



ACCESS NZ

**11 - 15
June 2018**

#AccessNZ

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FLA Food Leaders
AUSTRALIA
an initiative of TSBE

TSBE
Toowoomba and
Surat Basin Enterprise

WELCOME ABOARD ACCESS NZ - JUNE 2018



TSBE Chairman
Shane Charles

Join us as we embark on a journey from Toowoomba Wellcamp Airport to Auckland, a hub for international business, trade, tourism and investment. We're proud to announce that Access NZ will

be flown by Qantas, heralding the first international flight to New Zealand from our region.

Access NZ builds on the connectivity our regions already share, as the delegation

undertakes a journey of business innovation and interaction with the New Zealand market. Auckland is a city with a thriving innovative and entrepreneurial culture that encompasses all areas from energy and clean tech, to tourism as well as food and beverage.

Access NZ offers a plethora of opportunities for businesses in our region to connect and share knowledge.

This trip will directly link our food, energy, resource, logistics and tourism industries with potential future markets and opportunities.

Feedback from previous trips has helped TSBE and FLA shape this year's offering, with an increased focus on site visits, conference speakers, and of course, networking. Following the successful model of Access China, the New Zealand flight is intended to leave Toowoomba Wellcamp Airport on a Qantas 737-800, subject to government and regulatory approvals.

We look forward to seeing you at the airport for the welcome brunch, prior to boarding.

WHY NEW ZEALAND IN 2018?



Invaluable opportunity to learn from some of New Zealand's most innovative businesses



Australia is New Zealand's largest trading partner

Auckland has been touted as the fastest growing city in the western world. Delegates will get to see first hand and learn how infrastructure is keeping up this growth.

Meet local business leaders and decision makers from the Agriculture, Energy and Tourism industries



Be one of the first passengers to fly direct to NZ from Toowoomba aboard a QANTAS 737-800



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CONFERENCE OVERVIEW

TUESDAY - JUNE 12, 2018

Session 1: New Zealand Economy and Trade Overview

Official Welcome

John Brand, Consul General and Senior Trade Commissioner, Austrade

Fiona Cooper, ANZLF Secretariat, Business NZ

Economic Development Q&A Panel

Patrick McVeigh, General Manager, Economic Growth Auckland Tourism Events and Economic Development (ATEED)

Fraser Liggett, Economic Development Programme Manager, Enterprise Dunedin

Linda Stewart, Chief Executive, Central Economic Development Agency (CEDA)

Session 2: Success Stories

George Hickton, Chairman, Hawke's Bay Tourism

Vincent Heeringa, Executive Director, Anthem

Rick Walker, Anzco Foods

Kiwi Success Q&A Panel with guest speakers

Session 3: Kiwi Innovation

Simon Mackenzie, CEO, Vector Energy

Joanne Finer, General manager NZ Industry Affairs and Business Affairs, Fonterra

Chris Bain, Sales Manager, Haka Tours,

Kiwi Innovation Q&A Panel with guest speakers

Session 4: The Future for Australasia

Kevin Patterson, Senior Scientist, Plant and food research.

Scott Champion, Founding Partner, Primary Purpose Ltd.

Ian Proudfoot, Global Head, AgriFood KPMG

Gala Dinner

Opening Address - Fletcher Tabetau, Under Secretary, Trade and Foreign Affairs

Q&A with NZ rugby great, Andrew Mehrtens

PROGRAM OVERVIEW

DAY 1, MONDAY JUNE 11, 2018

DEPARTURE DAY

It's departure day! Check in and enjoy brunch at Wellcamp Airport, courtesy of Flight Centre.

Depart on Toowoomba Wellcamp Airport's maiden direct flight to Auckland aboard a Qantas aircraft.

Celebrate our arrival and enjoy a welcome drink in Auckland with fellow delegates

Stay in 5 star luxury at the Pullman hotel, Auckland for 3 nights



DAY 2, TUESDAY JUNE 12, 2018

CONFERENCE AND GALA DINNER

Access NZ conference takes place, featuring some of New Zealand's best business leaders and innovators.

Enjoy an exclusive gala dinner thanks to Morgans, alongside fellow delegates, distinguished NZ leaders and All Blacks legend Andrew Mehrtens.



DAY 3, WEDNESDAY JUNE 13, 2018

INDUSTRY SITE VISITS

Select one of our three tours to discover more about some of New Zealand's industries

TOUR 1: FOOD AND AGRICULTURE

Visit fruit and vegetable producer Turners & Growers global.

Tour Foodbowl Food Innovation Network and discover their latest research to support local businesses.

TOUR 2: ENERGY

Visit Asia Pacific's first grid-connected Tesla Powerpack.

Auckland Bridge Climb

TOUR 3: TOURISM

Travel by ferry to Waiheke Island to tour some of New Zealand's world-class tourism attractions.



Please note: Booking early will guarantee your preferred travel arrangements.

DAY 4, THURSDAY JUNE 14, 2018

Enjoy a scenic bus ride to world famous Rotorua. Delegates will have free time to relax or enjoy one of the many iconic tourism experiences on offer at the geothermal wonderland.

Optional bus to Fieldays, the Southern Hemisphere's largest agricultural event.

Celebrate a successful Access NZ with a farewell networking event at the spectacular Stratosfare Restaurant accessed by gondola.



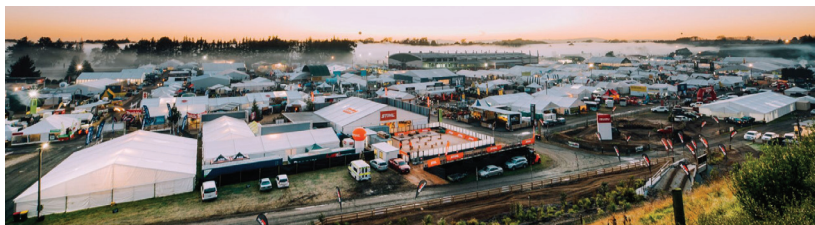
DAY 5, FRIDAY JUNE 15, 2018

FIRST RETURN DATE OPTION (INCLUDES AIRPORT TRANSFERS)

FOR THOSE KEEN TO EXTEND WE CAN TAKE YOU TO:

Option 1. Fieldays Visit the Southern Hemisphere's largest agricultural event and see the latest Ag technology and innovation. (Additional costs apply)

Option 2. Hobbiton movie set Explore the iconic movie set from the Lord of the Rings movie. More than 1 million visitors have visited this site since opening 10 years ago to make it one of the country's most popular and successful attractions. (Additional costs apply)



DAY 6, SATURDAY JUNE 16, 2018

Optional return flight from Auckland International Airport to Brisbane.

Bus transfer from Brisbane to Toowoomba CBD
(Delegates to organize own travel and accommodation)

DAY 8, MONDAY JUNE 18

Optional return flight from Auckland International Airport to Brisbane.

Bus transfer from Brisbane to Toowoomba CBD.
(Delegates to organize own travel and accommodation)



GUEST SPEAKERS

CHRIS BAIN, Haka Tours, Sales Manager



After nearly 15 years at Flight Center Group with his last role as an Area Manager, Chris is tasked with developing Haka Tours global agency agreements with Flight Center and STA Travel as well as Haka Tours other 3rd party partners. Chris is also developing Haka Tours global sales strategy across their core international markets.

www.hakaeducationaltours.com

JOHN BRAND, Consul General and Senior Trade Commissioner, Austrade



John commenced his role as Consul General & Senior Trade Commissioner to New Zealand in January 2014. He is responsible for the New Zealand, Melanesia, Polynesia and Timor-Leste markets. He has spent 10 years in the Pacific in various roles including Senior Trade Commissioner Pacific Islands and Timor Leste, Senior Trade Commissioner PNG and Solomon Islands, and as Business Manager PNG market with the Queensland Government.

Other roles within Austrade include onshore assignments, and short term overseas assignments to Africa, and the Middle East. John has a previous private sector career that spanned over 20 years - primarily in pharmaceutical and food manufacturing - in various sales, marketing and general management roles.

www.austrade.gov.au

SCOTT CHAMPION, Founding Partner, Primary Purpose Ltd



Scott has significant experience in strategy development, facilitation, service delivery, the securing of investment, and governance across diverse areas such as sector development, international trade, and research and development. He has held leadership roles in tertiary education and research, the private sector, and not-for-profit industry bodies. This work has often been within complex, multi-party projects.

Scott has a strong background in agriculture, pastoral systems, land management and natural resources, and farmer engagement. Scott operates effectively and comfortably from community to CEO and ministerial level, and is an experienced speaker and facilitator.

www.primarypurpose.co.nz

FIONA COOPER, ANZLF Secretariat, Business NZ



Fiona has provided the New Zealand Secretariat for the Australia New Zealand Leadership Forum, on behalf of BusinessNZ, since 2011. Fiona is also Executive Director of the NZ-US Council and is Associate Director of the New Zealand International Business Forum. Through her consulting company, Fiona advises clients on trade policy, government relations and communications, drawing on 30 years of experience in the private and public sectors. Fiona previously worked in the dairy and banking sectors and for the New Zealand Ministry of Foreign Affairs & Trade (MFAT). She started her career in MFAT's Australia Division followed by a secondment to the Australian Department of Foreign Affairs & Trade in Canberra in 1989.

www.anzlf.com/

JOANNE FINER, General Manager, NZ Industry Affairs Fonterra



As General Manager NZ Industry and Business Affairs, Jo leads Fonterra's relationships with primary industry organisations and business stakeholders. Jo formerly led global regulatory affairs for Fonterra to ensure compliance with food regulations and optimise market access for Fonterra's current and new product range.

Jo has 25 years of technical and general management experience in the New Zealand dairy industry which has included developing and implementing Fonterra's global quality strategy and standards framework, and food safety risk management and crisis response.

www.fonterra.com

Vincent Heeringa – Executive Director



Vincent Heeringa is an award-winning entrepreneur with 25 years' experience in media and advertising. A creative thinker and business developer, he has been involved in launching numerous media brands. Vincent is now turning that experience into advice, helping businesses grow their influence, as Executive Director with Anthem, a fast-growing contemporary communications agency. His focus is on growing Anthem's integrated marketing offer including strategy, branding and design, content, advertising and automation services. As for his past, it's rich with intrigue and adventure! As a director of Tangible Media Vincent helped create one of the most innovative media companies in New Zealand. He led the business division and contributed to the transformation of Tangible from a magazine publisher to a digital, event and content-marketing company. As evidence of his entrepreneurial chops, Vincent co-founded many media brands including Idealog, Stoppress, Good magazine, TheRegister, and AUT Media, the publishing arm of AUT University. In 2009 Vincent relaunched NZ Marketing magazine and was heavily involved in the revival the TVNZ-NZ Marketing Awards, which are now the premier industry awards. Vincent has a strong interest in science and innovation. In 2011 he helped launch the NZ Innovator Awards and was also the founding chairman of the NZ Science Media Centre. Vincent regularly appears on TV and radio as a commentator on science, business and technology.

GEORGE HICKTON, Chairman, Hawkes Bay Tourism



George has been involved in a wide variety of businesses during his career and is now actively engaged as a Director for a number of Tourism and Film related Companies. He Chairs the Board's of Hawkes Bay Tourism, Weta Workshop, and Kapiti Island Nature Tours. He consults on leadership for a range of CEO's and General Managers. George spent 10 years as Chief Executive of Tourism New Zealand and during that time was responsible for establishing New Zealand's 100% pure marketing campaign. Prior to joining the Tourism Industry George was Chief Executive of the New Zealand TAB for 4 years and was responsible for its major rebranding and expansion into sports betting. He came to the Tab after 6 years in the core public service after having established both the New Zealand employment and income support services (now WINZ). Prior to joining the public service George spent 23 years in the motor industry in a wide variety of roles his last being Sales and Marketing Director for Honda NZ. In 2012 he was inducted into the New Zealand Marketing Hall of Fame. In 2016 he was a recipient of the tourism Industry's Sir Jack Newman award for outstanding leadership. He also continues to work on Public Service leadership assignments the most recent as Deputy Secretary of Justice

www.hawkesbaytourism.nz

FRASER LIGGETT, Economic Development Programme Manager, Enterprise Dunedin



SIMON MACKENZIE, CEO, Vector Energy

Simon Mackenzie is passionate about the power of technology to transform the energy industry and consumers' lives. As Group Chief Executive Officer, Simon has expanded and driven Vector's portfolio of businesses to embrace innovative technologies and strategies to deliver efficient, sustainable energy solutions to consumers.

Simon was appointed Vector's Group Chief Executive Officer in 2008. His tertiary qualifications include engineering, finance and business studies, and the Advanced Management Programme at the Wharton School, University of Pennsylvania.

www.vector.co.nz

PATRICK MCVEIGH, General Manager, Economic Growth Auckland Tourism Events and Economic Development (ATEED)



Patrick is the General Manager for Economic Growth at Auckland Tourism Events and Economic Development (ATEED). Patrick has over 20 years economic development experience in both the public and private sector and has led the development of economic, employment and innovation strategies for a wide range of clients

Patrick is a Chartered Town Planner (MRTI), a fellow of the Royal Society of Arts (FRSA), a member of the Institute of Economic Development (MIED), and a member of the editorial board for the journal Local Economy.

www.economicdevelopment.org.nz

GUEST SPEAKERS



KEVIN PATTERSON, Senior Scientist, Plant and Food Research

Dr Kevin Patterson is an experienced kiwifruit scientist and Honorary Associate of The New Zealand Institute of Plant and Food Research (PFR). Kevin is also a Director of Research Audit International Ltd, a private research company. Kevin has had a long involvement with the NZ kiwifruit industry, and played a key role in the development of the first gold kiwifruit exported from NZ, and the development of technologies to ensure the delivery of high taste kiwifruit to consumers. Kevin has worked closely with kiwifruit industry partner Zespri Group Ltd. and kiwifruit growers in NZ, Italy, and China to deliver innovations developed by both researchers and growers into commercial settings. Kevin has a PhD in Plant Physiology from the University of London and an MSc (Hons) from the University of Auckland.

www.plantandfood.co.nz



IAN PROUDFOOT, Global Head, AgriFood KPMG,

Ian joined KPMG London in 1992 having obtained a BSc in Industrial Economics from the University of Warwick. He joined KPMG Auckland in 1996 on an initial 18 months secondment. Ian was appointed a Senior Manager in 2000 and admitted to partnership in 2004, after completing a yearlong secondment to Fonterra Co-operative Group as Group Reporting Manager. Ian was appointed as Global Head of Agribusiness for KPMG in 2013. He is a Chartered Accountant and Registered Auditor. Ian is the author of the KPMG Agribusiness Agenda, a series of thought leadership reports which have been produced annually since 2010. He is responsible for the development of KPMG New Zealand's agribusiness sector focus group. Ian presents in New Zealand and around the world on the future of food production, processing and consumption. He is considered to be one of the leading strategic thinkers on Agribusiness in New Zealand. Being a member of the Te Hono movement, Ian attended the NZ Primary Industry Bootcamp at Stanford University in California in August 2014 for CEOs and Industry leaders. Ian is also currently leading a project with a major NZ bank and industry partners, to develop an urban agricultural experience centre and show farm in Auckland with a goal of forming 25,000 urban kids a year about the contribution of the primary sector to NZ and the career opportunities it presents.

T @KMPGNZ F KMPGNZCareers L KMPG NewZealand



LINDA STEWART, Chief Executive, Central Economic Development Agency, CEDA

Linda is the Chief Executive of the Central Economic Development Agency aka CEDA; responsible for delivering growth through investment and business attraction, development and retention, building and growing a sustainable talent and skills pool, building our reputation as a great region to host major events and conferences, and promoting Manawatu to visitors and international students as a great place to live, study, work and visit. With a background in sales, business development and recruitment that spans a diverse range of industries and organisations such as Mars Inc. and Virgin Australia, Linda brings a commercial lens to economic development - a strong focus on growth, a passion for unlocking the potential in people, and a real belief that through collaboration, we can achieve so much more. Originally from Glasgow, Linda has called the Manawatu home for over 10 years now. And why? It's all about the brilliant people, the vibrant community and having a great outdoor playground on your doorstep.

www.ceda.nz @CentralEDA



BRIAN VASS, CEO, Terax Waste Conversion

Terax reduces risk and cost in waste water treatment plants by incorporating conversion technology that treats bio waste as a recyclable resource.

Brian is responsible for all aspects of The Business as it transitions to a high growth export business servicing markets in Australia, China, India and Europe. Brian has owned and managed a number of technology companies and is a Certified Technologist with an M.Sc. from the London School of Economics. In his previous role he was responsible for the establishment and subsequent sale of Energy for Industry (EFI), a waste to energy company, who operated energy, landfill gas, and biosolids plants.

www.terax.co.nz

GALA DINNER SPEAKERS

RT HON FLETCHER TABUTEAU



Fletcher Tabuteau is the Deputy Leader of the New Zealand First (NZF) and holds a range of spokesperson roles including, associate finance, commerce, revenue, trade, tourism, and energy. He also serves as the Parliamentary Under-Secretary for Foreign Affairs, Disarmament and Arms Control, and Regional Economic Development. Mr

Tabuteau has been a member of New Zealand First since the party's inception in 1993 and joined Parliament in 2014. He has had previous experience as a business consultant and lecturer in economics and business. Under-Secretary Tabuteau has a strong family history in Rotorua, New Zealand and is of Ngati Ngararanui, Ngati Rangiwewehi, and Ngati Whakaue descent.

ANDREW MERHTENS, ALL BLACKS LEGEND

Andrew Mehrtens is widely regarded as one of the greatest players New Zealand has ever produced and in his 70 appearances for the All Blacks he collected a record haul of 967 Test points.

Born in Durban, South Africa, Mehrtens moved to Christchurch in New Zealand with his parents as a young child and would go on to make his name in the city.

He made his debut for Canterbury in 1993 and went on to make his All Blacks bow in 1995 against Canada. Later that same year he helped steer his country to the Rugby World Cup Final in South Africa where they were beaten by the hosts.

For over 90 years



Lawyers **McCullough
Robertson**

We're here to help you succeed

Our experienced team of industry and technical specialists combine legal expertise with deep industry knowledge and foresight.

We invest in long-term relationships, taking the time to get to know you, your business and your industry, inside and out.

Because like you, we're in it for the long-term.

To find out how we can support you, please contact us at:

info@mccullough.com.au or +61 7 3233 8888



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PACKAGES AND INCLUSIONS

There are a number of packages available to suit your travel preferences and budget.

ALL-INCLUSIVE PACKAGE

- Seat on the private flight from Toowoomba Wellcamp Airport to Auckland International Airport NZ
- Three nights x five star accommodation at Pullman hotel in Auckland
- One night x four star accommodation in Rotorua
- Breakfast included daily
- Your choice of three return flight dates to Brisbane International Airport
- Hotel and Airport transfers
- Full day conference featuring national and international speakers
- Networking opportunities with dozens of New Zealand business leaders throughout the program
- Site tours providing backstage access to some of New Zealand's most well known or innovative businesses
- Access to exclusive networking events

ECONOMY

Member price \$4,055

Non-member price..... \$4,855

BUSINESS

Limited Business seats available

Member price \$7,500

Non-member price..... \$8,800

SPOUSE PACKAGE

- Departure brunch courtesy of Flight Centre at Toowoomba Wellcamp Airport
- Flight from Toowoomba Wellcamp Airport to Auckland International Airport NZ
- Hotel and Airport Transfers
- Shared hotel room at Pullman Hotel in Auckland with full paying delegate for 3 nights
- Shared hotel room in Rotorua with full paying delegate for one night
- Gala Dinner Function at Pullman Hotel, courtesy of Morgans
- Farewell Networking function at Stratosfare Restaurant, Rotorua
- Your choice of 3 return flight dates to Brisbane International Airport

ECONOMY

Member price \$1,900

Non-member price..... \$2,388

BUSINESS

Member price \$4,700

Non-member price..... \$6,000

*Spouse package only available for spouse accompanying a full paying delegate

To view all terms and conditions please visit: www.tsbe.com.au/AccessNZ



BOOKING FORM

Once complete please return to: access@tsbe.com.au

TOUR NAME: **ACCESS NEW ZEALAND**
DEPARTURE DATE: **JUNE 11, 2018**

PERSONAL DETAILS

Full Name as appears on passport: _____

Preferred Name (for all name tags): _____

Gender as appears on passport: Male Female

Passport Number: _____

Date of Birth (DD/MM/YYYY): _____

Nationality as appears on passport: _____

Please note Australian passport holders DO NOT require a visa for entry to New Zealand. For all other nationalities please check New Zealand visa requirements.

Passport Issue Date (DD/MM/YYYY): _____

Passport Expiry Date (DD/MM/YYYY): _____

*Passports must have a minimum validity of 6 months from return date to travel.

Country of Issue as appears on passport: _____

Email: _____

Mobile: _____

Company Name: _____

Company Position: _____

IS YOUR COMPANY A TSBE MEMBER?

Yes No

RETURN DATE - AUCKLAND INTERNATIONAL AIRPORT TO BRISBANE INTERNATIONAL AIRPORT:

- Friday June 15
 Saturday June 16
 Monday June 18

ACCOMMODATION

Accommodation is provided from Monday June 11 - checking out Friday June 15.

- I will arrange my own additional accommodation
 I am returning back to Australia on June 15 and require no additional accommodation
 I would like Flight Centre to contact me to arrange additional accommodation

IS YOUR SPOUSE BOOKING ON THE TOUR?:

Yes No

If yes, please complete an Access NZ booking form and return.

Spouse Name: _____

THERE WILL BE AN OPTIONAL BRISBANE TO TOOWOOMBA TRANSFER AVAILABLE. DO YOU REQUIRE THIS SERVICE?

Yes No

CLASS OF TRAVEL:

- Economy
 Business
 Spouse

Qantas Frequent Flyer #: _____

PREFERRED SEATING

Aisle Window No preference

AREAS OF INTEREST:

- Agriculture and Food Energy and Resources
 Logistics Education

ARE YOU INTERESTED IN PARTICIPATING IN BUSINESS MATCHING SERVICES FROM AUSTRADE?:

Yes No

WHERE DID YOU HEAR ABOUT THE ACCESS NZ TOUR?

PERSONAL REQUIREMENTS AND WELLBEING

Dietary Requirements/ Food Allergies:

Existing Medical Conditions or Allergies:

Do you require special assistance?:

EMERGENCY CONTACT

Emergency Contact - Name: _____

Emergency Contact - Phone Number: _____

Emergency Contact - Relationship to you: _____

TSBE DO NOT PROVIDE TRAVEL INSURANCE:

I will organise my own travel insurance (tick box)

TERMS & CONDITIONS:*

I agree to the Terms and Conditions

Full terms and conditions can be found at www.TSBE.com.au/AccessNZ

Book now www.tsbe.com.au/AccessNZ

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