



# ASSOCIATE MEMBER PROSPECTUS



CIVIL CONTRACTORS  
FEDERATION

- ◉ *Connecting* your business
- ◉ *Growing* your business



# NSW

## THE CIVIL INFRASTRUCTURE STATE!

*Is this YOUR market?*

The state of New South Wales (NSW) invests more into civil infrastructure development than any other state in Australia, and has a clearly documented and fully funded infrastructure construction development plan for the next ten years.

Research undertaken by the nation's leading economic researcher, BIS Shrapnel in March 2015 has forecast the size of the NSW civil infrastructure market in NSW in 2014/15 to be just under \$13 billion. To put it in perspective, that's close to double the state of Victoria.

Their research forecasts the NSW civil infrastructure industry will grow by 50 per cent over the next four years, and stay at that level for the next six.

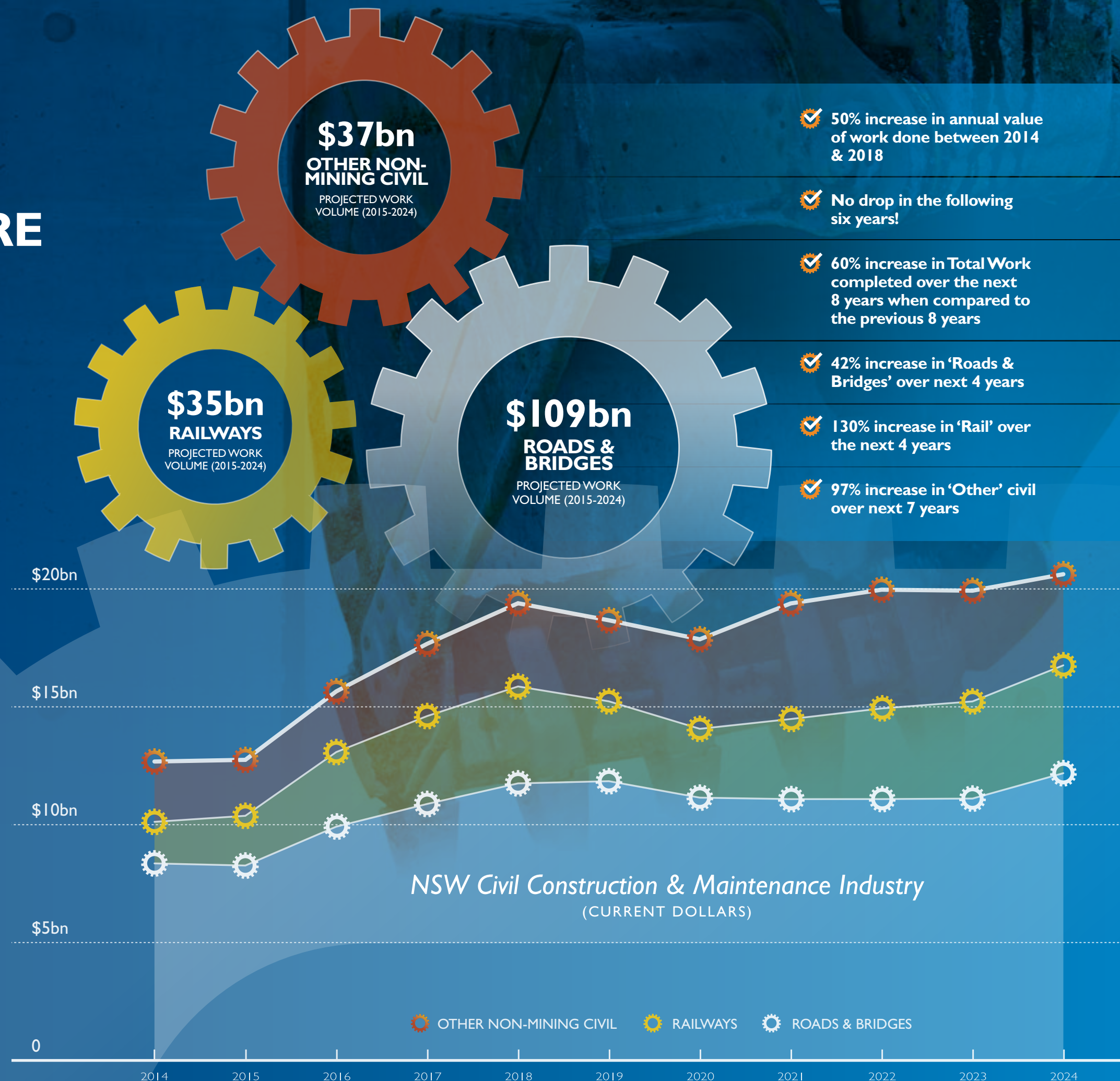
*That's a decade of sustained growth and stability.*

As other state's infrastructure spend collapses, NSW is getting even more competitive.

- How are you securing your current business against competitors?
- How are you going to grow your business?
- How are you getting a competitive edge with information, advice, systems, and marketing?

Join the only body that represents all NSW civil contractors... can you afford NOT to be a Member?

Note: Excludes Mining and Heavy Industry Construction, but includes coal rail and harbours and road maintenance. Excludes major asset acquisitions like land and rolling stock. Source: ABS Data, BIS Shrapnel Forecasts.







**A 50% INCREASE IN THE NSW  
CIVIL INFRASTRUCTURE MARKET  
IN THE NEXT FOUR YEARS...**

There is only  
*one* peak body

# IS THIS A MARKET FOR YOU?

Do you want to *grow* your business in NSW?

Do you want to *connect* with more customers in this industry?

Do you want to send a message – you're committed to this industry?

- CCF NSW is the largest networking body of employers in the NSW civil infrastructure industry.
- We are the only body charged with representing all civil contractors in NSW.

## Membership Benefits

- Associate Members receive **exclusive access to Members** – we run some 50 events a year across NSW and only Members can attend.
- Associate Members receive a **free listing** in our "Find a Supplier" site [ccfnsw.com/Find-a-Business](http://ccfnsw.com/Find-a-Business)
- Associate Members receive **incredible flexibility** in how you engage – event attendance, advertising, sponsorship – it's what suits you.

**CAN YOU AFFORD NOT TO BE A MEMBER?**

## Contractors prefer CCF NSW Members

We asked our Contractor Members whether they considered Associate Membership was a differentiator in their buying selection patterns... the answer was a resounding "YES".

*Why?*

### IT'S GOOD BUSINESS...

It's very much about risk management – 'membership' acts as a filter for busy people.

- **It's a People Industry.** They get to know you, you get to know them. Trust is an invaluable commodity.
- **People Talk.** Associate Members are spoken of between contractors at meetings. Is there any better form of marketing than positive feedback from an existing customer?

### IT'S ALSO ABOUT HEART...

- **Involvement.** Contractors are passionate about their own industry. By paying a Member fee to the organisation that they are part of and which supports and represents them, contractors know you are serious about contributing to their industry.

*But don't just  
take our word for it.*

"Getting to know suppliers and contractors through the CCF – it gives them a distinct advantage when considering them for work"

*Stuart Ford, Ford Civil*

"From the point of view of the supplier if you are serious about your business you should sign up to the CCF"

*Garry Fleming, Position Partners*



**Hear from more  
of our Members...**  
[ccfnsw.com/join](http://ccfnsw.com/join)



## Who We Are

The Civil Contractors Federation (CCF) is the **only** organisation in Australia charged with representing all, and only, employers in the civil construction and maintenance industry – in other words, the earthmoving industry.

This responsibility as the peak body emanates from our appointment as a not-for-profit 'Registered Organisation' under the *Fair Work (Registered Organisations) Act 2009* with a Constitution approved by Fair Work Australia.

“CCF NSW is the peak civil infrastructure body representing employers across all NSW from Tier 1 contractors building our roads and rail lines to sole traders with a single machine preparing new housing lots.”

– NSW Government Media release 24 February 2015

Importantly, CCF does not represent any other construction industry sector. We focus exclusively on ensuring employers in the civil contracting industry are well supported and represented.

Therein lies our reason for being – to **protect** our Members, to help them **grow** their businesses, and to give these businesses a **voice**.

### Our Mission:

- To protect, grow and give a voice to our Members

### Our values:

- Integrity
- Honesty
- Fearlessness



Discover who  
CCF NSW is...  
[ccfnsw.com/aboutus](http://ccfnsw.com/aboutus)



# WHO IS CCF NSW

## A National Body, with a State Focus

CCF has a branch in every state and mainland territory in Australia. Each branch is controlled by a Member elected Board that has its own local management team. Issues relating to NSW are managed solely by the CCF NSW.

Because of the State focus, Members pay annual fees separately in each State they wish to receive service – there is no National membership fee.



## Our Members

Only businesses (employers, sole traders or partnerships) can join CCF NSW. There are two categories of Membership:

**Contractor Members, who undertake civil infrastructure work in NSW.** Their work encompasses both the construction and maintenance of all aspects of the industry including road, rail, water, harbour, agriculture, utilities, site preparation (housing, commercial buildings, industrial facilities, and mines), quarrying, demolition and plant hire.

**Associate Members, who service and supply Contractors in their endeavours.** There is no limit to the type of business this might cover... the assessment as to whether a business can be an Associate Member is whether they want to do business in the civil infrastructure industry.





There is only **one** peak body...

- ⚙ **Connecting** your business
- ⚙ **Growing** your business

**Can you afford NOT to be a Member?**



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FEDERATION**