

TSBE

Annual Report

2015 - 2016

LINKING
BUSINESS

INVESTMENT
ATTRACTION

ADVOCACY FOR
OUR REGION



Foreword

What a wonderful year this has been. TSBE has worked hard to deliver for the region, and returned to surplus as planned following a decision last year to invest significant funds in successfully establishing our China presence.

As you read through the following report you'll be able to see some of the key undertakings and achievements for the region as well as gaining an understanding of TSBE's core activities; advocating, linking businesses, and attracting investment to the region.

Our region is well and truly primed for growth. As is regularly reported, the combined impact of key road, air and future rail infrastructure is propagating opportunities. TSBE's position remains to capitalise on these opportunities and deliver sustainable growth and diversity to our region.

There has never been a more exciting time to live, work and play in the region.

TSBE can't be successful without support from the business community.

We are humbled by the support we receive from our foundation partner, Toowoomba Regional Council and our key regional partners Maranoa, Western Downs and South Burnett regional councils. We would also not be here today without the highly valued support and engagement of our media partners, Southern Cross Austereo and APN Australian Regional Media or 20 our platinum members.

I look forward to seeing the exciting achievements we will be able to share with you in 2016 - 2017

Shane Charles

Executive Chairman
TSBE



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LINKING
BUSINESS

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ADVOCACY FOR
OUR REGION

Toowoomba and Surat Basin Enterprise

Linking Business. Investment Attraction. Advocacy For Our Region.

Toowoomba and Surat Basin Enterprise (TSBE) is an independent, business-driven organisation linking companies with opportunity to achieve sustainable growth and diversity for the region.

TSBE is committed to ensuring that the local business community will survive, adapt and prosper and takes great pride in encouraging major investment and promoting the vital need for new and upgraded infrastructure in the region.

Since its inception TSBE has contributed to:

- bringing more than 60 businesses (and hundreds of investors) to the region
- increased job growth in the thousands, and;
- many favourable announcements for vital infrastructure developments

In 2015 - 2016 specifically TSBE can celebrate numerous achievements:

450
WORK & TENDER OPPORTUNITIES SHARED

1,300
TARGETED INTRODUCTIONS FACILITATED

3 NATIONAL CONFERENCES HOSTED

- AG THE ASIAN CENTURY CONFERENCE 2015
- 400m AgInnovate Investment Forum 2016
- TRANSPORT AND LOGISTICS SYMPOSIUM TOOWOOMBA | 2015

25 OVERSEAS INVESTOR GROUPS HOSTED

16 NEW BUSINESSES WELCOMED TO THE REGION

MEDIA EXPOSURE

- 450,000** reached nationally with The Australian Toowoomba Regional Report
- 500** news items including 100+ media releases and 80+ television interviews
- 250,000** regular media reach
- 70,000** average social media reach/month

\$10 billion of infrastructure supported

- 1st international freight flight from Wellcamp Airport
- TSRC - construction commenced
- Inland Rail - \$\$ in budget

OUR MEMBERS THIS YEAR

- 52%** Have created new jobs.
- 54%** Have seen additional capital investment.
- 77%** Say TSBE has contributed to an increase in their industry knowledge and awareness of opportunities.
- \$600,000** In business tourism brought in 2015-2016



PURPOSE STATEMENT

TSBE is the go-to organisation that links business with opportunity to achieve sustainable growth and diversity for our region.

VALUES

TSBE's activities at all times seek to uphold five core values:

1. We are fiercely loyal to our region
2. Regional diversity is respected
3. We are transparent in our interests and in our actions
4. Acting with integrity is fundamental to all that we do
5. We strive for excellence

BOARD OF DIRECTORS

Shane Charles
Executive Chairman



Matthew Ostwald
Deputy Chairman



Mark Harvey
Director



John Moncrieff
Director



Gavin Walton
Director



Dallas Hunter
Director



Andrew Kibble
Director



Lisa France
Director



Ali Davenport
Director



Mayor Paul Antonio
Ex-Officio Director



Brian Pidgeon
Ex-Officio Director



Stewart Morland
Director



Rohan Gosstray
Director



Mac Stirling
Director



Rob Hart
Director



Joe Wagner
Director



TSBE TEAM

Shane Charles
Executive Chairman



Ben Lyons
Chief Executive
Officer - Food
Leaders Australia



Stacey Burrell
Executive Officer



Reagan Parle
General Manager
- Surat Basin
Supply Chain



Lance MacManus
Projects Officer



Wen Liu
Business
Development
Manager - China



Chelsea Miller
Finance Officer



Erin Kehoe-O'Shea
Marketing and
Events Officer



Georgie Uppington
Executive Assistant



Steph Clutterbuck
Memberships
Officer

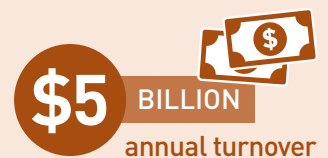


TSBE MEMBERSHIP

Working with hundreds of member businesses, TSBE provides valuable assistance to help them grow and reach their business goals in the region. This is achieved through the delivery of a diverse membership offer with direct and indirect assistance tailored to suit business needs at their chosen financial level.

Benefits for members include market intelligence, branding, networking events, targeted business matching and introductions.

TSBE's 2015-2016 membership included more than 500 businesses across 24 sectors.



EVENTS

Events assist with every aspect of TSBE's operations. They add value to members by providing a forum to share information about business opportunities and provide extensive networking. Events are also beneficial for TSBE's investment attraction activities by providing a forum with which to showcase the capability of our local businesses and the wealth of opportunities.

Finally, events also provide a platform for TSBE's advocacy efforts where TSBE can talk to hundreds of businesses every few weeks regarding key infrastructure needs of this region and garner support to leverage elected representative to make investment decisions in the best interests of this region.

TSBE held more than 80 events in 2015-2016 and attracted a total of approximately 4,500 attendees.

The larger and most significant events held for 2015 - 2016 included:

ENTERPRISE EVENINGS

Enterprise Evenings are TSBE's monthly signature business networking and opportunity discussion forums. In 2015 - 2016 eleven events were held across Toowoomba, Roma, Wandoan, Chinchilla and Brisbane.

Topics included:

- Melbourne to Brisbane Inland Rail Project.
- State of the Resources sector – future opportunities in the major projects.

- Nexus and the Toowoomba Second Range Crossing.
 - Emerging opportunities for Australian businesses in India.
 - Resource industry Leadership Panel.
 - The QGC Charlie Development.
 - Walton Stores, The Mill Precinct and QIC's Grand Central Redevelopment.
- and many more...





CONFERENCES

TOOWOOMBA TRANSPORT AND LOGISTICS SYMPOSIUM – 3-5 AUGUST 2015

With the advent of the Brisbane West Wellcamp Airport, ongoing construction of the Toowoomba Second Range Crossing and the highly anticipated Melbourne to Brisbane Inland Rail Project, it is fitting that TSBE hosted the Transport and Logistics Symposium in Toowoomba, August 2015, to explore the full breadth of opportunity being made available through such key infrastructure.

Attending delegates heard from industry experts, political leaders and innovative businesses as they explained what the upcoming infrastructure means and how we can seize the opportunity in our region and across Eastern Australia.

AG IN THE ASIAN CENTURY, NATIONAL EXPORT AND INNOVATION CONFERENCE, 23-24 SEPTEMBER 2015

In September 2015, the second of TSBE's Ag in the Asian Century conferences was held in Toowoomba, facilitated by FLA, and attracted over 250 participants from international and domestic companies. An example of one of the international companies was JD.com, the Amazon of China's eCommerce sector, who met with several FLA members about potential partnerships and supply chain opportunities.

FLA has evolved the Ag in the Asian Century conference from an awareness type event in 2014 to a "doing business" event with companies sharing their experiences in export, business development, marketing and sales from all over Asia – China was highlighted as a big focus owing to its tremendous rise and growing potential. TSBE/FLA were happy to see interest from Indonesian market participants, other parts of South East Asia, United Arab Emirates and even India – which are other markets FLA is seeking to further develop in 2015/16.

Variety was another great facet of the 2015 conference – where else

could you hear from a New Zealand PR company specializing in dairy and crisis management across Asia, a Chinese eCommerce warehousing specialist, an Austrade Free Trade Agreement expert, a livestock export veteran of 44 years with Dr Rick Trivett from Austrex, and a highly successful Australian ice cream exporter in Frosty Boy's Dirk Pretorius inside the same room within an hour?

The success of this event continues to grow and in 2016 FLA is taking this conference to Shanghai as part of the Access China '16 programme.

400M: AGINNOVATE AND INVESTMENT – 18 MAY 2016

Just six months on from the successful Ag in the Asian Century conference, Food Leaders Australia hosted a world class thought leadership event – the 400M: AgInnovate and Investment forum or #400mAgforum.

The event, a first of its kind held in Australia, was hosted in Toowoomba as the leading agricultural region in Australia for production and innovation.

There has been US\$4.6b invested globally in Ag Technology ventures in 2015 - the Australian contribution is around US\$4.8 million. Modelled on a similar event in St Louis, Missouri, 400M posed a question to the Australian agribusiness sector: Australia has 400 million hectares of arable land that feeds 65 million people. How does it feed 100 million? There are 400 million people in the rising Asian middle class – who will feed them? The answer being technology and innovation. International players from Agfunder and BioPacific Partners were joined on stage with local Ag tech success stories FarmScan Ag, Ag DNA and Ag Bitech. They were followed by six projects looking for investors to take them to the next level of development:

- Ben Boughton, Founder of Satamap, presented on his satellite imagery technology which enables farmers to improve their soil and crop health via satellite imagery. Satamap is a software solution that provides farmers with an enhanced monitoring capability.
- Dr Keith Bristow and TranspiratiONal, showcased a sprayable polymer technology that has been designed to

greatly improve agricultural water use.

- Adventive pitched by Tim Bennett and Mitch Hughes. Adventive was the only non-scientific pitch and was a concept platform that targeted landholders, investors and dealmakers looking to find each other in the resource management market.
- Dr Anthony Brewer, Agalytics presented a new infield soil testing application.
- Kebari - another CSIRO team developed a gluten-free barley from 50 year old seed stock. A gluten-free beer using the Kebari barley has now been released in Germany.
- Ag DNA presented on a new phase of innovation in their farm software product that leverages new advances in cloud computing and supply chain data selection.

FLA, in partnership with USQ, has major plans for expanding 400M into an Ag Tech accelerator and incubator going forward. 400M has been one of our most successful events in terms of national and international impact. Companies are looking to FLA as the region's representatives to engage with after this conference. There has been impressive

follow up from those that were made aware of the event via its inclusion in the ABC TV program Landline.

OTHER SPECIAL EVENTS

TSBE hosted a Thought Leadership Luncheon on 3 June 2016, featuring Gordon Cairns, Chairman of Woolworths Limited and Chairman of Origin Energy.

The event was held at the Brisbane West Wellcamp Airport terminal, Wellcamp, and participants enjoyed hearing Mr Cairns share his wealth of knowledge gained from years of experience as a leading employer.

TSBE GOLF DAY

TSBE successfully held a sold out Golf Day at Middle Ridge on the 12 Feb 2016. The golf day enabled networking in a relaxed environment and raised money for a local charity.

BOARDROOM BRIEFINGS

Open to our Platinum members Boardroom Briefings are a targeted event bringing together CEO's to enjoy a lunch with a VIP speaker relevant to their industry. TSBE will continue to focus on this series in 2016 - 2017.



QUARTERLY CATCH-UPS

Quarterly catch-ups were held in 2015 - 2016 and enabled members of our highest memberships to hear from local representatives and special guests during a lunch time meeting.

ECONOMIC IMPACT

According to Tourism and Events Queensland (2016) every business traveller is worth \$376.21 per night to the local economy. With approximately 45% of the network travelling to attend

major TSBE events held in various locations around region this activity alone contributes more than \$600,000 to our regional economy.



SURAT BASIN SUPPLY CHAIN

Linking businesses with opportunities is at the core of the membership offer.

TBSE's Surat Basin Supply Chain team identifies commercial opportunities for members and fosters relationships for members through the provision of numerous seminars and functions as well as strategic business introductions.

Typically linked to major projects and infrastructure, Supply Chain members are predominantly contracting firms providing products and services to a buyer.

In the last 12 months, TSBE has nominated 450 member companies for 195 scopes of work and tender opportunities shared which total approximately 1,300 targeted introductions conducted.

The focus of the Supply Chain team is to bring these trade-based businesses to the attention of industry - highlighting possible contracting and sub-contracting opportunities in the region and then drilling down into individual business development strategies.

The work and tender opportunities that are shared originate from a variety of sources including open and closed market, and a growing number of business - business referrals throughout the large member network. The opportunities are predominately from the Resources, Energy, Infrastructure (Road, Rail, Construction) and Government sectors.

Examples of supply chain work in 2015-2016 undertaken for members within the major projects in the region are provided in the following pages.

RESOURCES – COAL SEAM GAS

What is Coal Seam Gas (CSG)?

CSG is a natural gas trapped in underground coal seams by water and ground pressure, primarily made up of methane.

The Surat Basin remains one of Australia's largest reserves for CSG and houses enough CSG to adequately supply growing domestic demand and LNG export opportunities to ensure the long-term supply of gas in Australia at a competitive price. The Surat Basin region primarily houses the upstream work (attendant processing plants and pipelines) of these CSG and LNG projects.

While the construction phase has ended for the major CSG projects in the Surat Basin, the opportunities within the upstream work of the Operations and Maintenance phase of these CSG projects housed in the Surat Basin will last for decades.

GLADSTONE LNG PROJECT (GLNG), QUEENSLAND CURTIS LNG (QC LNG), AUSTRALIA PACIFIC LNG (APLNG)

There are currently three operating liquefied natural gas (LNG) plants in Queensland. GLNG, QCLNG and APLNG are leading projects converting coal seam gas (coalbed methane) from the Surat Basin, into LNG.

To keep members and supporters up-to-date on these projects, worth a total of \$60B, TSBE holds annual 'project update' themed Enterprise Evenings for each project wherever possible and sources a key decision maker from the proponent to discuss the latest opportunities for local suppliers as well as direct advice on how they can engage.

Our supply chain team work very closely with proponents regarding their supplier obligations with contractors, providing them access to local businesses and supplier forums. In the QGC project alone TSBE is linked in with 11 significant upstream contractors and is regularly in contact with them regarding opportunities for local businesses.

TSBE also communicates regularly with all three project's community and stakeholder representatives regarding local content participation, strategies and improvement.

450

**WORK & TENDER
OPPORTUNITIES SHARED**

1,300



**TARGETED
INTRODUCTIONS
FACILITATED**



NEW ACLAND COAL MINE

DARLING DOWNS
\$110M p.a.
Current Economic Contribution

SOUTH EAST QLD
\$300M p.a.
Current Economic Contribution

SOUTH EAST QLD
\$530M p.a.
Economic Contribution After Expansion

CURRENTLY EMPLOYS
460 people

EXPANSION TO CREATE
250 jobs
During Construction

&
435 jobs
During Operational Phase

SENEX ENERGY

Senex Energy Limited is an Australian oil and gas exploration and production company with a significant onshore acreage position in the Cooper-Eromanga Basin and Surat Basin.

In 2015-2016 TSBE worked actively with Senex to forge relationships with their existing buyers regarding local supplier engagement and nominations for work opportunities.

TSBE also ran their public supplier events to assist their buying team with market interest in their development. Like other energy projects TSBE worked with their community stakeholder representatives both at head office and in the region.

RESOURCES – COAL MINING

NEW ACLAND COAL MINE STAGE 3 PROJECT

New Acland Coal Pty Ltd, a subsidiary of New Hope Corporation Limited, currently operates the existing New Acland Mine, an open cut, thermal coal operation with the existing capacity to produce up to 4.8 million tonnes annually (Mtpa) of product. The mine's product is internationally known for being one of the lowest greenhouse gas producing coals in the world.

A major economic contributor to the Toowoomba and Surat Basin region, the mine injects \$300 million annually into south-east Queensland's economy and \$110 million annually into the Darling Downs economy. The operation currently employs over 460 locals and provides 2,300 indirect jobs.

New Acland Mine is awaiting the results of a land court hearing for the proposed \$900 million Stage 3 Expansion of the mine. If the expansion is to go ahead, it will extend life of the mine until 2029, and provide 250 additional jobs during construction and 435 jobs during the mine's operational phase.

The expansion will also bolster the mines current annual economic contribution to the south-east Queensland economy to \$530 million and contribute \$8 billion over the lifetime of the mine.

TSBE continues to work closely with the existing mine operation in terms of local supplier engagement and matching capable local suppliers with work opportunities.

RENEWABLE ENERGY

It is no secret that renewable energy plays an important, and growing, role in meeting future energy needs. Therefore it is no surprise that increased investment and a number of major renewable energy projects were announced for the region in 2015-2016.

The Queensland Government is a significant force behind the growth and expressed their commitment to increasing the uptake of renewable energy to drive jobs, investment and emission reduction. A Renewable Energy Panel was established to identify a pathway for the achievement of 50% renewable

energy by 2030 in Queensland.

Identifying the importance of this industry to the region, TSBE intensified efforts in 2015-2016 to work actively with the renewable energy industry in and around the region. Examples of this involvement are provided below:

CANADIAN SOLAR - OAKEY SOLAR FARM

Following Development Approval by Toowoomba Regional Council on 22 April 2015 the proposed Canadian Solar Project has progressed rapidly through geo-tech, flood, and biodiversity studies.

The Project site area is approximately 60 hectares in Oakey, west of Toowoomba adjacent to the Warrego Highway and likely be developed over two or three stages. It will feature 93,600 solar modules and will generate approximately 59.9 GWh of clean, renewable energy each year. The Project has been designed using technology that allows solar panels to tilt in the direction of the sun, maximising the total energy generated and the effectiveness and efficiency of each panel.

The project will create approximate 100 jobs during the stages of the construction, using local expertise and resources where possible.

Once operational the plant will generate enough electricity to power approximately 24,000 homes.

TSBE has been involved with this project since the beginning and in 2015-2016 provided:

- Letter of support for the development
- Local Supplier nomination for prime contractors bidding on the project
- Assistance to community and stakeholder representatives regarding engagement

COOPERS GAP WINDFARM

The Coopers Gap Wind Farm Project, located between Dalby and Kingaroy has been declared a Coordinated Project under the State Development and Public Works Organisation Act 1971. The Project has a proposed installed capacity estimated to be 350MW with approximately 115 wind turbines to be located 13,200 hectares of freehold agricultural land. The turbines themselves are located on approximately less than 2% of the site area

In 2015 - 2016 TSBE has:

- Visited other windfarms to learn project processes.
- Played a direct role in the development of the local supplier engagement strategy.
- Assisted Councils with major project supplier process engagement.
- Nominated numerous firms from South Burnett and Western Downs regions onto supplier lists.

CANADIAN SOLAR OAKEY SOLAR FARM

VALUE

\$47.5m

Annual Energy Yield

190
Gwh/yr

System Capacity

30MW **60MW**
Stage 1 Stage 2

INFRASTRUCTURE DEVELOPMENTS

TOOWOOMBA SECOND RANGE CROSSING PROJECT – NEXUS

The Toowoomba Second Range Crossing (TSRC) project is a 41km-long bypass route running from the Warrego Highway at Helidon Spa in the east to the Gore Highway at Athol in the west, via Charlton. The project currently being delivered by Nexus Infrastructure Pty Ltd, is an alternative crossing of the Toowoomba Range for all classes of heavy and super heavy vehicles to improve freight efficiency and driver safety as well as relieving the pressure on Toowoomba's roads and therefore improving liveability for residents.

Jointly funded by the Australian and Queensland governments the \$1.6B project is due to be completed and operational by late 2018.

In 2015 - 2016 TSBE has:

- General Manager, Reagan Parle sat on the Nexus's Business Advisory Group for local content into the project.
- Held an Enterprise Evening event to promote project opportunities which attracted an unprecedented 500 business people.
- Provided supplier database to the project's commercial team.
- Promoted EOIs to the TSBE supplier marketplace.

QIC – GRAND CENTRAL

QIC's \$500 million redevelopment of Grand Central is revolutionising the retail sector in Toowoomba.

The redevelopment encompassed the joining of the Gardentown Shopping Centre via a two-level retail link. Grand Central itself has been wholly owned by QIC since 1996 and currently has 140 specialty stores including Myer, Target, Coles and Birch Carroll & Coyle cinemas.

Comprising of 46,000 square metres, when combined with Gardentown, Grand Central will become an unrivalled 90,000 square metre retail, entertainment and lifestyle destination.

This development will offer Toowoomba the following benefits:

1. Current estimates suggest that \$886 million of retail spending by residents in the Grand Central catchment area is currently being lost to Brisbane, Sunshine Coast and Gold Coast centres, and online shopping avenues. Grand Central's redevelopment will assist in cutting off this economic leakage from the region.
2. Toowoomba and surrounding areas population is expected to grow to 332,000 by 2017, and as such retail expenditure is expected to exceed \$4.2 billion in 2017, up from \$3.7 billion in 2013. The new Grand Central will offer opportunities to cater for this burgeoning expenditure.

QIC GRAND CENTRAL REDEVELOPMENT

Projections:

1500

jobs generated during construction phase

1000

local retail jobs generated upon completion

\$1.2b

economic impact to Toowoomba local government area (LGA)



In 2015 - 2016 TSBE:

- Held an Enterprise Evening event regarding the project.
- Assisted a number of their sub-contractors with links to local firms.
- Drove investment/business enquiries to the centre through investment attraction efforts i.e. facilitating a regional report about Toowoomba in The Australian that promoted not only the redevelopment but also the region's current and future prospects.
- Directed at least five retailers to the region.

MILLMERRAN POWER STATION

The Millmerran Power Station is a coal-fired power station south of Millmerran.

2015-2016 saw TSBE continue to work with the existing mine operation in terms of local supplier engagement and providing nominations for work opportunities.

HEALTH AND HOSPITAL SECTOR INFRASTRUCTURE PROJECTS

The Health Care and Social Assistance sector is the largest employer in the Surat Basin region, employing approximately 14,000 people and making

up 13.3% of total jobs in the area (2013 - 14).

In 2015 - 2016 TSBE was active in:

- Establishing a biannual Health Group meeting to discuss the state of the sector, key infrastructure needs and the identification of other areas where TSBE could provide assistance.
- The Roma Hospital Redevelopment Project - Promoting public EOI's to local firms.
- Assisting buyers with nominations of firms for maintenance panels.



LOCAL CONTENT ADVOCACY – STAKEHOLDERS

TSBE doesn't only assist behind-the-scenes in encouraging local suppliers for large projects, TSBE also collaborates with likeminded organisations to promote the region to Australia and the world. TSBE's collaboration roles/activities include:

- Foundation partner of Local Content Leaders Network in Qld delivering 'Joint Statement of Commitment: Maximising Industry Local Content in Regional Qld' (pictured opposite).
- Regional partner of Local Content Working Group for the QRC (Qld Resource Council).
- Represented the Surat Basin CSG Industry at LNG 18 (Global gas Conference) in Perth.
- Regional Working Group for Gold Coast Commonwealth Games opportunities delegation to be held in October 2016.

SIGNATORIES

Economic Development Signatories



Local Government Signatories



Industry Representatives Signatories



Supported by





Food Leaders Australia (FLA)

Food Leaders Australia (FLA) exists to support the growth of businesses working within the food and agricultural space nation-wide to capitalise on opportunities in the global market. Membership services range from introductions, events, research for funding sources, advocacy and market intelligence – all designed to help companies in their search for growth and development.

It was fantastic to see FLA's efforts manifest in significant announcements from local member companies in 2015 - 2016, some highlights include:

- Stahmann Farms' online retail launch into China.
- The announcement of the infant formula processing investment at Wellcamp Industrial park.
- FK Gardner and Sons (FKG) announcement of their food processing capability at Witmack Industrial Park.

and many more...

In addition to working with agribusinesses in the TSBE membership, 2015-2016 saw FLA, in its first year of operation, successfully facilitate a number of high quality events and initiatives aimed at growing the regional economy for agribusiness and food production. The following pages detail this activity.

FIRST INTERNATIONAL FLIGHT

In November 2015, a significant milestone was achieved with the trial flight of Cathay Pacific 747-800 freighter taking up to 70 tonnes of local produce to Hong Kong. This brought national and international media attention to the region. FLA was instrumental in working with Cathay Pacific Freight on the demand story in China and beyond as well demonstrating our regional capability in supporting this service. Following this success, FLA expects that Cathay Pacific will announce a weekly service for this freighter commencing in November 2016. This weekly service will be a huge boost to the region, not only for existing exporters but also will aid in driving the core FLA strategy of increasing the value-add to our primary production sector.

It should be noted that this flight was achieved in just two years. Comparatively the first international flight for Canberra Airport launched in 2016 took almost 18 years to be achieved. It is testament to the collaborative culture and coordination ability of FLA as well as the world-class capability of Wellcamp Airport, regional producers/ members that this could be achieved in such a short time.

THOUGHT FOR FOOD: FLA IN THE MEDIA

Media coverage for FLA activities showcasing the region and our local businesses in 2015 - 2016 was another highlight, with coverage from the ABC national radio news programmes AM and PM, to ABC Rural's Landline and their feature on FLA's 400M event, and other regular spots on ABC Rural's Queensland and NSW Country Hour programmes.

FLA promotes information and awareness through regular print columns in Rural Weekly, The Chronicle, Surat Basin News and Queensland Country Life. These outlets were also utilised to broadcast member highlights as was our regular fortnightly radio segment with 4GR. FLA developed a strong relationship with Australia China Business News Network which has also provided valuable assistance to members in reaching the China market. For example, a feature on FLA and TSBE alone reached over 3 million business news readers in China.

ESTABLISHMENT AND OPERATION OF THE FLA SHANGHAI OFFICE

As one of the first regions (globally) to invest in a Shanghai office, TSBE/ FLA's international operation has gone from strength to strength. Under the leadership of Business Development



Manager – China, Liu Wen, both inbound investment for the Toowoomba and surrounding regions and outbound export opportunities for members have directly increased.

FLA has developed a strong network of China-based food distribution companies, eCommerce, Logistics, Customs Agencies, and investors and in 2015 - 2016 answered more than 100 enquiries from members with quality contacts to help them do business in mainland China. The Shanghai office adds to the FLA offering not only from a supply chain opportunity perspective but also advocacy with the Chinese and Australian governments regarding issues like Customs clearance and import protocols.

In late 2015 FLA announced a partnership office with the Chinese Academy of Agricultural Science and the Ministry of Agriculture so TSBE/FLA as a result also have a liaison office in Beijing.

The Shanghai office was instrumental in coordinating Cathay Pacific flight demand side information and continues to work with other airline groups for future flights and promotion of the region and its immense capabilities.

On the back of the China-Australia Free Trade Agreement (ChAFTA) and the awareness of Brand Australia, FLA is perfectly positioned to grow our value add and export capability for producers and processors in our region.

WESTERN DOWNS EASTERN OPPORTUNITIES (WDEO)

One of FLA's feature collaborations with industry is the Western Down Eastern Opportunities project, supported by QGC, which saw six family enterprises take part in a six month long programme focused on export capability development and included participation on the AccessChina'16 business delegation to be held in October 2016.

The group includes a mix of farming operations including beef producers, a mixed cropping operation, a pork producer and a specialty grains and pulses packager.

The participants commenced this project in June 2016 to jump start their export aspirations. FLA is coordinating training for the group through structured workshops with the Export Council of Australia, Trade Investment Queensland, EFIC and existing exporters.

FREE TRADE AGREEMENT TRAINING PROVIDER GRANT

March 2016 saw TSBE named as one of only 14 organisations across Australia to receive funding under the Australian Government's Free Trade Agreement Training Provider Grants program.

The program has been designed to assist recipient organisations provide training to help small and medium businesses reach opportunities as a result of Australia's new free trade agreements with China, Japan and Korea.

TSBE's FLA initiative has utilised the funding to carry out a series of forums, workshops and webinars to bring greater awareness to businesses in the region regarding the FTA's.

China, Japan and Korea represent three of Asia's largest economies with Australia already shipping 62% of total goods exports to these markets. The Darling Downs region is part of Australia's largest agriculture region making the area well placed to supply to Asia's growing demand for Australian produce.

The project will also involve the development of an online platform for

SMEs in late 2016 which will provide ongoing benefits and create a virtual learning management system with real-time interactive consultancy and learning for businesses.

INVESTMENT ATTRACTION

A key part of TSBE's economic development work is proactively attracting businesses and investors to the region. While both events and conferences, for example the 400M forum (mentioned in the events section of this report) play a crucial role in this endeavour, it is often the time taken by staff to personally answer information requests or proactively share information with key prospects that has the biggest impact.

Marketing the region is also vital for effective investment attraction to take place. To this end in 2015-2016 TSBE facilitated a special feature report on the region that went out to more than 300,000 people. This marketing effort paid off with QIC's Grand Central project alone attracting five new leases into the centre as a direct result. It can be hard to measure, however southern enquiries to real estate agents also spiked significantly at that time.

TSBE has previously placed lift out publications into the Australian Financial Review and APN regional papers to great success and look forward to continuing to tell the region's story to the rest of Australia and the world.

In 2015-2016 TSBE:

- Welcomed 16 businesses to the region - a total of 60 since TSBE was established in 2012.
- released nearly 100 media releases.
- participated in more than 50 WIN and 7 News interviews and approximately 35 radio interviews.
- commissioned approximately 3600 Infomercials to be played on major radio stations in and around the region.
- Worked with Australian Rail Track Corporation to encourage investment into the Melbourne to Brisbane inland rail.
- Exhibited and/or presented at 15 significant Conferences including:
 - LNG 18 - Global Gas conference held in Perth Exhibited and Presented.
 - Annual AIFST (Australian Institute for Food Science and Technology).
- Hosted 25 investor groups
- Developed and maintained numerous fact sheets on major projects and industries in the region as well as delivery of special publications including the popular Development Status Report.

The Development Status Report is released annually in November and provides information about known

developments over \$2M in the Toowoomba region including costs, locations and estimated completion dates. Since commencing the report in 2013 Toowoomba's development spend has consistently shown great confidence in the region's economy. The last report showed Toowoomba maintaining a \$10 billion spend on major developments.

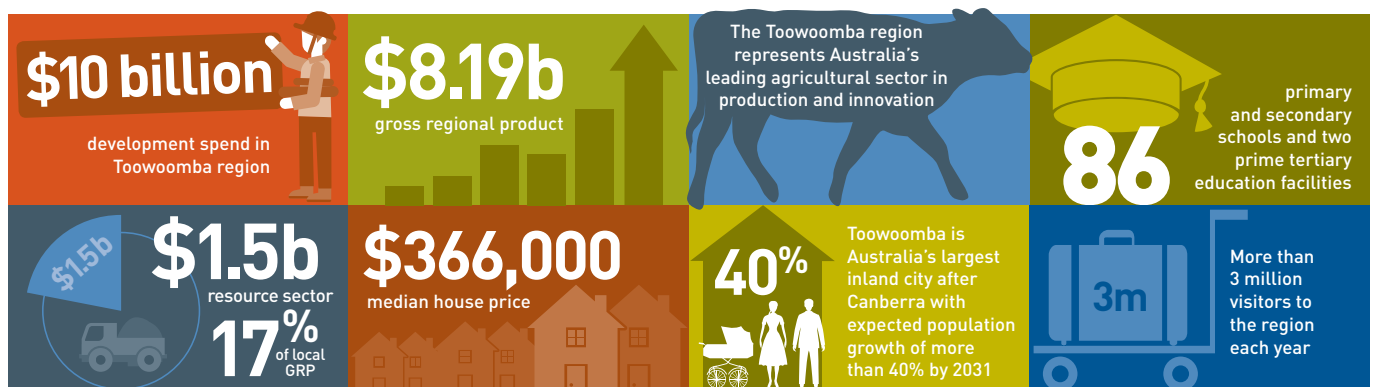
TSBE members are known for their entrepreneurialism and investing in their own businesses with 54% in 2015 - 2016 investing capital in their business. TSBE members also create jobs. Approximately 5,630 jobs were created by TSBE member companies in 2015-2016, a large percentage of which can be attributed to work resulting from opportunities TSBE has presented.

GOVERNMENT RELATIONS AND ADVOCACY

TSBE continues to build strong relationships with all levels of Government and advocate for key infrastructure and the needs of the region's business community.

TSBE is especially proud to work with Toowoomba Regional Council as a Foundation Partner and a number of other neighbouring regions particularly Partner Regional Councils: Maranoa, South Burnett and Western Downs Regional Councils.

WHY TO INVEST IN TOOWOOMBA



TSBE Members 2015 - 2016

ORGANIZATION NAME	MEMBERSHIP TYPE	ORGANIZATION NAME	MEMBERSHIP TYPE
Toowoomba Regional Council	Foundation Partner	HTQ	Gold
IOR Petroleum	Diamond	CV Services Group	Silver
USQ	Diamond	Australian Events	Silver
South Burnett Regional Council	Partner Regional Council	Ray White Commercial	Silver
Maranoa Regional Council	Partner Regional Council	Joe Wagner Group	Silver
Western Downs Regional Council	Partner Regional Council	Clifford Gouldson Lawyers	Silver
The Chronicle	Media Partner	Buss(Q)	Silver
Southern Cross Austereo/ 4GR AM	Media Partner	Santos	Silver
Wagners	Platinum	Classic Recruitment & Human Resources	Silver
Maguire Coaches & Travel	Platinum	Strategenics	Silver
FKG	Platinum	Robertson Scannell	Silver
New Hope Group	Platinum	Crampton Automotive/Europ Car	Silver
Ostwald Bros	Platinum	Taylor's Removals	Silver
ANZ	Platinum	Brandon & Associates Pty Ltd	Silver
Wiley	Platinum	McNab Constructions	Silver
Power Tynan	Platinum	Hutchinson Builders	Silver
Stonestreets Coaches	Platinum	Easternwell	Silver
APLNG/Origin Energy	Platinum	LJ Hooker	Silver
Murdoch Lawyers	Platinum	Retracom Hire	Silver
Wolff Mining	Platinum	BOC Limited	Silver
MAS Accommodation	Platinum	CMT HAULAGE PTY LTD	Silver
RMA Engineers	Platinum	CMS Hire	Silver
BMD Constructions	Platinum	NAB Agribusiness	Silver
AERgO International PTY LTD	Platinum	PriceWaterhouseCoopers Services	Silver
Kevesther Pty Ltd	Platinum	Drake International - Toowoomba	Silver
QantasLink	Platinum	Careers Australia	Silver
Senex Energy Limited	Platinum	GrainCorp Operations Ltd	Silver
Geothermal Industries	Platinum	R.I.E. Services	Silver
Leighton Contractors	Gold	NBRefrigeration	Silver
Arrow Energy	Gold	Roc-drill Pty Ltd	Silver
TAFE Queensland South West	Gold	SMEC AUSTRALIA PTY LTD	Silver
Heritage Bank	Gold	OAKEY BEEF EXPORTS PTY LTD	Silver
Black Group	Gold	C.M.FRASER & SONS PTY LTD	Silver
QGC	Gold	Nexus Infrastructure	Silver
Haynes Group	Gold	Bentleys Chartered Accountants	Silver
Giovenco Industries	Gold	Quest Toowoomba	Silver
MWH Australia Pty Ltd	Gold	WestRex Services	Silver
Pirtek Chinchilla	Gold	Webster Cavanagh Pty Ltd	Silver
Perfect Earth	Gold	Create Financial Solutions	Silver
Marsh Pty Ltd	Gold	Emerald Grain Australia Pty Ltd	Silver
Toxfree	Gold	Decmil	Silver
March IT Pty Ltd	Gold	Westpac Banking Corp	Silver
Commonwealth Bank	Gold	Sketch Corporation	Silver
Livewell Australia P/L	Gold	Clein Excavations & Tipper Hire Pty Ltd	Silver
The Smith & Hudson Group	Gold	Queensland Choice Meats	Silver

ORGANIZATION NAME	MEMBERSHIP TYPE
Pacific National	Silver
GM Holden	Silver
Provincial Distributors	Silver
Miles Dolphin Consulting	Silver
Kayden Industries (Australia) Pty Ltd	Silver
Export Finance and Insurance Corporation (EFIC)	Silver
McGrathNicol	Silver
Athena Motel Apartments	Silver
LCR Group Pty Ltd	Silver
SeeChange Consulting	Silver
rt health	Silver
Morris Corporation	Silver
GeoExchange Contracting	Silver
AVIS Toowoomba	Bronze
Newlands Civil Construction	Bronze
Ashburner Francis	Bronze
Geiger Group	Bronze
Traffic Group Australia Pty Ltd	Bronze
Hillman's Transport Pty Ltd	Bronze
Colliers International	Bronze
Condamine Electric Company	Bronze
AWX Pty Ltd	Bronze
McCormack Industries	Bronze
HB Recruitment and Training	Bronze
DMS Creative	Bronze
Downs Group Training	Bronze
Creevey Russell Lawyers	Bronze
Freight Terminals Trust	Bronze
Interfinancial Corporate Finance Ltd	Bronze
Davidson	Bronze
Sedl Agencies	Bronze
Finlease	Bronze
Accession 3 Business Advisers Pty Ltd	Bronze
Red Soil Constructions	Bronze
Hip Pocket Workwear	Bronze
Comac Equipment	Bronze
Gardner Denver Australia Pty Ltd	Bronze
HEQ Services	Bronze
Outsource Institute of Technology	Bronze
Lauder Pty Ltd	Bronze
Aust. Agricultural & Environmental Solutions	Bronze
Hastings Deering (Australia) Ltd	Bronze
Big 4 Toowoomba Garden City Holiday Park	Bronze
Heritage Finance	Bronze

ORGANIZATION NAME	MEMBERSHIP TYPE
Arthur J. Gallagher	Bronze
Assess Orr Pty Ltd	Bronze
One Global Logistics	Bronze
Patriot Tankers Pty Ltd	Bronze
Mitchell Brandtman	Bronze
Uon Pty Ltd	Bronze
CLEARSPAN	Bronze
Total Injury Prevention Specialists (TIPS)	Bronze
Camm Agricultural Group	Bronze
Resource Travel Pty Ltd	Bronze
Story Fresh	Bronze
Medvet	Bronze
White Industries	Bronze
RACQ	Bronze
Minstaff Survey Pty Ltd	Bronze
Definium Pty Ltd	Bronze
Remote Water Treatment Services	Bronze
Mort & Co	Bronze
OZ Excavator Buckets Pty Ltd	Bronze
O2 Group Services Pty Ltd	Bronze
Black Diamond Group	Bronze
FIELD SERVICES EARTHMOVING PTY LTD	Bronze
T & W Earthmoving	Bronze
Hayllor and Painter Farming Co	Bronze
Harrison Infrastructure Group Pty Ltd	Bronze
Fifo Capital	Bronze
BHD Oilfield Services PTY LTD	Bronze
Engage	Bronze
Pixie Ice Cream	Bronze
Agri Labour Australia	Bronze
Hertz Toowoomba	Bronze
Toowoomba Party Hire	Bronze
KG Project Services Pty Ltd	Bronze
Lifting Skills	Bronze
APP Corporation	Bronze
Rob Troy Transport Pty Ltd	Bronze
PSA Consulting	Bronze
JESSEN FARMING	Bronze
Aquamate	Bronze
SWQ Training	Bronze
Master Hire	Bronze
Puma Energy (Australia) Pty Ltd	Bronze
Prime Super	Bronze
Supply Group Recruitment	Bronze
Absolute Fencing Australia	Bronze

TSBE Members 2015 - 2016

ORGANIZATION NAME	MEMBERSHIP TYPE	ORGANIZATION NAME	MEMBERSHIP TYPE
FleetPartners Pty Ltd	Bronze	Sika Australia	Base
Kalfresh PTY LTD	Bronze	Basecamp Chinchilla	Base
Ecotech	Bronze	Paint N Colour	Base
KINGSALEKON	Bronze	Veolia	Base
AECOM	Bronze	Freo Cranes	Base
Pohlman Nursery Pty Ltd	Bronze	Gibsons Consulting & Marketing Services	Base
Finn Business Sales - Toowoomba	Bronze	Pronto Software	Base
Oztec Manufacturing	Bronze	Shadforth Property Pty Ltd	Base
Brisbane Valley Protein	Bronze	Downes Group	Base
Apricity Finance Group Pty Ltd	Bronze	Villa Nova Motel	Base
Toowoomba Anglican College and Preparatory School	Bronze	Surat Basin Property Group	Base
Fitzzy's	Base	Chinchilla News	Base
PROTERRA Group	Base	Kehoe Myers Consulting Engineers Pty Ltd	Base
Blackwoods	Base	Major Training and Labour Hire	Base
AMVL Migrations	Base	Appea	Base
Fragomen	Base	MI Helicopters	Base
Lenz Moreton Engineering and Construction Lawyers	Base	Soiltech Testing Services Pty Ltd	Base
Fortress Recruitment	Base	Fulton Hogan	Base
Feather & Lawry Design	Base	Fuji Xerox Business Centre	Base
simPRO Software	Base	Port of Brisbane Pty Ltd	Base
Deborah Wilson Consulting Services	Base	Upstream Production Solutions Pty Ltd	Base
Civil Mining & Construction Pty Ltd	Base	Busy At Work	Base
A TEC Rail Group (ARG)	Base	Dore's Elect-Air Pty Ltd	Base
GenEng Solutions	Base	GrainHart	Base
Aspect Architects & Project Managers	Base	Clark Equipment	Base
GC Event Hire	Base	Creative Blinds & Awnings	Base
Country Petroleum	Base	MGA Insurance Brokers	Base
Toowoomba Chamber of Commerce & Industry	Base	Gladstone Engineering Alliance	Base
ARC Well Equipment	Base	Contract Resources Pty Ltd	Base
Workpac	Base	Stock Locker Pty Ltd	Base
Murray & Associates (QLD)	Base	FleetCrew	Base
Wise Therapy	Base	Precinct Urban Planning	Base
Corella Group	Base	Barlow Shelley Consulting Engineers	Base
Armstrong Auto Group	Base	McDougall HR	Base
Flemings Welding Service	Base	Land Surveys NPJS Pty Ltd	Base
GHD	Base	Cracker Print and Paper	Base
Clear Pixel	Base	Fugro Spatial Solutions	Base
Budget Car Rentals	Base	FITTON INSURANCE (BROKERS) AUSTRALIA PTY LTD	Base
Moggill Constructions	Base	RED Industrial	Base
Surepoint Group	Base	All Trades Queensland Pty Ltd	Base
Stanmore Coal	Base	Hallewell Law	Base
Signs On Time	Base	Allied Beef	Base
Global Manufacturing Group	Base	McConachie Stedman Pty Ltd	Base
Verifact Traffic Control	Base		

ORGANIZATION NAME	MEMBERSHIP TYPE	ORGANIZATION NAME	MEMBERSHIP TYPE
Murphy Pipe & Civil	Base	Red Leaf Projects	Base
Kingfisher Creative	Base	Balonne Shire council	Base
Axiom Insurance Brokerage Services	Base	Browns Office Choice	Base
Transpacific Industries Ltd	Base	Downs Office Equipment & Supplies	Base
McDonald Printing Group	Base	The Davey Group	Base
Fluor Australia Pty Ltd	Base	Vital Health	Base
McConnell Dowell Constructors (Aust) Pty Ltd	Base	Carbon Energy Limited	Base
Knights Commercial Laundry	Base	Garden City Landscape Centre	Base
Toowoomba Solar Centre	Base	Complete Minesite Solutions	Base
E&E Waste Pty Ltd	Base	Kialla Pure Foods Pty Ltd	Base
Opus International Consultants (Australia) Pty Ltd	Base	Fyfe	Base
Palgrove	Base	McInnes Wilson Lawyers	Base
Queenscorp Insurance Services	Base	McCullough Robertson	Base
A&J Communications	Base	Agrifoods Australia	Base
PB Agrifood	Base	Biocentric Partners Pty Ltd	Base
Samios Plumbing Supplies	Base	Black Canvas	Base
Aurizon	Base	CNW Pty Ltd	Base
Geofabrics Australasia Pty Ltd	Base	Flight Centre Business Travel	Base
Engineering Training Australia	Base	Maranoa Civil JV	Base
CELOTTI WORKFORCE	Base	RMA Soils Pty Ltd	Base
Vanderfield Pty Ltd	Base	Stahmann Farms Enterprises Pty Ltd	Base
Baker Rossow Consulting Engineers	Base	Rimfire Constructions (Resources) Pty Ltd	Base
Speciality Services Qld Pty Ltd	Base	Mine Wealth and Wellbeing	Base
ALLROADS Pty Ltd	Base	Elders Real Estate Toowoomba	Base
BOOBOOK	Base	Engage Capital	Base
Landloch Pty Ltd	Base	Vision Trucks Pty Ltd	Base
Lucy RC Photography	Base	Smart Air Services Pty Ltd	Base
PCP Solutions Pty Ltd	Base	DMW Industries QLD	Base
Condamine Alliance	Base	Kool Country Packers Pty Ltd	Base
Moore Stephens Queensland	Base	Apprenticeships Queensland	Base
ATCO Structures & Logistics Pty Ltd	Base	McLean Farms	Base
Outback Sunrise Pty Ltd	Base	Environmental Supplies Australia	Base
Mark Drone Pty Ltd Real Estate & Auctioneers	Base	MJH Advisory Pty Ltd	Base
Bullivants	Base	UPT Pty Ltd	Base
Smart Move Conveyancing	Base	Hot Wired Auto Electrical	Base
Supply Chain & Logistics Association of Australia	Base	AgBiTech	Base
ADAMS + SPARKES Town Planning + Development	Base	Pursehouse	Base
A.G. McVeigh Trading Pty Ltd	Base	All Doors	Base
Keegan Consulting Group Pty Ltd	Base	Skyreach Pty Ltd	Base
CPEC (AUS)	Base	The GO2 People	Base
Crowe Horwath	Base	CD POWER PTY LTD	Base
Cottrell Cameron & Steen Surveys Pty Ltd	Base	Nulla Pastoral Co	Base
		Wilson Survey and Design Pty Ltd	Base
		Dalby Herald	Base
		Surat Basin News	Base

TSBE Members 2015 - 2016

ORGANIZATION NAME	MEMBERSHIP TYPE	ORGANIZATION NAME	MEMBERSHIP TYPE
Western Star Newspaper	Base	Morgans Financial Limited	Base
Namoi Cotton Co-operative Ltd	Base	Corefleet	Base
CQ Forklift Services P/L atf The DNF Trust	Base	Enterprise Workshop Ltd	Base
Hall Contracting Pty Ltd	Base	Advanced Recycling Australia	Base
Darling Downs Tarpaulins	Base	Arvings	Base
QPF Finance Group	Base	SHARPE PASTORAL PTY LTD	Base
Dust-A-Side Australia Pty Ltd	Base	Murrays Coaches, Buses & Limousines	Base
QNV Constructions (QLD)	Base	IRONBARK TIMBER SUPPLIES	Base
Lockyer Valley Regional Council	Base	Obe Beef Pty Ltd	Base
Omni Recruit	Base	Global Road Technology Operations Pty Ltd	Base
Termi Home and Commercial	Base	Hummingbird Drone Solutions Pty Ltd	Base
Southern Downs Regional Council	Base	Tilly Earthmoving Pty Ltd	Base
Lindsay International (ANZ) Pty Ltd	Base	MACA Limited Pty Ltd	Base
Winter Grazing Company	Base	Brooks Hire Service Pty Ltd	Base
Focus HR	Base	Altitude Motel Apartments	Base
Ernst & Young	Base	Ellerby Dairy	Base
Ezali Pty Ltd	Base	RESOURCE ALLIANCE	Base
Exertus Opus	Base	DB Schenker	Base
roweSMG	Base	Platinum Health Group Pty Ltd	Base
JT Equipment Supplies	Base	HopgoodGanim Lawyers	Base
Sharpe Engineering	Base	Angus Flexible Pipelines Australia Pty Ltd	Base
ARC Transport Pty Ltd	Base	Direct Distribution Pty Ltd	Base
AUSTRALIAN WELL CONTROL CENTRE	Base	RPR Trades Pty Ltd	Base
Life Sciences Queensland Ltd	Base	McClelland Concrete Pumping	Base
Annejeda Pty Ltd	Base	The Barn (Oakey) Pty Ltd	Base
Agrobest Australia Pty Ltd	Base	Ausco Modular PTY LTD	Base
Commerce Roma Inc	Base	Barham Chiropractic	Base
Tilly's Crawler Parts P/L	Base	QUEENSLAND FUELS PTY LTD	Base
Taylor Safety Equipment	Base	Managed Corporate Outcomes	Base
KPMG	Base	Mother Megs Fine Foods	Base
Ambrosiussen Accountants & Advisors	Base	RSM Australia	Base
Hooper Accountants	Base	Zinfra Pty Ltd	Base
Travel Medicine Alliance	Base	Merivale Farms	Base
Bowler Group Transport	Base	Arcadian Organic and Natural Meat Co.	Base
Surat Basin Weed & Seed	Base	business DEPOT	Base
Feed Central Pty Ltd	Base	National Trunk Rail Pty Ltd	Base
Principalis	Base	Sovereign Property Partners Pty Ltd	Base
Thru A Lens Media PTY LTD T/A KANDG Trust	Base	APV Contracting Pty Ltd	Base
Australia Milling Group Pty Ltd	Base	Tomoro	Base
Best Employment	Base	Aitken Legal	Base
ClarkeKann Lawyers	Base	SULLIVAN HORAN SERVICES AUSTRALIA	Base
Safe Resolutions	Base	Palmer's Coaches Pty Ltd	Base
Frog Services	Base		
Energy Power Systems	Base		

ORGANIZATION NAME	MEMBERSHIP TYPE
Savco Vegetation Services	Base
EnerMech	Base
Grand Central Shopping Centre	Base
Vigil Systems Pty Ltd	Base
Abbertons Human Resources	Base
COLOURSTOP PTY LTD	Base
Meriton Farms	Base
Treetops Media	Base
Seaway Logistics	Base
Hatch Pty Ltd	Base
Textron Aviation	Base
Brisbane West Wellcamp Airport	Base
Bob Collins Enterprises	Base
Leroy Palmer Consulting Engineers Pty Ltd	Base
Australian Country Choice	Base
Alpine Refrigeration (Qld) Pty Ltd	Base
Ergon Energy	Base
KHB Construction Pty Ltd	Base
Bartley Legal Pty Ltd	Base
Certified Mining Services	Base
Practical Engineering Australia	Base
Peter Snow & Co	Base
Dr Andrew Whittaker	Base
Murray Lindenmayer Pty Ltd	Base
AGo Vires Pty Ltd	Base
High Risk Solutions Pty Ltd	Base
Eastern Rural Pty Ltd	Base
Brookstead Farming Company Pty Ltd	Base
McAleese Group	Base
Taylor Byrne Pty Ltd	Base
CareFlight QLD	Friends of TSBE
Golden West Apprenticeships	Friends of TSBE
Lifeline Darling Downs	Friends of TSBE
Endeavour Foundation	Friends of TSBE
Queensland Resources Council	Friends of TSBE
Energy Skills Queensland	Friends of TSBE
Miles & District Chamber of Commerce	Friends of TSBE
Waminda Services Limited	Friends of TSBE
MEGT	Friends of TSBE
Royal Agricultural Society of QLD	Friends of TSBE
Empire Theatres Pty Ltd	Friends of TSBE
Centacare Toowoomba	Friends of TSBE

ORGANIZATION NAME	MEMBERSHIP TYPE
QRRRW	Friends of TSBE
Master Builders Queensland - Downs & Western	Friends of TSBE
Department of Education, Training and Employment - Training and Skills Queensland	Friends of TSBE
Community Solutions	Friends of TSBE
Cobb+Co Museum	Friends of TSBE
Australian Industry Trade College	Friends of TSBE
Deb Frecklington MP	Friends of TSBE
Agforce Queensland	Friends of TSBE
QMDC inc.	Friends of TSBE
Toowoomba Conferences	Friends of TSBE
Goondiwindi Regional Council	Friends of TSBE
Toowoomba Hospital Foundation	Friends of TSBE
Highfields and District Business Connections Incorporated	Friends of TSBE
Toowoomba Clubhouse Association Inc	Friends of TSBE
USQ Student Guild	Friends of TSBE
Southern Queensland Country Tourism	Friends of TSBE
Queensland Dairyfarmers' Organisation Ltd	Friends of TSBE
MDA Ltd	Friends of TSBE
Pittsworth District Alliance	Friends of TSBE
Heart of Australia	Friends of TSBE
Cotton Australia	Friends of TSBE
Australia Arab Chamber of Commerce & Industry Inc.	Friends of TSBE
Institute of Engineers Australia	Friends of TSBE
Trevor Watts MP	Friends of TSBE
Australia China Business Council (Qld)	Friends of TSBE
Dalby Chamber of Commerce and Industry Inc	Friends of TSBE
Tara Futures Group - Tara Newsagency	Friends of TSBE
Chinchilla Community Commerce Industry	Friends of TSBE
RPD Pty Ltd	Friends of TSBE
GasFields Commission Qld	Friends of TSBE
Chinchilla Campdraft Committee	Friends of TSBE
Conservation Farmers Inc	Friends of TSBE
Queensland Farmers' Federation Ltd	Friends of TSBE
St Vincent's Hospital Toowoomba	Friends of TSBE

Goals for 2016 - 2017

FOOD LEADERS AUSTRALIA (FLA)

FLA has been a thought leading and positive initiative to capture a space vacant in the market, namely practical assistance with export and innovation. TSBE has had some early significant success as outlined in this annual report but the board and management still see significant opportunity given its potential audience and reach. 2016 - 2017 will see us further develop our strategy to ensure that we continue to build a cluster community around agriculture, value adding and export.

ACCESSCHINA'16

With numbers growing it is expected that 200 business people will be on AccessChina'16 in October 2016. AccessChina will be the first international flight out of Brisbane West Wellcamp Airport and the largest independently led delegation to China in Australia's history.

A successful conclusion to this event in October 2016 will be a significant achievement for the organisation in terms of revenue and profile for the region and TSBE.

CATHAY FREIGHT FLIGHTS

TSBE/FLA will continue to work with them to ensure the success of the service and to encourage other airlines to establish services in the region.

400M INCUBATOR / ACCELERATOR

This is an ambitious project that would see TSBE develop and kick start an Incubator/Accelerator program. Very clearly, the region has some significant strengths including, but not limited to: education, services in the resources sector and agriculture.

What is needed is an organisation to create a symbiosis where innovative organisations or services can have a platform to develop, commercialise and grow. TSBE is up to the task so... watch this space.

RENEWABLES FOCUS

In the energy and resources supply chain sector, significant focus and effort will continue in a range of areas. It is clear that TSBE is leading the way in "local content" initiatives and practical support. Yet, with a changing landscape TSBE needs to continue to assess the membership services offering and ensure that the current knowledge and skillset of the organisation is relevant to the changing and dynamic marketplace. To that extent, it is intended that TSBE place significant time into the renewable energy space with a number of solar and wind projects mooted in the region.

INFRASTRUCTURE PRIORITIES

TSBE has developed a list of infrastructure priorities for the Toowoomba area. In 2016 - 2017 TSBE will work with its Foundation Partner, Toowoomba Regional Council (TRC) to fine-tune and develop our priorities so there is unanimous alignment between all 3 tiers of Government as to what is required for the region.

TSBE would like to be able to extend the scope of the list to cover priorities of the more regional areas on the Toowoomba local government boundary areas and will work with Council on identifying and prioritising such initiatives. Under the regional economic development plan, TRC has retained responsibility for economic development in the regional areas.

MEMBERSHIP SERVICES

Given a tightening resources sector, TSBE needs to continually adapt and ensure its membership offering and structure provides a return on investment for members. TSBE intends to conduct a thorough review of membership services in the lead up to the 2017 - 2018 renewals.



家

杏汁
燉雞

SANDS SAUNA
淘金沙桑拿

麥
麵吞雲

八方雲集
國貼水飲明商店

英皇金融集團
外資外匯買賣

人民幣找換

寶龍門酒家
寶龍門酒家

一粥麵
super soup

國輝 FORTRESS

McDonald's

任元堂

McDonald's

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