

# Selling Goods and Services to Haile Gold Mine



## **A GUIDE FOR SUPPLIERS AND CONTRACTORS IN SOUTH CAROLINA**

## What does OceanaGold's Haile Gold Mine buy?

Each year Haile Gold Mine purchases a wide variety of goods and services necessary for the operation of the mine. These materials range from specialized equipment to bulk commodities, construction and mining services, consumables, and transportation.

Ongoing goods needs include:

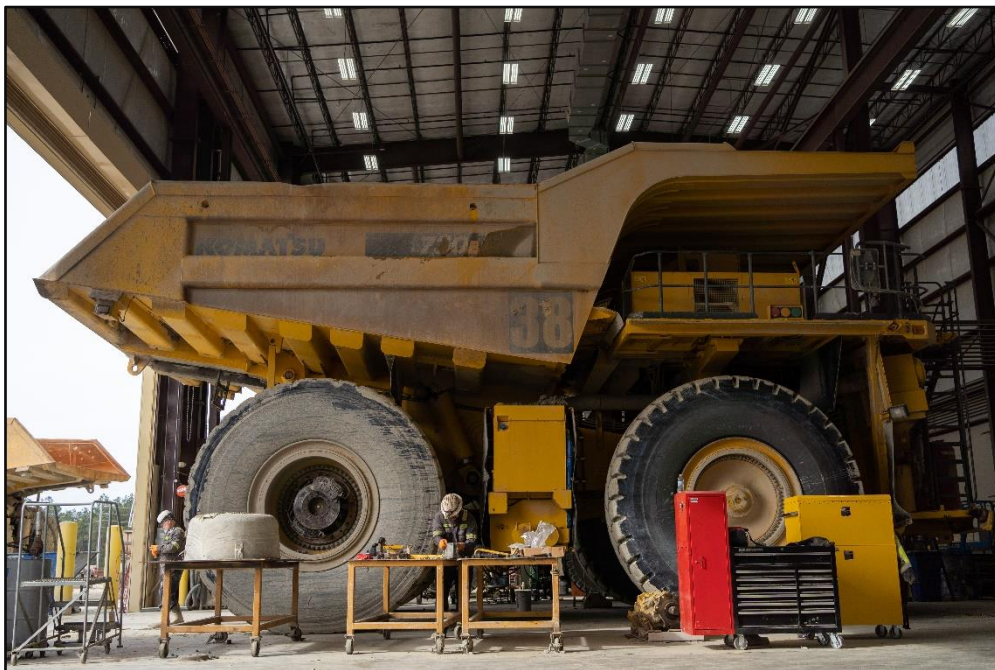
- Industrial Equipment, Piping, Heavy Equipment Supplies, Personal Protective Equipment (PPE), Motors, Pumps, Chemicals, etc.

Ongoing service requirements include:

- Millwright, E&I, Fabrication, Civil Construction, Heavy Equipment Maintenance, Light Vehicle Maintenance

The current expected lifespan of the Haile Gold Mine is twelve years, to 2034, and we expect procurement needs to follow a similar pattern until that point.

Eventually when the mine ceases producing gold, the mine will move into the closure stage of the mine life cycle, which will require a different mix of goods and services, such as those required for reclamation work and environmental monitoring.



## How to make Haile Gold Mine aware of your business

Haile Gold Mine usually buys goods and services by inviting businesses to provide a proposal or to answer calls for bids or tenders. This means Haile Gold Mine must know about your business and the services you provide, to increase your opportunity to bid. You can tell Haile Gold Mine about your company by going to the Haile Gold Mine website at <https://www.hailegoldmine.com/supplier-qualitative-questionnaire/> and filling in our Supplier Qualitative Questionnaire. This questionnaire will ask you to provide information including:

- Contact information



- The types of goods and/or services you can supply
- Your annual revenue and number of employees
- If you have a parent company or subsidiaries.

Once completed, your submitted questionnaire will go to Haile Gold Mine's Procurement Supervisor and South Carolina-based businesses will receive a response.

## Supplier registration, requirements, and pre-qualification

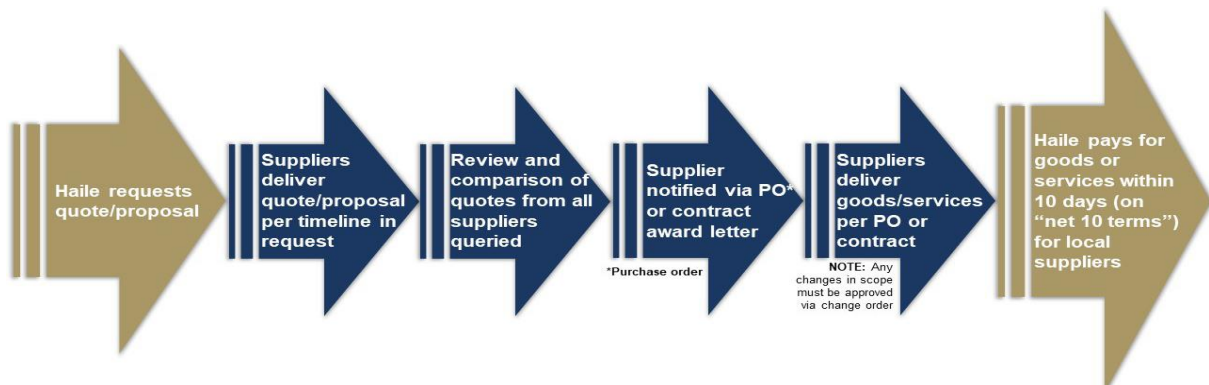
If Haile Gold Mine believes you are capable of competitively providing products, you will be asked to fill out a supplier packet. This will include all relevant information to allow your company and Haile Gold Mine to do business.

Haile Gold Mine also utilizes Avetta, a supplier risk-based software that allows them greater visibility into safety practices and ensures we are only doing business with the most qualified and trained companies in the world. You may be asked to become a member of Avetta, if your work dictates it is needed.



## How Haile Gold Mine procures goods and services

The procurement process differs depending on the type of product being purchased, and the level of cost. There is a different process for procuring goods versus procuring services.



If you are awarded a bid for a good/service and the total annual amount of the item/labour is below \$200,000, then Haile Gold Mine will send a Purchase Order to you.

If you're awarded a bid for a good/service and the total annual amount of the item/labour is above \$200,000, then Haile Gold Mine will look to execute a contract with you.

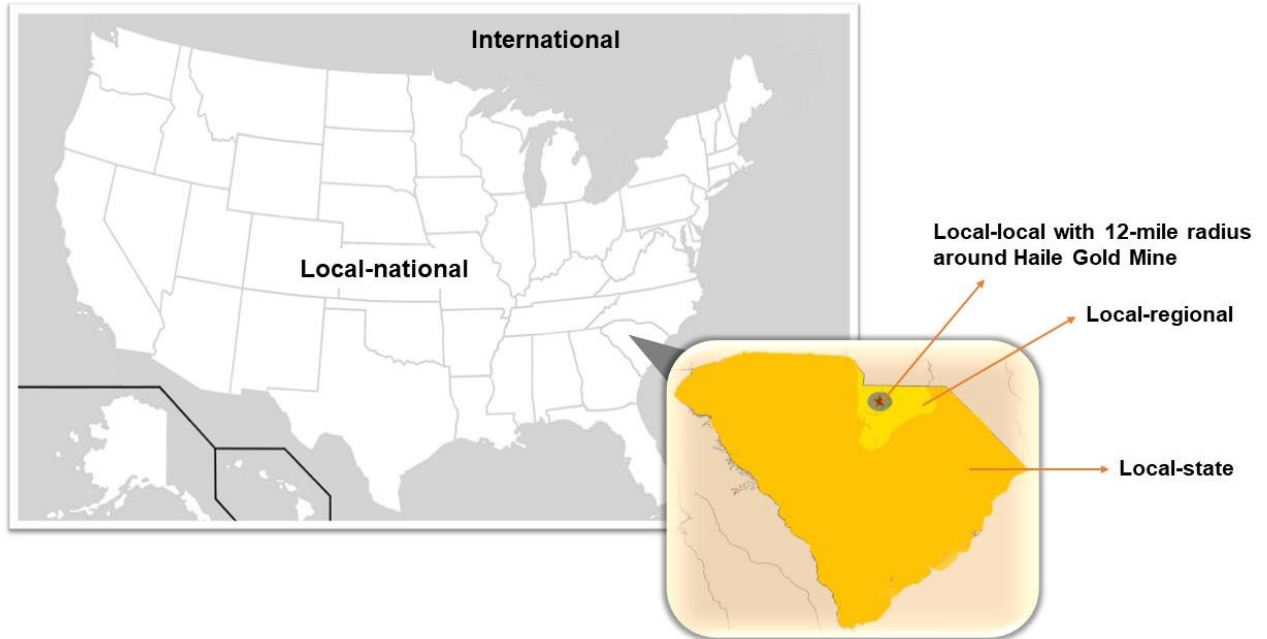
## Is any preference given to local suppliers?

Yes, OceanaGold has always made collaborating with local suppliers and businesses a top priority. Local procurement of goods and services is covered in OceanaGold's *Communities Policy* as part of our aspiration to contribute proactively to the well-being of communities and society through partnerships that deliver sustainable outcomes, and our commitment to build and contribute to partnerships by generating resources, sharing knowledge, and investing in local capacities designed to enhance positive economic, environmental, and social outcomes. The Haile Gold Mine has a standard operating procedure (SOP) which guides how the site will prioritize local procurement, and outlines roles and responsibilities for all company representatives who play a role in how procurement takes place.

As part of Haile Gold Mine's Local Procurement SOP, suppliers are classified into one of five categories based on location:



- **1. Local-local** – Businesses within 12 miles of Haile Gold Mine
- **2. Local-regional** – Businesses outside of the area within 12 miles of Haile Gold Mine but within the counties of Lancaster, Kershaw, and Chesterfield
- **3. Local-state** – Businesses outside the counties of Lancaster, Kershaw, and Chesterfield, but within the state of South Carolina
- **4. Local-national** – Businesses outside of the State of South Carolina but within the United States
- **5. International** – Businesses outside of the United States



Haile Gold Mine's SOP outlines the steps that the Procurement Department will take to strive to purchase from the most local supplier possible, while still accounting for other priorities such as cost, lead times, and reliability. While Haile Gold Mine will give a certain degree of preference based on how local a business is, this does not mean that businesses do not have to offer competitive pricing, and they still need to meet the quality standards expected of all suppliers.

Haile Gold Mine will however make efforts to buy from the most local supplier possible who can competitively provide a good or service. These efforts include:

- Awarding additional points in the evaluation of bids on tenders based on what local-category a business fits into;
- Spending time proactively searching for potential suppliers, with more time spent for the categories of supplier closest to the mine site;





- Providing capacity-building support for businesses in the local-local and local-regional categories of current and potential suppliers.

## What support is available to me as a supplier?

The Haile Gold Mine holds meetings twice a year with current and potential suppliers based in the counties of Lancaster, Kershaw and Chesterfield. These meetings provide updates from Haile Gold Mine on its procurement process, gather feedback on how we can further improve our processes to support local suppliers, and provide capacity-building support for different aspects of business management. In some cases, external experts will present during these meetings.

## Other support for setting up and operating a business that can supply Haile Gold Mine

There are many online resources and programs that businesses in South Carolina can consult for guidance on different aspects of setting up and running a business. Many of these resources are free to access and provide valuable information and tips.

- South Carolina ["Start Your Own Business" website](#)
- [South Carolina Start a Business Portal](#)
- [Expand or Relocate a Business in South Carolina](#)
- [SC Dept. of Labor, Licensing and Regulations](#)
- [Small Business Tax Information](#)
- [Doing business in South Carolina](#)
- [SCBOS State Business Resources](#)

## Access to finance and capacity building resources from the South Carolina state

### How to access financing:

- Grants and loans
- [South Carolina Small Business Funding & Loans](#)
- [Financing for Business Expansion in South Carolina](#)
- [SBA Loan Program](#)
- [South Carolina Small Business Grants](#)
- [Small business grants for women in South Carolina](#)
- [National small business grants](#)

### How to access skills development and capacity building for entrepreneurs:

- [Free Business Training: SC CompTIA IWT Scholarship program](#)
- [Microbusiness Pandemic Relief Program](#)
- [U.S. Small Business Administration \(SBA\) South Carolina District Office](#)
- [University of South Carolina Technology Commercialization Office \(Incubation and innovation\)](#)
- [SC Launch](#)
- [South Carolina Innovation Hub](#)