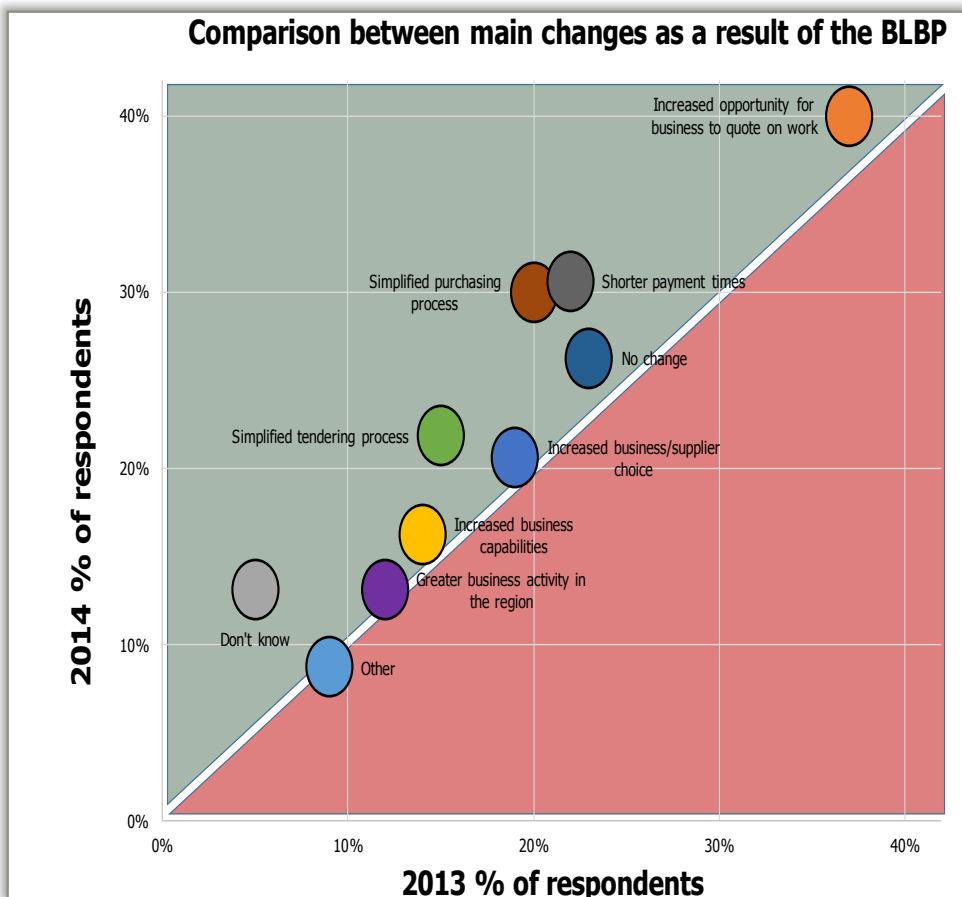


What **BMA's Local Buying Program** stakeholders had to say, **two years** into the Program.

BMA engaged the **Australian Centre for Corporate Social Responsibility (ACCSR)** again in 2014 for the ongoing monitoring and evaluation of the BMA Local Buying Program. Again a broad range of program stakeholders participated in the review, including 18 phone interviews and 200 online survey responses. Stakeholder participation included registered Suppliers, BMA/BMC employees and community representatives with each asked a series of questions about 'if' and 'how' the Program was having a positive impact.



Stakeholders said that the biggest impact of the program was an increased opportunity for businesses to quote on work, which received an overall positive rating increase from the first year.

The program is also perceived to have an increased positive impact to Suppliers cash flow by continuing to provide shorter payment terms. This shows evidence the program continues to provide greater regional value to suppliers in BMA and BMC's communities of interest.

More positive in 2014

Less positive in 2014

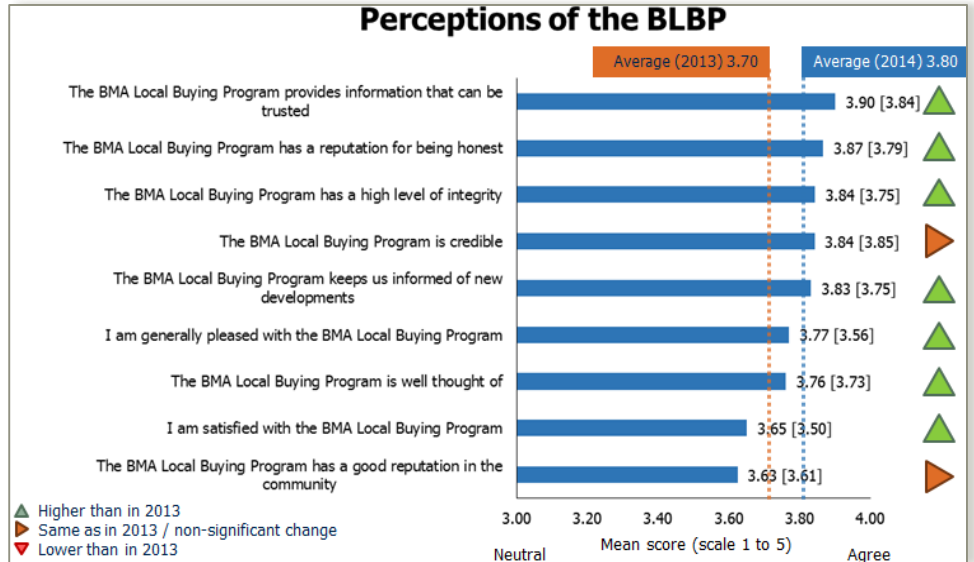
"Be able to engage with providers we wouldn't normally...the key benefit of having it is to engage multiple businesses in the community to competitively tender for work"..

BMA Employee

A collaborative regional approach

To enable program transparency and ensure the program is delivering value to local communities, BMA through its partnership with C-Res (a cost neutral entity established to assist BMA facilitate the program) are working collaboratively to deliver the Local Buying Program.

Stakeholders' perceptions on the importance and role of C-Res in the success of the program is an important measure of success. Results show the program stakeholders are generally pleased of the progress of the program and that the program continues to provide a positive impact.



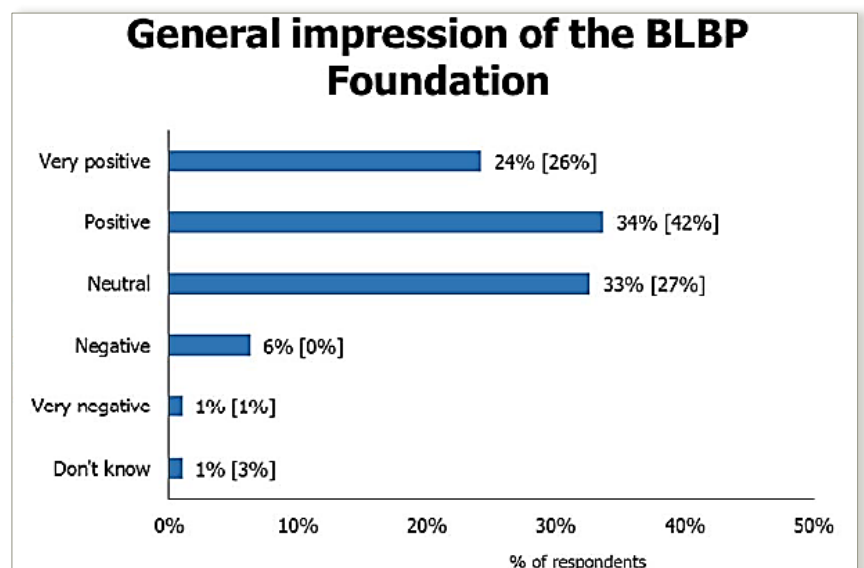
“Updates come through about the wins we’re having there being able to foster community spirit and meet our social license to operate. Particularly for us at site, where 100% are permanent FIFO workforce, it’s important to have engagement with the Community. Despite the fact that we’re here and yet not living here, there’s still a connection and value they’re seeing”

BMA Employee

Supporting regional sustainability

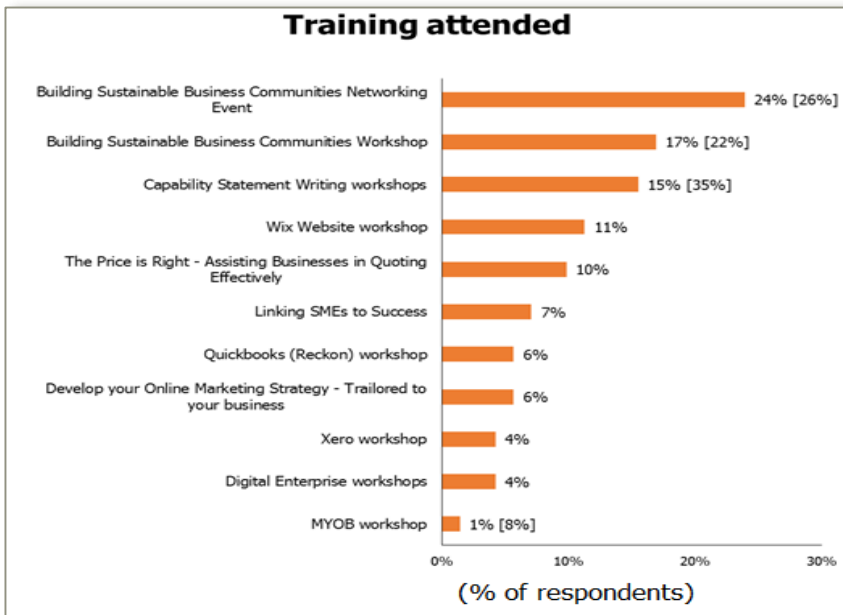
Half the survey (same result in 2013), respondents identified that they were aware of the Local Buying Community Foundation, demonstrating an opportunity to further promote the program across broader stakeholder groups.

Respondents recognised the purpose of the Community Foundation and said it was contributing to stimulate regional economic development.



Building mutually beneficial relationships

Training attended



Establishing long term mutually beneficial relationships with local Suppliers is one of the key objectives of the Program and the Local Buying Community Foundation.

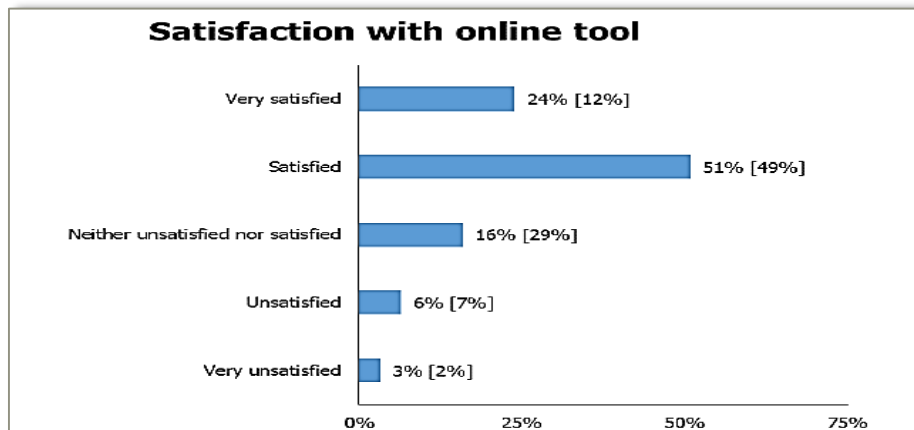
In addition to providing greater opportunities for BMA/BMC employees to engage local suppliers it's enabling local businesses greater access to new work prospects, training and networking opportunities.

"The purpose of the BLBP Foundation is to aid communities and business resilience – the ability to withstand ups and downs. Like we're experiencing at the moment because there's been 10,000 jobs lost in our area. There are approximately 2-3 businesses a week going into receivership or closing down. The only way to support them is through what the Foundation has been doing up until now: trying to build skills." Local Business

Making work simple

A key objective of the program is to deliver a simple engagement approach in sourcing goods and services from local suppliers to BMA/BMC operations. This has been achieved through the development of a program specific website www.localbuying.com.au. Below summarises Stakeholders ongoing satisfaction with the tool.

Satisfaction with online tool



BMA's Local Buying Program, delivering value **two years** on.

The BMA Local Buying Program has demonstrated a solid start (since commencement in June 2012) with many **achievements** and **successes**. Stakeholders identified that the program has the potential to make a difference to local businesses and the regional economy.

- **Program launched to Mackay Region to supply to Hay Point Coal Terminal in November 2014**
- **550+** local businesses approved as Suppliers with the Program (380 Bowen Basin/ 191 Mackay)
- **3,800+** work packages made available to local businesses
- **\$40M+** work packages awarded to registered Suppliers
- Average payment time – **10 days**
- Over **\$550,000** contributed to the Local Buying Community Foundation



PHOTO: Launch of Mackay Region into BLBP to service Hay Point Coal Terminal (November 2014). Damien Matthews, BMA, Head of Supply; Lucas Dow, BMA, Asset President, Mayor Deidre Comerford, Mackay Regional Council; Kylie Porter, C-Res, Director; Vincent Cosgrove, BMA, Head of External Affairs; Peter Hanrahan, BMA, General Mgr, Hay Point Coal Terminal.



PHOTO: Local Buying Community Foundation 2014 Qld Small Business Week Workshop. Left to Right Melissa Westcott, (TM3 Training Solutions), Meike Hamilton (C-Res), Dave Straughton (Workshop Presenter), Lachlan Riley, Scott Riley (Isaac Regional Council)



PHOTO: Suzanne Mitchell, BMA Specialist Local Content delivering training on the program at a BMA site

For more information on the BMA Local Buying Program visit www.localbuying.com.au, phone **1800 536 663** or email info@localbuying.com.au.