



### ABOUT THE LOCAL BUYING PROGRAM IN WESTERN AUSTRALIA

The Local Buying Program (LBP) in Western Australia provides opportunities for small businesses in eligible regions to competitively supply goods and services to BHP's Iron Ore operations. The LBP commenced in Western Australia in 2017 and is delivered in partnership between BHP and C-Res. C-Res is a cost neutral entity that proudly continues to deliver the LBP across all BHP Minerals Australia assets nationwide.



## FINANCIAL YEAR TO DATE RESULTS | JULY – DECEMBER 2019



#### WA Regions

Out of Region  
(Traditional Owner Exemption)

Shire of Ashburton

Shire of East Pilbara

Town of Port Hedland

July – December 2019



#### Approved Spend

\$3,027,889 25%

\$35,059 1%

\$4,582,936 39%

\$4,094,797 35%

**\$11,740,681**



#### Business Participation

20 8%

7 2%

82 32%

149 58%

**258**



#### Approved Work Opportunities

33 4%

1 1%

336 43%

408 52%

**778**

**12.5** Days average payment period from receipt of invoice

**215** Registered BHP Buyers creating work opportunities



## SINCE COMMENCEMENT RESULTS OCTOBER 2017 – DECEMBER 2019



#### Approved Spend

**\$24,774,313**



#### Average Payment Days

**13.3**



#### Approved Work Opportunities

**1,350**



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www.localbuying.com.au

# FINANCIAL YEAR TO DATE SUMMARY

WESTERN AUSTRALIA | July – December 2019



## ENGAGING IN BUSINESS COMMUNITIES

In Western Australia, C-Res through the Local Buying Program (LBP) actively support and promote business initiatives and events which focus on building business capacity and capability. C-Res is committed to building essential relationships within the business community and maintaining our focus on local business growth and sustainability opportunities.

**Last quarter, the C-Res team attended business networking events, functions and BHP site including:**

- Meet the Buyers Port Hedland and Business Development Workshops
- Meet the Buyers Newman and Business Development Workshops
- Engagement with BHP Supply across the Pilbara
- Visits to BHP Newman Operations for training and meetings
- Local Buying Supplier visits in Newman
- Local Buying Supplier visits in Port Hedland
- BHP/CSIRO Local Voices Conversation Café – Newman
- Newman Chamber of Commerce and Industry & Business Centre Pilbara - Business Genesis Workshop
- Newman Futures - Network Pathway Streams Governance Sessions
- Newman Futures - Strategy Launch
- Newman Futures - Economy and Work Pathway Meeting

**Regions in Western Australia eligible for Local Buying Program:**  
*Town of Port Hedland, Shire of Ashburton, Shire of East Pilbara*



For more information on the Local Buying Program, please visit [www.localbuying.com.au](http://www.localbuying.com.au)



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

PROUDLY DELIVERING THE LOCAL BUYING PROGRAM IN PARTNERSHIP