
the secret to our
success is our unique
ability to negotiate
agreements that work
between industry and
traditional owners

making a difference

At KHC, we are committed to fostering strong corporate and community partnerships that make a difference to the community in which we live.

KHC supports the Cystic Fibrosis Association of WA and sponsors the organisation's team in the City to Surf event. KHC staff also joined CFWA members on the 12km walk, which in total raised \$16,000 for the association to continue providing vital services to people living with cystic fibrosis in the WA community. For more information on helping people living with cystic fibrosis visit www.cysticfibrosis.org.au

khc

*native title and
heritage approvals
for exploration, mining
and infrastructure*

P E R T H • B R I S B A N E

Leaders in finding the middle ground

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strong foundations

We have created something that few can match.

KHC Pty Ltd was founded in Western Australia in 2002 by Kellie Hill, who had a vision to build a company with the best reputation for professionally negotiating agreements between industry and Traditional Owners.

Kellie has a Bachelor of Laws but has chosen not to practice as a solicitor. Kellie Chairs the Aboriginal Affairs Committee and also sits on the Association of Mining and Exploration Companies (AMEC) board of councillors.

Since its inception, KHC has grown into a multi-skilled team, with specialists in Aboriginal heritage approvals, native title negotiations and compliance.

KHC draws on a strong network of expert archaeologists, anthropologists, lawyers and economic advisors to ensure it provides its clients with the most appropriate advice to achieve the best possible solution. KHC strives to be the leaders in finding the middle ground.

We are proud to be leaders

KHC's reputation for professionalism has earned it recognition in several industry awards. In 2009 Kellie was a finalist in the Telstra Business Women's Awards and that same year KHC won a finalist's berth in the Telstra Business Awards. In 2010 Kellie was named a 40under40 winner, which recognises Western Australia's 40 most outstanding, young business men and women each year.

"When I started this business 10 years ago, my vision was to build a company with the best reputation for negotiating mining agreements that work, for both the mining company and the Traditional Owners. Being independent means that we can work with companies that respect this approach and have the same vision." **Kellie Hill**, Managing Director, KHC

solutions on time

We are always here for our clients, providing a cost and time effective service.

With a growing number of locations around the country, including a newly-opened Brisbane office to service the Queensland industry, KHC provides Australia-wide, cost-effective solutions for exploration, mining and infrastructure clients who rely on successful negotiations with Traditional Owners.

KHC provides a specialised service that can be tailored to meet the needs of individual clients and projects.

native title negotiations

- KHC leads negotiations between clients and Traditional Owners to reach a time and cost effective agreement
- KHC involves, when necessary, the services of lawyers and economic advisors
- KHC project manages to ensure compliance with the *Native Title Act 1993* (Commonwealth)

aboriginal heritage approvals

- KHC project manages compliance with the *Aboriginal Heritage Act 1972* (WA)
- KHC negotiates heritage agreements
- KHC represents your interests in stakeholder consultation processes
- KHC draws on expert advice from qualified anthropologists, archaeological and environmental consultants to achieve the best possible outcome for your project
- KHC meets deadlines for work program approvals through relevant government departments
- KHC provides skilled staff to manage heritage surveys

training

- KHC will provide on or off-site training in heritage and native title issues, designed to meet your specific requirements
- KHC will provide experts to host or speak at major industry conferences

reputation is everything

We are only as good as our result. At KHC we pride ourselves on our reputation. Our clients are happy to share their experiences about working with KHC.

"BCI's experience working with KHC was second to none. During negotiations Kellie showed excellent initiative and an ability to think on her feet, under pressure. A key strength is Kellie's understanding of the subtle nuances of Aboriginal culture and family relationships, which was very important in the negotiation process and invaluable to internal preparation."
Mike Young, Managing Director, BC Iron.

"A pleasure to work with, producing a flawless survey."
Jason Livingstone, geologist.

"Kellie's commitment to ensuring beneficial outcomes for her clients, as well as Aboriginal stakeholders, is admirable and is possibly the secret to her success." **John Clarke**, Owner, Wanati.

in finding the middle ground

measuring success

We measure our success on our client's satisfaction.

"A good reputation goes a long way in this industry and KHC has served to reinforce this by embracing our approach and engaging in a way that creates lasting value within the communities we serve." **Yvonne Power**, Horizon Power Native Title and Heritage Coordinator.