

FYTD25 HALF YEAR SUMMARY

LOCAL BUYING PROGRAM
BUILDING OUR FUTURE TOGETHER

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

LOCALBUYING FOUNDATION
AN INITIATIVE OF THE LOCAL BUYING PROGRAM

“

Attending the Meet the Buyer event in Newman brought together small, local and Indigenous businesses from the BHP Local Buying Program to meet face to face with our Operations teams.

These important engagements help to demystify BHP for our local suppliers and break down barriers to doing business. It's something we know is making a genuine difference to so many local people.

”

*Rod Ballinger | BHP
General Manager for Newman Operations*



LOCAL BUYING PROGRAM

BUILDING OUR FUTURE TOGETHER

NATIONAL HIGHLIGHTS

JUL - DEC 2024

PAYMENTS TO LOCAL BUSINESSES **16,758**

WORK OPPORTUNITIES APPROVED **8,113**

BHP BUYERS CREATING WORK OPPORTUNITIES **1,168**

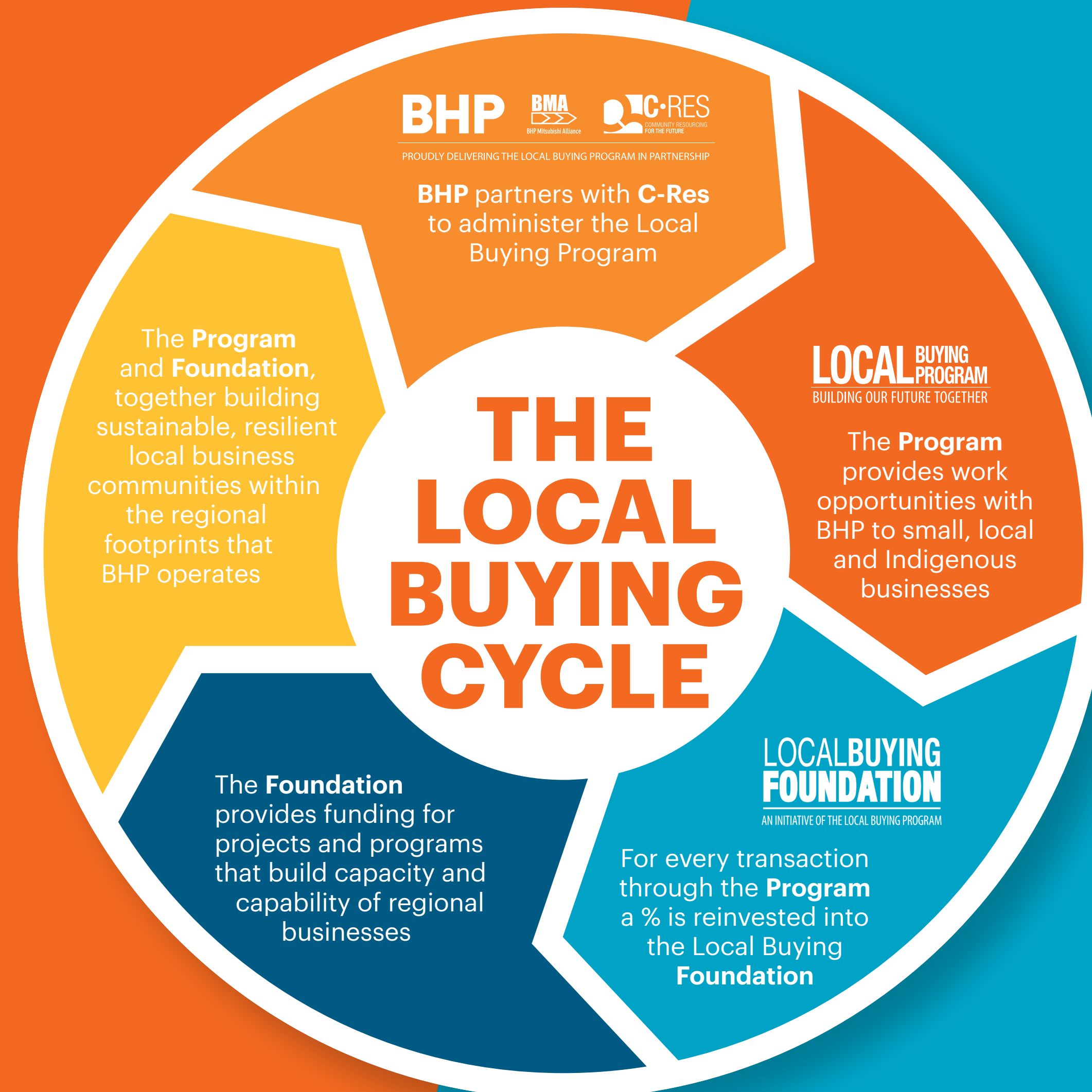
AVERAGE PAYMENT DAYS* **6.7**

*from receipt of invoice

SUPPLIERS ENGAGED BY BHP **763**

NATIONAL ACTUAL SPEND FYTD25

\$115,860,513



LOCALBUYING FOUNDATION

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NATIONAL HIGHLIGHTS

JUL - DEC 2024

APPROVED FUNDING APPLICATIONS **40**

SPONSORED WORKSHOPS, EVENTS AND INITIATIVES **45**

PEOPLE ENGAGED THROUGH WORKSHOPS AND EVENTS **5,183**

ORGANISATIONS RECEIVING FUNDS **35**

TOTAL INVESTED IN PROJECTS FYTD25

\$1,240,394

QUEENSLAND

LOCAL BUYING
PROGRAM
BUILDING OUR FUTURE TOGETHER

Supplier One Industries
BHP Site Broadmeadow Mine, BMA

Driving efficiency and supporting local business

Challenge: Frequent belt cleaner replacements at BMA Broadmeadow were impacting efficiency, safety, and costs. On a weekly basis, crew were replacing primary belt cleaners at two transfer jibs up to twice a week, leading to a staggering \$72,000 in replacement costs over just 12 weeks.

Solution: Leveraging the BHP Local Buying Program, BMA identified an opportunity to collaborate with a local supplier, One Industries, to source a more efficient solution.

Crews at BMA Broadmeadow were replacing belt cleaners twice weekly, resulting in significant downtime and costs. One Industries, a registered supplier based in Mackay, was trialled as the primary provider of conveyor scrapers. Their patented design offered a more durable and effective alternative, significantly reducing the frequency of replacements. This change not only minimised downtime but also delivered considerable cost savings. Additionally, each scraper replacement previously required two hours of labour, so the reduction in replacements also freed up valuable time and improved overall efficiency.



BMA <small>ACTUAL SPEND</small>	
\$56,792,876	
<small>PAYMENTS TO LOCAL BUSINESSES</small>	9,409
<small>WORK OPPORTUNITIES APPROVED</small>	4,474
<small>SUPPLIERS ENGAGED BY BHP</small>	414
<small>BHP BUYERS CREATING WORK OPPORTUNITIES</small>	563

QUEENSLAND <small>INVESTED</small>	
\$552,874	
<small>APPROVED FUNDING APPLICATIONS</small>	12
<small>SPONSORED WORKSHOPS, EVENTS AND INITIATIVES</small>	20
<small>ORGANISATIONS RECEIVING FUNDING</small>	8
<small>PEOPLE ENGAGED THROUGH EVENTS AND WORKSHOPS</small>	1,024



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Leveraging AI for a future ready workforce

In today’s fast-paced business world, staying ahead means embracing new technologies. Sponsored by the Local Buying Foundation, Split Spaces is running a series of ten workshops showcasing how transformative AI can be for businesses. By funding this series, the Local Buying Foundation continues its commitment to fostering growth and creating sustainable, future-ready workforces. These workshops are providing participants with the tools and insights to adapt, innovate, and build stronger regional businesses.

Workshops such as AI in Accounting, Leveraging Virtual Reality and Navigating Cyber Security provided practical strategies for protecting business assets, staying ahead of potential threats and how AI can enhance accuracy while simplifying business processes

These workshops at Split Spaces have been more than just educational - they’ve provided businesses with practical tools and insights for the future. By embracing these innovations, participants are better prepared to adapt and thrive in an ever-changing business landscape.

-  **Sponsorship of Business Awards, Events**
-  **\$13,000** funded
-  **160** people engaged

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NEW SOUTH WALES

LOCAL BUYING PROGRAM
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Supplier Whiteman Welding
BHP Site Mt Arthur

A clear view to a local solution

Challenge: Light vehicles leaving the pit at Mt Arthur Coal were frequently covered in dirt and slag, significantly impairing headlight function and windscreen visibility. This created a safety concern, as reduced visibility posed risks for drivers, particularly in low-light conditions.

Solution: Recognising the need for a practical solution, local fabricators, and Local Buying Program Supplier, Whiteman Welding, were engaged to design and construct a fit-for-purpose car wash that would address the issue and ensure vehicles are clean before departing the pit.

Whiteman Welding, a locally based business, were able to mobilise quickly and respond to the safety initiative with efficiency. Their ability to fabricate the solution off-site and deliver a tailored car wash system ensured vehicle lights and windscreens remained free from slag and dirt, improving visibility and safety for drivers.

This collaboration highlights the value of engaging local businesses like Whiteman Welding, who are well-positioned to respond quickly to urgent requirements due to their proximity to site, ensuring minimal delays. They also play an active role in developing local talent, with three apprentices recently signed off and two apprentices currently employed and undergoing training.



NSWEC	
ACTUAL SPEND	
\$11,981,081	
PAYMENTS TO LOCAL BUSINESSES	1,640
WORK OPPORTUNITIES APPROVED	550
SUPPLIERS ENGAGED BY BHP	81
BHP BUYERS CREATING WORK OPPORTUNITIES	63

NEW SOUTH WALES	
INVESTED	
\$220,000	
APPROVED FUNDING APPLICATIONS	8
SPONSORED WORKSHOPS, EVENTS AND INITIATIVES	4
ORGANISATIONS RECEIVING FUNDING	3
PEOPLE ENGAGED THROUGH EVENTS AND WORKSHOPS	1,354



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Celebrating Indigenous business excellence

The Summit 2024, hosted by the NSW Indigenous Chamber of Commerce (NSWICC), brought together a vibrant mix of Indigenous businesses, government leaders, and industry representatives for two days of collaboration and celebration.

The event featured a Business Tradeshow, a Knowledge Forum, and the prestigious Summit Awards & Gala Dinner. The Tradeshow highlighted the diversity and strength of Indigenous businesses in New South Wales.

The Knowledge Forum on day two provided valuable insights into Indigenous procurement and highlighted success stories of businesses breaking new ground. Listening to these stories reinforced the importance of creating opportunities for Indigenous enterprises to grow and develop within their industries.

The Summit Awards and Gala Dinner was a powerful celebration of excellence. It was inspiring to hear the stories behind the nominees and winners and witness their dedication to advancing Indigenous business.

- Indigenous Economic Development**
- \$15,000** funded
- 450** people engaged

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SOUTH AUSTRALIA

LOCAL BUYING
PROGRAM
BUILDING OUR FUTURE TOGETHER

BHP Site Carapateena and Prominent Hill

Local Buying Program prepares for integration into Carrapateena and Prominent Hill

Efficiently sourcing goods and services from suppliers for local and Indigenous spend can be complex and time-consuming. With the recent works progressing to integration of the LBP portal with SAP for Carrapateena and Prominent Hill teams, BHP Buyers from these sites will have access to the BHP Local Buying Program.

Connecting buyers with over 130 small, local and Indigenous businesses means teams at Carrapateena and Prominent Hill will be able to generate Purchase Orders through the LBP for off-contract, low risk works.

In addition the Local Buying Program plays a crucial role in fostering economic growth within regional communities. Through this integration, local suppliers will gain visibility within BHP’s supply chain, new work opportunities and the ability to compete for, and secure, work packages that may have been previously out of reach. For many of these businesses, this means not only increased revenue but also the ability to invest in growth, create jobs, and build long-term capacity.



CuSA <small>ACTUAL SPEND</small>	
\$9,266,784	
<small>PAYMENTS TO LOCAL BUSINESSES</small>	1,309
<small>WORK OPPORTUNITIES APPROVED</small>	665
<small>SUPPLIERS ENGAGED BY BHP</small>	58
<small>BHP BUYERS CREATING WORK OPPORTUNITIES</small>	128

SOUTH AUSTRALIA <small>INVESTED</small>	
\$290,840	
<small>APPROVED FUNDING APPLICATIONS</small>	14
<small>SPONSORED WORKSHOPS, EVENTS AND INITIATIVES</small>	10
<small>ORGANISATIONS RECEIVING FUNDING</small>	7
<small>PEOPLE ENGAGED THROUGH EVENTS AND WORKSHOPS</small>	1,227



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Securing a safer digital future in the Far North

Small businesses in South Australia’s Far North are taking steps to protect themselves against cyber threats, thanks to Regional Development Australia Far North (RDAFN) with support from the Local Buying Foundation. This program is helping early-stage startups and small to medium-sized enterprises strengthen their cyber security.

With a workshop hosted in both Coober Pedy and Roxby Downs, each workshop covers key topics such as recognising cyber threats, responding effectively to attacks, and safeguarding business systems. Led by an experienced facilitator, the sessions offer clear, actionable steps tailored to the challenges faced by regional businesses.

This initiative is part of RDA Far North’s broader mission to support businesses by safeguarding their data and systems. This program contributes to thriving, connected communities and a workforce prepared for the future’s digital demands.

 **Micro Business & SME Capacity Building**

 **\$20,840** funded

 **60** people engaged

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WESTERN AUSTRALIA

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Event Meet the Buyer
BHP Site Newman

Fostering strong local partnerships in Newman

The *Meet the Buyer* event, hosted by the BHP Local Buying Program, provided an essential platform for LBP Suppliers to engage directly with BHP stakeholders. This event enabled suppliers to showcase their capabilities, build relationships, and explore potential partnerships.

Face-to-face conversations provided an invaluable avenue for building trust and understanding, enabling local and Indigenous businesses to align with BHP’s needs and expectations.

Influential BHP and C-Res leaders, including John Aurisch, Rod Ballinger, Mel Riganello, Mary Zupan, and Justin Gray offered insights into BHP’s operations and priorities, equipping suppliers with the knowledge to better position themselves for future opportunities.

The relaunch of the Tier A Contractor (TAC) functionality was a key highlight, underscoring BHP’s commitment to creating opportunities for suppliers to participate in indirect work through approved TACs. This initiative highlights BHP’s dedication to supporting the growth and sustainability of local and Indigenous businesses.

BHP and the BHP Local Buying Program continue to champion local and Indigenous businesses, supporting resilience and strength within regional business communities.



WAIO	
ACTUAL SPEND	
\$28,612,306	
PAYMENTS TO LOCAL BUSINESSES	3,375
WORK OPPORTUNITIES APPROVED	1,822
SUPPLIERS ENGAGED BY BHP	157
BHP BUYERS CREATING WORK OPPORTUNITIES	347

WESTERN AUSTRALIA	
INVESTED	
\$176,680	
APPROVED FUNDING APPLICATIONS	6
SPONSORED WORKSHOPS, EVENTS AND INITIATIVES	11
ORGANISATIONS RECEIVING FUNDING	3
PEOPLE ENGAGED THROUGH EVENTS AND WORKSHOPS	1,568



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Strengthening leadership for Indigenous women in the Pilbara

The HORIZON Uplifting Regional Women in Leadership Program held their first series of intensive masterclasses Newman and Port Hedland. This groundbreaking program, designed to build culturally safe leadership and entrepreneurial skills, primarily focuses on Aboriginal and Torres Strait Islander women working in the Pilbara.

Its objective is to empower Indigenous women, offering opportunities to strengthen their leadership and self-determination through a supportive, inclusive platform.

The HORIZON program spans several months, featuring regional workshops, one-on-one mentoring, and online sessions with Indigenous leaders and subject-matter experts. These sessions cover a range of topics such as culturally safe practices, communication skills, personal branding, innovation, and navigating workplace cultural dynamics. By keeping each cohort small, the program allows for a focused, two-way learning experience that benefits both facilitators and participants.

 **Indigenous Economic Development**

 **\$70,000** funded

 **22** people engaged

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TRADITIONAL OWNER & INDIGENOUS

Indigenous Business Month - Making Our Mark

Supporting Indigenous businesses is vital to fostering economic growth, creating jobs, and preserving culture within Indigenous communities. Through our partnership with BHP, we play a crucial role in empowering Indigenous enterprises.

A key highlight during Indigenous Business Month in October was our representation at the AEMEE “Strong Women, Strong Business” workshop, where our Indigenous Business Development Principal, Kelly Cooke, shared insights and connected with women entrepreneurs. This workshop underscored the importance of building networks and nurturing resilience within Indigenous business communities.

Another standout event was MARABISDA’s First Nations Talent and Trade Exhibition. This dynamic event brought together a diverse range of Indigenous businesses to showcase their products, services, and talents. Supported by the Local Buying Foundation and Trading Tracks, the exhibition celebrated the innovation and creativity of Indigenous entrepreneurs while fostering opportunities for networking and collaboration.

Such initiatives align closely with our mission to support sustainable development and highlight the vital role Indigenous businesses play in shaping a prosperous future.

Our continued collaboration with BHP’s Local and Indigenous Procurement Team further strengthens our shared mission to create opportunities and build sustainable futures for Indigenous businesses. By celebrating these initiatives, we aim to inspire continued support and action for Indigenous enterprise development.



TOIB ACTUAL SPEND \$25.5m	
TOTAL ENGAGED SUPPLIERS	114
WORK OPPORTUNITIES APPROVED	534
BHP BUYERS CREATING WORK OPPORTUNITIES	230

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The 2024 Hedland Economic Forum highlighted the critical role of small to medium businesses in the growth and diversification of the Pilbara economy.

The informative and interactive presentations offered deep insights into local business needs and the importance of collaboration.

With a record turnout over 250 attendees, and an impressive program of speakers, the forum created a dynamic environment for networking, knowledge-sharing, and engagement. The welcomed addition of the exhibition space, with 25 custom-designed booths, successfully fostered face to face connections between industry leaders and local SMEs, paving the way for future growth

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Tina Scott | PHCCI
General Manager Events and Membership





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BHP
PROUDLY DELIVERING THE LOCAL BUYING PROGRAM IN PARTNERSHIP

BMA
BHP Mitsubishi Alliance

C-RES
COMMUNITY RESOURCING FOR THE FUTURE

LOCAL BUYING FOUNDATION
AN INITIATIVE OF THE LOCAL BUYING PROGRAM

The BHP Local Buying Program continues to strengthen the capabilities of local and Indigenous businesses through its Supply Chain Ready initiative. By providing targeted resources and training opportunities, the program ensures suppliers are well-equipped to meet BHP's Minimum Requirements, increasing both their capabilities and capacity.

Many small businesses face challenges in understanding and meeting the requirements of large organisations like BHP. By sharing tailored resources and hosting accessible training sessions, the BHP Local Buying Program bridges this gap, empowering suppliers with knowledge and tools to succeed.

Each month, we connect with suppliers through state-specific email campaigns, collating a list of regional training opportunities. These campaigns are designed to address critical aspects of supply chain readiness, including safety standards, compliance and operational excellence.

In addition, we host a series of webinars on topics directly tied to BHP's Minimum Requirements. Utilising BHP experts, the sessions are tailored to address the unique

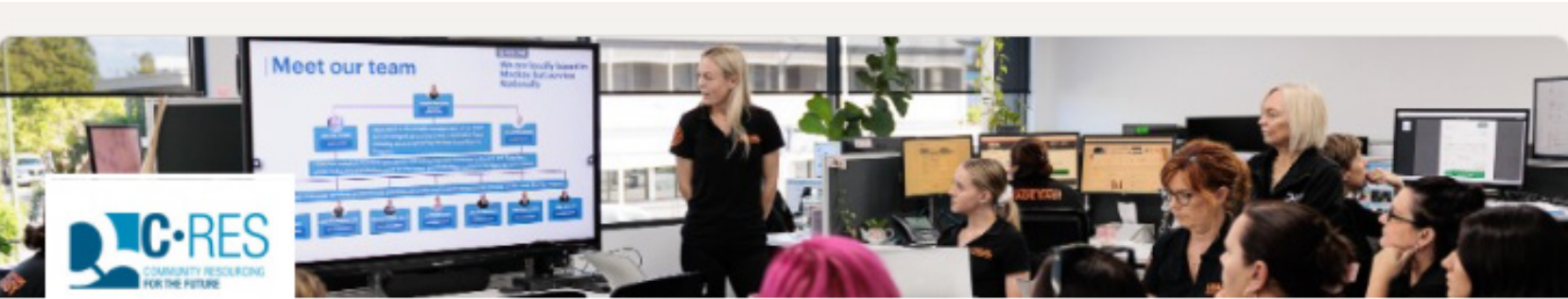
challenges suppliers may face. The webinar includes a dedicated Q&A session at the end, providing attendees with the opportunity to have their questions answered directly. A recording of the webinar is available for suppliers to access at their own convenience from their Dashboard.

To further extend our reach, we've launched a LinkedIn newsletter, ensuring suppliers can stay informed through their preferred platform. The newsletter mirrors the content of our email campaigns, providing easy access to upcoming training sessions, key articles, and webinar highlights.

Sharing resources and knowledge not only benefits individual suppliers but also strengthens the broader supply chain. By empowering local businesses to meet industry standards, we create a ripple effect of growth, resilience, and sustainability in our regional economies.

The Supply Chain Ready initiative embodies the values of the BHP Local Buying Program: collaboration, capability-building and community impact.





C-Res

Delivering the Local Buying Program in partnership with BHP, across BHP Minerals Australia asset footprints.

Transportation, Logistics, Supply Chain and Storage · Mackay, Qld · 2K followers · 11-50 employees

Ellen & 20 other connections work here

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1,712 followers

2mo ·

INDIGENOUS BUSINESS MONTH | Meet Mikael!

Mikael Strain is our Traditional Owner/Indigenous Business Representative ...more

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MAKING OUR MARK

CELEBRATING 10 YEARS

“

Making my mark within the LBF Advisory Committee is to ensure Aboriginal businesses are heard and that opportunity to showcase our entrepreneurial ability is heard.

”

Mikael Strain |

Traditional Owner/Indigenous Business Representative LBFAC

You and 17 others

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1,712 followers

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SOUTH AUSTRALIA | TACTIC Conference & Trade Expo, Port Augusta

If you're at the @20th Tactic Conference & Trade Expo this week in Port ...more

Stay Connected with Us!

Don't miss out on our latest updates, events, and success stories. Follow us on LinkedIn and Facebook to see our BrightSpots, funding information, milestones, business stories, events collaborations and our regular Supply Chain Ready newsletter.

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Building sustainable business communities for the future

Funding projects and programs for development, innovation, and the growth of our regional communities

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25 October 2024 ·

Help Shape the Future of Local Business Communities

The Local Buying Foundation is committed to building resilient and sustainable business communities across NSW, QLD, SA, and WA.

We are conducting a Needs Analysis to identify the potential delivery of:

1 ... See more

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Needs Analysis: Grants and Funding Program | AI, Cybersecurity and Digital Capacity Program

WE'RE SEEKING YOUR COLLABORATION

Have your say about future support programs for regional businesses by taking this short survey now. Your region needs your voice!

More Information: Cindy Baker Consultancy | cindy_baker@bigpond.com | 0408 980 789

QLD

NSW, SA, WA

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