

# LOCALBUYING FOUNDATION

AN INITIATIVE OF THE LOCAL BUYING PROGRAM



*Building Sustainable Business  
Communities for the Future*

## ANNUAL SUMMARY 2019 - 2020

NEW SOUTH WALES & QUEENSLAND



## WELCOME FROM OUR CHAIRMAN

### Melissa Westcott

The 2019-2020 year has been one where the Local Buying Foundation has undergone growth, change and required to be agile in the delivery of our funded and supported activities to rapidly respond to the needs of our business communities. I consider my role to lead the Queensland, New South Wales and Western Australian Local Buying Foundation Advisory Committees (LBFAC) a privilege since commencing in January 2020 as the LBF Chairman.

The Foundation would not have achieved the outcomes to date without the commitment and support from outgoing Chairman, Kristy Marks (BHP) in Queensland and Deirdra Tindale (formerly BHP) in New South Wales.

Acknowledgement to outgoing Queensland LBFAC members, who have been involved in the Foundation journey since 2012-2013, including Sandra Hobbs (Central Highlands Development Corporation), Paul Bell (formerly of Central Highlands Regional Council), Bronwyn Reid (Queensland Rural Remote Region Women's Network) and Erica Fredericksen (formerly Moranbah Traders Association). Thank you all sincerely for your time, insight and dedication to supporting our Queensland regions.

The Foundation welcomed new Advisory Committee members from across Queensland

and New South Wales in February and March with each of them contributing greatly to the input and priority alignment of Foundation investments. I am proud to have led the soft launching of the Foundation in Western Australia in June and look forward to working with the new Advisory Committee.

In April 2020, the Foundation developed and released the B.I.G. Futures Fund as a result of the impact of COVID-19 to our business groups, economic development groups and industry groups in supporting small and medium enterprises across our communities of interest in Queensland and New South Wales.

The B.I.G. Futures Fund has supported nine projects across NSW and QLD, with a total of \$171,635 spent on our B.I.G. Futures Fund projects. The LBF understands that whilst restrictions are easing in some states, the environment for businesses to operate is greatly determined upon regulations from government required to manage the economic climate and social wellbeing of our communities.

Many challenges are ahead for businesses in the post COVID-19 world and we plan on continuing the B.I.G. Futures Fund into the future with opportunities being explored into Western Australia.

Supporting the current needs and the future orientated vision of small to medium businesses throughout the Foundation's footprint will be a priority for the Foundation this year. In achieving this, we will continue to work with our Advisory Committees to identify possible opportunities in supporting business, economic and industry groups in strengthening business connectivity and collaboration across communities.

The success of the Local Buying Foundation is only possible through the advancement of the Local Buying Program delivered nationally across BHP Minerals Australia assets. This financial year, the Program recorded a total of \$175.68 million in approved spend.

This spend through the Program has injected more funding into the Foundation, enabling the delivery of outcomes which focused on workforce and economic development, regional promotion and business development projects, all targeting the growth of many individual businesses' capability and capacity.

Entering a new financial year brings opportunities to identify strategic initiatives to map and develop plans across Queensland, New South Wales and Western Australia, along with continuing to deliver upon our current projects.



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# MEET OUR ADVISORY COMMITTEE MEMBERS

The Local Buying Foundation is governed by representatives from across the eligible regions in which the Local Buying Foundation covers. Each quarter during the financial year, the LBF Advisory Committee meet to review funding applications and to strategically identify projects and initiatives which align with Foundation priorities.

## NEW SOUTH WALES

### MUSWELLBROOK | SINGLETON | UPPER HUNTER SHIRE



Andrew Marsh  
BHP  
(Feb 2020 - Current)



Deirdra Tindale  
BHP  
(2018 - Feb 2020)



Aleksandar Mitreski  
MUSWELLBROOK SHIRE COUNCIL  
(Aug 2019 - Dec 2019)



Duane Dowell  
MUSWELLBROOK RACING CLUB  
(2017 - Current)



Mike Kelly  
MUSWELLBROOK CHAMBER OF  
COMMERCE AND INDUSTRY  
(May 2017 - Current)



De-anne Douglas  
PCYC MUSWELLBROOK  
(2017 - Current)



Sue Gilroy  
SINGLETON BUSINESS CHAMBER  
(2017 - Current)



Tony Chadwick  
SINGLETON SHIRE COUNCIL  
(Aug 2019 - Nov 2019)



Sean Britton  
SINGLETON SHIRE COUNCIL  
(Feb 2020 - Current)



Chris Lavis  
SCONE TIMBER AND HARDWARE  
(Nov 2019 - Current)



Craig Layer  
UNGOOROO ABORIGINAL CORP  
(Feb 2020 - Current)



Linda Keeping  
UPPER HUNTER COUNTRY TOURISM  
(2017 - June 2020)



David Gatwood  
UPPER HUNTER SHIRE COUNCIL  
(Nov 2019 - Current)

## QUEENSLAND

### MACKAY | ISAAC | CENTRAL HIGHLANDS REGIONS



Kristy Marks  
BHP  
(Dec 2017 - Jan 2020)



Liz Watts  
BHP  
(Feb 2020 - Current)



Cr Paul Bell  
CENTRAL HIGHLANDS REGIONAL COUNCIL  
(Aug 2012 - Mar 2020)



Cr Gai Sypher  
CENTRAL HIGHLANDS REGIONAL COUNCIL  
(Mar 2020 - Current)



Sandra Hobbs  
CENTRAL HIGHLANDS DEVELOPMENT CORP  
(Aug 2012 - Current)



Simone Parker  
CHRRUP  
(Feb 2020 - Current)



John Lee  
ISAAC REGIONAL COUNCIL  
(Dec 2017 - Aug 2019)



Shane Brandenburg  
ISAAC REGIONAL COUNCIL  
(Sept 2019 - Current)



Cr Ayril Payton  
MACKAY REGIONAL COUNCIL  
(Dec 2016 - Mar 2020)



Cr Alison Jones  
MACKAY REGIONAL COUNCIL  
(Mar 2020 - Current)



Bronwyn Reid  
QRRRW  
(Sept 2013 - Jan 2020)



Tonia Wilson  
GW3  
(Feb 2020 - Current)



Erica Fredericksen  
MORANBAH TRADERS ASSOC  
(Sept 2013 - Feb 2020)



Anita Milroy  
CQ UNIVERSITY  
(Sept 2019 - Mar 2020)



Ben Wearmouth  
MACKAY HOSPITAL & HEALTH SERVICES  
(Sept 2017 - Feb 2020)



Glenn Byron  
MACKAY REGION CHAMBER OF COMMERCE  
(Sept 2018 - Feb 2020)



Tasmond Webber  
MACKAY TOURISM  
(Feb 2020 - Current)



Emma Murphy  
MACKAY REGION CHAMBER OF COMMERCE  
(Feb 2020 - Current)

# OUR OBJECTIVES

*Building on local capabilities and opportunities for growth in current and emerging industries, the Local Buying Foundation will support projects and programs which facilitate workforce development, innovation and the productive capacity of business and industry to grow the potential of their regional economies.*

Each Foundation focuses funding on project and program opportunities which enable existing and new business and industry to capitalise on local comparative and competitive advantages, to help transition the regional economies where the LBF operates, towards the next phase in their economic development. In assessing and awarding funding for projects and programs seeking LBF support, decision-making will be guided by the statement of intent and the economic development planning principles which underpin it.

# OUR YEAR AT A GLANCE

**3** LBF ADVISORY COMMITTEES\*



\* Membership for the Western Australian LBF Advisory Committee had not been finalised at the time of print.

COMMITTEE MEETINGS



GOVERNANCE

LBF CHARTER ENDORSED



ENGAGEMENT

**120+**

MEETINGS WITH STAKEHOLDERS



# OUR HISTORY

## LOCAL BUYING FOUNDATION

# LOCALBUYING FOUNDATION

AN INITIATIVE OF THE LOCAL BUYING PROGRAM

The Local Buying Foundation was established in Queensland in 2012 and was formerly known as the Local Buying Community Foundation up until 2016. View the below timeline to share in the journey so far, which includes the establishment of Foundations in New South Wales, Western Australia and future expansion opportunities.



**2012**

BMA Local Buying Program and Local Buying Community Foundation established in Queensland. Program and Foundation administered by C-Res.

**2017**

The Local Buying Program commenced in New South Wales in 2016 with the Local Buying Foundation following in 2017. This provided funding for projects to build business capabilities in the Muswellbrook, Singleton and Upper Hunter Shires.



**2020**

The Local Buying Foundation soft launched in Western Australia in June 2020 after the Local Buying Program was developed in Western Australia in 2017.



**THE ROAD AHEAD**

The Local Buying Foundation is seeking to consider opportunities for expansion into locations where the Local Buying Program operates.



# ABOUT THE LOCAL BUYING PROGRAM



The Local Buying Foundation (LBF) is a critical element of the Local Buying Program. Due to the successful delivery of the Local Buying Program across Queensland and New South Wales, over \$5 million has been received through BHP and administered through C-Res to reinvest into projects and initiatives, which build sustainable business communities for the future. LBF funding in both Qld and NSW is held in trust and payments are facilitated by C-Res on behalf of the Local Buying Foundation Advisory Committees (LBFAC).

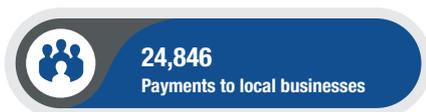
The Local Buying Program is a targeted program providing opportunities for small local businesses, with fewer than 20 full-time employees, to competitively supply goods and services to BHP, BHP Mitsubishi Alliance (BMA) and BHP Mitsui Coal (BMC).

The Local Buying Program is delivered in a strategic partnership between BHP, and C-Res – a cost neutral entity established to deliver the original BMA Local Buying Program and now proudly delivers the LBP across all BHP Minerals Australia assets. Jointly, BHP and C-Res have successfully delivered the Local Buying Program in Queensland since 2012, and in New South Wales since 2016.

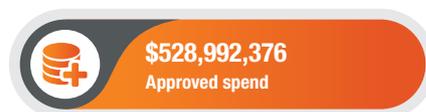
In October 2017 the Program's reach was further expanded into South Australia and Western Australia. The Local Buying Program remains true to its values and principles, and continues to deliver and support regional economic development of the communities in which BHP operates.

## APPROVED SPEND HIGHLIGHTS

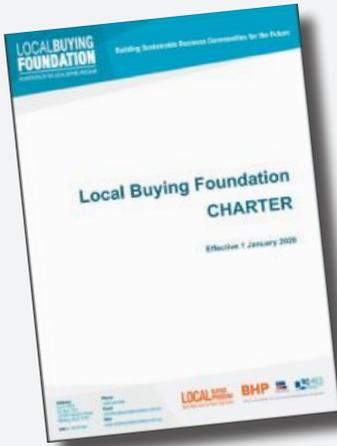
### Financial Year 2019 – 2020



### Since 2012



# OUR LBF CHARTER



The Local Buying Foundation operates under a Charter, as at 1 January 2020.

Identified in the LBF Charter are the economic development planning principles and the six new funding categories, which supports the alignment of funding projects and initiatives.

Scan the QR code below to view your copy of the LBF Charter.



SCAN HERE  
FOR  
LBF CHARTER

## INDIGENOUS ECONOMIC DEVELOPMENT

This category is focussed on funding proposals which seek to build on the local region's comparative and competitive advantages, to help emerging and expanding industries to develop and grow.



## MICRO-BUSINESS & SME CAPACITY-BUILDING

This category is focussed on the delivery of programs which provide information on and access to business support services; basic business training and business planning; or information on programs that facilitate access to finance to help establish and grow commercially-viable small and medium-sized businesses.



## SPONSORSHIP OF BUSINESS AWARDS, CONFERENCES & EVENTS

This category focuses on continuing the Local Buying Foundation's support for local business events, awards and conferences which occur on an annual basis and which do not need to complete the full application/approval process.



# OUR FUNDING CATEGORIES

## BUSINESS & INDUSTRY INNOVATION

This category focuses on funding proposals which seek to deliver 'innovation infrastructure and services', including facilities, resources and services used by researchers, educators, business and industry to conduct research and foster innovation.

## DEVELOPING THE WORKFORCE OF THE FUTURE

This category is aimed at helping regional economies to equip themselves with the skills, knowledge and capabilities required to adapt to new economic opportunities as they arise and to thrive in a constantly changing environment. It focusses on workforce planning and development programs and education and training initiatives which will build workforce capacity by addressing the skills needed to equip the workforce of the future.

## INDUSTRY PROMOTION & ECONOMIC DEVELOPMENT

This category is focussed on funding proposals which seek to build on the local region's comparative and competitive advantages, to help emerging and expanding industries to develop and grow.



# OUR STRATEGIC INITIATIVES



## QUEENSLAND LBF INITIATIVE

### BRIDGING THE BOUNDARIES BUSINESS SUPPORT & FACILITATOR PROGRAM

The Local Buying Foundation in Queensland, announced in June 2018, support for an investment of over \$1,000,000 within the next three years to implement a strategic initiative, Bridging the Boundaries: Business Support & Facilitator Program. Central Highlands Development Corporation (CHDC) and the Greater Whitsunday Alliance (GW3) were successfully appointed resources to support the business communities of the Central Highlands and Isaac regions.



The primary role of the resources is to assist Small Medium Enterprises (SMEs) in bridging the boundaries of local government and facilitating connections and opportunities to grow responsive, viable, business ready and sustainable businesses across BMA and BMC's footprint in Central Highlands and Isaac regions.

The Foundation's focus in FY20 for the initiative included the engagement of a consultant to research and identify opportunities for the Mackay region with alignment of the strategic intent of the Bridging the Boundaries: Business Support & Facilitator Program. Support offered to SMEs through the resources appointed has been critical this year during the COVID-19 pandemic with the ability for rapid responses of information, funding support and the delivery of targeted programs.

#### CENTRAL HIGHLANDS DEVELOPMENT CORPORATION CENTRAL HIGHLANDS REGION



Introducing Mary Ryan, Business Facilitator for Central Highlands Development Corporation, Emerald Queensland. CHDC's Business Facilitator aims to build the capacity and capability of SMEs across the Central Highlands region.

**Mary Ryan**

P: 0447 985 241

#### Focus areas during FY20:

- » Supporting SMEs with business development information and COVID-19 business relief information
- » Supporting Central Highlands Business Excellence Awards
- » Connecting SMEs with Tap Into Tenders, Economic Forums and Innovative Programs (AGTech, CQ Jobs Link, AgFrontier)
- » Promotion of regional prosperity across the Central Highlands
- » Support SMEs in the Central Highlands be successful and sustainable

#### ISAAC BUSINESS SUPPORT PROGRAM - GW3 ISAAC REGION

The Isaac Business Support Program, as part of the Foundation's Bridging the Boundaries: Business Support & Facilitator strategic initiative, welcomed Leann Priestley to the Clermont office to continue as the Business Support & Facilitation Officer from Prue Lonergan.



**Leann Priestley**

P: 0438 731 633



**Prue Lonergan**

P: 0408 064 850

#### Focus areas during FY20:

- » COVID-19 business relief information and support of SMEs
- » Facilitating business development workshops/events (Building Isaac Business Capabilities FY20 workshops, My Digital Coach)
- » Identifying gaps with business groups on skills development
- » Resourcing additional funding for program delivery



## NEW SOUTH WALES & QUEENSLAND LBF INITIATIVES

*"The Road Ahead series was perfectly timed and provided an emotional support and communication vehicle which made us feel that we are not alone during this highly stressful time for our industry. I feel that I now have a broader network to communicate with and that it has brought us more together as a region."*

*Participant - B.I.G. Futures Fund - The Road Ahead Series*

### B.I.G. FUTURES FUND FOUNDATION COVID-19 INITIATIVE



**\$171,635**

Total B.I.G. Futures Fund Value

The B.I.G Futures fund was established in April 2020 as a rapid response by both Local Buying Foundation Advisory Committees across NSW and QLD to provide financial assistance for business groups, economic development groups and industry groups to continue delivering services to their membership/ business base during the COVID-19 pandemic and beyond. The B.I.G. Futures Fund is only available to business, economic and industry groups currently operating within the Foundation's footprint across New South Wales and Queensland.

LBF STATE	PROJECT TITLE	ORGANISATION	LOCATION DELIVERED
QLD	RIN – Digital Engagement Project	Resource Industry Network (RIN)	Central Highlands, Isaac, Mackay
QLD	CHRRUP - Website Podcast Project	Central Highlands Regional Resources Use Planning Ltd (CHRRUP)	Central Highlands, Isaac, Mackay
QLD	My Digital Coach	Greater Whitsunday Alliance (GW3)	Isaac
QLD	COVID-19 Tourism Recovery Project	Mackay Tourism	Central Highlands, Isaac, Mackay
QLD	Regional Farmer & Produce Marketing Campaign	Greater Whitsunday Food Network	Isaac, Mackay
QLD	The Road Ahead - Industry Skills Development Program	Mackay Tourism	Central Highlands, Isaac, Mackay
QLD	RIN – Digital Engagement Project - Phase 2: Leading the Way	Resource Industry Network (RIN)	Central Highlands, Isaac, Mackay
QLD	#buymackay	Mackay Region Chamber of Commerce	Mackay
NSW	COVID-19 Business Support Program	Muswellbrook Chamber of Commerce and Industry	Muswellbrook

### MICROSOFT OFFICE 365 REGIONAL TRAINING PROGRAM

Surveys conducted in December 2019 by LBF identified the demand for SMEs to access training in Microsoft Office 365 to increase digital literacy within the workplace and improve efficiencies across both QLD and NSW. A series of online webinars was facilitated with over 30 businesses



benefiting through from beginner to intermediate skills training in FY20. Foundation aims to continue offering access for SMEs to O365 training into FY21 due to the success this year.



# HIGHLIGHTS - QLD

CENTRAL HIGHLANDS, ISAAC AND MACKAY REGIONS

## APPROVED FUNDING OUTCOMES

### Financial Year 2019 – 2020



### Since 2012



### MIW METS EXPORT HUB - MACKAY & ISAAC REGION

#### Dean Kirkwood, METS Export Hub Manager

P: 0477 399 402 E: dean@resourceindustrynetwork.org.au

Introducing Dean Kirkwood, MIW METS Export Hub Manager located in Mackay, Queensland. Dean's role is partially funded through the Foundation as part of the METS Export Hub initiative through the Resources Industry Network and has been integral during FY20 in supporting businesses within the METS sector across Mackay, Isaac and the Whitsundays.

#### Focus areas during FY20:

- » Developing Strategic Plan for MIW METS Export Hub
- » Facilitating Export Ready programs such as the LBF funded Online METS Export Hub Ready Course project
- » Increasing awareness of the METS industry
- » Advocacy of METS sector across the regions



### REGIONAL FOOD & AGRITOURISM DEVELOPMENT PROJECT - GREATER WHITSUNDAY FOOD NETWORK

#### Gillian Barbat, Project Officer, GWFN

P: 0488 420 229 E: project@greaterwhitsundayfood.org.au

Introducing Gillian Barbat, Project Officer for the Greater Whitsunday Food Network. Gillian's role is partially funded by the Foundation as part of the Regional Food & Agritourism Development Project in partnership with Mackay Regional Council and State Development. Gillian has provided direct support to the Mackay, Isaac and Whitsunday regions producers and GWFN members in an effort to increase the regional promotion of local food supply chains and develop strategies for navigating the challenges faced by producers and growers as a result of the COVID-19 pandemic.

#### Focus areas during FY20:

- » Resourcing funding for delivery of projects and programs to build the capacity and capability of producers, growers and members of the GWFN
- » Increasing regional promotion of local food supply chain

# FUNDED PROJECTS - QUEENSLAND FY20

PROJECT	ORGANISATION	REGION/S DELIVERED
2020 Community Partner - MRCOC	Mackay Region Chamber of Commerce	Mackay
#buymackay	Mackay Region Chamber of Commerce	Mackay
Building Isaac Business Capability FY20	Greater Whitsunday Alliance	Isaac
Central Highlands Tourism Strategy	Central Highlands Development Corporation	Central Highlands
CHRRUP Website Podcast Project	Central Highlands Regional Resources Use Planning Ltd	Central Highlands, Isaac
COVID-19 Tourism Recovery Program	Mackay Tourism	Central Highlands, Isaac, Mackay
Drones in Schools Project 2020	Central Highlands VET Cluster Network	Central Highlands, Isaac
Economic Futures Forum 2020	Central Highlands Development Corporation	Central Highlands, Isaac
e-STEAM Hackspace Activation Project	Split Spaces	Isaac, Mackay
Event - The Road Ahead - Industry Skills Development Program	Mackay Tourism	Central Highlands, Isaac, Mackay
Events and Tourism Forum 2020	Central Highlands Development Corporation	Central Highlands
Healthy Minds - Resilient Farming Businesses R&R Event	Central Highlands Regional Resources Use Planning Ltd	Central Highlands, Isaac
Isaac Region Tourism Development Project	Mackay Tourism	Isaac
Isaac Small Business Month 2020	Greater Whitsunday Alliance	Isaac
My Digital Coach Program	Greater Whitsunday Alliance	Isaac
0365 Regional Training - LBF Initiative	Local Buying Foundation	Central Highlands, Isaac, Mackay
Online METS Export Hub Ready Course	Resource Industry Network	Isaac, Mackay
Professional Development Conference 2020	Resource Industry Network	Isaac, Mackay
Regional Farmer & Produce Marketing Campaign	Greater Whitsunday Food Network	Isaac, Mackay
RIN Digital Engagement Project	Resource Industry Network	Isaac, Mackay
RIN Digital Engagement - Phase 2: Leading the Way	Resource Industry Network	Isaac, Mackay
RIN International Women's Day 2020	Resource Industry Network	Isaac, Mackay
RIN Gala Awards 2020-2022	Resource Industry Network	Isaac, Mackay
RIN Safety Conference 2020-2021	Resource Industry Network	Isaac, Mackay
Rural Health Education Weekend	Central Queensland Rural Health	Central Highlands
Startup MIW Activation and Support Program 2020	Split Spaces	Isaac, Mackay



# HIGHLIGHTS - NSW

MUSWELLBROOK, SINGLETON, UPPER HUNTER SHIRES

## APPROVED FUNDING OUTCOMES

### Financial Year 2019 – 2020



### Since 2017



### BUILDING CONNECTED BUSINESS COMMUNITIES SINGLETON BUSINESS CHAMBER

**Darlene Flockhart, Business Development Officer**

P: 0400 460 412 E: [admin@singletonchamber.org.au](mailto:admin@singletonchamber.org.au)

Connecting and supporting local businesses in the Singleton community has been a critical component of Darlene Flockhart's role as Business Development Officer with Singleton Business Chamber. The Foundation is proud to partner with Singleton Business Chamber in the 'Building Connected Business Communities' project, which aims to build the capability and capacity of Singleton and surrounding shires businesses.

#### Focus areas during FY20:

- » Facilitating business support activities during COVID-19 disruptions
- » Delivering the Singleton International Women's Day event
- » Increasing networks across Muswellbrook, Singleton and Upper Hunter business communities
- » Promotion of the 'Spend in Singleton' Local Gift Card project



# FUNDED PROJECTS - NEW SOUTH WALES FY20

PROGRAM	ORGANISATION	SHIRE/S DELIVERED
2019 Scone Trade Show	Scone Timber and Hardware	Upper Hunter Shire
Building Connected Business Communities 2020	Singleton Business Chamber	Singleton Shire
Business Development Masterclass Series	The Business Centre	Muswellbrook, Singleton, Upper Hunter Shires
COVID-19 Business Support Program	Muswellbrook Chamber of Commerce and Industry	Muswellbrook Shire
O365 Regional Training - LBF Initiative	Local Buying Foundation	Muswellbrook, Singleton, Upper Hunter Shires
Singleton Dollars - Shop Local Project	Singleton Business Chamber	Singleton Shire
Singleton International Women's Day Event	Singleton Business Chamber	Singleton Shire



**SINGLETON INTERNATIONAL WOMEN'S DAY  
FOUNDATION STUDENT SPONSORS**



**2019 SCONE TRADE SHOW  
FOUNDATION EVENT SPONSOR**



**SINGLETON COMMUNITY TRAINING KITCHEN  
FOUNDATION FUNDING PARTNER**



**BUSINESS MASTERCALSS SERIES  
FOUNDATION FUNDING PARTNER**



# LOCALBUYING FOUNDATION

AN INITIATIVE OF THE LOCAL BUYING PROGRAM



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Financial Year in Review video

## CONTACT US

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**LOCAL BUYING PROGRAM**  
BUILDING OUR FUTURE TOGETHER



PROUDLY DELIVERING THE LOCAL BUYING PROGRAM IN PARTNERSHIP