

2022 - 2023 ANNUAL SUMMARY



LOCAL BUYING PROGRAM
BUILDING OUR FUTURE TOGETHER

BHP

BMA
BHP Mitsubishi Alliance

IC-RES
COMMUNITY RESOURCING FOR THE FUTURE

LOCAL BUYING FOUNDATION
AN INITIATIVE OF THE LOCAL BUYING PROGRAM

PROUDLY DELIVERING THE LOCAL BUYING PROGRAM IN PARTNERSHIP





Strengthening our commitment to regional Australia

A message from the C-Res CEO



This last year has been a whirlwind of success and growth, marked by a record-breaking spend which has made a profound impact on our regional communities. Together, we have truly made a difference in the local procurement landscape, benefiting not only BHP Buyers but also small businesses and our communities. A remarkable \$264 million has been spent with small, local and Indigenous businesses through the program. Importantly, spend with Traditional Owner and Indigenous businesses has increased 49% this year, to \$69 million. Keeping spend local has solidified the relationship between C-Res, BHP and local businesses, increasing supply chain capability and boosting economic development in regional Australia.

Looking back, we can all take pride in the tremendous strides we've made. Our dedication to improving the procurement process and making connections between big business and small business remains unparalleled. We have invested in automation improvements and critical cyber security measures. These efforts have set the stage for our future growth and positioned us well for the future.

We celebrated 10 years of C-Res and our decade long partnership with BHP. Our collective efforts have delivered a remarkable milestone, over one billion dollars spent through the Program. I am extremely proud of this achievement and astonished by the far-reaching impacts of this local buying cycle.

Our collaboration with BHP Nickel West in Western Australia is well underway with considerable progress made onboarding and training new BHP Buyers and local suppliers. We are confident future engagement will unlock new opportunities for small businesses in the Goldfields and surrounding areas.

This year, Local Buying Foundation (LBF) funded projects have made substantial contributions to strengthening our regional economies. Over \$4M has been channelled into the four Foundations, and \$3.3M provided to approved projects. Trading Tracks has also begun its expansion, appointing a service

provider in Western Australia and plans to extend its reach to South Australia. We acknowledge the significant support provided by BMA and BHP to fund this initiative. Together, we continue the focus on building important partnerships within our Indigenous communities.

LBF funded Bridging the Boundaries Business Support Officer roles in Queensland and New South Wales have provided critical business support within our regions. We are proud to announce the addition of an Industry Engagement Officer based in Port Augusta, in collaboration with our regional partner, GMUSG (Tactic). These developments signify exciting times ahead as we witness the transformative power of these foundation funded projects.

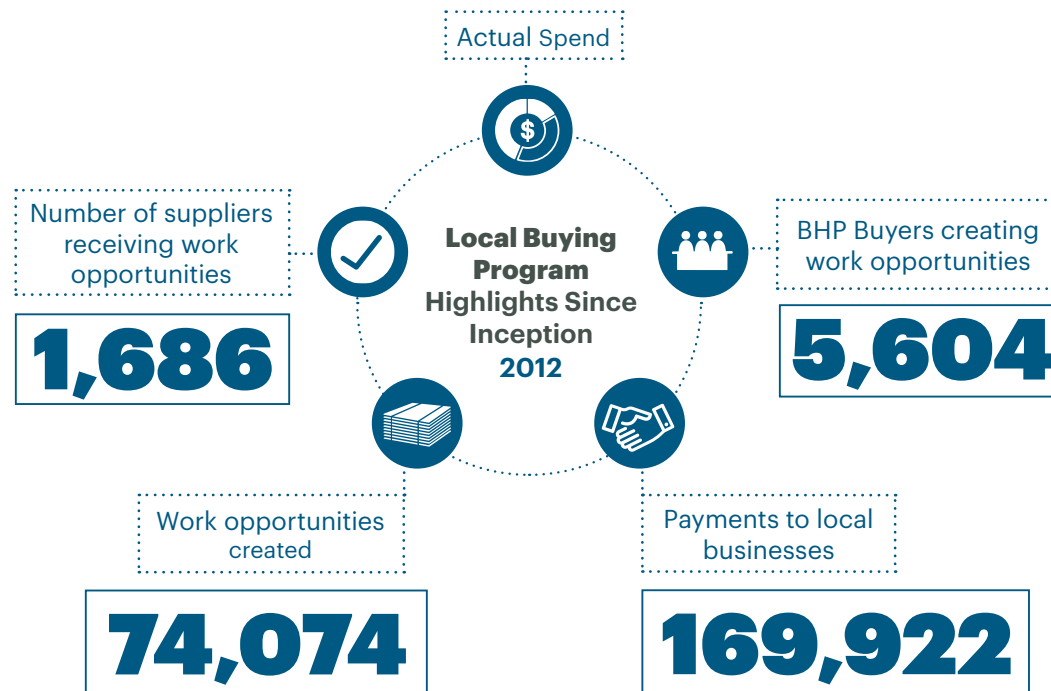
As we set our sights on the next 12 months, I'm confident our team have what it takes to continue this journey. We will deliver more impactful local purchasing solutions to our buyers and new opportunities for our suppliers; furthering our contribution to vibrant regional communities where local businesses thrive, innovation is fostered, and Indigenous businesses are empowered to succeed.

Tracey Cuttriss-Smith, **C-Res CEO.**

About the Local Buying Program

Recognising the challenges experienced by smaller businesses to engage as a supplier to BHP, the Local Buying Program (LBP) makes it simpler and easier for small, local and Indigenous businesses to competitively bid for supply opportunities released by BHP and BHP Mitsubishi Alliance (BMA). The Local Buying Program is delivered in a strategic partnership between BHP and C-Res (a cost neutral entity) across all BHP Minerals Australia Assets.

\$1,100,638,866



SA Supplier Quote | Joshua Seamer, Seamer Civil Group.

"The Local Buying Program reduces the stress and complication small businesses face when trying to enter the supply market for a major mining company like BHP. It offers a simple and effective way to bridge small businesses with BHP's purchasing system. We have greater access to work opportunities and the short payment terms ensure cashflow will stay consistent.

We have been provided with valuable business development tools, networking opportunities, and continual support in the mining/resource industry. As a developing company, we are extremely grateful for the opportunity and support."

C-Res celebrates 10 years

A decade of local buying creates billion-dollar impact



Alongside BHP, C-Res proudly celebrated ten years of the Local Buying Program and Local Buying Foundation in Qld, a remarkable journey that has made a profound impact on small businesses and regional communities. Shortly after, we announced the Program had achieved a significant milestone, surpassing A\$1 billion spent with small, local and Indigenous businesses across regional Australia.

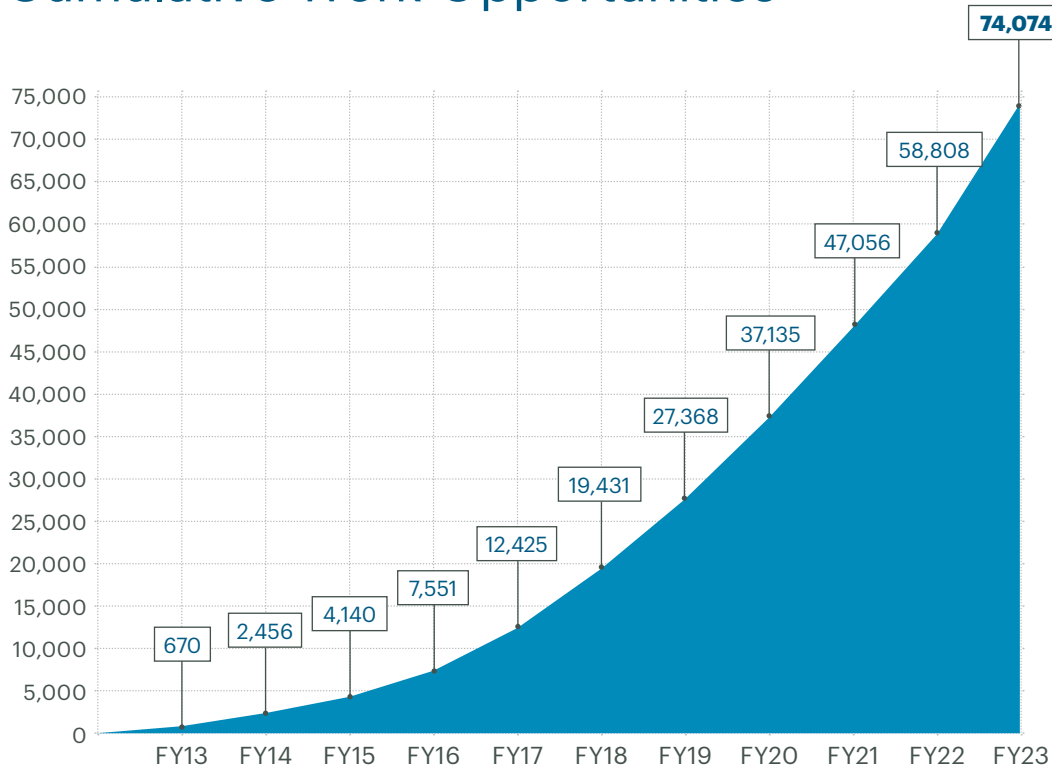
Throughout the past decade, the Local Buying Program has been instrumental connecting small businesses with BHP and driving economic growth. By enabling registered suppliers to competitively bid for work opportunities released by BHP, we have fostered inclusivity and fair competition. The Program has empowered small, local and Indigenous businesses to thrive within

BHP's operational footprint, benefiting big business, small business and the communities they serve.

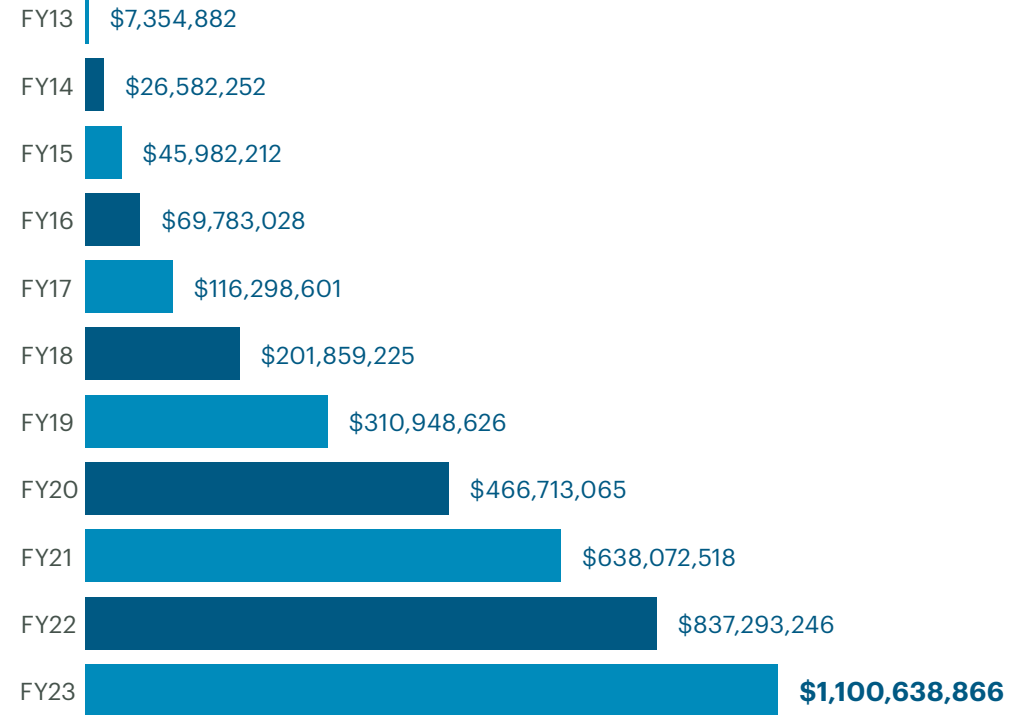
The Local Buying Program is creating a legacy by transforming lives and communities. Its success has facilitated funding through the Local Buying Foundation for projects (valued at \$11.5M) which have promoted business growth, boosted workforce development, encouraged innovation and empowered local communities.

We express our heartfelt appreciation to all who have contributed to this incredible journey. The success of the Program and Foundation is a testament to the collective effort and shared vision of our BHP Buyers, Local Buying Program Suppliers, stakeholders, and communities. Together, we remain committed to empowering small businesses and fostering prosperity within local communities.

Local Buying Program Cumulative Work Opportunities



Local Buying Program Cumulative Actual Spend



Chris Cowan | Head of Global Indigenous Procurement, BHP

“At BHP, we are committed to supporting Australia’s economic development, particularly in regional areas, and the BHP Local Buying Program is an integral part of this. This has been a milestone year for the Local Buying Program, first achieving 10 years in operations, then surpassing \$1 billion in actual spend with our small, local and Indigenous suppliers. This year alone over \$250 million has been spent with businesses through the program across Australia. We are excited about what the future brings for our regional communities as we aim to further improve upon this year’s results.”

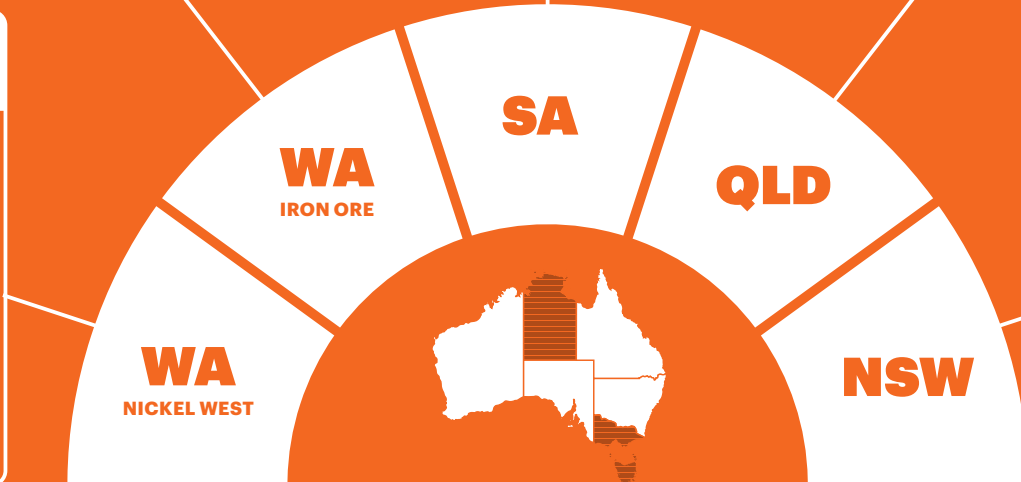


ACTUAL SPEND	
	\$91,534,581
PAYMENTS TO LOCAL BUSINESSES	9,767
WORK OPPORTUNITIES APPROVED	4,360
APPROVED SUPPLIERS	380
BHP BUYERS CREATING WORK OPPORTUNITIES	637

ACTUAL SPEND	
	\$32,256,327
PAYMENTS TO LOCAL BUSINESSES	3,414
WORK OPPORTUNITIES APPROVED	1,192
APPROVED SUPPLIERS	123
BHP BUYERS CREATING WORK OPPORTUNITIES	189

ACTUAL SPEND	
	\$112,992,201
PAYMENTS TO LOCAL BUSINESSES	17,903
WORK OPPORTUNITIES APPROVED	8,451
APPROVED SUPPLIERS	923
BHP BUYERS CREATING WORK OPPORTUNITIES	896

ACTUAL SPEND	
	\$5,480,599
PAYMENTS TO LOCAL BUSINESSES	284
WORK OPPORTUNITIES APPROVED	210
APPROVED SUPPLIERS	126
BHP BUYERS CREATING WORK OPPORTUNITIES	76



ACTUAL SPEND	
	\$23,621,270
PAYMENTS TO LOCAL BUSINESSES	3,404
WORK OPPORTUNITIES APPROVED	1,053
APPROVED SUPPLIERS	128
BHP BUYERS CREATING WORK OPPORTUNITIES	86

LOCAL BUYING PROGRAM RESULTS

FINANCIAL YEAR 2022-2023

NATIONAL HIGHLIGHTS

BHP BUYERS CREATING WORK OPPORTUNITIES

1,861

PAYMENTS TO LOCAL BUSINESSES

34,772

ACTUAL SPEND

\$265,884,978

AVERAGE PAYMENT DAYS

7 DAYS

APPROVED SUPPLIERS

1,686

WORK OPPORTUNITIES APPROVED

15,266

Traditional Owner and Indigenous Business Highlights

Fostering traditional owner and indigenous business success

Introducing two roles in the Business Development team, Indigenous Business Development Principal and an Indigenous Business Development Advisor, ensured the support offered to Traditional Owner and Indigenous businesses would facilitate growth in work opportunities. BHP's spend with Indigenous businesses through the LBP increased 49%, reaching \$69.6 million. Previous growth trends were surpassed as increased engagement and work opportunities materialised.

The number of Indigenous businesses registered with the program jumped from 182 to a solid 321, with 161 of these businesses successfully completing work with BHP.

These statistics not only highlight the program's effectiveness but also emphasize the positive impact it has on Indigenous businesses. By fostering relationships and creating opportunities, the program is driving economic growth and empowerment within Indigenous communities, working towards a prosperous and promising future.

Jade Smith | BudbySmith Group Pty Ltd. QLD

"The LBP has provided BudbySmith Group greater access to off-contract opportunities with a large mining proponent such as BHP. It has given us an opportunity to start our business from scratch, build funds and build our capability; employing more people and diversifying into corporate training, vegetation management and civil works."



Strengthening engagement with Indigenous Businesses

Indigenous business engagement via the Local Buying Program has experienced remarkable expansion as the range of procurement solutions available to buyers continues to diversify. Indigenous suppliers offered expertise in agriculture, building maintenance, and rehabilitation initiatives which utilise their deep understanding of the land to implement sustainable land management practices.

Indigenous businesses have been celebrated for their diverse achievements during the last 12 months. Standout projects include ambitious restoration

endeavours in NSW to rejuvenate heritage homesteads, and the commissioning of awe-inspiring artworks in Western Australia. In South Australia, Indigenous engagement included work opportunities in construction, civil works and hospitality services.

Education and cultural preservation took centre stage, with Indigenous businesses in Queensland sharing knowledge and raising cultural awareness; specifically, the creation of educational pieces that shed light on Indigenous history, customs and practices.

5,015
Payments to local
businesses

1,532
Work opportunities
created

321
Approved Indigenous
Businesses

National Indigenous Highlights

FY2022-2023

\$69,615,849

Actual Spend

Trading Tracks

The Local Buying Foundation, in partnership with BHP, and in Queensland, BMA, and locally based appointed Service Providers; are delivering on the 3-year pilot of the National Indigenous Business Support Program – Trading Tracks.

Trading Tracks has been created to enhance the economic participation of locally based, small-to-medium Indigenous enterprises and BHP considered Traditional Owner businesses in the provision of services and goods to BHP, other major companies, and the broader local economy in the regions the LBF operates.

Trading Tracks will create strong, sustainable local Indigenous businesses by building capability and capacity and providing sound strategic business advice. The program is delivered by locally based service providers who can work with authority and understanding with Indigenous businesses within the regions and industries they operate.

Adrienne Barnett | CEO, MARABISDA Inc.

“Indigenous businesses registered with Trading Tracks represent another part of our community who have often been left behind or not seen and heard when looking to participate in the economic wealth of our region. Through the Trading Tracks program, MARABISDA Inc want to ensure that Indigenous businesses have the opportunity to own and operate viable businesses that can provide employment, training, and monetary returns to increase their communities’ standard of living. We see Trading Tracks as self-determination in action, allowing Indigenous business owners who register with Trading Tracks to work towards their business plan goals in the way they would like to.”

QLD:

Queensland Trading Tracks is a unique program which provides support measures unavailable elsewhere to Indigenous businesses in the regions of Mackay, Central Highlands, Isaac, and Woorabinda. Launching in early 2022, this financial year saw Queensland Trading Tracks progressing well with momentum continuing to grow.

Due to the increasing demand and the need for additional resources, the Local Buying Foundation announced in February 2023 that Trading Tracks transitioned from Indigenous Business Builders to MARABISDA Inc to continue the great groundwork work provided by Indigenous Business Builders.

With MARABISDA Inc welcoming Camille Elliott, Senior Business Development Officer, and Stacey Kreys, Business Development Officer, the Queensland Trading Tracks team have continued to accelerate the growth of Trading Tracks, connecting local Indigenous businesses with networking opportunities and critical business support services.



WA:

The Local Buying Foundation and BHP have announced the appointment of Indigenous Management Group as the Service Provider to deliver Trading Tracks in Western Australia. The three-year pilot program will support Indigenous businesses in the Town of Port Hedland and the Shire of East Pilbara regions through the delivery of a range of capacity and capability building services.

Indigenous Management Group are passionate about developing strong Aboriginal enterprises that support community outcomes. Indigenous Management Group will collaborate with key regional stakeholders to determine the most effective strategy to meet the needs unique to Indigenous businesses in the region, with the program rolling out for participation later in 2023.





Building stronger regional business communities

A message from the Local Buying Foundation Chair

The past year has been marked by a welcome return to many face-to-face events across our regions in an ever-changing landscape for small businesses. The Local Buying Foundation has remained dedicated to supporting regional business communities through funding sponsorship, projects, and programs across Queensland, New South Wales, South Australia, and Western Australia.

Among the more than 30 projects funded this financial year, several initiatives stand out. These include a decarbonisation accelerated project, a women in leadership program, an agricultural skills-building program, a professional grant writing services program, and a town ambassador tourism initiative. These projects highlight our diverse range of endeavours and our commitment to nurturing growth in various sectors.

Of note this year is Trading Tracks, our National Indigenous Business Development Program, delivered in partnership with BHP, and in Queensland, BMA. This initiative demonstrates our commitment to empowering and fostering the growth of Indigenous businesses. In Queensland the demand was greater than anticipated and the program responded with additional resources.

We are in the initial stages of rolling out Trading Tracks in the Western Australia regions of Town of Port Hedland and Shire of East Pilbara, with expansion also planned into South Australia's Upper Spencer Gulf later this year. There are exciting times ahead for this program nationally and locally in the coming year and we are honoured to empower and create practical support to ensure Indigenous businesses thrive.

Our LBF funded Bridging the Boundaries Business Support Officer roles in QLD and NSW are continuing to make significant impact in providing critical support and bridging the needs of small to medium businesses in our regions. This year, we have also added another similar LBF funded role

in SA with our regional partner GMUSG (Tactic). We understand the power of people and empowering our economic development bodies to build their teams is key to the success of our small businesses.

Looking ahead, we are eagerly anticipating what the upcoming financial year will bring as we continue to collaborate with stakeholders to deliver exciting projects. Our continued development and strategic plans will ensure that we remain at the forefront of supporting and enriching regional business communities. The highlights and results showcased in this Annual Summary exemplify the ongoing progress and success of each Foundation.

I would like to express my gratitude to our 28 regionally based LBF Advisory Committee members, dedicated stakeholders, and all those involved in making the Local Buying Foundation's intent a reality. Together, we will continue to build the capacity and capabilities of regional businesses and positively impacting the communities we serve.

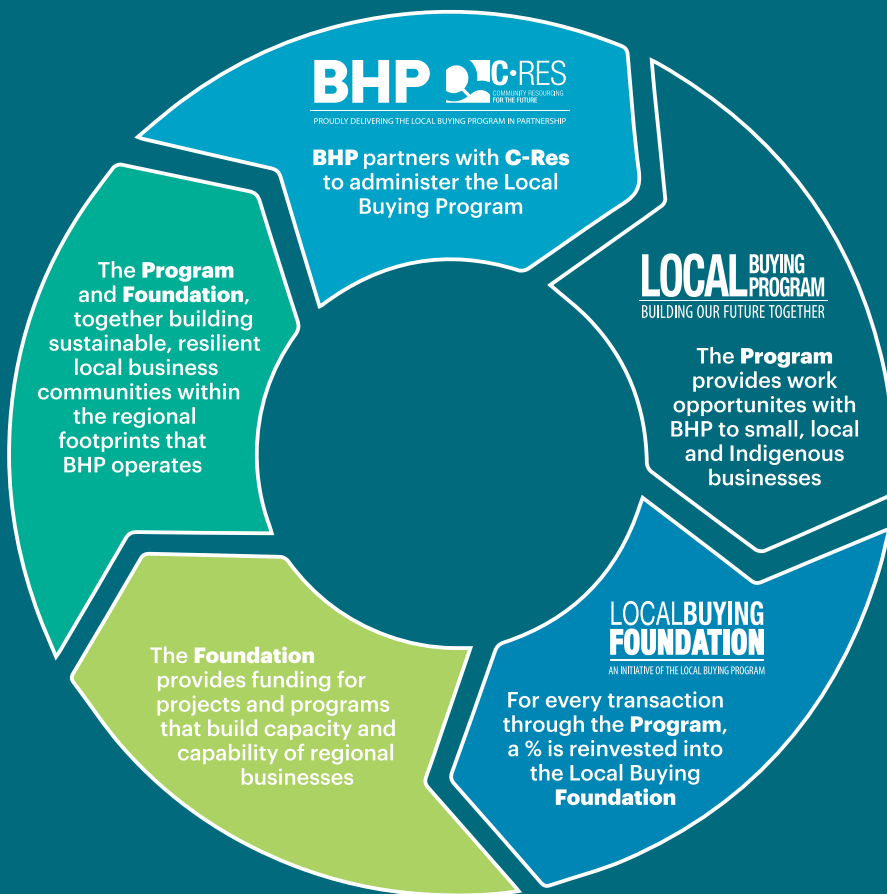
Melissa Westcott, **LBF Chair.**

About the Local Buying Foundation

The Local Buying Foundation (LBF) is a critical element of the Local Buying Program.

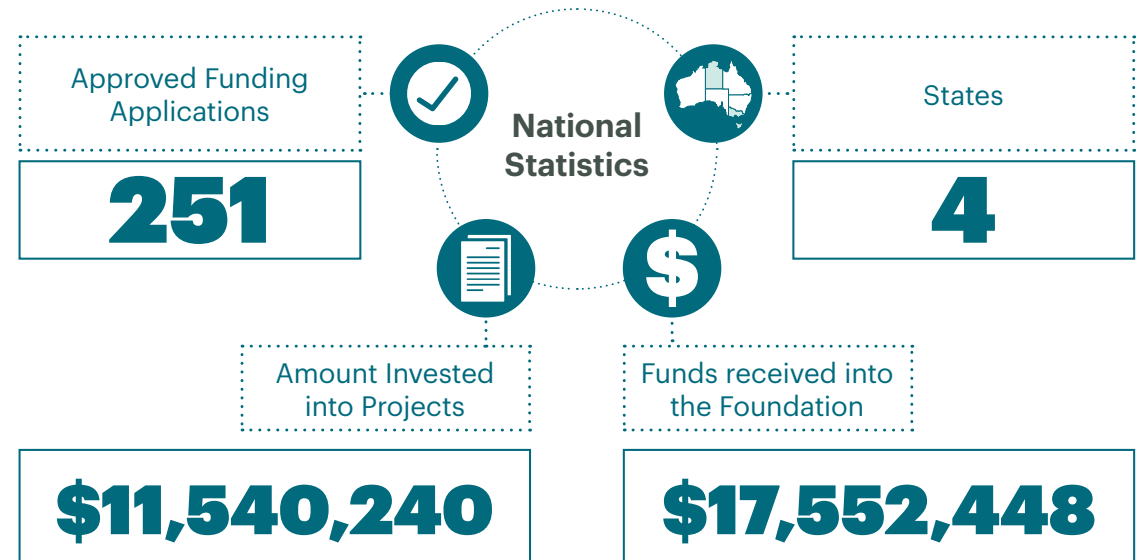
For every transaction through the **Local Buying Program** BHP or BMA invests a percentage into the relevant **Local Buying Foundation** to support projects and programs that build capacity and capability of local regional businesses.

Due to the successful delivery of the Local Buying Program, over \$11M nationally (since inception) has been received into the Foundations and administered by C-Res to reinvest into funding projects and initiatives that enhance regional business communities.



Local Buying Foundation Highlights Since Inception

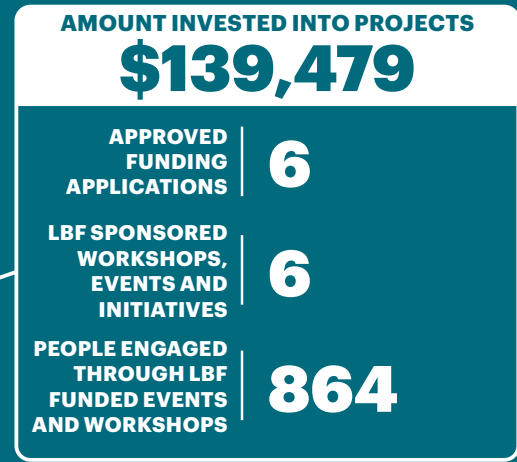
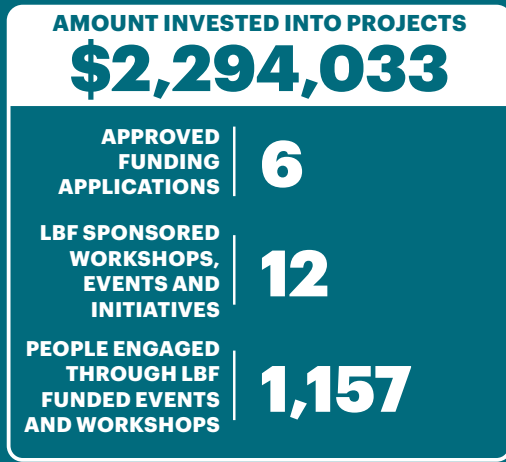
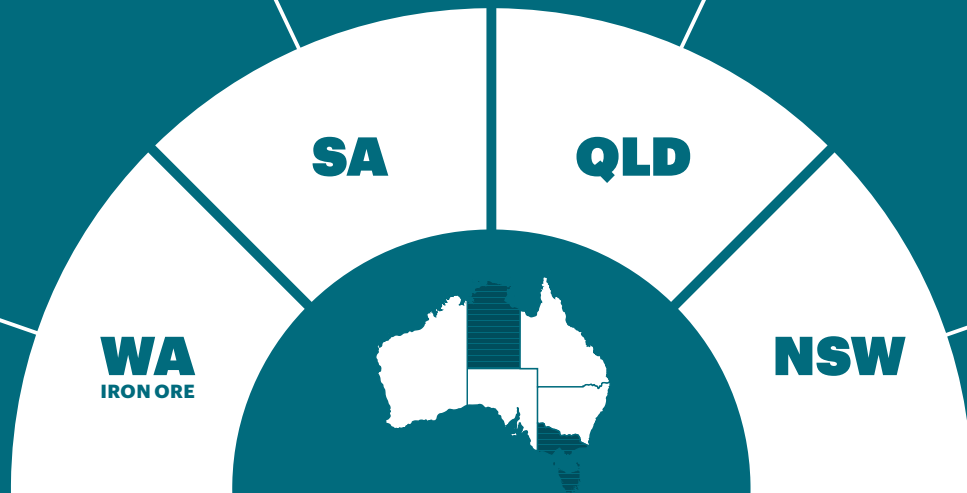
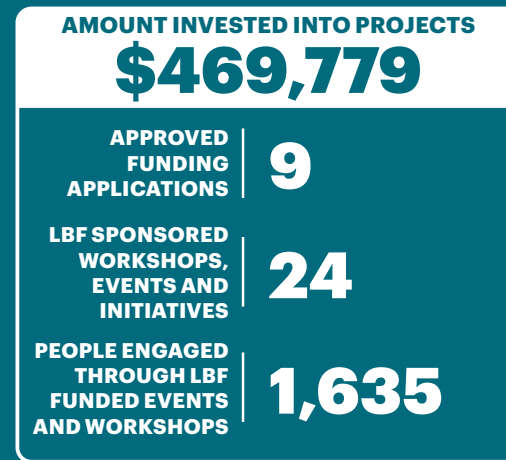
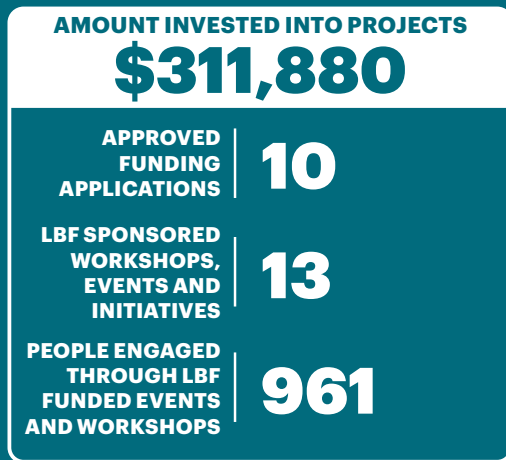
2012



Dr Katherine Tuft | CEO, Arid Recovery.

"I have greatly valued having local access to high quality training for my staff through the UniHub and University of Adelaide programs run in Roxby Downs, funded by the Local Buying Foundation. We are a small team, and travel is a huge barrier for us in time and cost to undertake training opportunities. Having high calibre facilitators and programs brought to us makes a big difference."





LOCAL BUYING FOUNDATION RESULTS

FINANCIAL YEAR 2022-2023

NATIONAL HIGHLIGHTS

APPROVED FUNDING APPLICATIONS

31

FUNDS RECEIVED INTO THE FOUNDATION

\$4,667,778

TOTAL INVESTED INTO APPROVED PROJECTS

\$3,215,261

LBF SPONSORED WORKSHOPS, EVENTS AND INITIATIVES

55

PEOPLE ENGAGED THROUGH WORKSHOPS AND EVENTS

3,617



NSW HIGHLIGHT: BRIDGING THE BOUNDARIES NSW ROLES

VALUE OF PROJECT:
\$248,720
(FY23: over 4 roles)



FUNDING CATEGORY:
**MICRO-BUSINESS
AND SME CAPACITY
BUILDING**

PEOPLE ENGAGED:
1200+
Across business services,
engagement and events



PROJECT TIMEFRAME:
**ONGOING
SINCE JUL 21**

The Local Buying Foundation provides funding for ongoing business economic development positions with the Chambers in the NSW Local Buying Foundation regions, known collectively as the Bridging the Boundaries positions. The Local Buying Foundation has proudly funded four positions, being a **Member Services Manager** with Muswellbrook Chamber of Commerce, a **Business Development Officer** with Scone Chamber, and the **Member Services Officer** and **Member Service Business Trainee** with Business Singleton.

Each of the individuals in these roles do incredible work to initiate, support and drive a range of economic development and business support programs and events across the Muswellbrook, Singleton and Upper Hunter regions.

Because of the creation of these roles Muswellbrook Chamber of Commerce and Industry has had the capacity to deliver the Supporting Business, Building Community program, the Covid-19 support and recovery program and the Business Excellence Awards. Scone Chamber of Commerce and Industry has delivered the Future Proofing and Digital Readiness program, and Business Singleton has delivered continuation of the Spend in Singleton initiative, the Singleton Business Excellence Awards, International Women's Day event as well as regular Business Breakfasts throughout the year, to name a few. Providing funding to support these roles showcases the positive impact and commitment of the Local Buying Foundation in the Muswellbrook, Singleton, and Upper Hunter regions.



QLD HIGHLIGHT: GRANT AND TENDER WRITING PROFESSIONAL TRAINING PROGRAM

VALUE OF PROJECT:
\$25,592



FUNDING CATEGORY:
**MICRO-BUSINESS
AND SME CAPACITY
BUILDING**



PEOPLE ENGAGED:
9 GRADUATES



PROJECT TIMEFRAME:
**OCT 22
- APR 23**

Greater Whitsunday Alliance (GW3) has launched a groundbreaking Grant and Tender Writing Service Network, designed to serve Central Queensland businesses by providing them with grant and tender writing services. This network is a direct outcome from the Local Buying Foundation's investment in GW3's Grant and Funding Program.

The Bridging the Boundaries program, a Local Buying Foundation funded initiative, uncovered that limited access to grants and funding was a barrier to many local businesses and organisations, who lacked the time and expertise to compose their own grants and tender submissions. Without formal professional services accessible in the area, GW3's Grants and Funding Service developed an extensive Grant and Tender Professional Training Program to fill this gap. This extensive training program, delivered over 10 months, provided individuals with the skills

required to establish independent grant and tender writing services, and also the ability to offer other relevant services like crafting business plans, strategic plans, and capability statements to further support small businesses.

On completion of the Training Program, these graduates have formed the Grant and Tender Writing Service Network, which local businesses can connect with to access grant writing support via the Greater Whitsunday Alliance website. **The Grant and Tender Writing Service Network will play a vital role in helping businesses and organisations gain access to more than 5,000 grants, worth \$87 billion** from both government and private sources across Australia and will empower countless enterprises and community organisations to secure the financial resources they need to thrive and make lasting impact.



SA HIGHLIGHT: PORT PIRIE TOWN AMBASSADOR PROGRAM

VALUE OF
PROJECT:
\$7,930



FUNDING CATEGORY:
**WORKFORCE
DEVELOPMENT**

PEOPLE
ENGAGED:
40 GRADUATES

PROJECT TIMEFRAME:
**OCT 22
- APR 23**

The Local Buying Foundation proudly provided funding for the Port Pirie Town Ambassador Program, which was delivered in partnership with Business Port Pirie and TAFE SA, **upskilling 40 locals to become Town Ambassadors to harness the economic potential of increased visitation due to tourism and major projects in the region. This initiative exemplifies how small, yet targeted initiatives can have a large impact on a local economy.**

The program consisted of a one-day specialised training program

facilitated by TAFE and a one-day town immersion trip, with a TAFE certificate received on completion. The program built knowledge and expertise among the Town Ambassadors, enabling them to provide tailored recommendations and insights to visitors about local businesses and regional attractions of interest. The town immersion trip toured local businesses and attractions, establishing personal connections and gaining firsthand knowledge of the town's offerings.

Participants included business owners and managers, employees and volunteers in customer facing roles in key businesses and organisations, particularly those that would be the first point of contact for visitors such as accommodation, food service, retail and tourism.

The Ambassadors' ability to promote lesser-known attractions and niche businesses will contribute to diversifying the visitor experience and spreading economic benefits throughout the region. By providing enriching experiences for visitors and promoting local businesses and attractions, the Town Ambassadors can play a crucial role in driving economic growth in Port Pirie and its surrounds. This program exemplifies the value of how small, yet targeted initiatives can have a large impact on a local economy.



WA HIGHLIGHT: MEN IN BUSINESS LUNCHEON SERIES

VALUE OF
PROJECT:
\$15,000



FUNDING CATEGORY:
**SPONSORSHIP
OF BUSINESS
AWARDS**

PEOPLE ENGAGED:
462

PROJECT TIMEFRAME:
**NOV 22
- AUG 23**

Following on from the success of the Women in Business Luncheon, the Local Buying Foundation has proudly sponsored Port Hedland Chamber of Commerce and Industry (PHCCI) to deliver a similar series for Men in Business, with keynote speakers discussing topics specifically focusing on men's mental health.

In Australia 50% of men will experience a mental health challenge at some point in their lives, with this being 1.5 times more likely for men living in a regional area. This four-part series has been designed to provide positive discussion points around men's mental health in the workplace, and by doing so to support the broader business community. **These events provide a fantastic opportunity for both men and women to build connections,**

expand their network, promote their businesses & be inspired by the uniqueness of living and doing business in Port Hedland & the Pilbara.

With the first three events themed as 'Mateship in the Workplace', 'Self-Awareness – Men and Managing Emotional Intelligence' and 'The Men Behind the Women', these sold-out events have been must-attend events in Port Hedland. Guest speakers, all well-known leaders within the Port Hedland community, shared courageously and inspirationally of their experiences and journey's both personally and in business. It is exciting and refreshing to see the continued and long-lasting impact on the Port Hedland community that this series is having.

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PROUDLY DELIVERING THE LOCAL BUYING PROGRAM IN PARTNERSHIP

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COMMUNITY RESOURCING
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