

Understanding Social, Economic and Environmental Factors

Doing Business with Council

2026

Sunshine Coast Council is committed to delivering value for the community through every purchase made. This means looking beyond cost to consider broader social, economic and environmental value. These may include creating local jobs, supporting diverse suppliers, promoting inclusive workplaces, diverting waste from landfill, and more. These priorities reflect the [Queensland Government policy](#) and [Council's own procurement principles](#), ensuring that every dollar spent strengthens our region.

By understanding these priorities and clearly showing how your business aligns with them, you can significantly improve your competitiveness.

This fact sheet explains what these factors mean, why they matter, and provides practical tips and examples to help you demonstrate your value.

Key Social, Economic and Environmental Factors

Competitive Local Business & Industry (Local Content)

This principle refers to the proportion of goods, services, and labour your business sources from within the Sunshine Coast region (or Queensland more broadly). Demonstrating strong local engagement supports community growth and aligns with Council's commitment to building a resilient economy.

Action: Identify your local address and outline how your business operates within the Sunshine Coast local government area (LGA). Then describe the goods, services or labour you source locally, including subcontractors and suppliers. For Queensland Government procurement this would be relevant to the whole of Queensland.

Key Points to Consider:

- Do you have an office, depot or base of operations within the Sunshine Coast LGA?
 - What functions or activities occur at that location?
 - How many staff work or reside locally?
- What portion of your business activities or service delivery occurs within the region?
- Can you provide details of sub-contractors or suppliers that you engage locally?
 - What goods, materials or services do they provide?
 - How long have you been working with them?
- In what ways does your business contribute to local economic growth?
 - Do you reinvest revenue locally?
 - Do you use local services?
 - Do you participate in local business networks?

Job Creation & Workforce Development

Creating jobs and investing in workforce skills support local economic growth. This includes employing locally, offering training and apprenticeships, and upskilling opportunities that build long-term capability.

Action: Demonstrate how your business supports local employment and skills development, including any training programs, apprenticeships or partnerships with education providers.

Key Points to Consider:

- Whether you recruit locally and what types of roles are filled by residents of the Sunshine Coast LGA.
- Whether your business offers apprenticeships, school-based apprenticeships, traineeships, or work experience opportunities.
- Details of training or upskilling initiatives you provide, such as industry qualifications, accredited safety training, or ongoing professional development.
- Partnerships you have with TAFE, universities, employment service providers, or training organisations that support workforce development.

Workforce Inclusion

Government buyers value suppliers who foster an inclusive workforce. This includes providing employment opportunities to women, First Nations people, young people, people with disability, long-term unemployed and other disadvantaged groups.

Action: Outline your current diversity and inclusion practices, including relevant workforce initiatives or partnerships.

Key Points to Consider:

- Whether you provide employment opportunities for groups such as young people, First Nations people, people with disability, long-term unemployed or other groups who may face barriers to employment.
- Any tailored training, mentoring or support programs you offer to help employees from diverse backgrounds enter or progress within your business.
- Partnerships with community organisations, training providers, job-readiness programs, or social enterprises that support inclusive employment.
- Use of social benefit suppliers, not-for-profits, Australian Disability Enterprises, or First Nations businesses within your supply chain.

Community Impact

Contributing to the community beyond your core business activities can strengthen your tender application. This can include local partnerships, sponsorships, volunteering, or programs that deliver social benefits.

Action: Highlight any activities, partnerships or programs your business undertakes that support the community.

Key Points to Consider:

- Any support you provide to local community groups, sporting clubs, not-for-profit organisations or social enterprises.
- Whether your staff participate in volunteering activities that contribute to community wellbeing, address local issues, or strengthen local organisations.
- Activities or initiatives you support that promote health, safety, wellbeing or social participation in the community.
- Any ways your business helps build capacity for local groups.

Environmental Sustainability

Sustainability is a key consideration in government procurement. Buyers look for suppliers who reduce environmental impact through practices like waste minimisation, use of recycled materials, and energy efficiency.

Action: Describe the sustainability practices your business has in place and any policies, certifications or programs you participate in.

Key Points to Consider:

- Any actions your business takes to reduce energy use, water consumption, packaging impacts or transport emissions.
- How you manage environmental risks across your operations, products or services, including any monitoring or reporting processes.
- Participation in environmental programs such as [ecoBiz](#) or similar initiatives and any improvements or outcomes achieved through these programs.
- Any policies, business systems, certifications or targets you have in place e.g. environmental policy, ISO 14001, internal sustainability goals etc.

Tips to Stand Out

1. Quantify your impact using credible evidence
 - Collect data to demonstrate your impact by using verified platforms, recognised tools and simple tracking systems.
2. Embed social proof into your business materials - Use testimonials, awards, and case studies - make them easy to find on your website, LinkedIn and proposals.

3. Refresh your capability statement - Include a clear section outlining your social, economic and environmental contributions.
4. Review mandatory and weighted criteria carefully - Social and sustainability factors often carry weighted scoring. Address them clearly and provide relevant evidence.
5. Seek post-tender feedback - Whether successful or not, request feedback to understand your strengths and opportunities for improvement in future submissions.

Council support

Council's Local Business Support team helps connect you to workshops, programs and events designed to build capability so you're ready to take advantage of opportunities as they arise.

Visit [Level Up](#) for more information or contact the team via:

businessdevelopment@sunshinecoast.qld.gov.au

For procurement or tender specific enquiries, contact the procurement team via:

contracts@sunshinecoast.qld.gov.au

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