



BUY LOCAL

Delivering More Local Jobs and Business Opportunities

A Tim Nicholls-led Liberal National Government will create more local jobs through a real 'Buy Local' procurement policy.

The Problem

Labor has failed to support Queensland small businesses, with countless examples of government contracts being awarded to interstate and overseas companies.

Only on the eve of a state election is it trying to make up for its poor record.

Significant question marks have been raised about Labor's policy, which has started a trade war with New Zealand.

We know that procurement provides lucrative opportunities worth some \$16 billion, which is why Labor should be using Queensland taxpayers' money to support local businesses and local jobs.

It seems that Annastacia Palaszczuk is more interested in starting a trade war with New Zealand, risking investment and free trade agreements, than making the current system work better for Queenslanders.

All Labor has managed to achieve is record high electricity prices and increased red tape, making it harder to do business.

Our Record

In government, the LNP laid the groundwork with its six principles for government procurement and through the Department of Small Business launched and ran a *Think Queensland, Buy Locally* campaign encouraging Queenslanders to buy from local businesses.

We worked with the Chamber of Commerce and Industry Queensland to get behind our local small businesses – the backbone of the Queensland economy.

We understood the benefits of shopping locally and getting value for money for Queensland taxpayers.

We also implemented a government Late Payment Policy which guaranteed that businesses undertaking work who were not paid within 30 days also got interest on the amount owed. This gave small businesses greater financial security and the policy settings to expand their operations.

Our Real Plan

A Tim Nicholls-led LNP Government will put Queensland businesses and local jobs first by making the current procurement system work better for Queensland.

We'll take the lead on buying locally to support Queensland businesses, local suppliers and local jobs with our *Buy Local Price Match Guarantee Policy*. **The Buy Local Procurement Plan will:**

- 1. Give priority to local contractors and suppliers through our *Buy Local Price Match Guarantee* policy**
- 2. Develop a Queensland goods and services procurement index**
- 3. Set Queensland Government local purchasing targets and improve the capability of Queensland businesses to win more government work, and**
- 4. Mandate a Local Content Plan for construction projects over \$100 million. Local Content Plans will be assessed against how the principal contractor will increase the capability of the local contracting industry.**

Our plan will provide a *Buy Local Price Match Guarantee*, giving local businesses bidding for tenders the opportunity to match non-local competitors on projects valued under \$100 million.

For government projects, supplies and services, local small and medium sized businesses must be headquartered in Queensland and use a majority of workers who live in the region where the project is based.

We will work with the Commonwealth Government to extend this *Buy Local Price Match Guarantee* to large businesses headquartered in Queensland, without breaking existing free trade agreements.

Seven regions will determine eligibility for local business status:

- Far North Queensland
- North Queensland
- Mackay, Isaac and Whitsunday
- Central Queensland

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- Wide Bay Burnett
- Darling Downs South West
- South East Queensland

This is part of our plan to create jobs across the whole state and Build a Better Queensland.

An LNP Government will develop a Queensland goods and services **procurement index** to measure the level of local business purchased by Queensland Government agencies. You can't improve something you don't measure.

The index will be published regularly by the Department of Public Works and will provide a benchmark for improving the government's local purchasing and give Queensland taxpayers more transparency on how their money is being spent.

Once the **procurement index** sets the baseline of current local content, the LNP will set **local purchasing targets**.

Procurement Managers will be encouraged to **design procurement packages** that Queensland small and medium sized businesses can deliver. Through the Department of State Development the LNP will run programs to **improve the Queensland business capability** and awareness about how to bid on and win government contracts.

Frequently Asked Questions

Who is eligible for the *Buy Local Price Match Guarantee*?

Any small to medium sized business with a headquarters in Queensland. A small to medium sized business has less than 200 employees. The business must also use majority local workers to deliver the project, goods or services.

We will work constructively with the Commonwealth Government to expand this *Buy Local Price Match Guarantee* to large businesses with a headquarters in Queensland without violating our vital trade agreements. 1 in 5 jobs in Queensland depend on trade, these 460,000 jobs are too important to jeopardise through a trade war.

How many businesses in Queensland are small to medium sized?

99% of businesses in Queensland are small to medium sized businesses that is, they employ less than 200 people.

Why is having a headquarters in Queensland important?

Businesses with headquarters in Queensland mean management and most of the senior executives also live in Queensland. Queensland needs these high value jobs. Also if senior executives are based in Queensland, they understand Queensland and are more likely to invest and employ more people in Queensland.

Will the *Buy Local Price Match Guarantee* apply to supplies and services?

Yes. The *Buy Local Price Match Guarantee* for local businesses will apply to the supplies and services if they can be delivered at the same quality and specification.

How many government contracts are awarded to Queensland businesses?

Annastacia Palaszczuk can't accurately measure the value of government contracts awarded to Queensland businesses. This isn't good enough, if you can't measure something you can't improve it.

Why set local purchasing targets?

After finalising the initial goods and services procurement index, an LNP Government will set and publish targets for local purchasing levels – with the aim for the Government to buy more goods and services from Queensland businesses.

Regular reports will monitor the government's progress against these targets.

What about for projects over \$100 million?

The LNP is determined to increase opportunities for local businesses. We'll do that by breaking down larger packages of work to give smaller suppliers more opportunities.

Where it isn't practical to break down these projects, a Local Content Plan will be required that will be assessed for how the principal contractor will use and enhance the capability of Queensland small and medium sized contractors through the project.

What is Labor's record on buying local?

Annastacia Palaszczuk's record is in tatters on buying local. Some of Annastacia Palaszczuk's lowlights include:

- Ordering a new police boat from Victoria instead of Queensland
- Contracting a New South Wales firm to build a jail in regional Queensland
- Snubbing local manufacturers and buying thousands of Chinese mattresses for the Gold Coast Commonwealth Games
- Siding with a foreign-owned, multinational mill owner instead of Queensland farming families who just wanted a fair go
- Using taxpayer dollars to subsidise interstate and international businesses to compete against Queensland businesses through its Advance Queensland industry assistance package, and
- Hiring an American company to organise the opening and closing ceremonies of the Gold Coast Commonwealth Games.

None of which should be surprising given Annastacia Palaszczuk was a Cabinet Minister when Labor made a complete mockery of its *Buy Local* flood recovery campaign – purchasing 1,500 T-shirts emblazoned with *Buy Local Back Qld* from Bangladesh and the US.