

ABOUT THE LOCAL BUYING PROGRAM IN NEW SOUTH WALES

The Local Buying Program (LBP) was established in New South Wales in March 2016 to provide opportunities for small businesses in the Muswellbrook, Singleton and Upper Hunter Shires to engage with BHP's Mt Arthur Coal (MAC).

Recognising that it can often be challenging for smaller businesses to engage as a supplier of BHP, the LBP makes it simpler and easier for these businesses to competitively bid for supply opportunities that are released by Mt Arthur Coal.

The LBP is delivered in partnership between BHP and C-Res. C-Res is a cost neutral entity that proudly continues to deliver the LBP for all BHP Minerals Australia assets nationwide.

13 Average Payment Days Since Inception	\$18,055,765 Approved Spend Since Inception	1,129 Approved Work Opportunities Since Inception

85% Approval rate for work opportunities lodged

Approved Spend Highlights 2018 – 2019

Muswellbrook Shire	70%	\$5,549,151
Singleton Shire	24%	\$1,914,757
Upper Hunter Shire	6%	\$429,735

\$7,893,643 Total Approved Spend

Local Business Participation Highlights 2018 – 2019

Muswellbrook Shire	48%	58 Approved Suppliers
Singleton Shire	37%	44 Approved Suppliers
Upper Hunter Shire	15%	18 Approved Suppliers

120 Total Number of Approved Suppliers

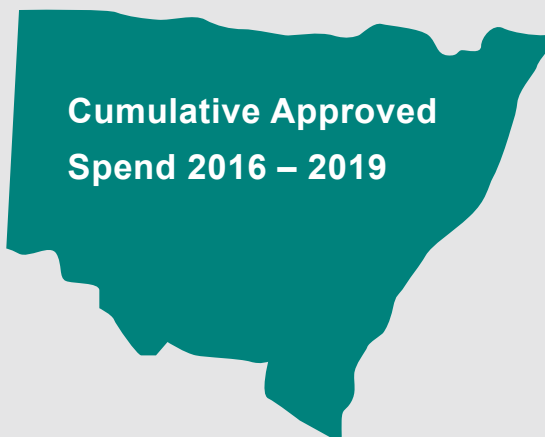
Work Opportunities Highlights 2018 – 2019

Muswellbrook Shire	79%	416 Approved Work Opportunities
Singleton Shire	19%	98 Approved Work Opportunities
Upper Hunter Shire	2%	13 Approved Work Opportunities

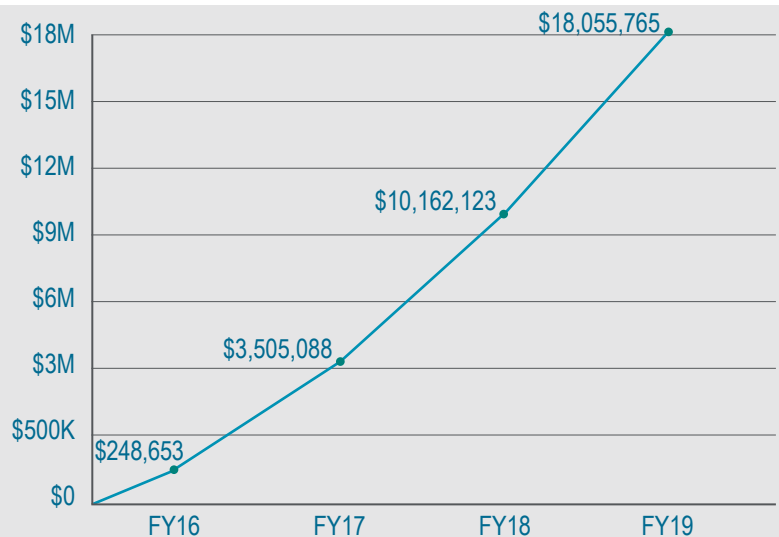
527 Total Approved Work Opportunities

14 Days average payment period from receipt of invoice

138 Registered BHP Buyers



Cumulative Approved Spend 2016 – 2019



LOCAL BUYING FOUNDATION

AN INITIATIVE OF THE LOCAL BUYING PROGRAM

LOCAL BUYING FOUNDATION IN NEW SOUTH WALES

The Local Buying Foundation (LBF) is a critical element of the Local Buying Program (LBP) and was launched in Muswellbrook in 2017. BHP Mt Arthur Coal makes a financial contribution to the LBF for every approved LBP transaction.

The primary objective of the LBF is to enhance the economic sustainability of regions within the operational footprint of BHP operations in New South Wales through the support of programs and initiatives that target local business training and development needs.

Successful Funding Applications, Financial Year 2018 – 2019

Name of Application	Organisation Funded	Location
Building Connected Business Communities	Singleton Business Chamber	Singleton
Corporate Governance Training	Local Buying Foundation Initiative	Muswellbrook, Singleton & Upper Hunter
Live Work Invest Score – Stage 2	Upper Hunter Shire Council	Upper Hunter
Muswellbrook Business Awards	Muswellbrook Chamber of Commerce & Industry	Muswellbrook
Singleton Business Awards	Singleton Business Chamber	Singleton
Singleton Community Training Kitchen	Singleton Community Training Kitchen	Singleton
Upper Hunter Country Tourism – Visitors Guide	Upper Hunter Country Tourism	Upper Hunter
Upper Hunter Country Tourism Website	Upper Hunter Country Tourism	Upper Hunter

Building Connected Business Communities

The Local Buying Foundation has matched \$35,000 in Singleton Business Chamber funding to ensure the ongoing support of the Business Development Officer role for another year; enabling the Business Development Officer to build on the momentum of the Chamber's important Building Connected Business Communities program.

Celebrating Excellence in Business

The Local Buying Foundation was proud to be platinum sponsors of both the Muswellbrook and Singleton Business Awards this year, with both events recognising excellence in business within the local community and the local businesses of Muswellbrook and Singleton shone bright.

Upper Hunter Country Tourism Guide Release

The Foundation recognises the importance of promotion of local business communities and is pleased to have supported the Upper Hunter Country Tourism releasing the 2019/2020 free visitor guide.

Financial Year 2018 – 2019

Funding received	\$146,753
Projects approved	6
Value of projects funded	\$79,116

Financial Year 2017 – 2018

Funding received	\$105,063
Projects approved	4
Value of projects funded	\$30,000

For more information on initiatives that have been supported, upcoming events, funding guidelines and applications, visit www.localbuyingfoundation.com.au



LOCAL BUYING PROGRAM
BUILDING OUR FUTURE TOGETHER

BHP **C-RES**
COMMUNITY RESOURCING FOR THE FUTURE

PROUDLY DELIVERING THE LOCAL BUYING PROGRAM IN PARTNERSHIP

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