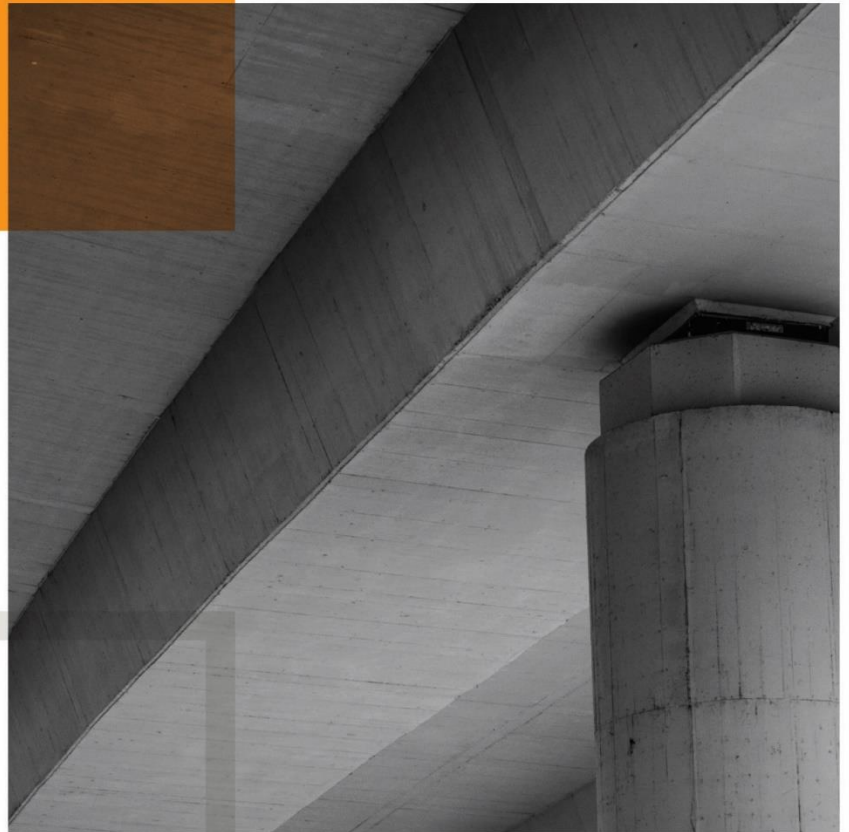




Queensland Major Contractors Association

2018 Annual Report





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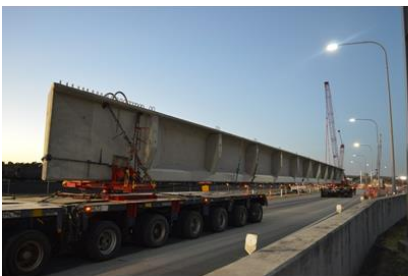
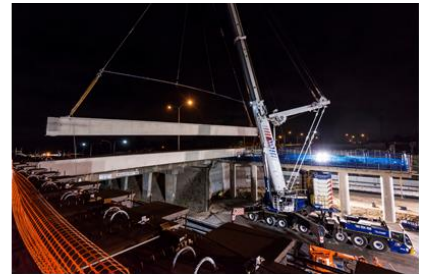
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INTRODUCTION

The Queensland Major Contractor's Association (originally named the Australian Federation of Civil Engineering Contractors) was formed in 1994 to represent the interests of major engineering contractors in Queensland.

The Queensland Major Contractors Association is dedicated to improving the efficiency and sustainability of the industry in Queensland by working closely with Government, strategic partners and other industry associations.



2017/ 2018 BOARD



PETER ANUSAS
PRESIDENT



CHRISTOPHE KOWALCZYK
SECRETARY



VINCE SANFILIPPO
TREASURER



HARRY HARTMAN



DAN MITCHELL



IVOR PERIES



TONY PERKOVIC



BRETT SMILEY



DAN WOOLCOTT

During the year, James Schirmer and Gerry van der Wal left the board. Gerry van der Wal was replaced by Dan Woolcott.

BOARD SUPPORT



JON DAVIES
CEO

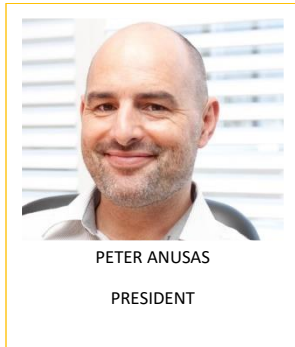


LORELAI BROADBENT
SECRETARIAT



MICHAEL CREEDON
MINTER ELLISON - PROBITY LAWYER

PRESIDENT'S REPORT



QMCA has undergone seismic change in the course of 2018 and established itself as a professional, trusted and visible advocate for the benefits of major projects in Queensland society. This was needed.

From an industry perspective the lack of work in the previous five years has led to unsustainable and unprofitable outcomes on many projects; some of which are still in play. Conflict and disputation have increased, and collaborative outcomes have become more difficult to achieve.

Further, the pipeline of work for the next five years will continue to plummet (despite Cross River Rail) and a deeper construction-based recession is starting to emerge; although SEQ will remain busy, regional areas of our great State are subdued from a lack of private investment.

Against this backdrop the new Queensland Procurement Policy is now in force with its associated demerit system in final industry consultation; QMCA are still asking “what problem is it trying to solve?” and hope to reorientate the discussion on how *collaboration* can advance the industry in productivity and sustainability.

More change is therefore needed.

First, Contractors need to change behaviour and stop assuming they can manage risks outwith their control. Contractors also need to do more to achieve societal outcomes and rid themselves of the image that they are cheerless industry leviathans with deep pockets. We are, in fact, made up of engineers who graduated from our Universities and who want to make a difference to the lives of our fellow Queenslanders. We are born innovators and problem solvers and need to re-take our place as leaders in our industry.

But we cannot do this on our own. QMCA is encouraged by the engagement with our Client base in Queensland and we want to encourage quicker, less wasteful and more productive outcomes for everyone through the procurement and execution of projects. We will maintain the dialogue which we have started and look for solutions to both the lack of work and the nature of contracts that are being put to market.

QMCA has worked hard to show honest social licence through the Patron sponsorship of Constructionarium, the support for Construction's Big Night Out and opening up possibilities on how digital technology can make us all more efficient. We hope these initiatives underscore who we are; people that care about our society and the economic benefits of major projects.

We have a plan already for 2019 that builds on our momentum established this year. We realise we will not see the scale of investment taking place in other States (notably VIC, NSW and now WA) but we can compete by being smart. Time to retake the podium as the “Smart State” and look to use what project funding is out there to maximise taxpayer returns.



CEO'S YEAR IN REVIEW



JON DAVIES

CEO

I was honoured to commence as QMCA CEO at the end of March 2018 and be given the opportunity to build on the good work of my predecessor Sandra Poon.

It has been a busy and exciting time during which significant progress has been made in a number of key areas.

From a growth in membership and the delivery of outstanding events, to the development of a revitalised brand presence and increased digital and traditional media presence, the last 12 months has provided QMCA with an outstanding platform for growth.

Action in each of these key areas has helped QMCA to become a respected body for positive action, meaning that our association is better placed than ever to help deliver on our mission to promote innovation and collaboration in infrastructure delivery.

MEMBERSHIP

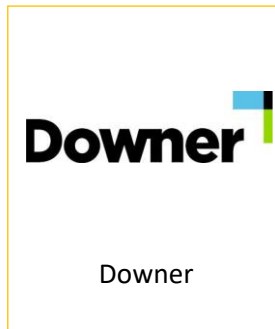
Executive and General membership has increased by 1 member in each classification despite difficult trading conditions.

Executive Members

 Acciona	 BGC	 BMD	 Clough
 CPB	 Decmil	 Fulton Hogan	 Golding
 John Holland	 Laing O'Rourke	 Lend Lease	 McConnell Dowell
 Seymour Whyte			



General Members



We are targeting increased membership in both categories next year as we demonstrate our effectiveness at providing a united industry voice on contemporaneous issues such as the Queensland Procurement Policy and ability to drive the agenda on areas of mutual interest such as the need for increased industry collaboration.

Associate Members

In line with our commitment to greater engagement with the wider industry we have experienced significant growth in Associate members including our first design consultant. This has been achieved with a much-improved membership value proposition including the opportunity for greater engagement with executive and general members.

- Aurora Marketing
- Boral Construction Materials
- Cbus
- Coateshire
- CV Energy Services (not paid)
- Dial Before You Dig
- Estimating & Construction Support
- Envision
- GRC Quantity Surveyors
- Holcim Australia
- Pensar
- Piper Alderman
- Protech (not paid)
- QuickSafety
- Roblawmax Recruitment
- siteoffice.mobi
- SoilCyclers
- Struber
- ViewPro
- Wagners

Impressive as this growth is we will strive for similar growth next year.





ADVOCACY

The key focus of an industry association is to be an advocate on matters of importance to the members. In this regard the QMCA is no different from any number of associations and can claim a number of significant success during the year including:

- Successfully lobbying Brisbane City Council that the Brisbane Metro project should delivered using a collaborative form of contract. (We are continuing to push for greater reimbursement of bid fees).
- An agreement with the Department of Transport and Main Roads (DTMR) to consider selective amendments to existing DTMR standard contract forms to achieve increased collaboration in project delivery (ongoing).
- An agreement with DTMR to review ways to improve timeliness of contract award.

We have also represented our members on matters of Government policy, the best example of which would be the recent changes to the Queensland Procurement Policy (QPP) and associated Supplier Demerit Scheme. QMCA vocally opposed the changes to the QPP both in public and also directly to Government in face to face meetings with Ministers and high-level public servants.

During the year individual private meetings have been held with:

- Cameron Dick - Minister for State Development, Manufacturing, Infrastructure and Planning
- Mick De Brenni - Minister for Housing and Public Works; Minister for Digital Technology; Minister for Sport
- Jackie Trad - Deputy Premier, Treasurer and Minister for Aboriginal and Torres Strait Islander Partnerships
- Mark Bailey - Minister for Transport and Main Roads
- Andrew Powell - Shadow Minister for Transport and Main Roads and Shadow Minister for Local Government
- Michael Hart - Shadow Minister for Housing and Public Works
- Deb Frecklington - Leader of the Opposition, Shadow Minister for Trade
- Steve Minikin - Shadow Minister for Transport and Main Roads
- Dave Stewart - Director-General, Department of the Premier and Cabinet
- Adrian Schinner – Deputy Lord Mayor of Brisbane
- Neil Scales – Director-General, Department of Transport and Main Roads
- Rachael Hunter - Director-General of the Department of State Development
- Liza Carrol - Director-General of the Department of Housing and Public Works

More general public sector advocacy has been conducted through attendance at regular industry liaison meetings including those held by, the Department of State Development, Manufacturing, Industry and Planning, The Department of Housing and Public Works and the Department of Transport and Main Roads.

We have also had meetings with key private sector clients and Government Owned Corporations such as Queensland Rail, Brisbane Airport and Queensland Urban Utilities and we intend to increase such engagement moving forward to include a greater focus on the resources and utilities sector.



Next year we also intend to become more proactive by generating policy positions on key areas through specialist working groups that can then be advocated with Government, Private Clients and other Industry Associations.

QMCA has endeavoured through the past year to strengthen relations with key association and partners.



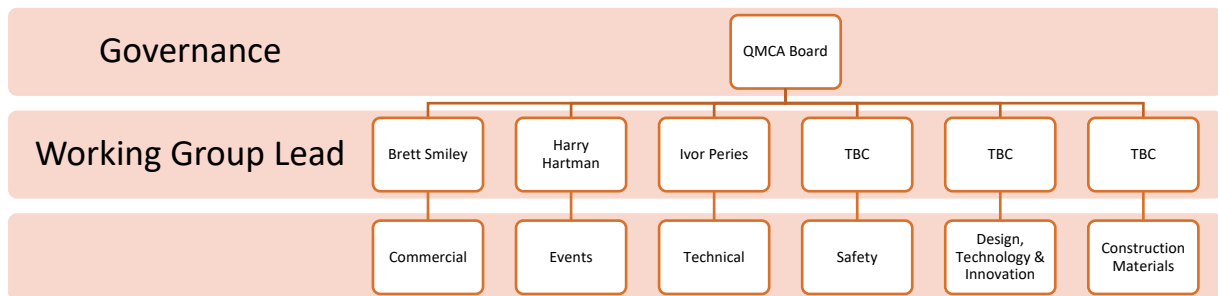


WORKING GROUPS

Working Groups are vital for improving engagement within the industry and driving the policy agenda in key areas of interest to our members.

It is an area where QMCA has had mixed success in recent times but will be a main focus moving forward with working groups planned to be created / enhanced in areas such as project commercial management, construction materials, project design, project safety and industry wide technology / innovation.

Working groups will comprise members from all membership categories and may also include representation from other key industry stakeholders such as Government or Private Clients.





BRAND

This year we decided that we needed to refresh our brand to better reflect the vibrant, diverse, dynamic and innovative association we are striving to become.

Fittingly launched at the 2018 QMCA Innovation Award ceremony on 5 October, the new brand has generally been very well received although I have received a number of requests for a maroon version!

Selection of Brand Identity Applications



Letterhead



Business cards



Pullup banner



Report

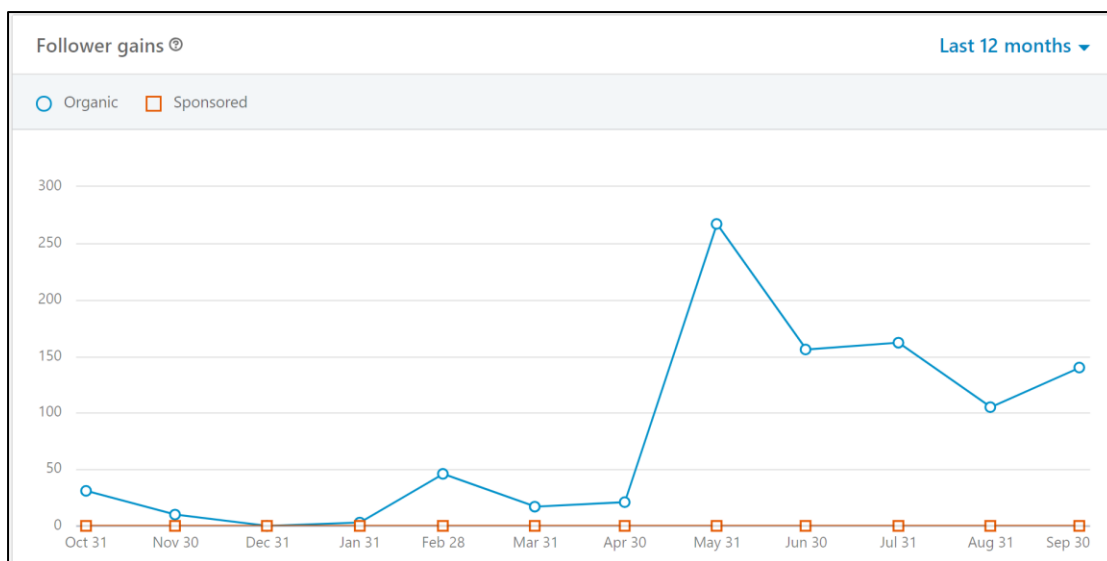


ENGAGEMENT

Just as vital as having a position on matters of importance to our members is having a means to communicate that position to the wider industry and key policy makers. Increasingly, social media is proving to be the most effective way to communicate this message and more particularly the LinkedIn channel.

During the year, QMCA created a Facebook page and reinvigorated an existing LinkedIn page through a significant increase in messaging on matters of importance to the industry.

As a result, QMCA LinkedIn followers have increased from around 100 at the start of the year to over 1,100 now.



QMCA LinkedIn Follower growth.

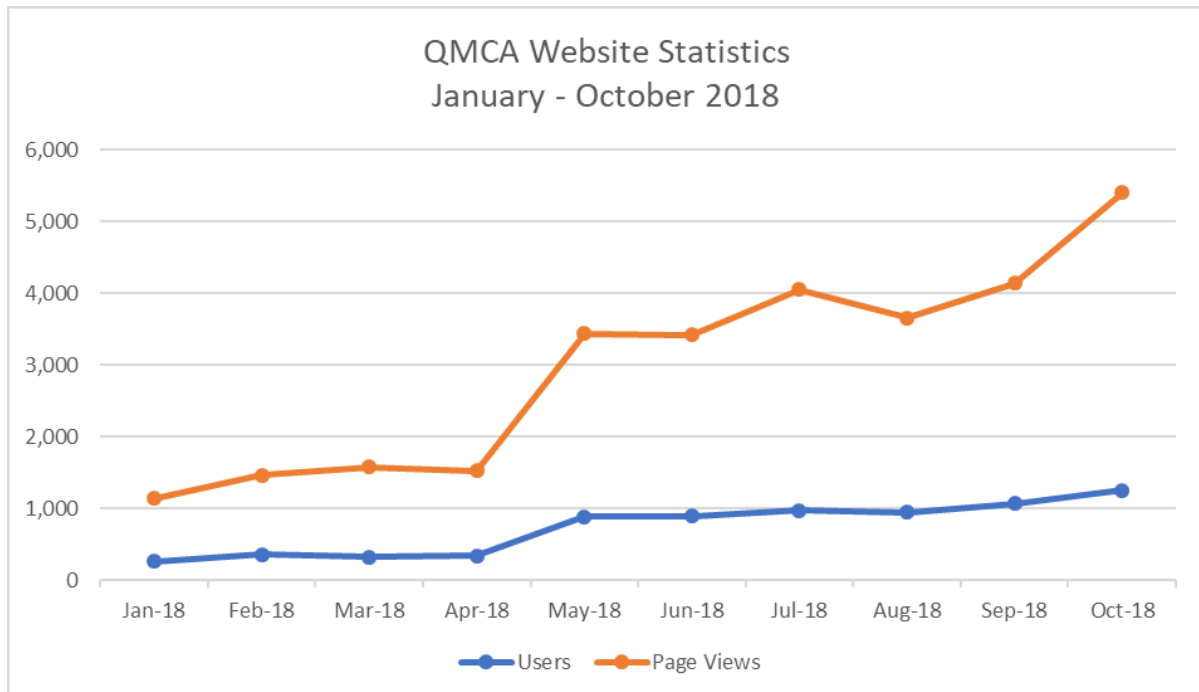
In the last six months QMCA has outstripped follower growth and posted more updates than all other local industry associations.



Company	Total followers	New followers vs. your company	Number of updates vs. your company
Queensland Major Contractors Association (QMCA) <i>Your company</i>	1,100	851	126
Infrastructure Association of Queensland	1,390	535 -316 (-37.13%)	105 -21 (-16.67%)
Cross River Rail	8,633	4,628 +3,777 (443.83%)	14 -112 (-88.89%)
Civil Contractors Federation - Queensland (CCFQLD)	1,154	276 -575 (-67.57%)	67 -59 (-46.83%)
Queensland Major Projects Pipeline	121	118 -733 (-86.13%)	4 -122 (-96.83%)
Crossrail Ltd	32,767	2,894 +2,043 (240.07%)	12 -114 (-90.48%)
CSQ - Construction Skills Queensland	1,377	131 -720 (-84.61%)	23 -103 (-81.75%)
STRUBER	906	172 -679 (-79.79%)	112 -14 (-11.11%)
Master Builders Queensland	2,374	199 -652 (-76.62%)	35 -91 (-72.22%)

LinkedIn page statistics as at October 2018

QMCA's website has gone from strength to strength with a significant increase in users, page views and engagement across every metric.



Statistics for www.qmca.com.au



Traditional media still remains an important and effective communications channel and this year QMCA had achieved significant local and national exposure with two mentions in the Australian Newspaper (one on the front page) and two appearances on ABC radio.

The Australian



Abc 612 Brisbane, Steve Austin





EVENTS

Events provide a great opportunity for communication, engagement, networking and recognising success and this year we held a number of very successful events.

Breakfasts

Our breakfasts provide a great relaxed opportunity for networking and a platform for associates members to present on matters of importance to them. This year we had presentations from:

- Dave Porter, Endeavour Foundation
 - How AI can change the industry.
- Rob Knave, Port of Brisbane
 - Port of Brisbane Developments
- Steven Evans
 - Why Australia needs NEC Contracts
- Damian Gould, Building Queensland
 - Building Queensland Project Pipeline
- Andrew McGillivray, Piper Alderman
 - Changes to BCIPA
- Simon Thomas, ARTC
 - Status of Inland Rail
- Bill Lansbury, TMR
 - TMR Update
- Leanne Webb, Aurora Marketing
 - Bid Review Panel Insights
- Shane Graham
 - Opportunities for Supply Chain Collaboration



We also held a special breakfast event focused on construction opportunities in Auckland that was opened by the Lord Mayor of Brisbane.

The success of the breakfasts can be measured in attendance which has grown from 40-50 to over 80.

Queensland Major Projects Pipeline Launch

The 2018 Queensland Major Projects Pipeline Report (QMPPR) was launched at the Brisbane City Hall on 24 May 2018.

The report, produced in partnership with IAQ and CSQ, made greater use of infographics than in previous years to simplify the message and allow for sharing of key information via social media. This was also assisted by the creation of a dedicated QMPPR website containing full downloadable version of the report and summarised report sections.

For the first time, the report was also launched at regional events in Toowoomba and Townsville. These events were very well received and we plan to repeat the concept next year.

In 2019, CSQ will no longer partner with QMCA and IAQ in the production of the QMPPR. I would like to thank CSQ for their contribution to the success of the QMPPR over the last few years. Moving forward QMCA will continue to partner with IAQ and together we will look to introduce further innovations with the QMPPR in 2019 to provide even better information for our members and industry stakeholders.

Barring unforeseen events, the timing of the planned launch (13 March 2019) is likely to coincide with the lead up to a Federal Election and the QMPPR could prove to be a vital tool to inform debate on the infrastructure needs of our State and political commitments made accordingly.



Innovation Awards

The QMCA Innovation Awards are the Association's highlight of the year. This year's event, held at the Brisbane Conference and Exhibition Centre on 5 October, was even bigger and better than before.

Over 400 guests came to see Dr Karl announce the winners across four categories, three of which were new for 2018. The subcontractor / supplier and engineering consultant awards were introduced to place a greater focus on innovation in the wider industry and the Ian Harrington Collaboration Award, in memory of QMCA past President Ian Harrington, was developed to encourage and reward increased industry collaboration.

Guest speaker, renown futurologist Michael McQueen provided a thought-provoking insight into the future and we raffled a weekend's hire of a Tesla car.

Many of the guests took advantage of an extended bar to continue networking well into the evening.





CORPORATE RESPONSIBILITY

As the peak group for our sector, QMCA has been proud to support key initiatives that help to further our people and communities and in the last year have been major drivers and supporters of Constructionarium Australia and Construction's Big Night Out.

Constructionarium Australia

QMCA is a founding supporter of Constructionarium Australia a not for profit organisation that builds upon a hugely successful concept that has been running for over a decade in the UK where over 1000 students participate each year from a range of different universities.

Constructionarium provides a safe environment for new engineers to develop team working skills, problem solving capabilities and hands on experience building a replica of a larger structure.



Typically, students of the programme work as a team and together learn to plan, tender, build and handover a scale project – a Challenge – that resembles an iconic civil engineering feat – bridge, building, tower or other structure.

Each Challenge is constructed in five days, with three days planning and training prior to the build week.

Participants gain experience in all aspects of an

engineering project including project and issues management, safety, budgetary control and timely project delivery. Build #3 is in planning which will be a collaboration between Lend Lease, SMEC and TMR to replicate an iconic timber bridge with 100% female participation.

<https://constructionariumaustralia.com.au/>

Construction's Big Night Out

QMCA was a key partner in creating Construction's Big Night Out which saw over 450 guests come together at the Royal Exhibition and Conference Centre to help raise over \$80,000 for local charity, Smart Pups.



Smart Pups is a not-for-profit organisation based on the Sunshine Coast in Queensland, Australia. They provide assistance dogs to children with special needs. Trained in task-specific skills, Smart Pups improve children's independence and quality of life. This unique form of early intervention therapy has a profound effect on the day-to-day lives of children and families... making a positive change that keeps growing.

<http://www.constructionbignightout.com.au/>

ANNIVERSARY

2019 marks the 25th anniversary of the founding of the Australian Federation of Civil Engineering Contractors the fore-runner of the QMCA. We intend to celebrate this milestone, reflect on past achievements but most importantly look to the next 25 years and plan for the significant changes that are likely to disrupt and transform our industry.