

‘BUILDING SUSTAINABLE BUSINESS COMMUNITIES’

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Small Businesses now have more tender opportunities than before!

Small businesses received a competitive advantage when they attended a recent Business Networking event in Moranbah.

Over 50 people were able to hear first-hand in a panel presentation how Arrow Energy, BMA (BHP Billiton Mitsubishi Alliance), Isaac Regional Council and MTA (Moranbah Traders Association) all have different opportunities for businesses to be exposed to a range of upcoming work opportunities and how to tender for them.

Kylie Porter, Deputy President, Mackay Chamber of Commerce, facilitated the panel discussions and ensured all businesses in the room understood how their business could benefit from being involved in multiple supply opportunities.

“It is not every day you see large organisations and local government come together and discuss how each of their programs can benefit small businesses. Small businesses can no longer rely on one company / organisation for their income but need to tap into all the opportunities they can”, Ms Porter stated.

This was a free event funded by the Local Buying Community Foundation through the BMA Local Buying Program.

Preceding the networking event were two subsidised business development workshops.

Melissa Westcott, TM3 Training Solutions presented “Developing a Practical Approach to Marketing” stated that she was “very excited by the interest shown in the workshop, especially in relation to the use of social media in promoting businesses to the consumer market”.

The second workshop, “Can your Business Run a Marathon or just do a Quick Sprint”, looked at supply chain participation and tendering direct to BMA.

“I believe it is a very exciting initiative of the Foundation to provide local businesses the opportunity to engage with BMA Supply and have one on one mentoring sessions with a representative from BMA,” was the feedback from Jessica Simpson, Chair of the Foundation.

The workshop and networking event are part of the Foundations ‘Building Sustainable Business Communities’ priority area. Since inception in July 2012 the foundation has funded 34 capacity building projects and has received over \$550,000 in funding from the BMA Local Buying Program.

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PHOTO: Local Buying Community Foundation Networking Event, 12 March
Left to right: Panel: Aaron Johansson (Isaac Regional Council), Steven Hall (BMA), Robert McRuvie (Arrow Energy) & Trehan Stenton (Moranbah Traders Assoc). Facilitator Kylie Porter (Mackay Chamber of Commerce)

