

TSBE

Annual Report

2017 - 2018

LINKING
BUSINESS

INVESTMENT
ATTRACTION

ADVOCACY FOR
OUR REGION



Chairman's Address

One of the best parts of moving from an operational, Executive Chairman's, role to a Chairman's position this year has been the vantage point I have had to see TSBE continue thrive under the new leadership of CEO, Ali Davenport. I continue to regularly hear that TSBE is being touted as the leading economic development organisation in the country and I am proud of the difference we are making as we drive economic growth and diversity for our region.

With two trips to Canberra, an Enterprise Evening at Parliament House in Brisbane and numerous national speaking invitations this year, I can report that our region is no longer the best kept secret in Queensland. In fact, we are now the envy of regional Australia following so many successful funding and infrastructure announcements. Investment is flowing as a result.

TSBE members employ thousands of local employees and 49% of these members increased their revenue by more than 5% in the last financial year. **Business confidence levels across our community are palpable, trending above the neutral level (50.0) and higher than the rest of the state for Profitability, Sales & Revenue and Employment Levels (CCIQ 2017).**

The TSBE Board continue to play a proactive role in driving the strategic direction of the organisation and I take this opportunity to thank each board member for their commitment and contribution including our newest board member and St Vincent's CEO Kathryn McKeefry, whom we welcomed to the board in February. We should not underestimate the influence that the board have as significant business leaders in our community and that the board serve in a voluntary capacity which is often at significant personal cost to themselves and the companies they represent. As such, on behalf of our members and the region, I thank each of them (listed in the report) for their service in 2017-2018.

TSBE cannot do what it does without the support we receive from our Local Government partners and our business and industry membership.

The Toowoomba Regional Council has been very supportive, and we are absolutely committed to ensuring that the rate payers of Toowoomba get value for their investment in TSBE and that we continue to leverage value in economic development for the region on their behalf. Similarly, the Western Downs Regional Council have become a key regional partner and more and more TSBE activity is also being directed to see their economy diversify and flourish.

We are very buoyant about the future thanks to favourable growth prospects for many of our industries, and the significant infrastructure either under construction or planned.

Shane Charles

Chairman

Toowoomba and Surat Basin Enterprise



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ADVOCACY FOR
OUR REGION

A note from the CEO

It is a well-known fact that the busier you are the faster time flies. That being said, 2017 – 2018 seems to have flown by for TSBE. Joining TSBE as the CEO in early 2018 I have been instantly impressed with the extent of activity being undertaken by a relatively small but proficient and passionate team.

As I reflect on the year's highlights I can't look past our new health industry focus and its early successes, our Australian-first 'TSBE Exchange' platform launched this year and the three, three-year programs (Advancing Regional Innovation Program, Emerging Exporters Program and Business Navigator Western Downs) that have all been fully funded to enable us to deliver unprecedented Innovation and/or Export support to regional businesses.

Looking at the numbers, we can also celebrate having shared 756 targeted work and tender supply chain opportunities with our 450+ members, being featured in more than 600 news items and having run 34 events. We have also told our region's story to an unprecedented number of people across Australia and helped to facilitate a Chinese Global Television Network broadcast that promoted our region to an audience of 85 million people.

When it comes to international attention one event does stand out with TSBE hosting another historic flight from the region, this time the first ever international flight to New Zealand from Wellcamp Airport. Access NZ 2018 saw 70 business people participate in our delegation across the ditch to network and explore business opportunities.

Advocating for our region and business community will always be a priority. In FY18 significant time and energy was invested in driving fairer payment terms for industry, continued positive local content policy development, tourism infrastructure, investment support and of course progress towards the delivery of the Melbourne to Brisbane Inland Rail.

I am proud to be able to share the following report with you and celebrate the many highlights and wins that have been delivered over the year for our region and our members.

I look forward to another fruitful year ahead for our region and all that we will achieve together.

Ali Davenport

CEO

Toowoomba and Surat Basin Enterprise



Toowoomba and Surat Basin Enterprise

Linking Business. Investment Attraction. Advocacy For Our Region.

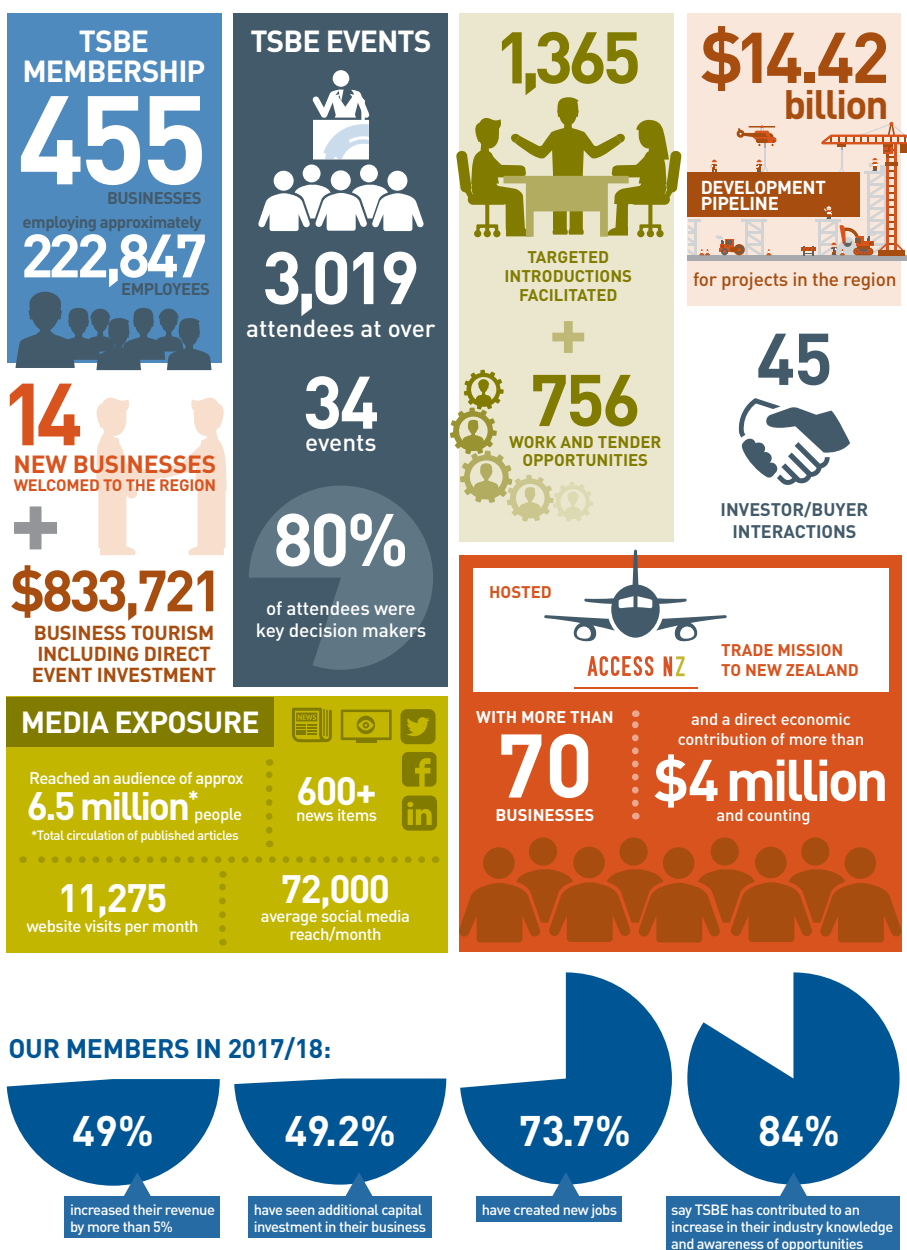
Toowoomba and Surat Basin Enterprise (TSBE) is the go-to organisation linking business with opportunity to create sustainable growth and diversity for the region.

As an independent, business-driven, economic development organisation, TSBE is committed to ensuring that our local business community will innovate, adapt and prosper and we take pride in encouraging major investment and promoting the vital need for new and upgraded infrastructure in our region.

With hundreds of corporate members across 26 sectors TSBE, and its initiatives Food Leaders Australia and Business Navigator Western Downs are working proactively within many industries including Energy, Construction, Agriculture, Export and Health to grow our region's economy.

Since TSBE's inception there has been economic growth within the Toowoomba and wider Surat Basin region of 29% equating to more than \$3.75Billion in headline Gross Regional Product (NIEIR 2017). TSBE has also worked hard, alongside all levels of Government and other proactive community and industry groups, to see many favourable announcements for vital infrastructure developments in recent years which has contributed to 40% growth in infrastructure developments in the Toowoomba Region alone since 2014 (Development Status Report 2018).

2017-2018 Year at a Glance



Sources:

NIEIR 2017 - <https://economy.id.com.au/toowoomba/gross-regional-product?WebID=100>

Development Status Report 2018 - https://www.tsbe.com.au/sites/default/files/uploaded-content/field_f_content_file/tsbe_development_status_report_2018_online.pdf

PURPOSE STATEMENT

TSBE is the go-to organisation linking 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
Chairman



Rob Hart
Deputy Chairman



Lisa France
Director



Rohan Gosstray
Director



Kathryn McKeefry
Director



Andrew Kibble
Director



John Moncrieff
Director



Stewart Morland
Director



Joe Wagner
Director



Brian Pidgeon
Ex-Officio Director



Paul Antonio
Ex-Officio Director



TSBE TEAM

Ali Davenport
Chief Executive Officer



Stacey Burrell
Chief Operating Officer



Lance MacManus
General Manager
– Investment &
Supply Chain



Bruce McConnel
General Manager
– Food Leaders Australia



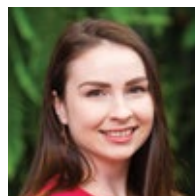
Geraldine Doumany
Export Manager,
– Food Leaders
Australia



Jaden Frame
General Manager
– Health



Katrina Rojek
Events Manager



Hayley Hoefler
Membership Officer



Kobi Cooper
Graphic Design and
Marketing Officer



Elissa Walker
Finance Officer



Health

Health Care and Social Assistance is the largest employer within the Toowoomba and wider Surat Basin region employing 14,339 people (NIER 2017). An increase of even just 1% in the sector has a meaningful and positive impact on the economy and, in many cases, improved health outcomes for patients.

MEMORANDUM OF UNDERSTANDING

Following extensive discussions with Toowoomba Regional Council, Darling Downs and West Moreton Primary Health Network, St Andrew’s Toowoomba Hospital, St Vincent’s Private Hospital and the Darling Downs Hospital and Health Service, TSBE was able to identify a number of areas where we could work to support and grow the sector initially in Toowoomba while expanding out into the wider region as needed. Building on a signed Memorandum of Understanding between the collaborators, TSBE took the leap and established a health division, employing Jaden Frame as the General Manager.

GROWING MEMBERSHIP

With an established MOU in place, TSBE Health has seen significant membership sign-ups with the private hospitals and the PHN leading the charge and joining at TSBE’s highest membership level, Diamond. Allied health professionals have followed suit and together give great confidence to the ongoing growth and sustainability of TSBE Health.

STAKEHOLDER ENGAGEMENT

Advisory Board

To provide industry guidance and support for the growth and development of the Health division, an Advisory Board was formed and meets regularly to discuss strategic direction and receive activity updates. Members of the Board include Peter Gillies, CEO, DDHHS; Kathryn McKeefry, CEO, St Vincents;

The parties agree to work co-operatively to promote and strengthen the health care sector in Toowoomba. This will include, but is not limited to:

1. Promotion of excellence in medicine and health of the Toowoomba region to areas outside of Toowoomba
2. Promote health and wellness programs for the better health of the Toowoomba regional community
3. Promotion of the region as an excellent place to practise medicine and health
4. Look at ways to include other areas of the medical and health professions including allied health professionals
5. Promotion of staffing and skilling needed in order to service our needs
6. Other matters that might arise from time to time



Ray Fairweather, CEO, St Andrews; Merrilyn Strohfeldt, CEO, DDWM PHN and Jackie Robertson, Managing Director of Downs Physio.

General Practitioners

To see increased health business referred locally the most important local advocate needs to be the Family GP. To foster more awareness of local services, capability and to support GP’s TSBE health has successfully established a monthly meeting of practice managers from local medical centres. There is already a strong attendance in excess of 20 managers attending each event and many additional exciting events planned for TSBE Health in the coming months.



Food Leaders Australia

2017-2018 was a significant year for unparalleled innovation and export support being delivered to members and the agriculture community through facilitated programs. Our Food Leaders Australia (FLA) team also hosted many successful events throughout the year including sold out member Meat-up tours, the inaugural Intensive Agriculture Conference and a special flight to Beef Week Australia 2018 in Rockhampton.

EMERGING EXPORTERS PROGRAM

Building on the success of the previous Western Downs, Eastern Opportunities (WEDO) program, the Emerging Exporters Program (EEP) launched in partnership with QGC, giving Western Downs businesses the tools to enter and showcase their local produce and products to international export markets.

Nine local businesses were announced at the launch as the next successful line-up currently taking part in the dedicated initiative and they join the previous five local businesses who took part in the WEDO program as they continue their journey.

The nine new businesses announced this year include: Running Gully Meats, Jim's Jerky, Mohawk International Pty Ltd (Teraform), Maranoa Beef Pty Ltd, Carter Rural Industries, Condabilla Fish Farm, Elliott Agribusiness, Procrew and DF & KJ Knudsen.

The QGC funded program is a key objective of their social investment strategy to help local communities be more sustainable and to diversify their businesses and broaden the economy across a range of different and growing industries. It also addresses the demand for trusted, clean and green food to international markets.

ADVANCING REGIONAL INNOVATION PROGRAM (ARIP)

September 2017 saw TSBE and the Queensland Government Innovation Minister, Leeanne Enoch announce the launch of a \$1.5million community-driven program, led by TSBE/FLA, to fuel economic and employment growth by fostering innovation in the Darling Downs and Maranoa region.

This funding of \$500,000 over three years for the Advancing Regional Innovation Program (ARIP) is unprecedented and sees TSBE/FLA working with five partners on delivery of the Darling Downs and Maranoa program which will empower people in the region to forge new networks and connections. Partners include Heritage Bank, Engage and Create Consulting, University of Southern Queensland, Rural Business Collective and Seed+Sprout. Many events are being run as part of the program, including a delegation of businesses taken to attend Myriad. Myriad is Australia's leading innovation festival, showcasing a number of perspectives, experiences and opportunities. After an over-subscribed Expression of Interest process, ten innovative businesses from the region were selected to take part.

MEAT-UPS GAIN MOMENTUM

Meat Ups are a chance for guests to get a glimpse inside businesses, showrooms and paddocks across the region over a beer and a barbecue. They were a hit during the year and took members to local agribusinesses including Feed Central, Clearspan, RB Sellars, Barden Produce and Qualipac.





The events themselves are a result of feedback from members for smaller more interactive, informal and relaxed events.

INTENSIVE AG

Producers from across the Darling Downs joined together to explore the opportunities and innovation ahead for intensive agriculture at a conference in February. FLA's Intensive Ag Conference brought the region's beef, pork and chicken industries together to explore a range of topics, including social licence to operate, waste management, logistics, government services, water

availability and facility construction. The event celebrated the leading position that the Western Downs region, and more broadly the Darling Downs, holds in relation to intensive animal industries and included some thought-provoking questions raised from the speakers.

It was a gap in the market that beef, pork and chicken industries have traditionally not worked together when they all share intensive agriculture principles. The event was a great way to build collaboration and accelerate development through the sharing of best practice between industries.

FLIGHT TO BEEF AUSTRALIA 2018

FLA arranged a sold-out charter flight from Toowoomba to Rockhampton for members keen to attend one of the world's premier beef cattle events, Beef Australia in May 2018.

The world class beef expo, held once every three years, was conveniently within an hour's reach from Toowoomba's Wellcamp Airport and allowed the attendees to spend a day taking in the sights and sounds of Beef Australia, which is one of the largest beef industry networking events in Australia.

Surat Basin Supply Chain

It was a busy year for the Supply Chain team whose activity, spread between projects within Coal and Coal Seam Gas Resources, Renewable Energy and significant Infrastructure projects, has provided approximately 1,365 targeted introductions and 756 work and tender opportunities to our members. The team also oversaw a number of key events around energy and major projects and this year launched a new technology platform to expand the number of opportunities and support on offer to members.

TSBE continues to be a leader in driving the support of local industry within major projects, fostering awareness of opportunities for local business participation and providing practical support to businesses to help them achieve their goals.

TSBE EXCHANGE

An Australian first, the 'TSBE Exchange', launched this year, allowing additional early information and communication around major project opportunities to be shared with TSBE members to deliver increased value and support. The TSBE Exchange works as part of the EconomX platform, which is a strategy-based platform for regional content that all came about through a TSBE introduction of two talented TSBE members which

is now being adopted by proponents nation-wide including Shell's QGC business and Adani.

COAL AND COAL SEAM GAS

Our resources industry across the region underpins much of our economy's continued growth and success with the most recent figures measuring a regional impact of \$2.251Billion in Gross Regional Product across the Toowoomba, Maranoa and Western Downs local government areas (QRC 2017). Asia is still on a course of rapid modernisation with high demand for our resources which is ensuing a strong ongoing operational future for the industry and increasing demand. In the last year there have also been a number of significant announcements from proponents including Arrow Energy, Shell Australia, and Santos regarding bringing on new supply to the market.

In 2018 there has also been the approval of new gas fields for domestic supply with Queensland-based petroleum company, Senex Energy, granted a petroleum lease and preliminary environmental approvals by the Queensland Government to develop its Project Atlas field. Project Atlas involves the delivery of natural gas from coal seams located on acreage in Wandoan and Miles and represents

an expected investment of more than \$200 million to drill around 100 wells and construct supporting infrastructure. There will also be an expected job creation of approximately 150 jobs over the project life. This release forms part of an initiative to increase supply of gas and help to provide energy security for businesses and households on Australia's east coast.

We heard from QRC Chief Executive, Ian Macfarlane when he presented in September 2017 about the forecast opportunities being presented through CSG co-existence models, contract opportunities with Adani and other companies and the huge boost to confidence that could be expected if New Acland was approved, and we couldn't agree more.

TSBE continues to be a passionate advocate for the New Hope Group's \$850 million New Acland Mine - Stage 3 expansion, which will ensure the mine and its 700-strong local workforce, remain part of the community into the future.

Adani is a globally integrated infrastructure and energy business covering ports and logistics and power generation (including thermal and solar renewable energy generation, power transmission, agribusiness and resources). As a strategic region that has the capability and know-how to supply

How does TSBE Exchange help members

TSBE Exchange is a communication platform exclusively available to current TSBE members and provides the following benefits:

- Exchange of industry insights and latest news
- Ability to promote your services to other TSBE members
- Instant major project updates from TSBE staff
- Supplier and Buyer opportunities: EOI's, RFQ's, RFT's
- Assist large contractors with adherence to their local content requirements, performance and visibility to source suppliers.

a number of services and employees to this Mega Project, we also hosted Adani for an Enterprise Evening, where they shared information on Regional Local Content Strategy and other opportunities associated with the largest ever Indian investment into Australia .

NATIONAL ENERGY SUMMIT

TSBE hosted the National Energy Summit to form a platform for policy debate and to tackle the trilemma of creating an energy mix that is affordable, sustainable and reliable.

Key speakers included:

- Minister for Resources and Northern Australia; Queensland Senator, Matthew Canavan
- Minister for Main Roads, Road Safety and Ports and Minister for Energy, Biofuels and Water Supply, Hon Mark Bailey
- AGL Energy Head of Economics, Policy and Sustainability, Dr Tim Nelson
- Hatch Energy Regional Director - Australia and Asia, Lisa France
- New Hope Corporation Managing Director, Shane Stephan

- Australia Pacific LNG Chief Executive Officer, Warwick King
- Director-General of the Department of Energy and Water Supply, Prof Paul Simshauser
- icubed Consulting Principal Consultant, Nick Canto
- Mayors Paul Antonio (TRC), Lindsay Godfrey (Paroo Shire Council), Keith Campbell (South Burnett Regional Council) and deputy mayor Cr Andrew Smith (WDRC)

The debate helped us to understand the policy positions being taken by our leaders, as well as the practical challenges and opportunities private industry are dealing with. The event also created significant media coverage and acknowledgment from all sides of politics and private industry, that our region was ideally placed to play a significant role in the solution for this trilemma.

RENEWABLE ENERGY PROJECTS

The renewables sector continues to grow rapidly with 18 different solar projects across the region gaining approval and the largest wind farm in Australia currently under construction.

The Coopers Gap Wind farm project sees TSBE working with GE, Catcon and AGL, who have partnered to develop and build the 453MW Wind Farm in Australia. TSBE has been working closely with councils and members to ensure local content from suppliers can be sought where possible for the approximately \$850million project. The wind farm will be built near the township of Cooranga North, which is situated near Bell, a town between Kingaroy and Dalby.

TSBE held information and contractor sessions in Kingaroy, Dalby and Toowoomba in relation to this major project to give the region's contractors a chance to understand the project. 200 jobs will be created during the peak of construction, with up to 20 ongoing jobs once operational. It is the first project in Queensland to be developed under the Powering Australian Renewables Fund (PARF), a fund formed by AGL, QIC and Future Fund. From its 123 towers, the Coopers Gap wind farm will produce approximately 1,510,000 MWh of renewable energy annually, which can power more than 260,000 Australian homes.

The wind farm is expected to be fully operational by mid-2019.



“Not only is the Western Downs riding the wave of renewable energies, we’re leading the way when it comes to development opportunities and value-adding to what the resource industries are currently doing in the region.”

**WDRC Deputy Mayor Councillor
Andrew Smith**

TSBE RENEWABLES ROUNDUP

Given the growth in the Renewables Sector, TSBE hosted a two-day conference in the Western Downs to explore the opportunities ahead for businesses looking to capitalise on the renewable energy boom. The event was held in the Energy Capital of Queensland where the bulk of these solar projects are approved and awaiting construction.

The Dalby conference featured industry experts, political leaders and innovative businesses who shared knowledge and experience on the renewables industry and what's ahead for the region.

Key speakers included:

- Group Executive, Networks and Power, APA Group, Sam Pearce
- Manager Future Networks, Energy Queensland, Glenn Springall
- EGM Strategy and Business Development, Powerlink Queensland, Kevin Kehl
- Western Downs Regional Council Mayor, Paul McVeigh, Chief Executive Officer, Ross Musgrove and Deputy Mayor, Cr Andrew Smith

INFRASTRUCTURE DEVELOPMENTS

TOOWOOMBA SECOND RANGE CROSSING (TSRC)

Jointly funded by the Australian and Queensland Governments, the \$1.7Billion Toowoomba Second Range Crossing project is the largest federally funded road project in Queensland's history. TSBE has remained on the Business Advisory Group for the project and has been able to support the nomination of numerous local businesses into the project.

RAIL

This year Queensland Rail's tunnel floor lowering works have commenced in the region, signalling the culmination of five years of advocacy by TSBE to secure this work for local contractors. Eleven rail tunnel floors are being lowered throughout the Toowoomba Range and Little Liverpool Range, further opening up our region for the proposed Melbourne to Brisbane Inland Rail route, which the Federal Government announced in September 2017. The project will also build up rail infrastructure skills and experience among local contractors and workers in preparation for the Inland Rail project.

This tunnel lowering project means rail can be a more attractive and viable option for industries that use larger 9'6" high cube freight shipping containers to transport goods to the Port of Brisbane for export. It will also leave a legacy for future positive developments around Inland Rail which remains the top advocacy priority for TSBE within the region.

BUSINESS NAVIGATORS

TSBE partnered with QGC to establish Business Navigator Western Downs, Australia's first dedicated regional business enterprise initiative. BNWD creates employment opportunities, fosters new business development and attracts people to live and work in the Western Downs.

Business Navigator Western Downs is best described as a coaching service for fledgling businesses or individual candidates with great ideas providing them with free tailored advice and ideas on how to best build their creative concept into a successful enterprise. BNWD can assist up to 45 projects at any one time.

"Toowoomba and the Surat Basin are ideal locations for the development of renewable energy assets due to the regions extensive electrical Transmission Network, Road networks and the obviously available solar resource."

Nick Canto, iCubed Consulting



Access NZ

AccessNZ was a business delegation unlike any other taking 70 delegates from many different industries on a 5-day trip to Auckland and Rotorua in New Zealand. The history-making trip saw a Qantas 737-800 take-off from Wellcamp Airport and fly directly into Auckland for the first time.

At a farewell function, sponsored by Flight Centre and hosted at Wellcamp Airport, the trip commenced with performances by a local Queensland Maori dance troupe providing a spectacle for delegates, VIPs and media who attended to capture the excitement of the trip.

Day 2 included a full-day conference exploring trade opportunities and getting to know the local Agribusiness, Energy and Tourism industries. Feedback from the delegates was positive with the diversity of speakers and topics a highlight.

Speakers included:

- Consul General and Senior Trade Commissioner, Austrade, John Brand
- ANZLF Secretariat, Business NZ, The Australia New Zealand relationship – ANZLF, Fiona Cooper

- Chief Executive Officer, Auckland Tourism Events and Economic Development (ATEED), Patrick McVeigh
- Economic Development Programme Manager, Enterprise Dunedin, Fraser Liggett
- Chief Executive, Central Economic Development Agency (CEDA), Linda Stewart
- Chairman, Hawke's Bay Tourism (Previous Tourism New Zealand CEO), George Hickton
- Executive Director, Anthem, Vincent Heeringa
- General Manager, Sales and Marketing, ANZCO Foods, Rick Walker
- Chief Digital Officer, Vector Energy, Nikhil Ravishankar
- General Manager NZ Industry Affairs, Fonterra, Joanne Finer
- Sales Manager, Haka Tours, Chris Bain

- Senior Scientist, Plant and Food Research, Kevin Patterson
- Founding Partner, Primary Purpose Ltd, Dr Scott Champion
- Global Head of Agribusiness, KPMG, Ian Proudfoot

A dinner featuring a NZ Ministerial Address by Rt Hon Fletcher Tabuteau, Undersecretary for Foreign Affairs and Trade followed the conference. Rugby legend, Andrew Mehrtens attended and engaged with the delegates for an interactive and humorous Q&A session.

Day 3 saw the delegation split into groups that focused on:

- Energy Tours
 - Glen Innes Tesla Powerpack – Asia Pacific's first grid-connected Tesla Powerpack - battery storage system integrated into a public electricity network.





- Auckland Harbour Bridge Climb, to view the innovative new Vector lights system.
- Agriculture Tours
 - FoodBowl - New Zealand Food Innovation Network's export certified modular food production facility.
 - T&G Global (Turners and Growers) - 120-year-old Global New Zealand export business.
- Tourism Tour
 - Visit to award winning wineries on the Waiheke Island which is attracting an ever-growing number of tourists.

On day 4 we travelled to Rotorua which is famous for its mountain biking and trail riding infrastructure, not to mention other items they leverage for their growing tourism industry such as the luge, gondola and forestry.

A finale event was held at Stratosfare restaurant, sponsored by iOR Petroleum, that saw several invited local dignitaries attend and share their experience developing their region; this included her worship the Mayor Steve Chadwick and Deputy Mayor, Cr Dave Donaldson of Rotorua plus several other Councillors and Councillor Helen Craig from

Toowoomba's sister-city Whanganui. The night was a great success.

Overall, the trip was enjoyed by all who attended and has already been found to have delivered more than \$4 million in direct economic benefit to the delegates who attended. This economic impact is something that will grow over time as new relationships, established during AccessNZ, develop.

TSBE would like to especially thank the generous sponsors of the delegation whose support ensured the trip's success:

Brunch Sponsor

FLIGHT CENTRE
The Airfare Experts

Gala Sponsor

morgans

Welcome Drinks and Farewell
Networking Sponsor

iOR
PETROLEUM

Event Partner

Lawyers McCullough Robertson



LIVE TOOWOOMBA MAGAZINE 2018 EDITION

TSBE was proud to release the latest Live Toowoomba Magazine. This publication is produced every 2 years and provides an important resource for the community. Used to promote the

liveability and workability of Toowoomba the 2018 edition is a popular resource for prospective residents and local businesses wishing to attract of staff from outside the region.

Audited Financial Statements

TSBE invests its resources to facilitate activities that support the growth and development of our business community, drive our advocacy efforts and attract investment to support and enable infrastructure.

With all this activity it is pleasing to see in the unqualified audit that TSBE has maintained a surplus although the majority of these funds will be reinvested into the year 2 and 3 delivery of key projects pre-funded in FY18.



TSBE would like to thank our key partners and supporters:

FOUNDATION PARTNER



PARTNER REGIONAL COUNCILS



DIAMOND MEMBERS



PLATINUM MEMBERS



MEDIA PARTNER



GOLD MEMBERS



Goals for 2018 – 2019

MEMBERSHIP SERVICES THAT MAKE A DIFFERENCE

Our members are paramount in all that we do, so it has never been more important to us to ensure we are meeting and exceeding our member's expectations, but for our members to know how their investment is helping to grow their region. We also hope to continue growing our membership and media activity to reach further across the national business community for increased membership and investment growth.

GROWING HEALTH

TSBE Health is off to a flying start and in 2019 we will be actively building on this momentum to see a significant positive impact delivered for our community. Watch-out for Telehealth and Non-Clinical Digital Training announcements, conferences and plenty of event invitations.

EVENTS

TSBE events are the conduit for linking our business and region with opportunities. In 2019 we will continue to harness the immense power of

events, both big and small, to connect businesses and attract interest and business tourism to our region.

ADVOCACY AND INVESTMENT ATTRACTION

Have you heard about TSBE's Infrastructure Priority List? If not, this year you won't be able to miss it! TSBE is proactively chasing investment in our top priorities. With the business confidence, positivity and growth we're experiencing, and with the united voice of the community and other groups alongside us, we believe that many of the following priorities will see significant progress in 2019:

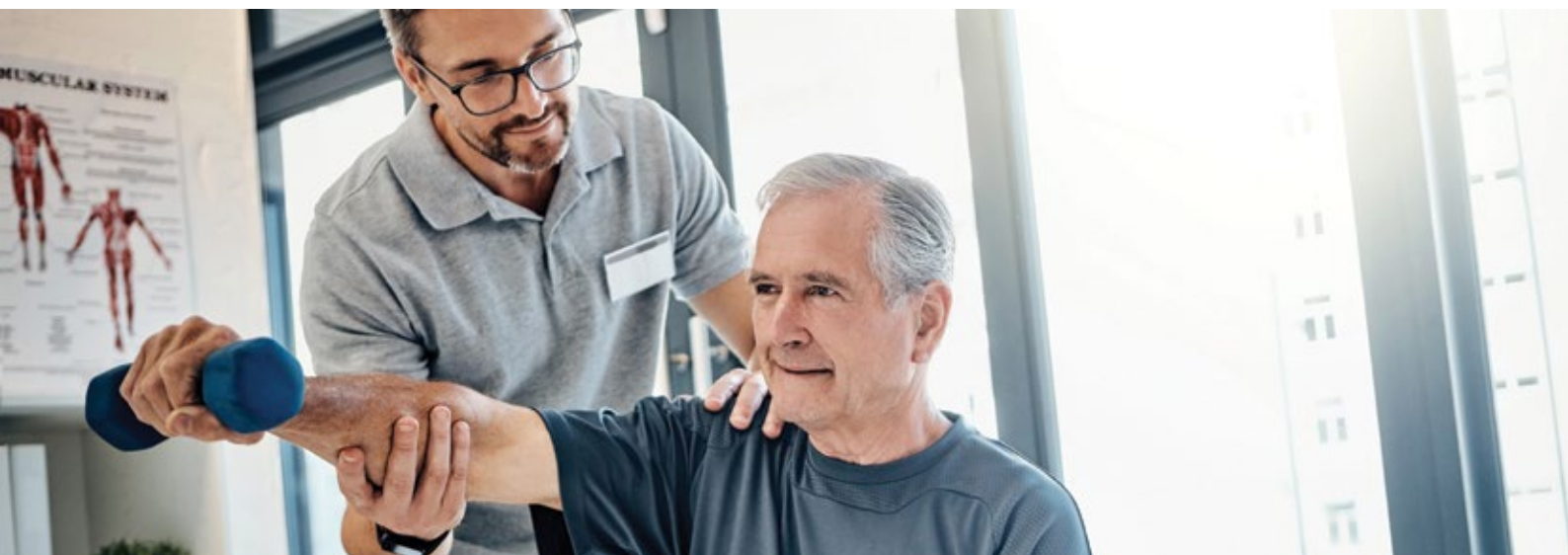
- Melbourne to Brisbane Inland Rail Project – Port of Brisbane to Acacia Ridge
- Connecting the southern end of the New England Hwy to the Warrego Hwy
- Fast Passenger Rail between Toowoomba and Brisbane
- Convention Centre and 5 Star Hotel – Feasibility Study
- Quarry Gardens
- Motor Sports Facility
- Mountain Biking and Walking Trails

WORKFORCE

With some of the lowest unemployment rates in the country and 64% of TSBE members struggling to find and employ capable, local staff to help their businesses expand, workforce is rapidly becoming a very important issue for our business community and economy across multiple industries. TSBE is currently researching the industries and types of roles most impacted as well as best practice attraction and retention practices so numerous impactful initiatives can be delivered in 2019.

AGRICULTURE EXPORT

As one of the most productive Agricultural regions in Australia we produce a great wealth of premium food fit for export, however this is often sold to local buyers or as a bulk commodity internationally, both of which limit the earning potential of our produce. To drive growth in our food and fibre industries, FLA will continue to work proactively with producers and processors looking to access lucrative offshore markets. The growing investment into rail infrastructure and the freight flight connectivity offered through our very own Wellcamp Airport will be key in seeing our local product reach the end buyer.



TOOWOOMBA AND SURAT BASIN ENTERPRISE

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