

# 'Buy local' procurement policy

The 'buy local' objective is to proactively support local business and industry to create jobs on the Gold Coast.

In recognition of the economic, innovative and social benefits that local supply brings, the City of Gold Coast (City) ensures that local procurement recognises and factors local supply in determining the winning offer through application of the 'buy local' preferential factors; local content weightings and local pricing advantage.

## 1 'Buy local' preferential factors

For contracts worth < \$250,000, the City will only seek quotes from local businesses in the first instance<sup>1</sup> or for contracts worth > \$250,000 the City will invite public tenders.

Only when the local business; cannot supply, are deemed not capable, or do not provide value for money, can suppliers from outside of the Gold Coast area be invited to quote and the 'buy local' preferential factors are then applied.



## 2 'Buy local' weighting

When quotes/tenders are issued and /or received from a non-Gold Coast business, preferential factors are applied to local businesses (only), at the next stage of the quotes/tenders process.



## 3 Local pricing advantage

Where a local business is the best priced then that business is awarded the contract. The local pricing advantage is applied only to a Gold Coast business or a business with a branch office employing a minimum of 10 full-time staff.

<sup>1</sup> Subject to the application of the exceptions listed in the Procurement Policy and Contract Manual

## 'Buy local' weighting

Local content weightings	
15%	Gold Coast business (that has its head office on the Gold Coast)
12%	Branch office on the Gold Coast directly employing a minimum of 10 full-time equivalents (FTEs)
9%	Branch office on the Gold Coast, established for a minimum of six months, directly employing less than 10 FTEs
4%	Adjacent local government (Logan, Scenic Rim, Redland or Tweed Shire) business
2%	Queensland business
1%	Interstate business
0%	Overseas business

Gold Coast Awards weightings	
2%	A winner of an annual Gold Coast Business Excellence Award/Gold Coast Young Entrepreneurs Award/Gold Coast Women in Business Award, within the past four calendar years
1%	A winner of a monthly Gold Coast Business Excellence Award or a finalist of an annual Gold Coast Young Entrepreneurs Award/Gold Coast Women in Business Award, within the past four calendar years

## Local pricing advantages

Quotes < \$250,000	
30%	for contracts < \$50,000
25%	for contracts between \$50,000 and \$100,000
20%	for contracts between \$100,000 and \$250,000

Tenders > \$250,000	
15%	for contracts < \$1,000,000 per annum
	the pricing advantage does not apply for contracts > \$1,000,000 per annum

## Business and industry portals

City of Gold Coast: [businessgoldcoast.com.au](http://businessgoldcoast.com.au)  
 Queensland Government: [business.qld.gov.au](http://business.qld.gov.au)  
 Australian Government: [business.gov.au](http://business.gov.au)

## For more information

P +61 7 5581 7528  
 E [businessgc@goldcoast.qld.gov.au](mailto:businessgc@goldcoast.qld.gov.au)  
 W [goldcoast.qld.gov.au](http://goldcoast.qld.gov.au)

# Supplying to the City

The City is the second largest local government in Australia, undertaking a substantial and diverse range of procurement and contracting activities.

The following are the recommended steps to supplying to the City.



## Identity potential opportunities to supply to the City

The City Contracting Plan outlines the planned contracting activities for the current financial year and can be found at:

[goldcoast.qld.gov.au/documents/bf/city-contracting-plan.pdf](http://goldcoast.qld.gov.au/documents/bf/city-contracting-plan.pdf)



## The City invites quotes up to \$250,000

Register as a potential supplier to supply quotes by using the City's supplier registration form:

[goldcoast.qld.gov.au/contact-council/supplier-details.aspx](http://goldcoast.qld.gov.au/contact-council/supplier-details.aspx)

If you have identified potential opportunities in the City Contracting Plan contact [source2contract@goldcoast.qld.gov.au](mailto:source2contract@goldcoast.qld.gov.au) for further details.

## The City tenders over \$250,000

Subscribe to our RSS feed for the latest tenders:

[goldcoast.qld.gov.au/council/tenders.html](http://goldcoast.qld.gov.au/council/tenders.html)

Register with LG tender box to receive real-time notifications of public invitations: [lgtenderbox.com.au](http://lgtenderbox.com.au)



## Download and view the City's awarded contracts document

This provides a list of awarded contracts over \$250,000, for a period of at least 12 months:

[goldcoast.qld.gov.au/documents/bf/awarded-contracts.pdf](http://goldcoast.qld.gov.au/documents/bf/awarded-contracts.pdf)

## Tips and considerations for submitting responses



## For all contracts with an annual value over \$250,000

The following is generally the tender evaluation process:

**Gate 1** – Mandatory criteria must be met.

**Gate 2** – Capability scoring criteria – combination of capability and local business industry factors 'buy local' weightings

**Gate 3** – Total cost of ownership/pricing – quantify offers based on total cost of ownership/pricing. Local pricing advantages for contracts between \$250,000 and \$1,000,000 (with 15% to 30% to be deducted from the price of local businesses).

**Gate 4** – Value for money – a combination of Gate 2 & Gate 3 outcomes.

For more information on supplying to the City, please visit [goldcoast.qld.gov.au/business/council-suppliers-411.html](http://goldcoast.qld.gov.au/business/council-suppliers-411.html)

# We are putting local business way ahead

City of Gold Coast proudly supports local businesses, and that's why when I was elected we introduced a 'buy local' procurement policy. Local enterprises now receive over 80% of City's procurement spend, up from just 52% when I took office in 2012.

City of Gold Coast gives Gold Coast businesses a leg up, not a hand out, providing ongoing benefits to families by keeping jobs and profits on the Gold Coast, and keeping the local economy prosperous and competitive.

This procurement policy not only supports the growth of local businesses, but also assists in encouraging interstate and international businesses to consider relocating to the city. The Gold Coast offers an enviable lifestyle, so supporting local businesses ensures jobs stay right here.

TOM TATE  
MAYOR

