

## Capability Statement

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## 1. Company Overview

ConPro Services Pty Ltd was founded in March 2019 by its Directors, Mario Schneider and Jesse McIntosh to provide Traditional, Reliable and Professional Construction and Property Services for selective Building Owners & Managers, Insurers and Bodies Corporate.

The Directors have considerable commercial, residential, strata and insurance building experience and knowledge, and understand the complexities of dealing with repairs, rectification and remedial works in a strata community, and with remediation, restoration and reinstatement works in a "loss" situation. We established that there was a need for competent and honest construction professionals to assist in the delivery of building projects. ConPro was established in part, to focus on delivering a professional, knowledgeable, and affordable building & project management service in these niche markets. We are licenced General Builders and Project Managers with over 30 years' of construction experience across most facets of the industry and our technical abilities combined with our ability and desire to "think outside the box" allows us to effectively deliver our projects in line with our client's expectation. Our major resource is our subcontractor base. Our historically relationship based business conduct has allowed us to maintain strategic alliances with a range of subcontractors that can perform to a high level but are also competitive.

ConPro, as a company is young, but the Directors who manage the company and our projects are experienced individuals, possessing the technical and managerial capabilities to build almost any type of project. ConPro Services Pty Ltd relies on "hands on" management that enhances the performance of our subcontractor base. A young company most certainly, but one that is driven by capable and enthusiastic individuals that operate as a competent team.

## 2. Purpose Statement and Values

**“ConPro’s Purpose is to deliver a level of service that adds VALUE and achieves excellent project outcomes, that otherwise may not have been achieved in our absence”.**

Our philosophy is to provide a service to our clients that is understanding and flexible and provides lateral solutions for positive outcomes. We remain conscious of our clients' constraints and encourage open book agendas so that the ultimate objectives are met. We develop relationships with our clients that are non-contractual based, that are open and honest and facilitate a state of ethics and integrity. ConPro's philosophies are driven from our Values being:

- Commitment:** We dedicate ourselves in producing a project outcome that exceeds our clients' expectations in quality, time and value.
- Integrity:** We will conduct ourselves in a transparent and fair manner & in a way that values honesty, respect and trust above all.
- Excellence:** Our performance will be of the highest standard possible & we will complete our projects to achieve outstanding results.
- Responsibility:** We will remain aware and responsible for the welfare of individuals, the community and the environment.

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## CAPABILITY STATEMENT

### 3. Services

**“We will provide our services with competence, using reasonable care, skill and diligence consistent with our client's expectations and will only undertake projects for which we are qualified and competent to undertake. We will provide our services in a manner consistent with our purpose and commitment to set the highest professional standards in our industry and we will never compromise or disrespect our fundamental values and qualities of Integrity, Reliability, Consistency, Transparency and Honesty”.**

ConPro's construction and property services are specifically designed to cater for selective property owners & managers, insurers, insurance agencies and bodies corporate. We provide a personalised and superior service offering that enhances the project delivery and results in excellent outcomes, simply through effective communication, implementation of our robust systems & professional project delivery. Our trade teams understand ConPro's Purpose, Values and Code of Ethics. We lead and co-ordinate our subcontractors and suppliers to achieve the project's objectives and our clients' critical success factors, directly benefiting every project and every client. Our typical services and project types include:

- General Building and Construction
- Remedial Work, Repairs and Maintenance
- Mould Assessment, Remediation, Preparation & Restoration
- Renovations, Fitouts and Refurbishments
- Commercial and Industrial
- Low to Medium Rise Residential
- Civil Works and Infrastructure Installations
- Design and Construction

We provide either General Building or Project Management Services. It's one or the other to avoid a potential conflict of interest. The type of appointment is generally dictated by our client's preference, the project's nature, constraints & associated risk. We offer our clients variable procurement methods for their consideration including Fixed Lump Sum Arrangements, Construction & Project Management Fixed Fees, Guaranteed Maximum Price Agreements, Schedule of Rates, Hourly Rate or Do and Charge and Negotiated Fee & Lump Sum Combinations.

### 4. Quality, Safety, Social & Environmental Practices

#### Quality

ConPro Services Pty Ltd has implemented a Quality System compliant with AS 3901 which is utilised for all activities performed at all sites associated with Projects that we build or manage to assure product conformance to the client's brief, applicable drawings, catalogue item specification and/or contract requirement. Our Quality Program is planned to control products from the requirements of a customer order to include construction methodologies, procurement practices, receipt of material, receiving inspection of supplier material, handling and storage to the eventual handover of the work to the customer. A job specific Project Quality Plan is provided for all projects identified by management in line with the company's Quality Manual.

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## Safety & Environment

ConPro Services Pty Ltd is committed to providing and maintaining a safe and healthy workplace for all workers (including contractors and volunteers) as well as clients, visitors and members of the public. Hazards and risks to health and safety will be eliminated or minimised, as far as is reasonably practicable. The responsibility for managing health and safety ultimately rests with the person in control of the business or undertaking (PCBU), directors and management. Our Contractors and Workers also have important responsibilities for health and safety in the workplace.

The company's Health, Safety & Environmental Management System is implemented on all projects and assures our compliance with the Work Health and Safety Act 2011, the Work Health and Safety Regulations 2011 and applicable Codes of Practice and Australian Standards as far as possible. Our Health, Safety & Environment Manual makes provision for Environmental Control Procedures and the requirement to identify the activities that may impact on the environment, lists the risks associated with the activities and implements the necessary control strategies.

## Social

It is a part of ConPro's Code of Ethics to consider social and human aspects and behaviour affected within our project delivery processes and associated activities. It is our policy that we will not discriminate in the performance of our services on the basis of race, religion, age, disability, or sexual orientation. We will not knowingly violate any law, statute, or regulation in the work and services we undertake.

## 5. Core Competencies

ConPro's core competencies derive from the experience of the Directors. We have experience in most facets of the industry and our technical abilities combined with our ability and desire to "think outside the box" allows us to effectively deliver our projects in line with our client's expectation. Whether a building, any part(s) of the building, surrounding property and infrastructure, and associated services, we understand the systematic process of delivering a building project. From concept to design, foundations to floor coverings, drainage to lift services, completion to preventative maintenance programmes, remediation to restoration and repairs.... We know what's required, from the ground up. We list our abilities & attributes below in validation.

- Competent in understanding and interpreting most architectural and multi-disciplined engineering drawings and specifications, geotechnical, acoustic & environmental reports and the like.
- Converse with general construction techniques engaged within the industry.
- Ability to interpret the Building Code of Australia (BCA) building classifications and regulations, relevant Australian Standards applicable to construction & various engineering disciplines.
- Understand Quality Assurance (QA) requirements to AS3901 & 3902. Competent in writing & understanding Quality Procedures, controlling ITP's and complying with respective document control requirements. Diligent in monitoring quality standards & knowledgeable in construction detailing relevant to quality and AS/BCA standards
- Understand the Workplace Health & Safety Act. Able to undertake safety audits and accept control for safety manuals, procedures, work method statements and general code requirements.
- Competent in delivering a project within time, cost & quality parameters. Able to schedule all components of a project, set scopes of works, analyse & evaluate quotations & tenders or claims, arrange trade specifications, co-ordinate trades and the like etc. Can effectively programme/schedule works on a task by task, or trade by trade or resource basis.

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- Sensitive to industrial relations, human resource and environmental matters. Sound HR knowledge and sensitive to people. Generally “people persons” with the ability to get employees and/or contractors to achieve their optimum performance and productivity.
- Able to manage trade and sub-contract resources to ensure they understand time/quality/safety requirements for the project. Effectively communicate with designers, authorities and clients/customers to maximise good performance outcomes.
- Competent in design management, co-ordinating architects, engineers & others associated within the design team to ensure cost economics and quality are considered while the design intent is maintained.
- Maintain high focus on cost control. Able to set detailed budgets and cost code allocations to monitor & control cost. Capable in providing detail forecasts on profit or cost to complete basis. Precise management of sub-contractors or contractors performance to restrict cost overruns.
- Qualified estimators with many years of experience in measuring & quantifying. Able to quickly & accurately measure all components of building & engineering systems from either preliminary or detailed documentation and preparation of Bills of Quantities.
- Effectively communicate and interact at all levels within a project structure.
- Sound knowledge of dispute resolution processes and good negotiators of outcomes.
- Familiar with most forms of project procurement and delivery methods.
- Sound Information Technology knowledge and capabilities.

The diverse capabilities referenced above allows ConPro Services Pty Ltd to promise our clients that they will receive what they expect without surprises, and to fulfil our Purpose, **to deliver a level of service that adds VALUE and achieves project outcomes that otherwise may not have been achieved in our absence.**

## 6. Project Experience

The Table below is provided to illustrate the diverse nature of projects that ConPro’s Directors, Mario Schneider & Jesse McIntosh, have been involved with over the years. The level of involvement and/or responsibility include either all, or a part of, the procurement, design, construction and project management process, from conception to handover. The listed projects are a representation only; they do not detail all projects, nor are the projects nominated for any other reason but to illustrate the Directors’ experience.

Project	Approximate Value	Owner/Developer
Airlie Beach Hotel – Insurance Claim – Cyclone Debbie – Re-design, strip out of linings and services to 2 x hotels, 4 x restaurants, 1 x bottle shop and 1 x retail outlet & re-construction of all tenancies.	11,000,000	Suncorp/Lend Lease
Eastlake Robina Remedial Works – Repairs and Reconstruction of 150 Units	1,400,000	Eastlake Body Corporate
Pinnacles Spa & Resort – Insurance Claim – Cyclone Debbie – Remediation & restoration of 32 units	3,500,000	Suncorp/Lend Lease
Hail Creek Mine Infrastructure Area Upgrade (IAU)	35,000,000	Rio Tinto
Whitsunday Paradise Apartments – Insurance Claim- Cyclone Debbie – Remediation & restoration of 90 units	2,500,000	Suncorp/Lend Lease
Peak Downs Mine Fuel Farm and Lube Facility	11,000,000	BMA
Aurizon Housing Refurbishments – 150 dwellings	8,000,000	Aurizon
Rolleston Mine 3 Bay HV Workshop Extension	15,000,000	Xstrata
Wangetti School Redevelopment	1,500,000	Girl Academy
Blackwater Mine SHD18 Fleet Replacement Workshop	20,000,000	BMA

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Yalanji Art Centre – Design & Construct	350,000	Department of Aboriginal and Torres Strait Partnerships
Shell Mackay Tanks 6 & 7 Civil and Structural Works	4,000,000	Shell Australia
Yarrabah Housing Upgrade – 20 dwellings	300,000	Building & Asset Services
Train Loading Veneering Projects @ Saraji, Goonyella & Riverside	1,500,000	BMA
Torres Strait Housing Refurbishment	460,000	Building & Asset Services
Woolloongabba Hotel Refurbishment	1,300,000	MSPML Pty Ltd
Mabuiag Island Design & Construct 2 x dwellings	1,200,000	Building & Asset Services
Bargara Point Apartments – New 6 level development of 40 units.	13,300,000	Bargara Point Pty Ltd
Moranbah Airport Upgrade	150,000	BMA
Silverpoint Apartments, Bargara – New 6 level development of 15 luxury units	7,400,000	Bargara Developments P/L
Millennium Mine MIA Workshop	16,000,000	Peabody
Dwell Apartments, Bargara – New 6 level development of 43 units	13,700,000	Rusty Developments P/L
View Apartments, Bargara - New 6 level development of 5 units	3,000,000	Dream Seeds Pty Ltd
Koola Beach Apartments, Bargara – New 6 level development of 19 units	4,700,000	June Developments P/L
Bowen Hills Office Extension	750,000	Jack Zappala Dajarra Pty Ltd
Bargara Beach Motel – New 30 room motel and restaurant.	3,000,000	Nella Hotels Pty Ltd
Queensland Lions Soccer Club – Extensions.	2,500,000	Queensland Lions Soccer Club
Southport Sharks Stage Fitout and Refurbishment.	150,000	Southport Sharks AFL Club.
Coro Hotel – Basement Carpark, Hotel and Restaurant	8,000,000	Zappala Family Company Pty Ltd.
Billy’s Beach House Refurbishment	450,000	Don Farquhar & Assoc.
Coral Sands Apartments, Bargara – New 6 level development of 20 units.	5,000,000	Nella Hotels Pty Ltd
Springfield Commercial Building	500,000	Sprinfield Land Corp.
Coronation Hotel – Structural Modifications	320,000	Zappala Family Company Pty Ltd.
Morningside Shops – Alterations & Additions	280,000	Rivermac Investments
Pacific Reef Apartments, Bargara – New 6 level development of 15 units.	3,600,000	Nella Hotels Pty Ltd
Alexandra Beach Resort Apartments - Sunshine Coast – 214 units & commercial/retail outlets	22,090,000	John Clarke & Associates
Southport Sharks Australian Football Club – New function facilities.	8,000,000	Southport Sharks AFL Club
Swinburne University, Melbourne – New student accommodation buildings	7,000,000	Swinburne University
Fairways on Bribie Resort – New 8 level residential development	7,900,000	John Westera & Assoc.
Rethmann Organic Resource Recovery Facility – Industrial recovery facility	3,350,000	Rethmann Environmental Services
Burleigh West Shopping Centre – BIG W – New Centre	8,066,000	Thompson Adsett & Partners P/L
Woodridge TripleCee Shopping Centre – Refurbish existing shopping centre	5,592,000	TripleCee
Toronto Court House, NSW – New Building, courthouse & cells	5,450,000	Department of Public Works – NSW
TripleCee Shopping Centres – Buranda, Pinelands, Logan – Refurbish/extensions	6,000,000	TripleCee
Gladstone Police HQ & Courthouse	10,620,000	Project Services
Albany Creek Shopping Centre – New centre	4,980,000	John Clarke & Associates
Calvary Hospital, Sydney – New wards & theatres	15,758,000	Department of Public Works – NSW
Jimboomba Shopping Centre – New centre	4,885,000	Burns Bridge Australia
Underwood Mail Centre – New distribution facility	4,475,000	Australia Post

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Ballina Fair Shopping Centre – Woolworths, speciality shops & cinema	11,960,000	Cartier Holdings
Banora Point Shopping Centre – New	3,625,000	Baker Projects
Aruba Resort, Surf and Sands Apartments – Residential apartments	10,510,000	Niecon Developments
Tweed Day Surgery & Specialist Centre – New X Ray, surgery & consulting rooms	5,200,000	Clough Building & Project Management
Warwick Civic Square Redevelopment – Council chamber extensions	3,000,000	Warwick Shire Council
Franklins West Burleigh – Refurbishment	2,650,000	Daniels Anderson
St Stephens Hospital – Maryborough	3,100,000	PDT Architects
Dauids Distribution Warehouse	3,096,000	H.T.L. Reinhold
Kirra on the Beach Apartments – 45 New apartments	3,045,000	DDB Woodhead Int
Hotel Diana – Woolloongabba, 64 room hotel, function & restaurant facilities	8,200,000	Colin Trapp & Associates
Byron Beach Motel – New 5 star motel	3,500,000	Ian D. McKay Architects
Byron Links Estate – New residential development	6,500,000	Ian D. McKay Architects
Woolworths – Hervey Bay – Refurbishment & extensions	2,295,000	B.M. Culley & Assoc P/L

## 7. Management Profile

The Directors of ConPro Services Pty Ltd are also the company's principals and owners. The strengths, values, vision and performance of a company derive from, and are measured by, the capabilities, morals and objectives of its directors and owners. At ConPro, the two working directors, Mario Schneider and Jesse McIntosh are different in certain social paradigms by a generation, BUT, they are similar, if not the same in traditional virtues such as diligence, loyalty, respect and compassion. "We combine our competencies of wit & savviness, energy and enthusiasm with experience, knowledge and methodical process to support our key strengths".

### Mario Schneider

Mario Schneider has been a part of the property, development and construction industry all of his working life and he understands the processes & procedures necessary for a project to be successful. His technical, practical and managerial abilities have been obtained through the controlled progression of his career, from a building trainee to ownership of a successful construction company. "Construction is my passion. I consider myself an all-rounder whose knowledge comes from real life and practical "on-site" experiences, supported by formal academic learnings and many a workshop or seminar.

#### Personal History:

- 2019 to            Builder, Project Manager & Proprietor – ConPro Services Pty Ltd
- 2016 to 2018 – Property and Construction Manager – Eastlake Robina Body Corporate
- 2014 to 2015 – Consulting Estimator & Administrator - MAP Project Services P/L (Wide Bay)
- 2011 to 2013 – Construction Manager - MAP Project Services Pty Ltd (Wide Bay, Central Qld)
- 2001 to 2011 – Construction Manager & Director - Snitzco Pty Ltd (Brisbane, Wide Bay)
- 1997 to 2001 – General Manager - Cordukes Limited (Sydney/Brisbane)
- 1991 to 1997 – Project/Divisional/Branch Manager - Cordukes Limited (NSW/Queensland)
- 1987 to 1990 – Estimator/Administrator - Cordukes Ltd (now Thomas & Coffey - Sydney)
- 1985 to 1987 – Trainee Estimator & Administrator - Green & Lloyd Builders (Sydney)
- 1982 to 1984 – General Building - Dave Goodfield Builders (London)
- 1981 to 1982 – Purchasing Expediter – BHP Dampier Mining (Gregory Mine – Central Qld)

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### **Training and Qualifications:**

- Traineeship – Plastering and Tiling – Rockhampton
- Diploma – Building Technology - Sydney
- Workplace Health & Safety Officer Certificate – Division of WH&S, Brisbane
- Accelerated Development Program (Part MBA) – University of NSW, Sydney
- Strategic Alliance Executive Programme – University of NSW, Sydney
- Queensland General Builders Licence (Open) – QBCC, Brisbane Lic No 63243
- Negotiation Skills Workshop – Rogen Australia, Sydney
- Advanced Construction Programming (SureTrak Training VIC)
- Internal Auditor Training Workshop – Queensland Quality Centre
- Understanding Construction Contracts Workshop – Questamon, UOQ
- Quality Standards Revisions Training Course – QA Consultancy, Brisbane
- Contract Law Workshop – Clayton Utz Lawyers, Brisbane
- Business Development Workshop – Rogen Australia, Sydney
- Various Property, AS, BCA, Design & Construction Seminars – QMBA

### **Referees:**

The following people may be contacted to attest to Mario Schneider's technical, managerial or personal attributes and character.

Mr Paul Plasto, General Manager – MAP Project Services Pty Ltd, 0418- 555 515  
Mr John McNee, Chairman – Eastlake Body Corporate, 0407-642 221  
Mr Chris Schroor, Director – Azure Development Group. Ph 0438-642 370  
Mr Paul Barton, Construction Manager – Harvey Norman Design & Renovations. Ph 0438-131 163  
Mr John Cordukes – retired MD & CEO – Cordukes Limited. Ph 0412-224 580  
Mr Greg Barnes – Greg Barnes Design Group, 0418-453 229  
Mr Bob Tame, Proprietor – Coastline Realty (Bargara). Ph 0412-458 464  
Mr Mark Mclean, Partner - Ulton Group, Bundaberg. Ph 0417-774 975  
Mr Tony Carmichael, Director – Carmichael Builders. Ph 0417-780 697  
Mr Don Farquhar (QS), Proprietor – Don Farquhar & Associates. Ph 0418-878 123

### **Jesse McIntosh**

Jesse McIntosh is a driven construction project management professional with a proven track record of delivering projects on time and on budget since his introduction into the construction industry in 2011. He is well versed in contract negotiations, project estimating, design & project coordination, document preparation & control, material procurement, project planning & HSEQ implementation. Jesse's management style allows him to build positive rapport and develop his relationships with all stakeholders. He is experienced in commercial, residential, airport, education, civil, hotels and mining construction projects and possesses specific skills in the remediation, restoration and repair of water, storm & fire damaged buildings.

"I love the building industry and I love seeing my projects completed within the established time/cost/quality parameters and meeting the critical success factors of my clients".

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### Personal History:

- 2019 to Present – Project Manager & Proprietor – ConPro Services Pty Ltd
- 2018 to 2019 – General Manager – Applied Waste Services (Mackay)
- 2017 to 2018 – Project Manager – Advanced Buildings (Brisbane, Airlie Beach, Mackay)
- 2015 to 2017 – Project Manager – Bama Services (Far North Queensland, Cairns)
- 2014 to 2015 – Project Manager – Thomas & Coffey (Bowen Basin)
- 2012 to 2014 – Contracts Administrator – Thomas & Coffey (Bowen Basin)
- 2011 to 2012 – Site Administrator/Coordinator – Thomas & Coffey (Bowen Basin)

### Training and Qualifications:

- Diploma of Project Management – McLeod Training (Cairns)
- Advanced Diploma of Building & Construction – Skilled Certified (Brisbane)
- Certificate in MS Project – Levels 1 & 2 (Mackay)
- Personal Development Program - QLD University
- Construction Card – Blue
- Tendering Government Business - Workshop Seminar
- Building Effective People - Workshop Seminar
- Tendering Defence Housing Australia Projects - Workshop.

### Referees:

The following people may be contacted to attest to Jesse McIntosh's technical, managerial or personal attributes and character.

Mr Adam Dunn, General Manager – Bama Services (Cairns). Ph 0409-340 418  
Mr Dustin Rodway – Business Manager – Advanced Buildings – Ph 0428 031 919  
Mr John Pecl – Construction Manager – Bama Services – Ph 0416 516 194  
Mr John Milton – Construction Manager - Thomas & Coffey – Ph 0419 778 724  
Mr Michael Joukhadar – Contract Administrator - Thomas & Coffey – Ph 0406 439 835

## 8. Financial Capacity

Every company must be judged by its financial capacity. The Directors of ConPro Services Pty Ltd are cautious of the need to grow the company restrictively in line with our financial capabilities. We have adequate cash on hand at any time to meet our creditors' payment terms, with available equity to satisfy security provisions if the need arises.

As at May 2019, the company is licenced to undertake projects to approximately \$1.0M. We have the financial capacity to increase our allowable turnover under licence to approximately \$5.0M.

Our objective is not to grow revenue levels overnight, but to maintain a level that is sustainable over time. Our balance sheet is sound and it is our desire to maintain its healthy appearance as we grow the company's equity.

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## 9. Company and Statutory Particulars

ConPro Services Pty Ltd, and its Directors, have all the appropriate licences and insurance policies required for us to lawfully undertake the construction and property services promoted and declared by the company.

Postal Address:	PO Box 3137, Robina, QLD 4226
Email Address:	<a href="mailto:admin@conproservices.com.au">admin@conproservices.com.au</a>
Telephone:	0408-730 145 (Mario Schneider) 0418-177 748 (Jesse McIntosh)
ABN:	51632036072
QBCC Builders Licence No:	15125424
Insurers:	AAI Ltd T/A Vero Insurance (Suncorp) - Policy No BQA140035546
Bankers:	National Australia Bank
Accountants:	Ulton Group

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