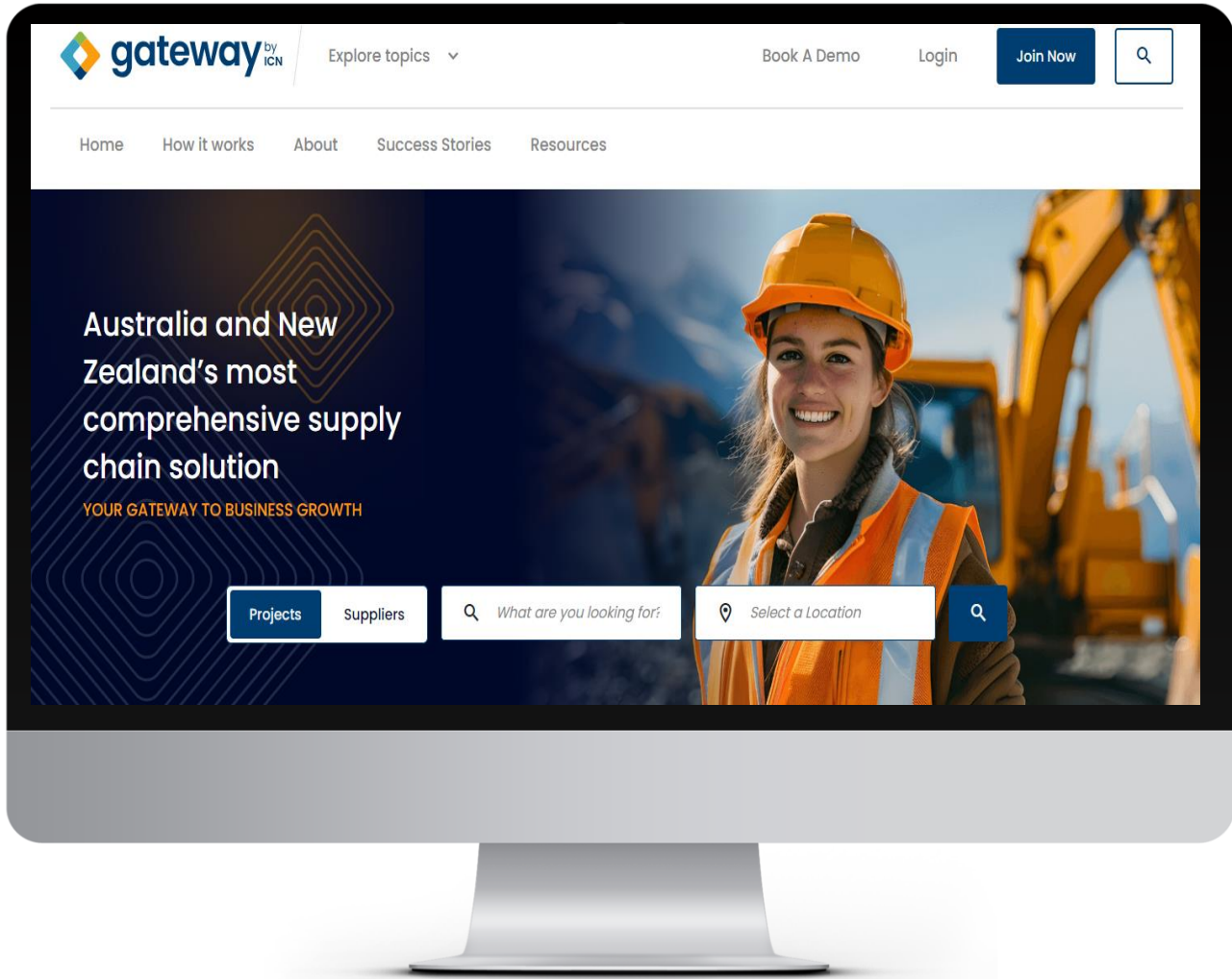
Opportunities are promulgated via LinkedIn and supplier briefings.

4

## Feedback

ICN provides information about the companies that submitted an EOI (from their capability profiles) and provides the answers that were provided in the EOI process.

ICN provided feedback to suppliers on behalf of the buyers (where possible)



# ICN Gateway





Explore topics ▾

Book A Demo

Login

Join Now



Home How it works About Success Stories Resources

← [Back to search results](#)

EnergyCo NSW

# HUNTER TRANSMISSION PROJECT

NSW Australia

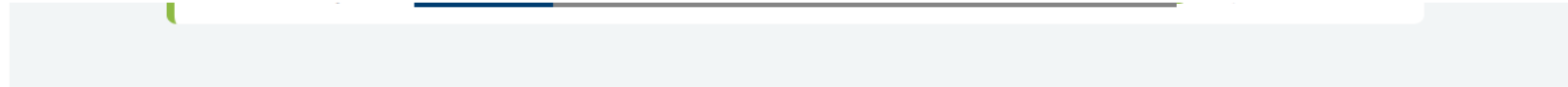
Overview Key Documents Work Packages Related Projects



NSW Australia

EnergyCo NSW

Project Primary Contact



### Related Projects

#### Central-West Orana Renewable Energy Zone (REZ)

The NSW Government is in the development phase for the State's first Renewable Energy Zone (REZ) in the Central-West Orana region. The Central-West Orana REZ is approximately 20,000..

03 Aug 2023

85 Work Packages

NSW Australia

#### NSW Energy Renewable Zones (REZs) and Transmission Infrastructure Proj..

Renewable Energy Zones (REZs) are the equivalent of modern-day power stations. They combine:- new renewable energy infrastructure, including generators (such as solar and wind farms..

25 Jul 2024

1 Work Packages

NSW Australia

#### Hunter Transmission Project

The Hunter Transmission Project (HTP) is critical State significant infrastructure project. The project involves building a new overhead 500 kilovolt (kV) transmission line spanning..

(New) 13 Aug 2024

2 Work Packages

NSW Australia



### Key documents

#### General

↓ [2024 ICN Gateway Profile guide.pdf](#)

↓ [EOI User Guide.pdf](#)

## 2 Total Work Packages

Show me

Select Status ▼

WORK PACKAGE	FULL SCOPE EOI	PARTIAL SCOPE EOI	STATUS
01. Transmission Lines	31 Mar 2025	31 Mar 2025	● Open <span>▼</span>
02. Switching stations/ works at substations	31 Mar 2025	31 Mar 2025	● Open <span>▼</span>





# Work Packages

- Description
- Closing dates
- Link to create an EOI
- Full scope EOI – Company can fully satisfy the whole WP requirements
- Partial scope EOI – Company can supply components or partial requirements
- Scope is broad to support innovation
- There may be listed some questions to answer, and you may have to download pdfs around Business Registration, Capability Statement, etc.



# Some tips given to suppliers when creating profiles



## Do these

- Demonstrate the value you offer immediately
- Reassure on risk management
- Show you fit with project requirements
- Show you are constantly improving
- Show you have a well managed business/use of technology/work management
- Skills and depth of expertise



## Avoid

- Long introduction
- Assuming people know what you do
- Being modest – you must explain your strengths & values
- Family history/personal journeys (best in brochures or your website)

# How to break into wanted industry

- Collaborate with others, someone in the room may be the link to a project opportunity
- Look for opportunities to build your experience and capabilities – a springboard for the future
- Put your hand up – let the projects know you are interested
- Be persistent
- Be strategic – Innovation led to solve a problem
- Ask



# Best Practice

Consider to answer the following:

- Can I supply what does the customer need?
- Why I am better than my competitors? (there are always competitors)
- How I can say it powerfully and briefly?
- Are you able to answer: “Why me”?
- E.g. “we offer a 20% reduction in manufacturing costs due to our systems & technology which gives time improvement as demonstrated by our delivery history.

# Best Practice

Be ready – When you receive a phone call from a customer “We want to talk to you”:

- Briefly articulate the good things about your company
  - It makes you think deeply about why your company is great
  - Will assist your Elevator speech and interactions with potential customers
  - Think about what will resonate with your customers?



**Dusko Bajic**  
ICN Regional Manager  
Hunter & Central Coast

# Thank you.

Thanks for the opportunity to present.

Happy to field questions and discuss further.

 **40years**<sup>of</sup> ICN  
**Gateway by ICN**



**Driving economic growth through our trusted network.**

We build powerful procurement and supply chain tools, offer expert advice and support and everything you need to get work and get work done.

Phone: 0417 323 636

**Email**

[dbajic@icnsw.org.au](mailto:dbajic@icnsw.org.au)



[icn.org.au](http://icn.org.au)



# Questions

---

