

TSBE

Membership Prospectus 2021

BUSINESS SUPPORT

ADVOCACY

NETWORKING

INFORMATION



GETTING TO KNOW US

LINKING BUSINESS | INVESTMENT ATTRACTION |
ADVOCACY FOR OUR REGION

TSBE is an independent, member-driven economic development organisation actively linking our business community to opportunities across the Toowoomba, Western Downs, Maranoa and surrounding areas.

To ensure our region continues to diversify and grow sustainably TSBE also invests in activities that:

- attract new businesses and create growth in the region
- grow our communities and skilled workforce
- generate increased investment
- advocate for our region with all levels of government

HOW MEMBERSHIP WORKS

TAILORED TO YOUR BUSINESS NEEDS

TSBE offers an annual corporate membership, over six varying levels of investment paid either monthly or annually from the joining date. The membership cost is based on access to services.

Each membership level is designed around delivering our members a proportionate return on their investment. This is why our activity is focused on current and emerging opportunities in key sectors such as Energy and Infrastructure, Health, Food and Export where we have subject matter experts who can help businesses achieve their specific goals.

TSBE hosts regular industry networking events (approximately 50 per year) to link businesses with each other. With around 450 corporate members across 26 sectors there is strong attendance at TSBE events, hosted across the large geographical region in which we operate. TSBE membership gives businesses access to regular events and networking opportunities at member rates.





OUR KEY ACTIVITY AREAS

ENERGY AND INFRASTRUCTURE

TSBE has a strong track-record of linking businesses with opportunities in both resources and infrastructure project supply chains. In recent years we have expanded this expertise to include connecting local industry with the emerging and growing renewable energy sector opportunities.

Our region is home to 45% of the state's existing and proposed energy production plants - we represent a thriving energy hub. We are also seeing significant progress being made towards the construction of major infrastructure projects and other development opportunities.

Become a member and gain access to support that could see your business benefit from projects such as Inland Rail, which alone represents \$5 billion worth of construction in the Toowoomba region, Surat Basin Gas Fields or perhaps one of the 20+ solar and wind farms at various stages of development.

As a TSBE member your business supports the future of energy in our region including hydrogen and other emerging energy sources.



TSBE EXCHANGE

TSBE Exchange is a communication platform exclusively available to TSBE members which provides early information and communication around major projects and tenders so our members can be supported to put their best foot forward for opportunities.

SUPPLIER PORTAL

TSBE have created a Supplier Portal which is a web based tool designed to map out major projects in the Toowoomba and Surat Basin region and provide major project entities with intel on local capability in our region. It has been designed to map regional capability from construction to operations of major projects in our region. It highlights opportunities major projects bring, support major entities in meeting local content requirements and bring local businesses to the forefront of many regional projects.

FOOD LEADERS AUSTRALIA

Our region leads the way for agricultural production and innovation in Australia. Historically a bulk commodity market there is a strong trend towards value adding and creating shelf ready products for export to lucrative high-end international and national markets. Thanks to recent infrastructure investments and the unique expertise on offer through the Food Leaders Australia (FLA) team, many producers and processors are experiencing greater success.

The ever-present challenges of increasing production with limited water and land can be a challenge but

FLA has a focus on supporting innovation and the efficiency of agribusinesses.

TSBE's FLA team bring innovation and export opportunities into the agri sector, as well as work with existing food producers, processors and exporters to capitalise on local and export markets and develop their workforce.

Become a member to assist your business gain greater opportunities through exporting, innovation, networking and learning.



HEALTH

A leading employer across the region, the health industry is critical to the vitality of our community and economy. It is also big business, servicing a considerable population across South-West Queensland and managing an influx of investment as the sector addresses the challenges caused by an aging population and rise in chronic illnesses.

TSBE is working to foster innovation and collaboration, linking health businesses together to support growth and ensure the economic benefits from that activity remain in our community.

TSBE Health links businesses with opportunities in the growing health industry by boosting the region's health profile and promoting the liveability and services in the region.

Become a member to gain access to a growing network that includes Darling Downs Health, St Vincent's Private Hospital Toowoomba, St Andrew's Toowoomba Hospital, The Darling Downs and West Moreton Primary Healthcare Network (PHN), allied health professionals, general practitioners and specialists.



MEMBERSHIP LEVELS

BASE	Welcome pack including one complimentary networking event pass per year	BASE \$71/month or \$792/year	BRONZE \$222/month or \$2596/year	SILVER \$438/month or \$5192/year	GOLD \$871/month or \$10,384/year	PLATINUM \$1448/month or \$17,314/year	DIAMOND \$2892/month or \$34,639/year
	Attendee guest lists prior to any events or conferences						
	Access to printed and electronic TSBE publications such as Development Status Reports						
	Monthly newsletter						
	Directory listing on TSBE website						
	Access to online TSBE Exchange						
	TSBE member discounts						
	Member discount to The Branch co-working space						
BRONZE	Targeted warm introductions						
	Goods and services procurement assistance						
	Business leads, tender & expression of interest notifications						
	Invitation to relevant small group events						
SILVER	Strategic business advice and support						
	Strategies to promote your business including media assistance						
	Complimentary TSBE Boardroom hire						
	Priority event sponsorship opportunities (for an extra investment)						
	Priority advertising in select publications (at member rates)						
	Market reports, trends and intelligence i.e. industry reports (on request)						
	Export advice through the Southern Queensland Export Hub						
	Additional exclusive access to our TSBE Exchange to help procure local goods and services						
GOLD	Complimentary base TSBE membership for any directly affiliated business						
	Invitations to regular 'Political Leaders Lunches' to connect with our elected representatives						
	Regular invitations to boardroom briefings						
	Logo recognition on every page of TSBE's website (rotational)						
	Logo recognition in select TSBE publications						
PLATINUM	Special acknowledgement at TSBE networking functions						
	Invitations to meet with elected representatives when advocacy is undertaken						
	Logo exposure on pull up banners to be displayed at TSBE Enterprise Evenings						
	Grant application assistance						
DIAMOND	Logo recognition on email signatures, letterhead, website footer and PowerPoint presentations						
	Speaking opportunities where appropriate						
	Further activity (by negotiation)						

MEMBERSHIP TERMS & CONDITIONS

- All prices stated are inclusive of GST.
- Specific invoice requirements to be noted with TSBE staff.
- Monthly memberships will continue to roll over annually, unless TSBE is contacted.
- All memberships are a minimum of 12 months.
- Upgrades are available throughout any stage of your membership.
- Membership application forms must be completed and returned to the specified email address for the membership to become active.
- A TSBE membership includes benefits from all departments: Energy and Infrastructure, Food Leaders Australia and Health.

TSBE holds the right to cancel or temporarily disable any membership that fails to make annual payments or monthly installments within our payment time frame listed on the invoice, unless notified otherwise. Should there be any queries with regards to memberships please contact the TSBE office on 07 4639 4600.

BECOME A MEMBER

Step 1: Visit www.tsbe.com.au

Step 2: Go to Membership menu then click the Join Now tab

Step 3: Select a membership level

Step 4: Choose payment type

Step 5: Follow the prompts to complete your registration.

Or please contact us:

P: 07 4639 4600

E: memberships@tsbe.com.au

WHAT OUR MEMBERS SAY...

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The support TSBE has given Better Movement Clinic has allowed a greater streamline of weaknesses in the business and increased the awareness of the Better Movement Clinic and allied health to other industries in the region. This exposure has improved our engagement with corporate funding environments and has increased grant opportunities.

JOHN DENNEHY, DIRECTOR, BETTER MOVEMENT CLINIC



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There are many reasons throughout normal trading conditions, why our partnership with TSBE is crucial. Now more than ever, we realise how integral TSBE is to the wider business community. I'm extremely impressed with the level of professionalism, the flow of critical updates and information from TSBE to all of us at such a testing time. I feel TSBE has again stepped up to the plate like they always do reinforcing their organisation's ethos of always being there for businesses when we need it most, whilst continuing to connect businesses where they are needed most. It's during times like these you get to see what organisations are made of, and I have to say from the top down throughout the entire TSBE team, they are showing us just how impressive and professional they are.

**GUS ROMERO, PROPRIETOR,
HARVEY NORMAN**

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TSBE drive the greatest interaction, leadership and engagement for a business network organisation. Across Australia we are yet to witness a more passionate and results driven business network group. This is incredibly important to us as the success of our brand and core focus of our business is to ensure we enjoy the best relationships not only with our customers but our suppliers and marketing partners. TSBE ensure that all members, partners and the region in which they are the economic custodians thrive and grow. Continuous improvement is an important driver within their model; leading to a sincere wish for constant feedback. Our relationship with TSBE will always to be rewarding as we believe their vision and innovation is in line with ours.

**ANDREW PERCIVAL,
TINDO SOLAR**

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Our membership with TSBE enables us to directly connect with not only key clients within the region, but also like minded suppliers and service providers. This is critical to delivering on our whole of project scopes for our clients. Additional to supporting this building of relationships, TSBE has guided us to explore new market opportunities through the Southern Queensland Export HUB and introduced us to key business consultants to continuously improve our business model. It is these quality connections that we find of great value in our membership.

**LOUISE MCMAHON, SERVICES
MANAGER, MFE PTY LTD**

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TSBE's unique value proposition in the Darling Downs business community continues to provide Seaway with wide ranging opportunities and connections for our business units. Membership enables us to gain valuable insights into upcoming projects and direct introductions to prospects and organisations in both the private and public sectors, helping to shape our business forecasting and forward planning. TSBE covers a wide range of industries and business segments and their team go out of their way to ensure that members receive value from their membership dollar. TSBE continue to contribute to contribute to the economic development of the Darling Downs, which is vitally important for the sustainability of our region.

JAMIE KENNEDY, SEAWAY LOGISTICS

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I have been involved in TSBE for the past three years and have enjoyed the opportunities TSBE offers businesses in our great region. I have been given the opportunity to be involved in numerous events and have utilised these opportunities to network and grow my knowledge base. I would advise every business in our region to be fully involved and committed to TSBE.

WAYNE BRADSHAW, JEFO

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WHO CAN BENEFIT FROM MEMBERSHIP?

Any business who would like to be connected to opportunities in the Toowoomba and Surat Basin region, including;

- Agricultural producers
- Aged Care providers
- Allied Health practitioners
- Civil, construction & earthworks
- Doctors - General Practitioners
- Doctors - Specialists
- Engineers, architects and planners
- Equipment supply or hire, parts and service
- Financial, legal & advisory services
- Food processing or value adding
- Hospitals
- Industrial site services
- Infrastructure proponents
- Land developers and real-estate agents
- Manufacturing/fabrication
- Media
- Mining proponent
- Operations and maintenance contractors
- Other professional services to food, agriculture, health, construction, mining or energy businesses
- Renewable proponent
- Software and hardware IT solutions
- Surveys, soil and environmental management
- Trade based services
- Traffic management
- Training and HR
- Transport and logistics
- Vehicle supply and fit out
- Wellness services

JOIN NOW

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Step 5: Follow the prompts to complete your registration.

Or please contact us:

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CONTACT US

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Surat Basin Enterprise

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Foundation Partner



Partner Regional Councils



Diamond Members



Corporate Health Partner



Platinum Members



Media Partners

