

LOCAL BUYING PROGRAM

BUILDING OUR FUTURE TOGETHER



Western Australia

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) provides opportunities for small businesses in the eligible regions of the WA to competitively supply goods and services to BHP Western Australia Iron Ore (WAIO) assets, BHP Operations Services in Western Australia and Western Australia Australian Petroleum Unit (WAAPU). The LBP commenced in Western Australia in 2017 for WAIO assets and 2021 for WAAPU assets; 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 BHP Western Australia Petroleum.



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for Financial Year to Date
Highlights and News

LOCAL BUYING PROGRAM July 2020 to March 2021

Local Buying Program | Regional Highlights

Region	Approved Spend		Local Business Participation		Approved Work Opportunities	
Other	\$11,584,899	32%	25	8%	95	6%
Shire of Ashburton	\$382,371	1%	23	8%	35	1%
Shire of East Pilbara	\$12,077,694	34%	82	27%	941	56%
Shire of Exmouth	\$0	0%	7	3%	0	0%
Town of Port Hedland	\$11,750,756	33%	164	54%	624	37%

371

BHP Buyers creating
work opportunities

301

Small local businesses
approved with LBP



July 2020 to March 2021

Since 2017



\$35,795,720

Total Approved Spend



\$78,829,817

Total Approved Spend



1,695

Approved Work Opportunities



3,876

Approved Work Opportunities



13 Days

Average payment period from
receipt of invoice



13 Days

Average payment period from
receipt of invoice

"The growing amount of work requested through the Program is driving us to increase our workforce and capability, which in turn is helping our local community thrive."

LBP Supplier | Local Buying Program, WA



Local Buying Program BUSINESS HIGHLIGHTS

"The Local Buying Program made for an easier process for invoicing which meant quicker payment terms for the small local business suppliers."

BHP Buyer | WAAPU



LBP AND BHP CONTINUE TO SUPPORT LOCAL

Newman business, Froggy Services, was recently awarded work at BHP Mining Area C to ensure the site's compliance to bushfire management procedure, fire risk management and maintain facility integrity and aesthetics. Engaging Froggy Services meant site resources could be utilised more effectively. Once the gap was identified, a Request For Quote was created on the LBP portal to test the local market, and Froggy Services provided a cost effective and timely quote.

LBP INTEGRAL TO SMALL BUSINESS GROWTH

Commitment from the LBP to support small local businesses is evidenced when feedback identifies that business growth has led to employment opportunities and increased engagement with BHP sites. Newman based i24S were recently engaged via the LBP to provide cleaning services and as a result of the successful delivery, will be engaged again during another shutdown in April. i24S have successfully gained more work opportunities with BHP and in turn are providing employment and contract opportunities to other small businesses in the local area.



LBP DELIVERS ON PAYMENT TERMS

One of the many benefits for LBP registered suppliers is the reduced payment terms of 21 days from receipt of invoice, providing small businesses a smooth and regular payment stream. C-Res recently worked with BHP Australian Production Unit (Petroleum) staff to engage a local business to provide a reliable laundry service for staff accommodation, then assisted the Supplier, BriJarCass Services, with the claiming process to ensure part claiming would deliver cash flow benefits.



LOCALBUYING FOUNDATION

AN INITIATIVE OF THE LOCAL BUYING PROGRAM



Western Australia

Shire of East Pilbara | Town of Port Hedland

FINANCIAL YEAR TO DATE SUMMARY

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Launched in July 2020, the Local Buying Foundation (LBF) is a critical element of the Local Buying Program (LBP). In Western Australia, BHP makes 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 Western Australia. We do this through the support of programs and initiatives that target local business training and development needs.

Foundation to Date (July 2020 - March 2021)

Projects Approved:

July 2020 to March 2021

- **Port Hedland Chamber of Commerce and Industry Economic and Resources Forum**

The Foundation is a Gold Sponsor for this forum, which gathers the leading industry experts together to present to approx. 250 people in Port Hedland. The main focus is on the insights around the next generation of economic growth in Hedland.

- **Port Hedland Chamber of Commerce Women in Business Series**

The Port Hedland Women in Business series will showcase inspiring leaders and their diverse success stories to support women in business in the Pilbara. This is a four part event in 2021.



\$772,694

Funding Received



5

Projects Approved



\$68,500

Value of Approved Projects



1800 536 663



info@localbuyingfoundation.com.au



www.localbuyingfoundation.com.au

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BHP **C-RES**
COMMUNITY RESOURCING
FOR THE FUTURE
PROUDLY DELIVERING THE LOCAL BUYING PROGRAM IN PARTNERSHIP