Queensland

FINANCIAL YEAR TO DATE SUMMARY
July to December, 2020

Connecting Australia’s biggest business with our regions’ smallest businesses

The Local Buying Program (LBP) in Queensland provides opportunities for small businesses in the Central Highlands, Isaac and Mackay local government areas to competitively supply goods and services to BHP Mitsubishi Alliance (BMA), BHP Mitsui Coal (BMC) and BHP Operations Services. The LBP commenced in Queensland in 2012 and is delivered in partnership between BHP and C-Res. C-Res, a cost neutral small business, delivers the LBP across all BHP Minerals Australia assets and BHP Western Australia Petroleum.
BHP Buyers creating work opportunities

Small local businesses approved with LBP

Queensland Local Buying Program | Regional Highlights

<table>
<thead>
<tr>
<th>Region</th>
<th>Approved Spend</th>
<th>Local Business Participation</th>
<th>Approved Work Opportunities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Central Highlands</td>
<td>$7,840,851</td>
<td>14%</td>
<td>19%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>172</td>
<td>415</td>
</tr>
<tr>
<td>Isaac</td>
<td>$13,977,837</td>
<td>26%</td>
<td>22%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>206</td>
<td>1,475</td>
</tr>
<tr>
<td>Mackay</td>
<td>$31,889,456</td>
<td>59%</td>
<td>57%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>514</td>
<td>1,502</td>
</tr>
<tr>
<td>Out of Region (Specialised Supplier)</td>
<td>$0</td>
<td>0%</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Out of Region (Traditional Owner Exemption)</td>
<td>$164,511</td>
<td>&lt;1%</td>
<td>14</td>
</tr>
</tbody>
</table>

July - December, 2020

- **Total Approved Spend**: $53,872,655
- **Approved Work Opportunities**: 3,406
- **Average payment period from receipt of invoice**: 13 Days

Since 2012

- **Total Approved Spend**: $496,971,016
- **Approved Work Opportunities**: 36,416
- **Average payment period from receipt of invoice**: 15 Days

“The Local Buying Program provides the perfect platform to engage locally and support the local business community.”
**LBP SPREADS FESTIVE CHEER**

BMC sites engaged with a butcher in December to provide BBQ packs for Department BBQs. Over 45 Work Instructions were raised (including a number from BMA) to accommodate the supply of catering to sites for staff to enjoy as a thank you for working through the holiday period. BHP Buyers utilising the program to buy locally are delivering outcomes to the social and economic well being of the local communities.

**LOCALS DELIVER OS SOLUTIONS**

BHP's Future Fit Academy in Mackay sits on a large portion of land and requires regular maintenance of gardens, lawns and general street appeal upkeep. A small business in Mackay was identified to perform the work safely and professionally as required, and were onboarded as a supplier with the Local Buying Program. In a matter of days they received their first Work Instruction. The work is performed at day light to avoid busy foot traffic through the day.

**LOCAL SEAFOOD SURPRISE DELIVERY**

Working on Christmas Day doesn’t mean you have to miss out on a great Christmas lunch. Through the LBP, BMA Caval Ridge organised a local seafood supplier to deliver fresh seafood to site so workers who were away from their families could enjoy a meal together. The supplier made the journey out from Mackay to deliver fresh produce which was then stored in cold rooms, also sourced locally.

“We have a great relationship with sites. We are very thankful for the support given to local businesses by Local Buying Program and BMA.”

LBP Supplier | Local Buying Program, QLD

www.localbuying.com.au
1800 536 663
info@localbuying.com.au
The Local Buying Foundation (LBF) is a critical element of the Local Buying Program (LBP). In Queensland, BMA and BMC make a financial contribution to the LBF for every approved LBP transaction. The aim of the LBF is to enhance the economic sustainability of regions within the operational footprint of BHP Minerals Australia assets and BHP Operational Services in Queensland. We do this through the support of programs and initiatives that target local business training and development needs.

**Projects Approved - October to December, 2020**

- Central Highlands Dev. Corp.
  - Tap Into Tenders
- Central Highlands Dev. Corp.
  - Business Excellence Awards
- Central Highlands Dev. Corp.
  - Economic Futures Forum
- Mackay Tourism
  - Mountain Bike Strategy Program
- Mackay Tourism
  - Events Bootcamp
- Mackay Chamber of Commerce
  - Mackay City Think Tank
- Resource Industry Network
  - International Women’s Day

**Financing Year To Date Summary**

**July to December, 2020**

- Funding Received: $960,789
- Projects Approved: 11
- Value of Approved Projects: $544,450

**Program to Date (2012)**

- Funding Received: $6,796,436
- Projects Approved: 142
- Value of Approved Projects: $3,946,940

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View the October to December, 2020 eNews here