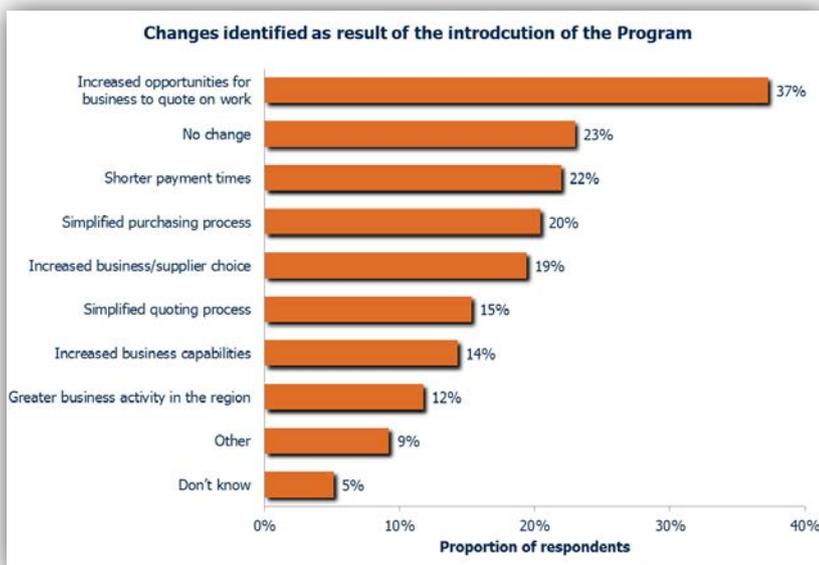


What **BMA's Local Buying Program** stakeholders had to say, **one year** into the Program.

The **Australian Centre for Corporate Social Responsibility (ACCSR)** was engaged to independently facilitate a program effectiveness review of BMA's Local Buying Program at the end of the first year of the program. A broad range of program stakeholders participated in the review, including 17 phone interviews and over 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 making a positive impact. The following information provides a summary of what our stakeholders had to say.

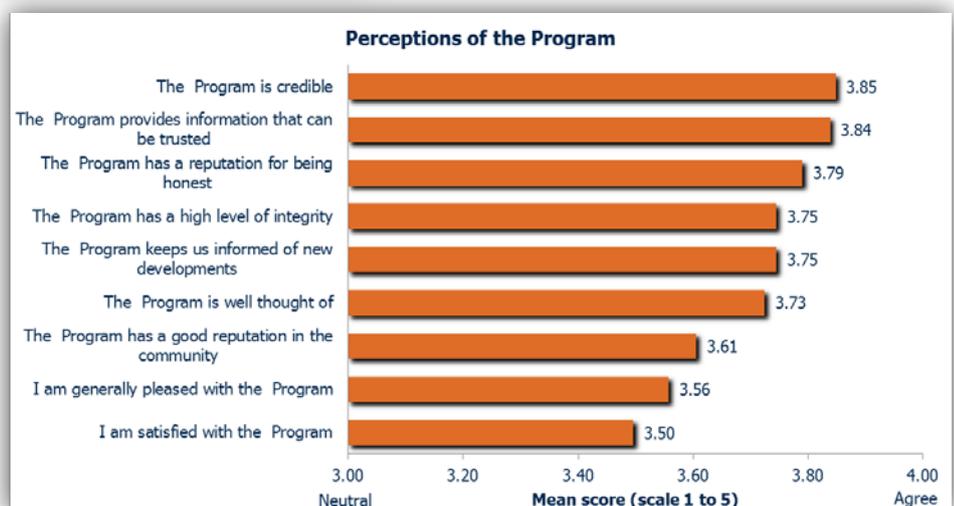
Delivering stakeholder **value**



Stakeholders said that the biggest impact of the program was an increased opportunity for businesses to quote on work.

The program is also perceived to be honest, credible, and its information can be trusted. This provides a strong foundation for further developing the program and delivering greater regional value.

"It's been a valuable contribution to the region and it's also provided an easier process for local businesses to become involved"
(Community Representative)



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 are working collaboratively to deliver the Local Buying Program.

The survey results highlight stakeholders perceptions on the importance of the role of C-Res in the success of the program.



Building mutually beneficial relationships



Establishing long term mutually beneficial relationships with local Suppliers is one of the key objectives of the Program.

In addition to providing greater opportunities for BMA/BMC employees to engage local suppliers its enabling local business greater access to new work opportunities.

*"I joined the Local Buying Program as it expanded and provided additional opportunities."
(Supplier)*

Making work simple

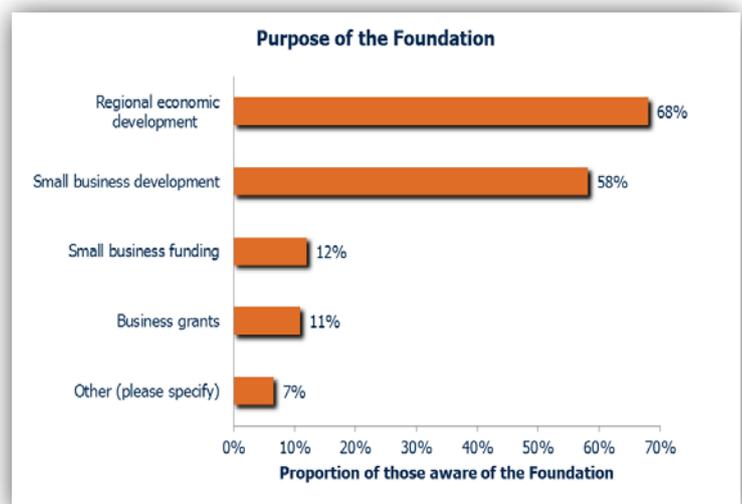
A key objective of the program is to deliver a simple engagement approach in sourcing goods and services from local suppliers to BMA operations. This has been achieved through the development of a program specific website www.localbuying.com.au. Below summarises stakeholders satisfaction with the tool.



Supporting regional sustainability

Half of the survey 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.



DISCLAIMER: Australian Centre for Corporate Social Responsibility (ACCSR) was engaged by C-Res on behalf of BMA to independently complete the BMA Local Buying Program Baseline Study – Year One. Baseline field work was completed during May – July 2013 for the purpose of identifying and monitoring Program effectiveness for BMA. An independent evaluation of the BMA Local Buying Program will be completed year on year to track the longer term effectiveness of the program and its cumulative impact.

BMA's Local Buying Program

delivering value **one year** on.

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

Program achievements, July 2012 to June 2013:



PHOTO: First work package awarded through the BMA Local Buying Program – BMA Blackwater Mine “BMA’s Peter Fuller and Community Development Supervisor, C-Res Tracey Cuttriss-Smith with a significant gravel road base order”

- **322** local businesses approved as Suppliers with the Program
- **843** work packages made available to local businesses
- **\$12.34M** work packages awarded to C-Res Suppliers
- Average payment time – **9 days** (from supplier claim to payment)
- Over **\$170,000** contributed to the Local Buying Community Foundation



PHOTO: BMA Employee Judith Stahl using the Program



PHOTO: Local Buying Community Foundation – Building Sustainable Business Communities Workshop & Networking event (Moranbah, June 2013)

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