



New Projects - New Industries New Investment - Next Opportunity

TSBE Major Project Support
Energy and Infrastructure

Toowoomba and Surat Basin Enterprise (TSBE) links businesses with opportunities creating sustainable growth and diversity for Toowoomba and the wider Surat Basin region.

This region is home to 45% of the state's existing and proposed energy production plants - TSBE represent a thriving energy hub. There is significant progress being made towards the construction of major infrastructure projects and other development opportunities.

A vital service within TSBE, the Energy and Infrastructure team supports major projects in infrastructure, renewables, energy, oil and gas, coal and rail sectors. This is done by partnering with major projects and their EPC's to assist and promote local business participation and the project's social license to operate.

2018-2019 ACHIEVEMENTS

Attracted **14 new businesses** to the region including manufacturing, logistics, oil and gas, servicing and manufacturing.

Facilitated over **1500 targeted introductions** and shared over **800 tender opportunities** with our members.

Published investment tools including **Toowoomba Development Status Report** estimating **\$14.42 billion** of developments in the pipeline and the **Western Downs Development Status Report** which estimates **\$7.86 billion** in development.

Produced an **Industrial Comparison Report** to show why business should set up in our region.

Hosted **over 40 events** in **Toowoomba, Dalby, Chinchilla, Roma and Brisbane**, attended by **4000+ people** generating approximately **\$1million in business tourism**.

Published the **Live Toowoomba and Live Western Downs** magazines to attract people to the region.

Hosted **five international delegations** to grow international supply opportunities and tell our story to the world.

TSBE Members

As a member of TSBE, you will get access to the Energy and Infrastructure team as they identify commercial opportunities to support your business. They can facilitate and build relationships through councils, communities and supply chain businesses in the region.

They support the entire procurement process, the pre-contracts and your contract administration teams. The team assists with identifying easy local content wins and unbundling of large scopes to release opportunities to more suppliers.

With extensive regional knowledge TSBE provides comprehensive information on current and future projects as well as what is needed to secure potential contracts. The team allows businesses to leverage off their commercial networks and create lucrative opportunities for the future.

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.

The TSBE Exchange platform provides an information marketplace for project buyers and local suppliers to exchange information regarding contract opportunities, making contractor engagement easier for projects and companies. This electronic portal is an easy way for buyers to communicate with suppliers.

The Team



Surat Basin Energy Awards

The Surat Basin Energy Awards are set to celebrate the economic contribution that the energy sector makes to the Surat region. The awards will recognise the key players within this field and reward the contribution of the energy producers in our regional economy. It will recognise the energy leaders in a range of categories.

To be hosted in the heart of the Surat, this black tie event is an evening not to be missed.

Join us as our industries come together to celebrate the contribution that these industries make to the national economy. These industries have made us the most recognised and sophisticated supply chain operating in Australia's Energy Capital.

Networking

TSBE prides itself on bringing businesses together and creating opportunities for businesses working in the supply chain sector.

Last year TSBE hosted over 40 networking events including our flagship monthly Enterprise Evenings. These events are at the heart of our organisation and regularly attended by over 250 attendees. They are rotated throughout the Surat, depending on the location of upcoming major projects. This provides your sales team the perfect opportunity to network regularly within the Surat and hear about the next major project opportunity for your business.

To register for our networking events or sponsorship opportunities contact events@tsbe.com.au.



For membership enquiries contact Hayley Hoefler – Membership Officer at hayley@tsbe.com.au

For further information contact Lance MacManus at lance@tsbe.com.au

tsbe.com.au

TSBE Member Testimonials



Craig Leschke, Area Sales Manager - Retracom

"Not many regions have an organisation such as TSBE actively promoting opportunities and local businesses across all sectors. I am only too happy to recommend them to other people. We have made the most of our membership and used every opportunity to drive our profile and promote our service offering across the region."



Jeremy Phillips, Supply Chain Manager- Qteq

"The membership with TSBE has been very beneficial, as it has connected Qteq to a wide range of suppliers and new networking opportunities within the Toowoomba and Surat Basin areas. As Qteq is a new business, the membership with TSBE has been instrumental in exposing Qteq to the region and providing connections to gain vital local knowledge to assist with business growth."



Jake Laing, General Manager - Minstaff Survey

"Being a member of TSBE has provided Minstaff Survey with the most beneficial platform within the Toowoomba region to network with current and prospective clients. The expertise and shared professional knowledge of the TSBE Team has been extremely helpful to gain industry insight and generate work for our company."



Scott Dickson, Procurement Manager - Nexus Delivery

"When you are building world class infrastructure in regional Australia you need to be able to hit the ground running when looking to engage locally experienced and qualified suppliers and subcontractors. Through the membership of TSBE, we were able to identify packages of work that would best suit local expertise and deliver a quality product on time. It was through this engagement that Nexus Delivery were able to successfully exceed their commitment to local industry participation and this would not have been possible if it wasn't for the assistance of the team at TSBE. The local industry knowledge that TSBE has of its own membership, and the opportunities available within the region, are testament to their professional approach to not just identifying opportunities but also helping to deliver them too."



Barry O'Sullivan, Director - Newlands Group

"TSBE continues to be a strong advocate for our region translating potential opportunities into local business growth. We have experienced the benefits of TSBE's active engagement with their members and have enjoyed the opportunity to engage with new clients and projects that would otherwise be difficult to access for a business of our size. We look forward to continuing to work alongside TSBE and the membership base to not only grow our business but enhance opportunities for the broader region."



Bruce Chapman, Engineering and Client Support, RiE Group

"RiE has enjoyed the support of TSBE for almost 6 years. During which TSBE have provided us with many networking and sponsorship opportunities, culminating in RiE sponsoring the TSBE Enterprise Evening in Dalby on 11th Oct 2018, which allowed us to partner with Arrow Energy and present our business capability to the wider TSBE network, as well as raising over \$2000 in Donations for the Drought Angels."

JOIN NOW

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

CONTACT US

Toowoomba and
Surat Basin Enterprise

ABN: 85 155 004 523

P: +61 7 4639 4600

F: +61 7 4639 3416

E: info@tsbe.com.au

W: www.tsbe.com.au

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