



# LOCALBUYING FOUNDATION

AN INITIATIVE OF THE LOCAL BUYING PROGRAM



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## QLD ANNUAL SUMMARY

*BUILDING SUSTAINABLE  
BUSINESS COMMUNITIES  
FOR THE FUTURE*

2018-2019



1800 536 663



info@localbuyingfoundation.com.au



@lbfqld



www.localbuyingfoundation.com.au

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**LOCAL BUYING PROGRAM**  
BUILDING OUR FUTURE TOGETHER

**BHP** **BMA** **IC-RES**  
PROUDLY DELIVERING THE LOCAL BUYING PROGRAM IN PARTNERSHIP

# WELCOME

Well what an exciting 12 months which has come and gone for the Local Buying Foundation. A strong focus on continuing to deliver strategic regional initiatives has seen a diverse and innovative approach, and most importantly a sustainable injection of funding across the region to enhance our communities.

The Foundation welcomed new Advisory Committee members from throughout the Central Highlands, Isaac and Mackay regions with each of them contributing greatly to the input and priority alignment of Foundation investments. We have also seen the departure of some Advisory Committee members throughout the year to which I thank you all sincerely for your time, insight and dedication to supporting our regions. Peter Dowling, Garry Scanlan and Blake Repine – we wish you all the very best for the future.

A special highlight throughout the year was witnessing the Central Highlands and Isaac regions' business communities benefit from the business support and facilitation services being offered as a result of the Foundation initiative, Bridging the Boundaries: Business Facilitator Program.

Business development, supporting the current needs and the future orientated vision of small to medium businesses throughout the Mackay region will be a priority for the Foundation this year. In achieving this, we will continue to work with our Advisory Committee to identify possible opportunities in strengthening business connectivity and collaboration across the regions.

The success of the Local Buying Foundation could not be possible without the continued advancement of the Local Buying Program nationally across BHP. In Queensland alone, the Local Buying Program achieved a record milestone of \$101,709,164 million of approved spend this year through local business communities of BMA and BMC coal operations.

This spend through the Program has injected more funding into the Foundation, enabling the delivery of outcomes which focused on workforce and economic development, regional promotion and business development projects, all targeting the growth of many individual businesses' capability and capacity.

Entering a new financial year brings opportunities to identify strategic initiatives with alignment to our three year strategic plan, along with continuing to deliver current projects and initiatives such as the Drones for Schools project, AgFrontier: New Agtech Incubator Hub and sponsorship of local business excellence awards, conferences and forums.

I wish to extend my appreciation to the Foundation Advisory Committee and to the varied partners who have been crucial in our successes this year.

**Kristy Marks**

BHP, Local Buying Foundation Qld Chairperson



## OUR ADVISORY COMMITTEE MEMBERS



Kristy Marks  
BHP - Chairperson



Peter Dowling  
BHP - Co-Chair to Dec 2018



Sandra Hobbs  
Central Highlands  
Development Corporation  
(Aug 2012 - Current)



Cr Paul Bell  
Central Highlands Regional Council  
(Aug 2012 - Current)



Bronwyn Reid  
Qld Rural, Regional & Remote  
Women's Network Representative  
(Sept 2013 - Current)



Erica Fredericksen  
Moranbah Traders Association  
(Sept 2013 - Current)



Cr Aryil Paton  
Mackay Regional Council  
(Dec 2016 - Current)



Ben Wearmouth  
Mackay Health Services  
(Sept 2017 - Current)



Garry Scanlan  
Greater Whitsunday Alliance  
(Sept 2017 to June 2019)



Blake Repine  
CQ University  
(Sept 2017 - Dec 2018)



John Lee  
Isaac Regional Council  
(Dec 2017 - Current)



Glenn Byron  
Mackay Region Chamber of Commerce  
(Sept 2018 - Current)

## FUNDING OUTCOMES

### What has the Local Buying Foundation achieved?

#### TOTAL FUNDING RECEIVED

Since Inception (2012)  
**\$4,144,435**

In 2018-2019  
**\$1,347,050**

#### VALUE OF PROJECTS FUNDED

In 2018-2019  
**\$741,399**

Since Inception (2012)  
**\$2,758,787**

#### TOTAL PROJECTS APPROVED

In 2018-2019  
**20**

Since Inception (2012)  
**107**

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# FUTURE SKILLS PROJECTS

## AVIATION FOR SCHOOLS DRONES PROJECT

The Foundation continued to support the Drones for Schools Project 2019 initiative as a direct result of the success from the Aviation for Schools initiative.

**50** from 52 high school students across the Bowen Basin region successfully completed their **Certificate III in Aviation (Remote Pilot - Visual Line of Sight)**. Students were eligible through the program to complete their Commercial Pilot's License through CASA (Civil Aviation Safety Authority), enabling students to meet the future workforce skills needs across an array of industry sectors.

The project is facilitated by Marist College Emerald, as the lead school in the Central Highlands VET Network Cluster, funded by the Local Buying Foundation, VETis Queensland Government and UVAIR.

## BUSINESS ASSISTANCE PLATFORM - BUSINESS BEACON

Regional Development Australia Mackay-Isaac-Whitsunday launched with project stakeholders the **Mackay Business Beacon** during Small Business Week 2019.

The Business Beacon is a website platform which aims to improve access to business development activities to strengthen the capability and capacity of local businesses in the Mackay region.

Visit [www.businessbeacon.com.au](http://www.businessbeacon.com.au) to learn more.



## OUR OBJECTIVES

The primary objective of the Local Buying Foundation in QLD is to support and deliver economic and local/regional business programs which build capacity. The Foundation's objectives and priority areas are reviewed regularly to ensure they remain relevant to the economic environment and aligned with changing business community needs. The current priority areas (or program streams) of the Foundation have been identified as:

## BUSINESS FUTURES

Targeting the development of the broader business community's capacity and capability. Focal areas include but are not limited to:

- Workforce Development Projects** - Projects that deliver broader traineeship, apprenticeship, and/or business professional development programs
- Economic Development Projects** - Strategic projects targeting broader economic objectives within and across regions
- Region Promotion and Awareness** - Initiatives to increase regional awareness contributing to the economic viability of regional communities, e.g. events, marketing, campaigns, advocacy

## BUSINESS COMMUNITIES

Targeting the development of individual businesses capability and capacity that align with the key areas of the Bowen Basin Business Development Initiative (BBBDI) or similar if external to the Bowen Basin.





# OUR STRATEGIC INITIATIVE

## BRIDGING THE BOUNDARIES: BUSINESS SUPPORT & FACILITATOR PROGRAM

The Local Buying Foundation, announced in June 2018, support for an investment of over \$1,000,000 within the next three years to implement a strategic initiative, Bridging the Boundaries: Business Support & Facilitator Program. Central Highlands Development Corporation (CHDC) and the Greater Whitsunday Alliance (GW3) have successfully appointed resources to support the business communities of the Central Highlands and Isaac regions.

The primary role of the resources is to assist Small Medium Enterprises (SMEs) in bridging the boundaries of local government and facilitating connections and opportunities to grow responsive, viable, business ready and sustainable businesses across BMA and BMC's footprint in Central Highlands and Isaac regions. The Foundation's focus in FY20 for the initiative includes researching and identifying opportunities for the Mackay region with alignment of the strategic intent of the Bridging the Boundaries: Business Support & Facilitator Program.

### CENTRAL HIGHLANDS DEVELOPMENT CORPORATION CENTRAL HIGHLANDS REGION



Introducing Mary Ryan, Business Facilitator for Central Highlands Development Corporation, Emerald Queensland. Mary commenced April 2019 continuing the outcomes achieved from former Business Facilitator, Vicki Leeson. CHDC's Business Facilitator aims to build the capacity and capability of SMEs across the Central Highlands region.

#### Focus areas during FY19:

- » Supporting SMEs with business development information
- » Supporting Central Highlands Business Excellence Awards
- » Facilitating Central Highlands Business Excellence Awards Workshops and Training Events
- » Connecting SMEs with Tap Into Tenders, Economic Forums and Innovative Programs (HACK CQ, AGTech, CQ Jobs Link, AgFrontier, Grown in the Central Highlands Platform)
- » Promotion of regional prosperity across the Central Highlands
- » Support SMEs in the Central Highlands be successful and sustainable

### ISAAC BUSINESS SUPPORT PROGRAM GW3 - ISAAC REGION

Greater Whitsunday Alliance launched the Isaac Business Support Program as part of the Foundation's Bridging the Boundaries: Business Support & Facilitator strategic initiative. Prue Lonergan, Business Support & Facilitation Officer, commenced with GW3 in October 2018, located in Clermont, Queensland.



#### Focus areas during FY19:

- » Connecting with Isaac Business Support Groups (Moranbah Traders Association, Dysart Business Group, Clermont Community Business Group and Nebo Business Community Group)
- » Facilitating Business Development Workshops/Forums/Events (Clermont Futures Forum, Small Business Week Isaac Events, Creating Resilient Business Communities events)
- » Identifying gaps with business groups on skills development
- » Promotion of regional prosperity across the Isaac region
- » Support SMEs in Isaac be successful and sustainable



MARY RYAN

Business Facilitator - CHDC

P: 0447 985 241 E: mryan@chdc.com.au



PRUE LONERGAN

Business Support & Facilitation Officer - GW3

P: 0408 064 850 E: prue@gw3.com.au

# FUNDED PROJECTS FY19

PROGRAM	ORGANISATION	REGION/S DELIVERED
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	Isaac, Mackay
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	Central Highlands Regional Resources Use Planning Cooperative Limited (CHRRUP)	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	Central Highlands Development Corporation	Central Highlands
Healthy Minds Business Breakfast & Dinner	Central Queensland Rural Health	Central Highlands
Isaac Region Small Business Week 2019	Isaac Regional Council	Isaac
Mackay's Regional Innovation Showcase at National Industry Exhibitions	Resource Industry Network	Isaac, Mackay
Mackay-Isaac-Whitsunday METS Export Hub	Greater Whitsunday Alliance	Isaac, Mackay
Microsoft O365 Training	47Twenty Women in Business Networking Group	Central Highlands
MTA Developing Business Capabilities	Moranbah Traders Association	Isaac
Regional Food & Agritourism Development Project	Greater Whitsunday Food Network Alliance	Isaac, Mackay
RIN Business Lunch - Building Your Personal Brand	Resource Industry Network	Isaac, Mackay
RIN Safety Conference 2019	Resource Industry Network	Isaac, Mackay
Tap Into Tenders 2018-2020	Central Highlands Development Corporation	Central Highlands
Winning the War on Talent	Mackay Region Chamber of Commerce	Mackay