



**LOCAL
GOVERNMENT
PROCUREMENT**

FY24 Annual Report

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Highlights

\$979million
contract
spend

Achieved record
spend through
LGP contracts
across
32 councils

Saved the
sector
\$80million
or 318,000
resource hours

\$1.52million
in rebates paid
to councils,
ROCs and JOs

Delivered
specialised training
to 620million
people

2,240 RFXs
online
with an estimated value of
\$816million

Provided
\$145,000
procurement-related
funding across 9
projects

1,168 approved
contractors assessed
for modern slavery
risk

Published
White Paper
on Circular
Economy in
Procurement

Launched new
Double-Diploma
in Leadership
and Business
Management

Launched DASH
and Procurement
Leadership
products

Commenced our
ISO 9001
Quality
Management
journey

LGP's Senior Sustainable
Procurement Consultant
Tania Lalor awarded
NSW Anti-slavery
Commissioner's
Commendation Award



About LGP

Purpose

We **create and drive value** for local communities.

Vision

We are an **innovative leader**, expert and champion delivering **high-value procurement** solutions, education, and consulting services. We achieve this aspiration through engaged, empowered and accountable staff who enjoy being part of our talented team.

Value Proposition

At LGP we have the **services and expertise** to support procurement capability and efficiencies for the local government sector.

How we deliver our value:

- ◆ We are Australia's only **sustainable procurement** consultancy solely dedicated to local government.
- ◆ We are **customer focused**.
- ◆ We are **innovating** our organisation.
- ◆ We **reduce cost**.
- ◆ We **reduce risk**.
- ◆ We offer a broad suite of services that form an **integrated procurement solution**.
- ◆ We **promote learning** and procurement capability development.
- ◆ We **invest back** in the local government sector.
- ◆ We focus on **growing regional** economic development.

Our Customers

Our customers include all NSW councils, regional organisations of councils (ROCs), joint organisations (JOs), non-NSW councils, not-for-profit organisations, universities, state government agencies and departments.



MESSAGE FROM THE CHAIR

Performance

In FY24, LGP achieved significant financial outcomes:

- gross surplus before allocation of rebates of **\$3.82 million, a 5% increase** on the previous year;
- provided LGNSW with **revenue of \$1.91 million**, ensuring local government and associate member rates were kept as low as possible;
- LGP **contracts grew to \$975 million** across 34 active contracts, providing access to negotiated pricing, leading suppliers and helping reduce procurement risk.

Bitumen, Emulsions, and Asphalt Materials and Services contract remained the top performer, with council expenditure rising to \$280 million. Notably, the Major and Minor Works contract experienced significant growth, with council spend increasing from \$70 million in FY23 to \$111 million in FY24.

The new three-year Strategic Plan commenced on July 1, 2023, with initial topline performance metrics indicating a positive trajectory aligning with our organisational objectives.

The Board has also endorsed a **three-year Workforce Plan and a Strategic IT Roadmap**, maintained oversight of key initiatives such as the implementation of a new contract lifecycle management system and a dynamic contract strategy, and approved one new panel contract for Bill Payment Services along with the refresh of five existing panel contracts.

Governance Initiatives

In FY24, the Board successfully executed several governance initiatives, including the completion of **Business Improvement (Internal Audit) projects** that evaluated contract lifecycle management and consulting operations. A new Internal Auditor was appointed following the conclusion of the previous auditor's two terms. Additionally, the Board conducted its annual review of the Delegations of Authority, Board Charter, and operational policies, as well as completed the annual performance review of the CEO.

The Board also welcomed new Director Coretta Bessi and Associate Director David Reynolds, while preparing a formal **Board Succession Plan**.

LGP Support to the Local Government Sector

Since its inception, LGP has made a substantial impact on local councils. **In FY24, LGP's efficiency and expertise has saved the sector an estimated \$80 million in negotiated price savings, tender avoidance and contract management costs.** LGP's financial returns assist LGNSW to run its programs and keep member rates as low as possible. Notably, rebates returned to councils have enhanced financial resources, and the performance of the **Capability Grant Program is successfully building capability for procurement professionals and councils.**

Thank you for your continued support and engagement.

John Truman
Chair

MESSAGE FROM THE CEO

There is no doubt the 2024 financial year was another great success for LGP. Once again we saw our NSW councils:

- support us with **record levels of spend under our 35 contracts**
- lift their **attendance across all our events** and
- support our **training programs**.

Our **3-Year Strategic Plan** concluded its first year. We successfully had our team lead LGP into a new **quality management pursuit with ISO 9001**, move our organisation closer to supporting the **United Nations Sustainability Development Goals**, exploring how to better support **council procurement systems**, and develop a solution to assist councils **source essential goods and services in a natural disaster**.

Our unique **Procurement Capability Grant Program** strengthened our role in supporting essential projects and initiatives with our councils in terms of new skills, process, and technology.

One of our more innovative projects was delivered by the Illawarra Shoalhaven Joint Organisation and its **Regional Procurement Framework**. It was a great demonstration of the projects we can support now and into the future. It helps to show the new value we can create for our sector through this program.

Our **LGP Indigenous Procurement Program** continued to evolve in FY24. All LGP staff attended **Supplier Diversity Training** to understand and build awareness and an appreciation for working with indigenous enterprises. We submitted our first **Reconciliation Action Plan** to Reconciliation Australia which is now being updated with their feedback. LGP commissioned an indigenous graphic designer to develop a customised indigenous artwork to help us authentically represent this new program. We moved to the implementation phase of our proposed **Local Government Indigenous Marketplace** concept.



LGP has always benefitted from great loyalty through our valued staff. Each year at our **Annual Conference** in front of over 250 people we publicly acknowledge and celebrate tenure milestones. **Emma Murray and Margret Szanto celebrated 15yrs with LGP**, our two longest standing employees and sit on our Executive Team. We also had **Mihaela Stancu, Betty Jovic and Bronwyn Challis achieve 5 years of service**.

Talking about recognition, Bronwyn Challis was recognised as our **inaugural LGP CEO Award** winner in December 2023. This new award is about acknowledging a person who I see as a team player, they embody our corporate values in their actions and words, have shown initiative to improve their skills and knowledge, developed and led a project of significant value and efficiency, and who demonstrated sustained excellence in their work performance.

People form the foundation of LGP, **our staff are our greatest and most critical asset**. We would like to thank the significant support and guidance provided by the LGP Board, led by **John Truman**, who along with **Robert Lagaida** was re-appointed for a new term. We also welcomed **Coretta Bessi** as Director, along with **David Reynolds**, the LGNSW Chief Executive as our new Associate Director.

Finally, we would like to thank all the NSW councils for their engagement, support, and trust. We also thank **more than 1,100 suppliers working hard under our LGP contracts**.

Thank you

Luke Kenny

Chief Executive Officer



JOHN TRUMAN

Chairperson

John was appointed to the Board as Chair in 2018 with this appointment renewed in 2021 and 2024. He is a former National President and NSW President of the Institute of Public Works Engineering Australasia. John has worked in NSW local government for more than 25 years and is currently the Director Civil Services at Ballina Council. John's professional qualifications include a Bachelor of Engineering, Bachelor of Laws (Hons) and a Master's in Business Administration. In 2021 John was admitted as a lawyer in the Supreme Court of New South Wales and has since commenced legal practice with Keystone Lawyers.



CORETTA BESSI

Director

Coretta was appointed to the Board in 2023. She has over 25 years experience as a procurement professional having previously been Chief Procurement Officer at Westpac Group, nbn, BlueScope and Ausgrid in addition to consulting for local government and Transport for NSW. She is currently a Board Director of St John Ambulance Australia (NSW), Chair of the ACT Government Procurement Board, and an Independent Procurement Oversight Committee Member for the Victorian Infrastructure Delivery Authority. Coretta's professional qualifications include a Bachelor of Commerce, Master of Business Administration and Graduate of the Australian Institute of Company Directors.

Coretta is passionate about procurement as a profession and the ability to drive social and environmental impacts for our communities. Coretta is the Co-Founder and Chair of Bravo – a Women in Procurement & Supply Chain empowerment program with The Faculty and previously lectured at the University of Wollongong and Sydney Business School in Procurement Management and Advanced Negotiations for its Masters Program for over a decade.



PENNY HOLLOWAY

Director

Penny has served on the LGP Board since 2018. She has 30+ years' experience at senior executive level in state and local government in Victoria and NSW, including CEO of Lord Howe Island Board, General Manager at North Sydney Council and CEO at Latrobe City Council. She is currently a Board member on the Victorian Planning Authority, Alternate Chair of Local Planning Panels at Woollahra, Burwood and Hornsby Councils, a State Member on the Sydney

South Planning Panel, a Member of Northern Sydney Local Health District Audit and Risk Committee and Chair of the Connected Libraries Board in Victoria. Penny's professional qualifications include a Bachelor of Arts (Hons), Bachelor of Social Work, Master of Urban Planning, Graduate Diploma in Public Policy and Australian Institute of Company Directors Diploma.



PETER DENNIS

Director

Peter has served on the LGP Board since 2018. He is an engineer with over 35 years water industry and local government experience. He is currently General Manager Beca Hunter H2O. His previous roles include CEO at Seqwater, CEO at Armidale Regional Council, General Manager System Strategy at Hunter Water Corporation and Chief Operating Officer at Hunter Water Australia. Peter is currently President of the Australian Water Association. His Board experience

includes ICON Water, Australian Water Association, Mackay Regional Council Water Board, Beca Australia and Newcastle Institute of Energy and Resources. Peter is also currently an Adjunct Professor in the School of Engineering at the University of Newcastle.



ROBERT LAGAIDA PSM

Director

Robert has served on the LGP Board since 2018. He has 25+ years' experience in the NSW public health system managing delivery of health services, undertaking procurement and management of assets, goods, and services for NSW public hospitals. He was Director of Clinical Operations and Director of Finance and Commercial Services in a number of NSW Health entities, and also held senior policy positions in the NSW Ministry of Health. Robert is currently a Board

Director of Bureau of Health Information and LiveBetter Pty Ltd. He is also a NSW Government Trustee for the Responsible Gambling Fund. He acts as Independent Chair and Independent Member of Audit and Risk Management Committees for a number of NSW Government agencies, Local Government Councils in metropolitan and regional NSW, and Royal Australian College of General Practitioners.



DAVID REYNOLDS

Associate Director

David was appointed to the Board in 2023. He has worked in local government since 2006, after starting his career in the private sector as a lawyer specialising in employment and industrial law. David is a qualified company director and currently the Chief Executive at LGNSW.

Before joining LGNSW, David was the Group Manager of Shire Strategy at The Hills Shire Council – a fast-growing council in north-western Sydney. In this role he led the council's strategic programs across land use planning, property, infrastructure and transport planning, recreation planning, asset management and special projects of a capital nature.

David also served Camden Council as its Customer and Corporate Director and he spent 8½ years at Blacktown Council, where he was responsible for workforce and corporate development at what was then the largest council in NSW.

David has broad and deep experience across many functions of the local government sector. In addition to his experience with local councils, he has participated in a number of industry groups at the state level, including several award working parties, discussions on contributions reform, and was closely involved in the development of the Western Sydney City Deal.



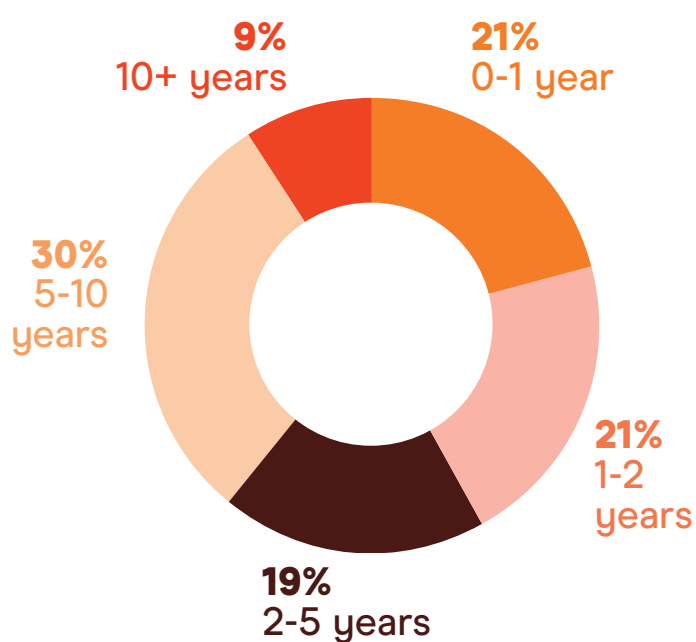
CR PHYLLIS MILLER OAM

Associate Director

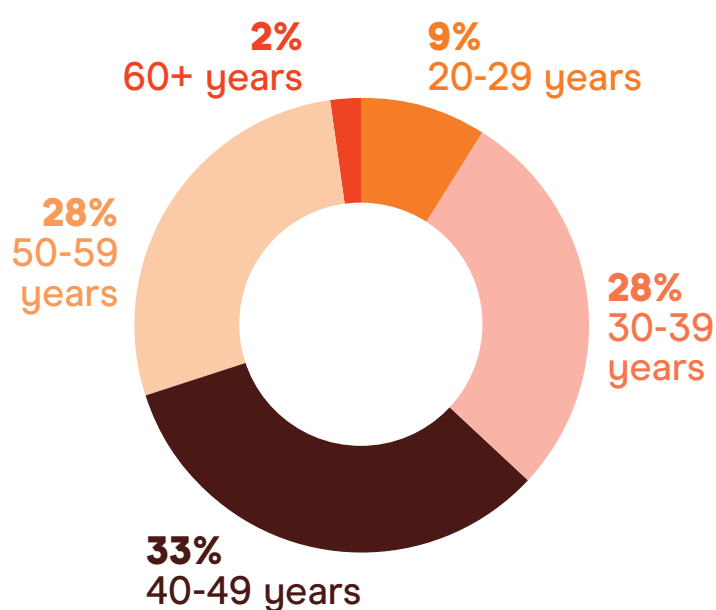
Phyllis has served on the LGP Board since July 2022. She is a tireless advocate of rural issues and was the first, and only, woman to be elected President of the NSW Shires Association in its 100-year history. She is currently the Vice President of Local Government NSW, Mayor of Forbes, Board member of Central West Organisation of Councils, Chair of National Parks and Wildlife Advisory Council, and Board member of the Australian Local Government Association. She has worked as a partner in a successful stock and station agency, in real estate, an auctioneer business, and dry land and irrigation farming enterprises for 30 years. She has succeeded with these, and many other achievements, while raising five children. She is always up for a challenge, gives her time freely to others, and loves having fun with her family and friends.

Our People

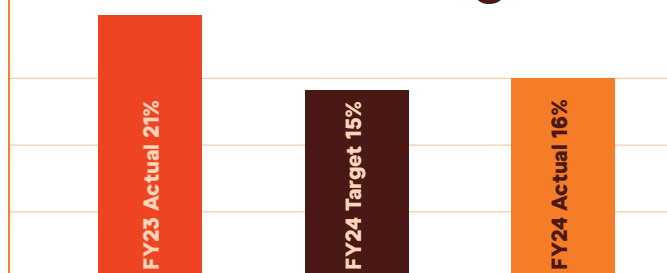
STAFF TENURE



AGE DEMOGRAPHIC



The rate of staff turnover declined during FY24





Strategic Workforce Planning

LGP has developed and begun implementing a **3-Year Workforce Plan** designed to strategically align our talent needs with the business's long-term goals. This plan ensures we have the right skills, competencies, and leadership in place to support growth and transformation. By taking a proactive approach to talent acquisition, development, and succession planning, the plan positions LGP to anticipate industry trends and adapt to change. This forward-thinking strategy will help us manage budgets, maintain regulatory compliance, and build a flexible, resilient workforce capable of driving business success.

The workforce plan also highlights the need for **restructuring LGP's core business functions**, focusing on redesigning work processes and realigning resources to enhance our tendering and contracting operations. This will boost efficiency and agility across the organisation.

Over the next three years, we anticipate growth and have **incorporated resource planning** into our business development, data and analysis, marketing, and human resources functions to support this expansion.

High-performance

This year, we introduced the **Objectives and Key Results (OKRs) framework** to drive alignment and accountability across the organisation. OKRs provide a structured approach to setting measurable goals at individual, team, and organisational levels, ensuring all efforts are closely aligned with our strategic objectives. By defining clear objectives and tracking progress through specific, measurable key results, we enhance focus, transparency, and performance, creating a culture of continuous improvement. This initiative allows us to not only **set ambitious targets** but also to **monitor progress** and make **data-driven adjustments** to achieve long-term success.

Employee Wellbeing

Employee wellbeing remains a **key corporate initiative** and continues to grow in importance within our organisation. Recognising the health and wellbeing of our people directly influence behaviour, engagement, and overall performance, we have made this a central focus of our business. Our wellness initiatives are **structured around themes of 'Proactivity' and 'Resilience'**, addressing four key pillars: physical wellness, emotional wellness, financial wellness, and social wellness. By offering support in these areas, we aim to build a more resilient workforce, ensuring employees are equipped to thrive both personally and professionally, fostering a positive, productive, and supportive workplace culture.



Leadership Development

LGP is committed to fostering **growth and development of our people**, with a particular focus on enhancing leadership capabilities. Our **Leadership Development Program** is grounded in behavioural leadership, encouraging leaders to observe and evaluate actions and behaviours in response to specific situations. This approach promotes constructive thinking in the workplace, balancing both task-oriented and people-focused leadership. By cultivating self-awareness, we help leaders bring out the best in themselves and their teams, driving high performance and growth.

Culture and Employee Engagement

LGP's **engagement score** has consistently remained high, averaging **over 80% in FY22, FY23 and FY24**, reflecting a strong and consistent connection between our workforce and the organisation.

At LGP, employee engagement is **driven by key factors** including work-life balance, organisational culture, onboarding new staff, rewards and recognition, and professional development.

In terms of **improvement**, we are **focused on** managing capacity and workload, enhancing organisational resourcing, optimising compensation and benefits, and strengthening our employer brand and reputation.

We continue to monitor employee sentiment through our **monthly Pulse Surveys**, which are integral to fostering open communication and feedback across the company. These surveys provide real-time insights into our employees' thoughts and experiences, helping us respond promptly to both internal and external challenges. The results reflect a stable and engaged workforce, committed to maintaining open dialogue and balancing performance with wellbeing.

**Employee
engagement
is 80.2%**





Our Sustainability Journey

LGP's Strategic Sustainability Pillar sits with Strategic Procurement Services and is under the care of our Sustainability Team.

This year we undertook a **comprehensive review of our tendering process** for LGP Contracts against the elements of ISO 20400 Sustainable Procurement guidance standard. The findings and recommendations will be used to update our process to increase alignment with all elements of the standard.

Sustainability continues to be included in all LGP contracts, both in Request for Tenders (RFTs) and Standing Offer Deeds. We completed a review of **sustainability goals and objectives for all 128 NSW councils** and plan to use the review outcomes to inform future contract planning and sourcing activities.

In line with our 2023-26 Strategic Plan, we developed **11 new corporate targets** that align with United Nations Sustainable Development Goals, as well as an **action plan for each** that outlines the steps to achieve them. The targets relate to:

- energy
- modern slavery
- circular economy
- youth unemployment
- respect for First Nations people
- sustainable procurement, and
- sustainability reporting.

We continued our reconciliation journey by submitting the first draft of our **Reconciliation Action Plan** to Reconciliation Australia (RA) and incorporating feedback from RA into our planning and activity.

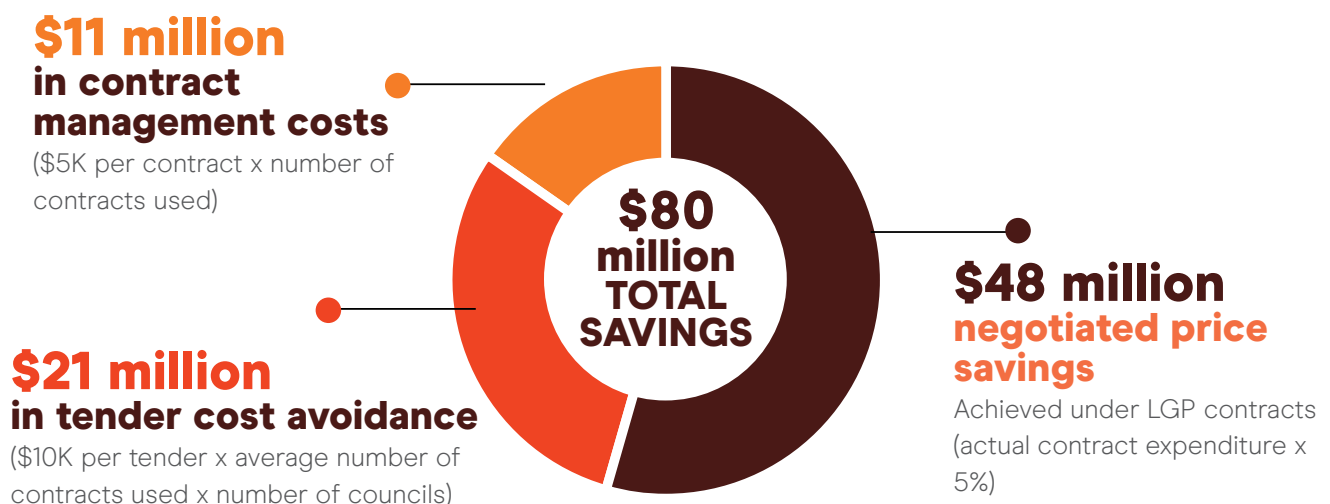
At the beginning of 2024 – as part of Sustainability Pillar – we identified **switching electricity providers** as one of the quickest and easiest ways to make a big sustainability impact at the LGP office. This change is in line with Sustainability Development Goal 13: “Take urgent action to combat climate change and its impacts”.

By **switching to a greener electricity provider**, we're helping transform Australia's electricity system, forcing coal out, and bringing more renewable energy in.

Measuring our Value

Since LGP was established in 2006 NSW local government has spent \$8.6 billion through LGP contracts.

LGP continues to provide value to councils through panel contracts, free RFX software, specialised training, consulting services and **returning more than \$12.5 million to the local government sector through the rebate scheme.**



Contract Spend

During the FY24 financial year LGP contract spend was **\$979 million**. Overall, **2,240 online RFXs** were submitted through LGP panel contracts – with an estimated value of **\$816 million**.



Savings

LGP's efficiency and expertise saved the NSW Local Government sector an estimated **\$80 million** or equivalent of **318,000 resource hours** overall for the financial year.



Rebates

In FY24, LGP **saved the sector \$80 million** and delivered training services to almost 620 local government staff. In addition, LGP **allocated \$1.52 million in rebates** for regional organisations of councils, joint organisations, and councils.



LGP's Procurement Capability Grant: Driving Innovation in Local Government

LGP's Procurement Capability Grant is driving better procurement practices, **encouraging local governments and businesses to collaborate**. Through this Grant Program, LGP is proud to be at the forefront of procurement excellence, helping local governments across New South Wales achieve more, innovate faster, and build a stronger future.

The LGP Procurement Capability Grant, launched in FY22, has quickly become a powerful tool for enhancing procurement in local government.

As we enter the 3rd round in FY24, the program continues to grow, attracting more applications and larger funding requests each year.

In its first round, we received **37** applications, totaling **\$557,095** in requested funding. Fast forward to the 3rd round, and those numbers have nearly doubled, with **68** applications seeking a collective **\$1.2 million**. This incredible growth speaks to the program's impact and the growing demand for procurement innovation.

Through this grant program, LGP is bringing its vision to life by **creating tangible value for local communities** across New South Wales. The projects funded in FY22 and FY23 demonstrate the program's wide-ranging benefits are making a real difference to local communities.

Notable projects include:

- Regional Framework to benchmark **Social & Sustainable Procurement**
- **Modern Slavery Risk** assessment and prevention
- Implementation of **online requisition** systems
- Review of Procurement Framework
- Procurement process improvements, and
- **Professional development** through Certificate IV and Diplomas.

In FY24, we're excited to support **9 new projects, valued at \$145,000**, for councils across New South Wales. These initiatives will push the boundaries of what's possible in areas like process improvement, procurement resource development, technology, and professional development. We look forward to sharing the success stories from this latest batch of projects in our LGP newsletters.

Contracts Negotiated for the Sector

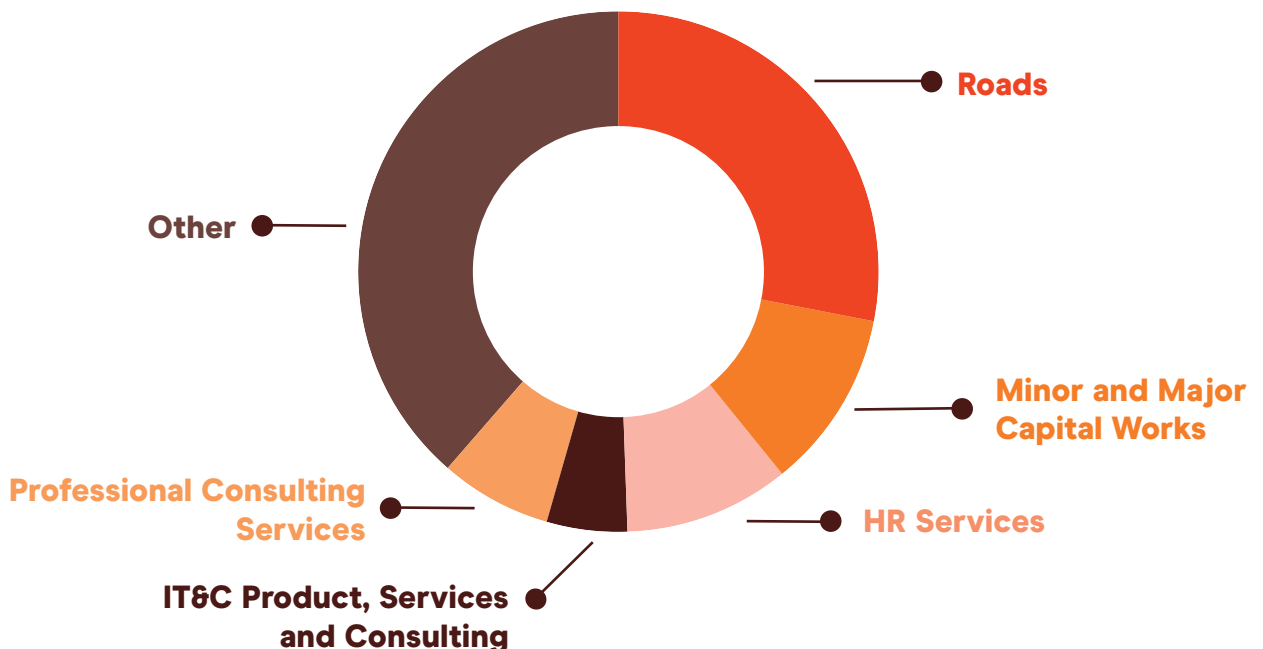


In FY24 the NSW local government sector spent \$979 million through LGP contracts.

The contracts with the **biggest spend** during the year were:

- **\$279 million** – Bitumen, Emulsions and Asphalt Materials and Services
- **\$111 million** – Minor and Major Capital Works
- **\$97 million** – HR Placements and Associated Services
- **\$63 million** – IT&C Product, Services and Consulting
- **\$59 million** – Professional Consulting Services

Category Spend



During the year we launched a new contract for Supply of Bill Payment Services, and refreshed 5 contracts for:

- Supply of Bitumen, Emulsions and Asphalt Materials and Services
- Supply of Trucks, Buses, Specialised Trucks, Trucks' Bodies and Trailers
- Supply of Minor & Major Capital Works
- Supply of IT&C Products, Services & Consulting
- Supply of Debt Recovery Services

Services





LG Training Academy

During FY24 LG Training Academy (LGTA) (code 45450) delivered specialised procurement and contract management training to over 620 people.

This included 19 non-accredited and two accredited courses to almost 375 attendees, and 245 people benefitted from our eLearning program. The LGTA Strategic Plan for 2024-2026 was developed and implemented. We engaged external consultants to conduct a business review and based on the outcome, the **LGTA Risk Management Plan** along with an internal audit program were also put in place.

A new **Double Diploma Program** was launched based on mapping two qualifications: BSB50420-Diploma of Leadership and Management and BSB5120-Diploma of Business courses. To enhance the training service offerings, the scope enhancement application was submitted to the regulatory body for six new qualifications, which were approved and **we now have nine qualifications that LGTA is authorised to offer.**

To create awareness about LGTA and to establish a platform dedicated to learning and development, **LGTA Capability Development Forums** was introduced as a value-added service for our clients. Around 50 people participated at two regional locations during the year. This will be an annual activity with the plan to run them at several locations across NSW.

Strategic Procurement Solutions:

formerly Consulting Services

The past year has been a journey of profound reflection and growth for our team. Through moments of introspection, we have delved deep into our collective experiences, understanding our strengths and acknowledging areas for improvement. Feedback from our valued clients has been invaluable, guiding us towards meaningful change. Embracing this feedback, we have made conscious efforts to evolve.

In FY24 we asked for and obtained feedback, looked at strategies, and changed our name to reflect what we provide to the sector. We provide: Procurement products services and solutions; Sustainable Procurement products, services and solutions; and Strategic Procurement solutions. We vetted a shortlist and landed on **Strategic Procurement Solutions.**



Throughout the year, we successfully delivered a range of procurement services to our sector. We received over **100 enquiries and secured 88% of those opportunities.** Our key accomplishments include:

- ◆ Delivered **30 Modern Slavery** Toolkits
- ◆ Completed **10 Sustainable** Annual Surveys
- ◆ Conducted **2 Modern Slavery Risk Assessments**
- ◆ **Secured 27 projects**, and engaged by 13 councils for the first time encompassing:
 - **Probity** services
 - **Procurement** reviews
 - **Contract** management development services
 - Bespoke **procurement documents**
 - Bespoke **training**
 - **8 tender** facilitations

STRATEGIC PROCUREMENT SOLUTIONS HIGHLIGHTS

We are proud to be chosen by councils to deliver positive procurement outcomes. This year, Strategic Procurement Solutions achieved significant milestones:

- ◆ Published **18 articles**
- ◆ Hosted **5 webinars, attended by 556 council staff**
- ◆ Presented on topical subjects at 3 events
- ◆ Delivered **LGP's white paper** for 2024

Our focus this year included, **Disaster Recovery**, the difference between **ESG & Sustainability**, Modern Slavery risks in council supply chains, and bold moves to embed sustainability.

Sustainable Choice

67 councils are members of Sustainable Choice, which provides access to webinars, a comprehensive suite of online resources and general advice and guidance. Membership is free.

Our Sustainable Choice Team delivered ‘tailored sustainable procurement’ consulting services to 11 councils. These included sustainability risk and opportunity assessment and workshops, sustainable procurement awareness training, circular economy implementation, procurement document and process review for sustainability inclusions, sustainable procurement workshops, ISO 20400 training, sustainable procurement progress assessment and recommendations, modern slavery risk assessment and procurement document and process review for modern slavery inclusions.

.....

“The workshops have helped us make significant progress. LGP’s presenter knew the material well and provided relevant examples. LGP’s facilitation role helped us get the right people in the room and provided valuable assistance translating workshop participants’ feedback. The workshops focused on key Request for Quote 10 areas and have got us to a point of practical implementation with practical tools.”

.....

21 councils participated in the Sustainable Choice Annual Procurement Survey and had their progress against the elements of ISO 20400 assessed.

Our Sustainable Choice Team presented to councils on sustainable procurement topics at 5 networking meetings and 4 webinars and represented local government interests as a member of the Australian Circular Economy (ACE) Hub Procurement Working Group.

We produced a White Paper on the Circular Economy that:

- highlights the key challenges faced by councils in implementing circular economy practices; and
- outlines practical solutions to overcome these challenges.

Modern Slavery

This year marked the second reporting period for NSW councils under modern slavery legislation. In addition to maintaining and growing the number of resources available to councils in the **LGP Modern Slavery Toolkit**, our other services to councils included modern slavery risk assessments, development of Modern Slavery Risk Management Plans and procurement document reviews and updates for modern slavery inclusions.

71 councils are now using the toolkit to guide and assist them to take steps to ensure goods and services they procure are not the product of modern slavery.

LGP's **fourth annual modern slavery risk assessment was completed across all 1,168 LGP approved contractors** in November 2023. The modern slavery survey had a 77% response rate. Of those respondents, 87.5% received a low-risk rating. Refreshed supplier modern slavery risk ratings are available in VendorPanel when accessing LGP contracts, enabling councils who purchase through the contracts to better meet legislative requirements.

Modern slavery clauses within the **Standing Offer Deed template** used for all LGP approved contractors have been updated and are consistent with the NSW Anti-slavery Commissioner's Guidance on Reasonable Steps model contract clauses.

The following feedback was received by the NSW Anti-slavery Commissioner regarding LGP's work in modern slavery prevention.

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“Local Government Procurement (LGP) is at the forefront of this effort, working with local councils across NSW to tackle these issues. They are at the leading edge, globally, of responsible public procurement efforts.”

.....

LGP's Senior Sustainable Procurement Consultant **Tania Lalor was awarded an NSW Anti-slavery Commissioner's Commendation Award** for the work she has done through LGP to guide and assist councils to take reasonable steps to ensure goods and services they procure are not the product of modern slavery.

Introducing ESG to Local Government

In February 2024, a comprehensive webinar was delivered by LGP to provide more clarification on the topic of **Environment, Social, and Governance (ESG)** in the procurement function of local councils.

The session aimed to address the **growing complexity surrounding ESG principles** and their application in local government procurement processes, where sustainable procurement takes into account **'value for money'** by considering environmental (E) and social (S) impacts within a wider framework of good governance (G) as well as economic impacts.

The webinar delved into the nuances of how ESG can be effectively integrated into procurement strategies, offering attendees a clear understanding of how these **principles can drive positive outcomes** such as generating financial savings, improving supplier accountability, reducing environmental footprints, and enhancing community trust.

Additionally, best practices in various stages of the **procurement process** were outlined, such as:

- **embedding** ESG considerations into formal procurement strategies;
- **integrating** ESG criteria in supplier selection process;
- **adding** ESG KPIs in contract management for continuous monitoring and reporting.

By providing practical insights and tools, the webinar helped clarify the tangible value ESG-aligned procurement can bring to local councils.

The webinar inspired councils to take proactive steps towards ESG adoption as some of the councils contacted LGP to have a further talk on LGP's ESG practices.

.....

“great webinar”
“expert host with depth of knowledge”
“well structured and well explained”

.....

Business Development Webinar Program to Upskill Buyers

During 2024, the LGP Business Development Team ran a series of webinars designed to upskill our buyers in how to use **LGP contracts and VendorPanel**. Our objective was to reach a wide range of council staff to give opportunities to all buyers across councils to learn more about the LGP contracts available for them to use and how to use them.

We ran two sessions specifically on **how to use VendorPanel**, as well as sessions covering:

- **Fleet** – including our new Fleet Management and Electric Vehicle Charging Stations contracts as well as older contracts such as Plant, Equipment & Machinery, Bulk Fuel & Fuel Cards, Tyres, and Trucks
- **Finance** – including Debt Recovery Services and Internal Audit & Management Services.
- **Human Resources**
- **Professional Consulting**
- **Minor & Major Civil Works.**

Delivered by members of the Business Development Team, these webinars covered the scope of the contracts, how to engage suppliers under the panel, and how to run requests for quote through VendorPanel. LGP customers were able to develop their knowledge and build confidence in engaging suppliers through LGP contracts, enabling them to ensure they remain compliant whilst running an efficient procurement process.

Through our webinars, we were able to **reach over 750 staff from councils across the state**. Staff from diverse areas of councils such as procurement, engineering, waste, sustainability, fleet, and libraries attended, and all levels were represented including Coordinators, Managers, Officers, Directors, and General Managers.

Feedback from attendees was that these sessions were extremely valuable in helping them better understand how to obtain the most benefit from using LGP contracts.

.....

“Great presentation”

“Excellent presentation”

“Paul, it was a joy to see and hear you speak. Your genuine excitement is easy to see.”

“I appreciate the presentation”

“A good series of seminars keeping us up to speed”

.....

Events Program

During this fiscal year, we proudly hosted our **Annual Conference, which attracted approximately 145 delegates and exceeded our net profit target by an impressive \$100,000. This achievement underscores our commitment to delivering value and fostering community engagement.**

In addition to the conference, we organised **10 networking events that brought together over 520 attendees.** These in-person gatherings have proven essential for cultivating strong relationships through face-to-face interactions. They foster trust and collaboration among council delegates, creating an immersive environment for direct networking and meaningful conversations. Participants had the opportunity to provide real-time feedback, enhancing our responsiveness and innovation.

Our events not only bolster brand visibility but also serve as a **platform to showcase our services and drive innovative ideas** through presentations. They leave lasting impressions, boost team morale, and strengthen our company culture, all while providing unique learning experiences.

To further enhance our operational framework, we implemented a new **Sponsorship Policy** and established an **Events Code of Conduct.** These measures ensure a positive experience for all participants, reinforcing our commitment to professionalism and inclusivity.

As we reflect on this year's accomplishments, we are excited to build on this momentum in the coming year, continuing to innovate and connect our community.



Staff Tenure Awards

2023 Procurement Awards

The procurement professional and sustainable procurement awards recognise excellence, best practice and achievement in procurement and sustainability and celebrate those procurement professionals or groups making a difference in local government and the community.

The approved contractor award celebrates the diversity of LGP approved contractors and recognises excellence in supporting the local government sector.



Outstanding Procurement Professional
Alison Leckie, Northern Inland Regional Waste Group



Sustainable Procurement Achievement
City of Parramatta Council

New Procurement Professional

Levi Manuel, Northern Beaches Council



Approved Contractor of the Year
Telstra Limited.



We recognise our highly commended nominees.

New Procurement Professional: Amal Kemp Sutherland Shire Council, and Amy Wallace Albury City Council.

Outstanding Procurement Professional: Charlotte Neilson Tweed Shire Council, and Danny Andrews Central Coast Council.



General Award Winners

Moving Forward

Leading into FY2025 our new 'value creation' initiatives include:

Expanding

- ◆ Strategic Procurement Solutions is taking our ESG and Modern Slavery expertise to the national stage.

Implementing

- ◆ Outcomes from our **Stakeholder Sentiment** review.
- ◆ **Contract Lifecycle Management Solution**, to support our contract management.
- ◆ **Customer feedback** platform.
- ◆ **Qualitative data analysis** software.
- ◆ AI-powered assistant, **MS CoPilot**, to a pilot group of LGP staff.
- ◆ Strengthening the way we deliver projects to our clients with a deeper link to our **Project Management Office** (PMO) and the creation of a new **Project Control Group** (PCG).

Assessing

- ◆ Third-Party **mobile device** applications supporting LGP Events.
- ◆ Ideas our people bring to the table through our **Innovations Incubator**.

Developing

- ◆ New initiatives resulting from the research conducted to align with the **sustainability targets** of councils in New South Wales.
- ◆ Strengthening sustainability in all LGP tenders and contracts to **align with ISO 20400**.
- ◆ Creating tools and solutions to widen our **Circular Economy** program.
- ◆ **Mediation Services** in Contract Management

Exploring

- ◆ **Gap analysis** to prepare for ISO 9001 Quality Management accreditation.
- ◆ Migrating our CRM on prem platform to alternative **SaaS products**.
- ◆ Tools and services to assist councils in establishing or augmenting **Contract Management**.

LGP is a wholly owned company of LGNSW that supports councils to tender more effectively and maximise the prices for public money through bulk purchasing arrangements.



**LOCAL
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