

# LOCAL BUYING PROGRAM

BUILDING OUR FUTURE TOGETHER



## New South Wales

### FINANCIAL YEAR TO DATE SUMMARY

July 2020 to March 2021

**Connecting Australia's biggest business  
with our regions' smallest businesses**

The Local Buying Program (LBP) in New South Wales provides opportunities for small businesses in Muswellbrook, Singleton and Upper Hunter Shires to competitively supply goods and services to BHP Mt Arthur Coal and BHP Operations Services. The LBP commenced in NSW in 2016 and is delivered in partnership between BHP and C-Res. C-Res, a cost neutral entity, delivers the LBP across all BHP Minerals Australia assets and Western Australia Petroleum operations.



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for Financial Year to Date  
Highlights and News

## LOCAL BUYING PROGRAM July 2020 to March 2021

### NSW Local Buying Program | Regional Highlights

Region	Approved Spend		Local Business Participation		Approved Work Opportunities	
Muswellbrook Shire	\$4,014,559	64%	55	46%	219	69%
Singleton Shire	\$2,019,073	32%	45	38%	81	25%
Upper Hunter Shire	\$187,088	3%	15	13%	17	5%
Other	\$9,100	1%	4	3%	1	1%

61

BHP Buyers creating  
work opportunities

119

Small local businesses  
approved with LBP



July 2020 to March 2021

Since 2016



**\$6,229,820**

Total Approved Spend



**\$42,303,570**

Total Approved Spend



**318**

Approved Work Opportunities



**2,134**

Approved Work Opportunities



**12 Days**

Average payment period from  
receipt of invoice



**14 Days**

Average payment period from  
receipt of invoice

*"It has been a seamless exercise to engage with BHP through the Local Buying Program. We are now visible to several site contacts lifting our profile and increasing our opportunities".*

LBP Supplier | Local Buying Program, NSW





# Local Buying Program BUSINESS HIGHLIGHTS

*"It has been a great relationship with BHP through the Local Buying Program. The BHP accommodation package has provided our motel with stability through a difficult period of trade during the COVID pandemic."*

**LBP Supplier | Mt Arthur Coal**



## SAFETY SERVICE PRIORITY AT MAC

When it comes to site safety at Mt Arthur Coal, a Local Buying Program Supplier understands the impact to operations and the need for providing a risk adverse approach with onsite security services. NSWEC engaged a local supplier through the LBP platform due to the easy access to a trusted close-by security team with the necessary qualifications and site inductions to achieve critical safety outcomes.

## ACCOMMODATION LOGISTICS ANSWERED

A logistical solution to supply accommodation needs for BHP Operations Services, has been a driving force behind a Local Buying Program Supplier. A special working group was formed between BHP Production, BHP Operation Services and the LBP Supplier. The economic benefits locally, particularly during COVID19 downturn in the hospitality industry, has been vital to the sustainability of the business community.



## LBP CONNECTS TRADITIONAL OWNER BUSINESS WITH MAC NSWEC

There are a range of local Indigenous businesses for MAC site to engage with through the Local Buying Program. The LBP provided easy access for NSWEC site to award a Traditional Owner business services required at an agreed rate to ensure safety around fire breaks, existing fenced areas and the removal of old infrastructure. The suppliers profile has been lifted as a result of connecting with BHP through the LBP.

# LOCALBUYING FOUNDATION

AN INITIATIVE OF THE LOCAL BUYING PROGRAM



## New South Wales

Muswellbrook | Singleton | Upper Hunter

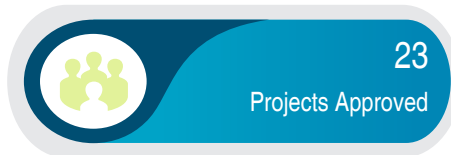
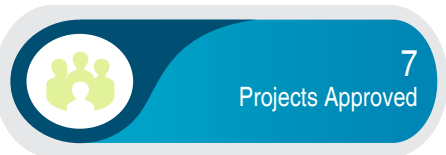
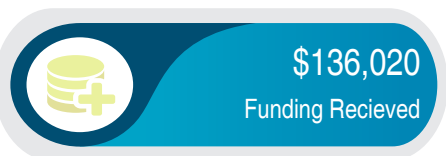
### FINANCIAL YEAR TO DATE SUMMARY

July 2020 to March 2021

The Local Buying Foundation (LBF) is a critical element of the Local Buying Program (LBP). In New South Wales, BHP Mt Arthur Coal 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 Operations Services in New South Wales. We do this through the support of programs and initiatives that target local business training and development needs.

#### July 2020 to March 2021

#### Foundation to Date (2017)



#### Projects Approved:

July 2020 to March 2021

- **Muswellbrook Chamber of Commerce**  
Upper Hunter Inspirations Conference
- **Muswellbrook Chamber of Commerce**  
Upper Hunter Showcase
- **Muswellbrook Chamber of Commerce**  
Supporting Business, Building Community
- **Scone Chamber of Commerce**  
Scone Business Development Project
- **Singleton Business Chamber**  
International Women's Day Student Sponsorship and Event Partnership
- **Singleton Business Chamber**  
Business Excellence Awards 2020 - 2021
- **Wanaruah Land Council**  
Upper Hunter NAIDOC Awards 2021