

TSBE

Membership Prospectus

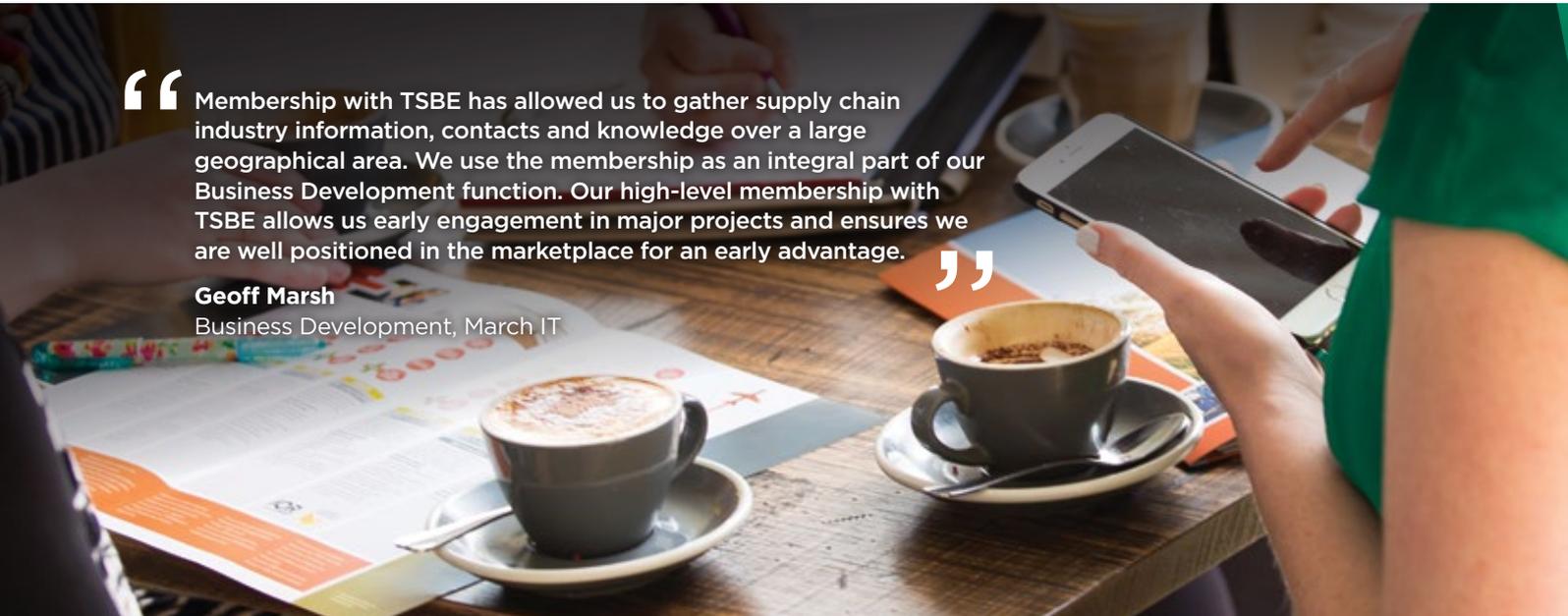
2017 - 2018

LINKING
BUSINESS

INVESTMENT
ATTRACTION

ADVOCACY FOR
OUR REGION





“ Membership with TSBE has allowed us to gather supply chain industry information, contacts and knowledge over a large geographical area. We use the membership as an integral part of our Business Development function. Our high-level membership with TSBE allows us early engagement in major projects and ensures we are well positioned in the marketplace for an early advantage. ”

Geoff Marsh
Business Development, March IT



“ As a TSBE member, we have been able to find efficiencies in our own supply chain, utilising fellow TSBE members to source local services, material and labour when required. Whether we are hiring out a transportable building or constructing a cold storage facility throughout the region, there is a good chance that TSBE has played a part in the process. ”

Craig Leschke
Area Sales Manager, Retracom Australia



“ We have found the whole team at TSBE to be an integral part of our growing business. From business development support, offering continued partnership opportunities, to public relations and communications support, they are just a phone call away for any of our questions. We could not be happier! Thank you TSBE. ”

Jaden Frame
Managing Director, Live Well

WHO WE ARE?

Toowoomba and Surat Basin Enterprise (TSBE) is an independent, member-driven organisation that links business with opportunity through project creation, supply chain and delivery, with a focus on achieving sustainable growth and diversity for the region.

TSBE works to attract new industries and major investment to the region, while advocating for new and upgraded infrastructure needed to see population and industry growth. TSBE is committed to ensuring the local business community continues to collaborate, innovate and prosper.

WHAT WE DO?

LINKING BUSINESS

TSBE understands that our members are pivotal in achieving continued prosperity for the region and to bolster their advantage and industry exposure, a range of targeted networking events and major conferences are held throughout the year.

TSBE is available to assist your business to achieve its industry goals through supply chain tendering assistance, grant work, developing opportunities, access to a range of factsheets and resources, and promoting your business to our wide-reaching network.

With TSBE in your corner, your business is well placed to make the most of opportunities within the Toowoomba and Surat Basin region as it grows to become Australia's premier region.

INVESTMENT ATTRACTION

Toowoomba and the Surat Basin is open for business, and with a mix of private and public investment in the broader region,

it has seen a growing development spend currently totaling about \$13 billion.

Across a range of industries, developments over \$2 million are registered in TSBE's Development Status Report to highlight to industry the scope of future works. Attracting investment and driving new business to the region is a core role of TSBE, that has seen it establish a co-working space known as The Branch to allow companies outside the region to enter the Toowoomba market.

ADVOCACY FOR OUR REGION

TSBE is a strong advocate for the region, and a voice on business sustainability, resources, supply chain, infrastructure and industry. Through targeted meetings with politicians, industry leaders and decision-makers, TSBE is able to put forward the region's advantages and opportunities of doing business here. TSBE works to position Toowoomba and the Surat Basin as an ideal location for investment. To assist this drive, TSBE has an Infrastructure Priority List that guides its vision.

INDUSTRY EXPERTISE

JOIN TSBE TODAY!

RESOURCES

RAIL, ROAD
& AIR TRANSPORT

MANUFACTURING

TRADE-BASED

RENEWABLES

1. Visit www.tsbe.com.au
2. Choose your membership level.
3. Fill out the application form.

Or contact us at

P. 07 4639 4600

E. memberships@tsbe.com.au

www.tsbe.com.au



TSBE MEMBERSHIP LEVELS

BASE	Member welcome kit – includes 1 x complimentary event pass, membership certificate, use of TSBE logo and invitation to new member meet and greet	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
	Access to Development Status Report & key factsheets						
	Attendee guest lists prior to events						
	Targeted email correspondence						
	Complimentary Australian Institute of Company Directors membership joining fee						
	Directory listing on TSBE website						
	Access to member discounts (ask us for current offerings)						
BRONZE	Advertising and event sponsorship opportunities						
	Goods and services procurement assistance						
	Proactive tender watch – personalised email to each member regarding relevant opportunities						
	Invitation to relevant small group events						
SILVER	Targeted introductions (upon request)						
	Strategies to promote and brand your business						
	Priority event sponsorship opportunities (at a cost)						
	Priority advertising in select publications (at member rates)						
GOLD	Media assistance						
	Market intelligence (on request)						
	Complimentary base TSBE membership for any directly affiliated business						
	Invitations to quarterly meetings with local elected representatives						
PLATINUM	Periodic invitation to Chairman's Lunch						
	Logo recognition on every page of TSBE.com.au website (rotational)						
	Logo recognition in select TSBE publications						
	Verbal acknowledgement at TSBE networking functions						
DIAMOND	Regular invitations to boardroom briefings						
	Invitations to meet with elected representatives when advocacy is undertaken						
	Logo exposure on pull up banners to be displayed at all TSBE Enterprise Evenings						
	Logo recognition on email signatures, letterhead, website footer and PowerPoint presentations						
	Complimentary full page advertisement in your choice of TSBE publication (valued at \$1,800)						
Complimentary exclusive event sponsorship, speaking opportunity and collateral display (valued \$5,000)							
Bespoke lunch/client event with Executive Chairman							
Partnership opportunities (by negotiation)							

Please note: TSBE incorporates FLA and as such membership benefits at each level are currently made accessible interchangeably to members as suits their requirements.

MEMBERS

FOUNDATION PARTNER  TOOWOOMBA REGION	PARTNER REGIONAL COUNCILS   	PLATINUM                     
DIAMOND  	MEDIA PARTNERS  	GOLD          

FLA

Membership Prospectus

2017 - 2018

EXPORT

INNOVATION

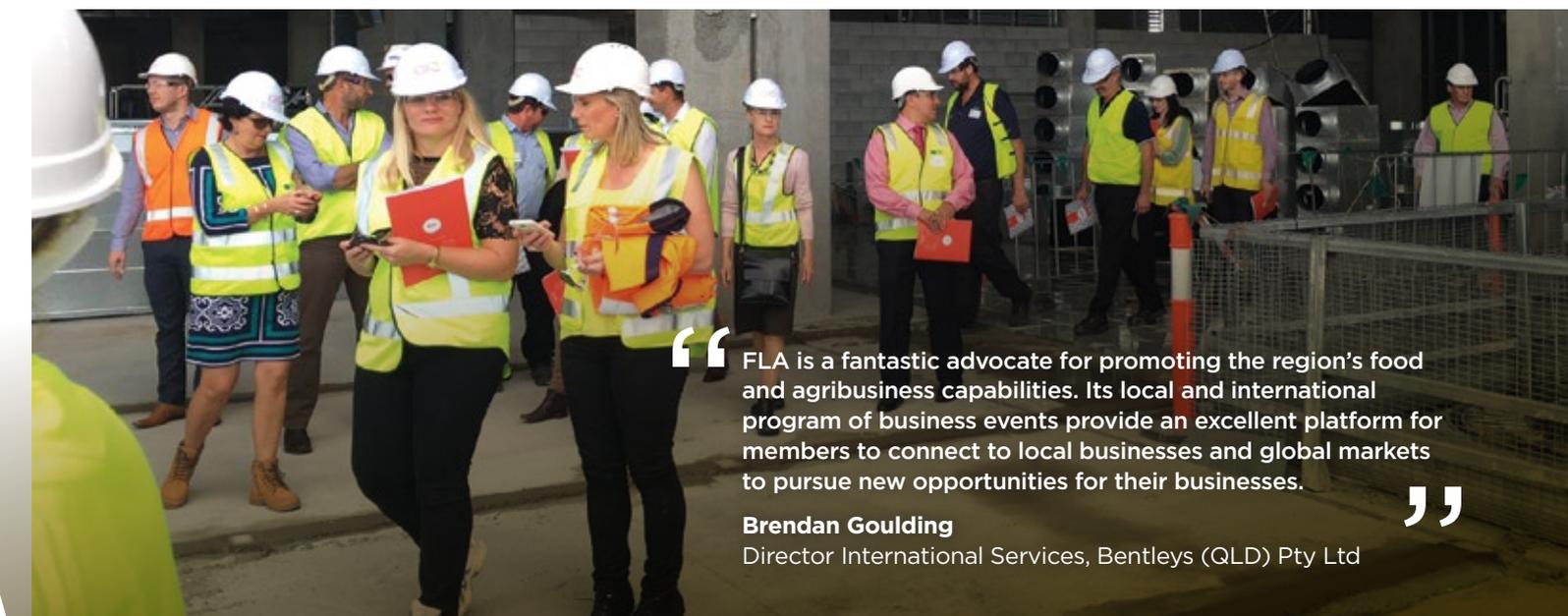
OPPORTUNITIES





“ FLA represents a powerful and united voice for industry, successfully bringing the right people around the table to secure opportunities. Whether it’s assistance with market access, logistics advice or media exposure, FLA has played a significant role in our success and building the reputation of our region internationally. ”

Pat Gleeson
General Manager, Oakey Beef Exports



“ FLA is a fantastic advocate for promoting the region’s food and agribusiness capabilities. Its local and international program of business events provide an excellent platform for members to connect to local businesses and global markets to pursue new opportunities for their businesses. ”

Brendan Goulding
Director International Services, Bentleys (QLD) Pty Ltd



“ It’s about collective thinking and collaboration between food industries in an area, drawing on the required expertise from people that can supply R&D and people that can supply innovation in technology and other areas. ”

Quentin Kennedy
Managing Director, Kialla Pure Foods

WHO ARE WE?

FLA exists to support the growth of businesses working within the food innovation and agribusiness space nation-wide to capitalise on opportunities across the global market, with a focus on Asia.

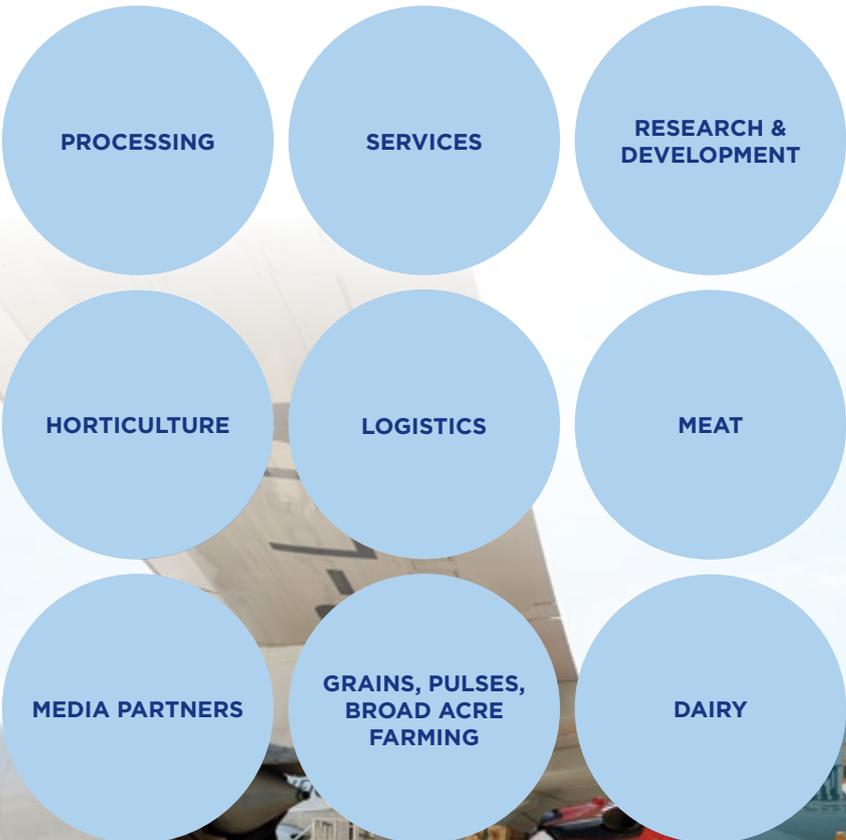
FLA drives engagement between industry and world-leading researchers to share a clear, focused vision on commercialising outcomes and improving profitability domestically and internationally.

As a membership-based organisation, we facilitate a range of networking, industry, and education events, lead delegations and offer advisory services for investment and expansion opportunities. This has resulted in the growth and development of FLA's offerings, as well as collaboration between members.

WHAT WE OFFER

- Export opportunities
- Advocacy for the region
- Investment attraction
- Targeted introductions
- Thought leadership
- Events and networking
- Industry updates
- Activate China program
- Media and marketing collateral

TYPES OF FLA MEMBERS



JOIN FLA TODAY!

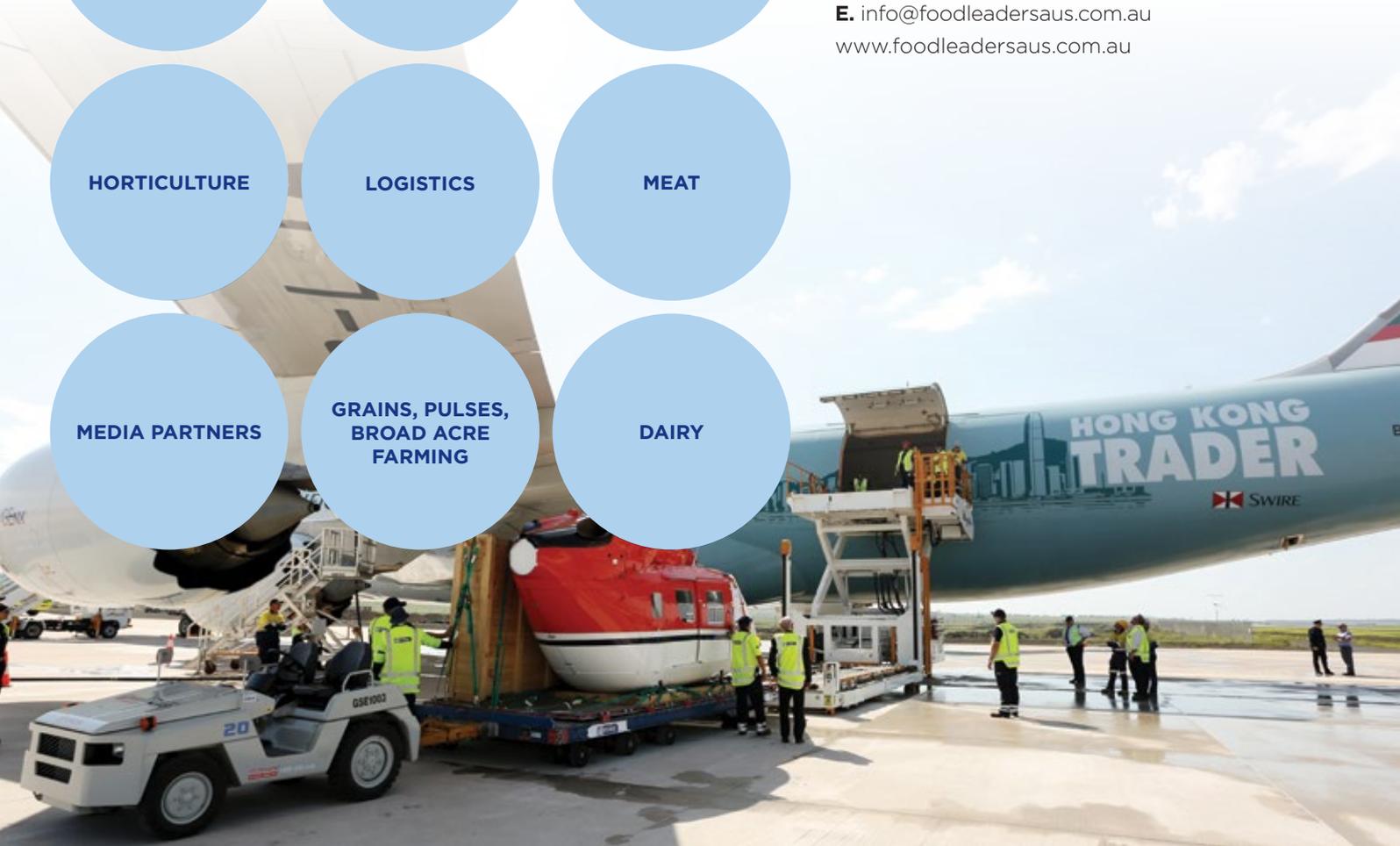
1. Visit foodleadersaus.com.au
2. Choose your membership level.
3. Fill out the application form.

Or contact us at

P. 07 4639 4600

E. info@foodleadersaus.com.au

www.foodleadersaus.com.au



FLA MEMBERSHIP LEVELS

BASE	Member welcome kit and access to online resources	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
	Monthly newsletters and attendee lists prior to events						
	Event invitations (at Member Rate)						
	Promotion of member events						
BRONZE	Targeted introductions / business matching	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	
	Peer to peer networking						
	Introductory export advice (e.g. How to export; standards, shipping, packaging and branding)						
	Invitation to professional development events (at a cost)						
SILVER	Exporters Club speaking invitations	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	DIAMOND \$2892/month or \$34,639/year	
	Market demand (local), access and intelligence						
	Strategies to promote and brand your business						
	Investment opportunities; big leads and referrals						
GOLD	Priority access to trade delegations	GOLD \$871/month or \$10,384/year	PLATINUM \$1448/month or \$17,314/year	DIAMOND \$2892/month or \$34,639/year	DIAMOND \$2892/month or \$34,639/year	DIAMOND \$2892/month or \$34,639/year	
	Priority event sponsorship opportunity (at a cost)						
	Option for two advertorial pieces in newsletter (per year)						
	Media assistance						
PLATINUM	Logo on FLA & TSBE website	PLATINUM \$1448/month or \$17,314/year	DIAMOND \$2892/month or \$34,639/year	DIAMOND \$2892/month or \$34,639/year	DIAMOND \$2892/month or \$34,639/year	DIAMOND \$2892/month or \$34,639/year	
	Market research						
	Extension opportunities						
	Innovation; technology, product development						
DIAMOND	Media advice (including social media advertising)	DIAMOND \$2892/month or \$34,639/year					
	Verbal acknowledgment at all FLA & TSBE networking events						
	Policy intelligence and formulation						
	FLA events; logo exposure (via pull up banners), verbal acknowledgment						
DIAMOND	Grant application assistance	DIAMOND \$2892/month or \$34,639/year					
	Invitations to events with elected politicians						
	FLA website banner exposure with link to your website						
	Logo placement on email signatures for FLA staff and powerpoint presentations						
DIAMOND	Complimentary exclusive event sponsorship (value \$5,000), speaking opportunity and collateral display	DIAMOND \$2892/month or \$34,639/year					
	Lunch/Client event with Executive Chairman of TSBE and FLA team						
	Activate China / relevant country of interest (business development, market intelligence, tailored introductions)						

Please note: FLA is an initiative of TSBE and as such membership benefits at each level are currently made accessible interchangeably to members as suits their requirements.

MEMBERS

<p>FOUNDATION PARTNER</p>  <p>TOOWOOMBA REGION</p>	<p>PARTNER REGIONAL COUNCILS</p>   	<p>PLATINUM</p>                
<p>DIAMOND</p>   	<p>MEDIA PARTNERS</p>  	<p>GOLD</p>           