

# GROW



G21 Region  
Opportunities  
for Work

## TARGET 100

Last Friday we were joined by more than 120 local businesses for the launch of Target 100 – our joint initiative with [Localised](#) which aims to list 100 procurements in 100 days. We are encouraging our GROW partners to post a project on Localised and use the power of your buying to support our local community and to make a social impact.

Thank you for the fantastic local leadership from City of Greater Geelong, Barwon Water, Department of Regional Justice and BTS - Business Technology Specialists for posting \$30m+ of projects, and kicking things off. We have 86 projects to go!

If you need a supplier for any future projects in the coming year, make sure you post it in Localised and help us reach our target of 100 procurements in 100 days.

If you need support posting your projects to Localised contact Theo Williams on [theo@localised.com.au](mailto:theo@localised.com.au)

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## COMPACT ACTION NETWORK UPDATE

Stan Corner from [BTS Business Technology Specialists](#) spoke at the GROW Compact Action Network following the launch of Target 100, outlining the key actions in their GROW Compact Action Plan, which included:

- nominating a staff member to take the lead, to embed policy and processes into the business, including internal tenders and assessments
- closely analysing BTS' procurement data to find opportunities for shifting local spend (Stan noted that the data was easy to submit and the dashboard has been useful)
- working with BTS' supply chain, to inform and link with GROW.

Stan told the Network: “The principles of GROW are important, but it is actions that matter. The development of organisational Compact Action Plans are how we can really make a difference.”



Leanne Thom-Leeson (Bethany) and Stan Comer (BTS) at the launch of Target 100

[Barwon Water](#)'s Rebecca McKeown also spoke: “As an organisation committed to enabling regional prosperity it is important we embed social procurement within our operations. One way that we can support our region is through buying goods and services that contribute to our local community and we recently established a Social Enterprise Panel to help generate social value from procurement spend and maximise job opportunities. We are proud of our involvement with GROW and have seen first-hand the excellent outcomes the program can generate. Through GROW, we supported a Northern Futures participant through a traineeship and into ongoing employment, which was a fantastic result.”

As part of their Compact Action Plan, Barwon Water:

- visited local organisations who have a stated social purpose to discuss opportunities
- rolled out a Social Procurement Panel to encourage staff to use the goods and services offered by social providers where possible

- sharing case study examples of successful projects with staff.

Barwon Water spends \$100m in capital and related infrastructure works per year and where possible, intends to keep this spend in our region to create local job opportunities.



Paul Taylor (City of Greater Geelong) and Rebecca McKeown (Barwon Water) speaking at Target 100

## WHAT DO I NEED TO DO NOW?

Start your Compact Action Plan login online [grow.g21.com.au/get-involved/compact-action-plans](http://grow.g21.com.au/get-involved/compact-action-plans) and choose 5 or 6 items from a list of possible actions appropriate for your organisation, or contact Liz (0438 325 194 or [liz@anywhereyoulive.com.au](mailto:liz@anywhereyoulive.com.au)) to discuss. If you signed the GROW Compact in 2015 or 2016, your Plan is due end August 2017, and if in 2017 you have until end December 2017. Workshops are being offered on Friday August 11 and Friday September 8 (10-12 at Eastern Hub) to help get your plan started, as well as individual consultations if needed - contact Liz if you would like to attend.

In addition, your procurement data will be collected in late 2017 using standard templates, for completion by December 2017. Contact the GROW team with any queries.

LIVE  
FOUNDATION

**GROW**



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*GROW is a joint initiative of Give  
Where You Live Foundation and  
G21 - Geelong Region Alliance.*

*Give Where You Live Foundation knowledge key  
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