

ABOUT THE LOCAL BUYING PROGRAM IN QUEENSLAND

In 2012 the Local Buying Program (LBP) was established in Queensland to support small businesses in the Central Highlands, Isaac and Mackay local government areas in their engagements with BHP Mitsubishi Alliance (BMA) and BHP Mitsui Coal (BMC).

Recognising the challenges experienced by 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 BMA and BMC operations.

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.

14 Average Payment Days Since Inception	\$317,862,841 Approved Spend Since Inception	25,131 Approved Work Opportunities Since Inception

87% Approval rate for work opportunities lodged

Approved Spend Highlights 2018 – 2019

Central Highlands Region	15%	\$15,015,785
Isaac Region	29%	\$29,833,762
Mackay Region	55%	\$56,499,613
Out of Region (Traditional Owner Exemption)	1%	\$360,004

Local Business Participation Highlights 2018 – 2019

Central Highlands Region	21%	195 Approved Suppliers
Isaac Region	21%	199 Approved Suppliers
Mackay Region	57%	542 Approved Suppliers
Out of Region (Traditional Owner Exemption)	1%	3 Approved Suppliers

Work Opportunities Highlights 2018 – 2019

Central Highlands Region	13%	889 Approved Work Opportunities
Isaac Region	47%	3,179 Approved Work Opportunities
Mackay Region	39%	2,636 Approved Work Opportunities
Out of Region (Traditional Owner Exemption)	1%	13 Approved Work Opportunities

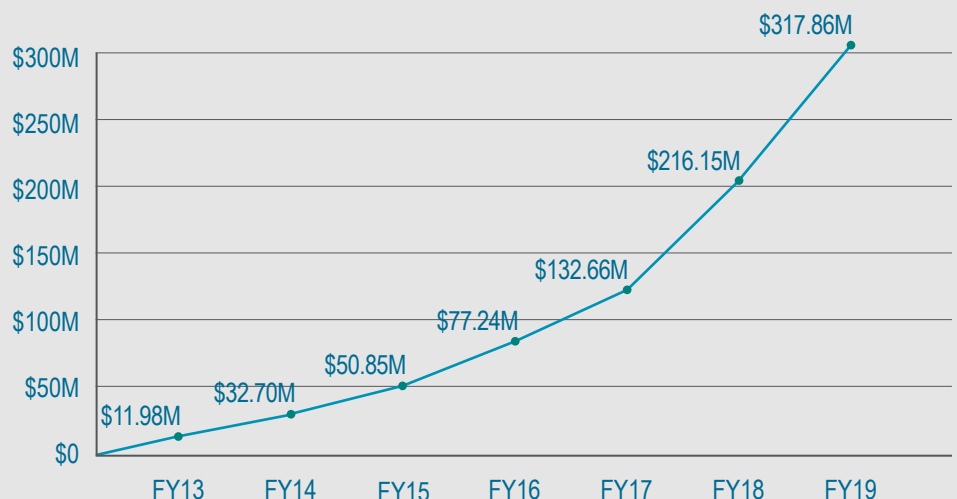
\$101,709,164 Total Approved Spend

939 Total Number of Approved Suppliers

6,717 Total Approved Work Opportunities

17 Days average payment period from receipt of invoice

1,608 Registered BHP Buyers



LOCAL BUYING FOUNDATION

AN INITIATIVE OF THE LOCAL BUYING PROGRAM

LOCAL BUYING FOUNDATION IN QUEENSLAND

The Local Buying Foundation (LBF) is a critical element of the Local Buying Program (LBP) which was launched by BHP Mitsubishi Alliance (BMA) in 2012, and BHP Mitsui Coal (BMC) in May 2013. BMA/BMC make 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 BMA and BMC operations in Queensland 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
AgFrontier: New Agtech Incubator for Regional and Remote Startups	Central Highlands Development Corporation	Central Highlands, Isaac
BBS2019 – Building Dream Teams	Mackay Region Chamber of Commerce	Mackay, Isaac
Creating Resilient Businesses – Small Business Week 2019	Greater Whitsunday Alliance (GW3)	Isaac
Drones for Schools 2019	Central Highlands VET Cluster Network: Marist College Emerald	Central Highlands, Isaac
Economic Futures Forum	Central Highlands Development Corporation	Central Highlands
Future Food & Fibre Conference	CHRRUP Ltd	Central Highlands
Good Service is Good Business	Mackay Region Chamber of Commerce	Mackay
Grown in the Central Highlands: Innovative Platform	Central Highlands Development Corporation	Central Highlands
HACKCQ – Think Outside the Box Corporation	Central Highlands Development Corporation	Central Highlands
Healthy Minds Business Breakfast	Central Queensland Health	Central Highlands
Isaac Region Small Business Week 2019	Isaac Regional Council	Isaac
Mackay-Isaac-Whitsunday METS Export Hub	Greater Whitsunday Alliance (GW3)	Mackay, Isaac
Mackay's Regional Innovation Showcase at National Industry Exhibitions	Resource Industry Network	Mackay, Isaac
Microsoft O365 Training	47 Twenty Women in Business Network	Central Highlands
MTA Developing Business Capabilities	Moranbah Traders Association	Isaac
Regional Food & Agritourism Development Project	Greater Whitsunday Food Network Alliance	Mackay, Isaac
RIN Business Lunch – Building Your Personal Brand	Resource Industry Network	Mackay, Isaac
RIN Safety Conference 2019	Resource Industry Network	Mackay, Isaac
Tap Into Tenders 2018-2020	Central Highlands Development Corporation	Central Highlands
Winning the War on Talent	Mackay Region Chamber of Commerce	Mackay

Financial Year 2018 – 2019

Funding received	\$1,347,050
Projects approved	20
Value of projects funded	\$741,399

Since 2012

Funding received	\$4,144,435
Projects approved	107
Value of projects funded	\$2,758,787

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

BMA
BHP Mitsubishi Alliance

C-RES
COMMUNITY RESOURCING FOR THE FUTURE

PROUDLY DELIVERING THE LOCAL BUYING PROGRAM IN PARTNERSHIP

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