

BMA Local Buying Program – facts and figures

- Provides opportunities for small businesses within the local communities of BMA's operations to competitively supply goods and services to BMA and BHP Billiton Mitsui Coal and their operations
- Delivered in partnership with the Mackay Whitsunday Isaac Regional Economic Development Corporation (REDC) and administered by a cost neutral entity set up to specifically deliver it, C-Res (Community Resourcing). C-Res provides employment for eight people to support the BMA Local Buying Program
- To date, 368 approved businesses have registered from the six communities: Moranbah, Dysart, Blackwater, Emerald, Nebo and Capella.
- Over 600 BMA employees have registered with localbuying.com.au – the website is used to provide potential work opportunities for local suppliers.
- Over 3,000 supply opportunities have been made available to local businesses
- A total of more than \$34 million has been awarded locally to registered suppliers

- How to qualify for the program:
 - Employ 25 or less full-time employees
 - Be registered or operate (as primary place of business) in Blackwater, Dysart, Emerald, Capella, Moranbah or Nebo
 - Have an ABN and be registered for GST
 - Provide goods or services aligned with the BMA Local Buying Program supply categories
 - Have appropriate personnel, management and financial capacity to deliver goods and services to BMA
 - Demonstrate alignment with BMA's Charter Values & Code of Business Conduct
 - Able to provide current public liability and workers compensation insurance

- Supply categories (reviewed on a regular basis to ensure Program remains current and aligned to local market needs):
 - Goods – building and hardware materials; chemicals and equipment; electrical consumables and equipment; gifts and homewares; industrial consumables; IT & communication equipment; mining equipment; office supplies and equipment; renewables; safety equipment.
 - Services – accommodation; catering/venue hire/function co-ordination; cleaning; consulting (non-operational & technical/operational); drilling; environmental; freight; hire/rental; maintenance (non-mining & mining); property; renewables; training; waste/recycling

Local Buying Community Foundation

- Established to help the broader business community build their capabilities by offering events that provide practical information and tools to respond to a more challenging business environment
- Since 2012, more than 50 workshops and small business enhancement programs have been hosted by the Local Buying Community Foundation
- These have been made possible through over \$400,000 in funding, which is provided based on a contribution from BMA for every purchase order through the BMA Local Buying Program



BHP Billiton Mitsubishi Alliance

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- Workshop topics include: cash-flow and finance; online retailing; diversification and business expansion; leveraging local supply chains; website development; accounting software; quoting/tendering; marketing; business policies and procedures; and capability statement writing