



INVEST
TOOWOOMBA

Your regional gateway to business growth



Queensland
Government

Trade and Investment Queensland presents investors with the opportunity to be a part of a growth story.

The confluence of an economy hungry for productivity growth and a region taking the initiative to define its future through infrastructure, agricultural and technology investment makes Toowoomba a uniquely attractive, affordable and quality investment proposition.

It's the base for businesses driving innovation, with room to grow.

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Queensland aerospace: One Vision rocket



Toowoomba Wellcamp Airport



Downtown Toowoomba (Photo by Dan Proud)



MacIntyre Wind Farm



Mt Kent Observatory: Image courtesy of the University of Southern Queensland

Queensland, Australia

Australia – an enviable place to do business

Australia offers a powerful combination of stable government, 29 years' history of uninterrupted annual economic growth, an AAA sovereign risk profile and an ideal location in the Asia-Pacific region.¹

In 2019, the World Bank ranked Australia 14th out of 190 economies for ease of doing business.² In an uncertain world, Australia remains a safe and secure place to invest and do business.

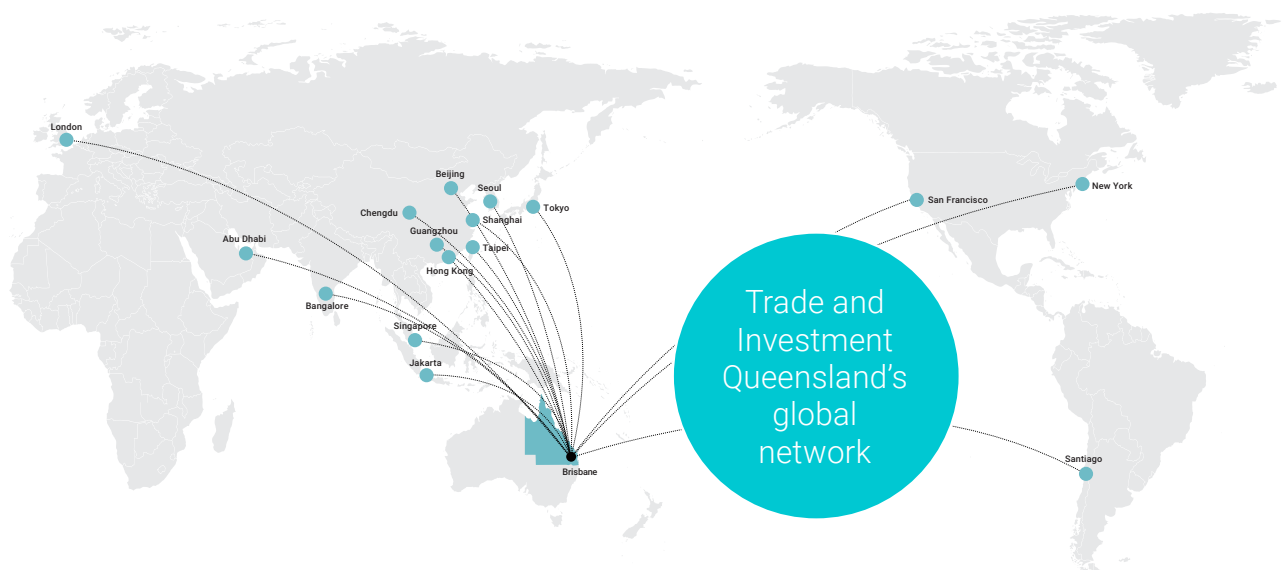
Queensland's growth and outlook

Queensland's \$350 billion economy is central to Australia's economic success story, underpinned by global demand for mining resources, agricultural products and an exceptional service sector, including education and tourism.

Queensland is positioned on the doorstep of the Asia-Pacific, close to the world's largest growth markets, offering strong advantages to investors.

Queensland is Australia's second largest state by land area and third largest by population, with more than 5 million people.

The state is home to a network of strong regional economies and communities offering diverse business, investment, employment and lifestyle opportunities – making it an ideal choice of investment location.



Trade and Investment Queensland has one of Australia's largest international networks.

1. <https://www.austrade.gov.au/International/Invest/Resources/Benchmark-Report>

2. <https://www.doingbusiness.org/en/rankings>

Why Toowoomba?

A place people want to be

You're invited to Toowoomba, voted into Expedia's top 5 of Australia's most beautiful places³ and one of the country's most liveable regional cities.

Toowoomba is Australia's second largest and best connected inland city: the gateway to the Darling Downs region of Queensland, Australia.

Securing the workforce of the future means meeting their needs for new ways to work and live. Toowoomba's diverse agricultural and food processing sector and vibrant logistics, resources and digital economy fit with a rich Indigenous and cultural heritage to create a place people want to be.

Toowoomba offers security and sustainability – perfect for a dynamic market and changing economic times

Our vision is for Toowoomba to be a world-class, iconic Australian investment destination.

We want to put Toowoomba on your investment shortlist, so we're proudly showcasing a city at an intersection of economic stability, opportunity for innovation, value for money and people with the space to dream and build it all.

Our partnerships are yours. Your business can benefit from Toowoomba's network of trade and investment agreements and rich business and cultural ties with a global network of sister cities and trade partners.

"You're invited to be
part of Toowoomba's
growth story."



Toowoomba fast facts



POPULATION
(2019)⁴

169,008



LAND AREA

1,297,337_{HA}⁵
(12,973 km²)

VISITORS 2018–19

3,065,000⁶

(includes international, domestic, overnight and domestic day trips)



CLIMATE

11–25°C

692 mm annual rainfall

LABOUR FORCE

69,700 people⁷

June 2020

TIME ZONE

GMT +10:00



LOCATION

125km

(90-minute drive) from
Brisbane and within 200km
of 3.4 million people

INFRASTRUCTURE PIPELINE

\$13.1 BILLION⁸

ECONOMIC GROWTH

4.1%

per year over the last decade to 2019⁹



GROSS REGIONAL PRODUCT

\$12.2 BILLION¹⁰

over the last year

KEY INDUSTRIES

MINING

\$2.02 BILLION¹³

HEALTH CARE

\$1.06 BILLION¹³

AGRICULTURE, FORESTRY AND FISHING

\$804 MILLION¹³



MEDIAN HOUSE
PRICE (2018)¹¹

\$367k



EXPORTS

\$8.6 BILLION

in 2018–19¹²

All amounts in Australian dollars.

4. Australian Bureau of Statistics, Regional Population Growth, Australia (3218.0)

5. <https://www.tr.qld.gov.au/community-business/invest/economic-development/14325-economic-profile-publication>

6. <https://www.tra.gov.au/regional/local-government-area-profiles/local-government-area-profiles>

7. <https://www.qgso.qld.gov.au/issues/3426/regional-labour-force-202006-toowoomba-sa4.pdf>

8. <https://www.tsbe.com.au/resources/2020-tsbe-development-status-report>

9. <https://www.tr.qld.gov.au/community-business/invest/economic-development/14325-economic-profile-publication>

10. <https://economy.id.com.au/toowoomba/gross-regional-product>

11. <https://economy.id.com.au/toowoomba/housing-prices>

12. <https://economy.id.com.au/toowoomba/exports-by-industry>

13. <https://economy.id.com.au/toowoomba/value-add-by-industry>

Your guide to Toowoomba investment industries

Advanced manufacturing

New-age industrial opportunities through material development, waste management, and agricultural manufacturing.

Aerospace

Maintenance, repair and overhaul (MRO) services are in demand alongside air services and an elite aviation pilot training school.

Defence

Supply of goods and services, an Army Aviation Centre, helicopter training centre and Australia's only supersonic to hypersonic wind tunnel at the University of Southern Queensland.

Food and agriculture

From traditional primary production to research, agtech and value-adding food processing and production, Toowoomba was the hub for the regional supply of 12.9% of the value of Queensland's fruit and vegetables in 2018–19.¹⁴

Technology

Agtech and data opportunities made cost-effective by the Tier III Data Centre (see page 7 for details).

Energy, oil and gas

Mining and service industries support, resource exploration and development and renewable energy.

Health and medical

Medical research, telehealth, new health facilities, aged care and biomedicine.

Service and visitor economy

Tourism, accommodation, business events, tenancies and property development, back of office, catering, laundry, cleaning and facility maintenance services, escarpment trails and unique tourism experiences.

Education

Investors enjoy research partnerships with the University of Southern Queensland (USQ) and access to skilled, local labour while domestic and international students are provided with opportunities to develop key skills.

Logistics

A whole team supports Toowoomba's aviation sector, distribution, cargo breakdown, intermodal transport options and container park. The region has a new major airport with regular international cargo service, easy access to north-south and east-west road highways; intermodal terminals are planned with direct access to Australia's inland rail network.



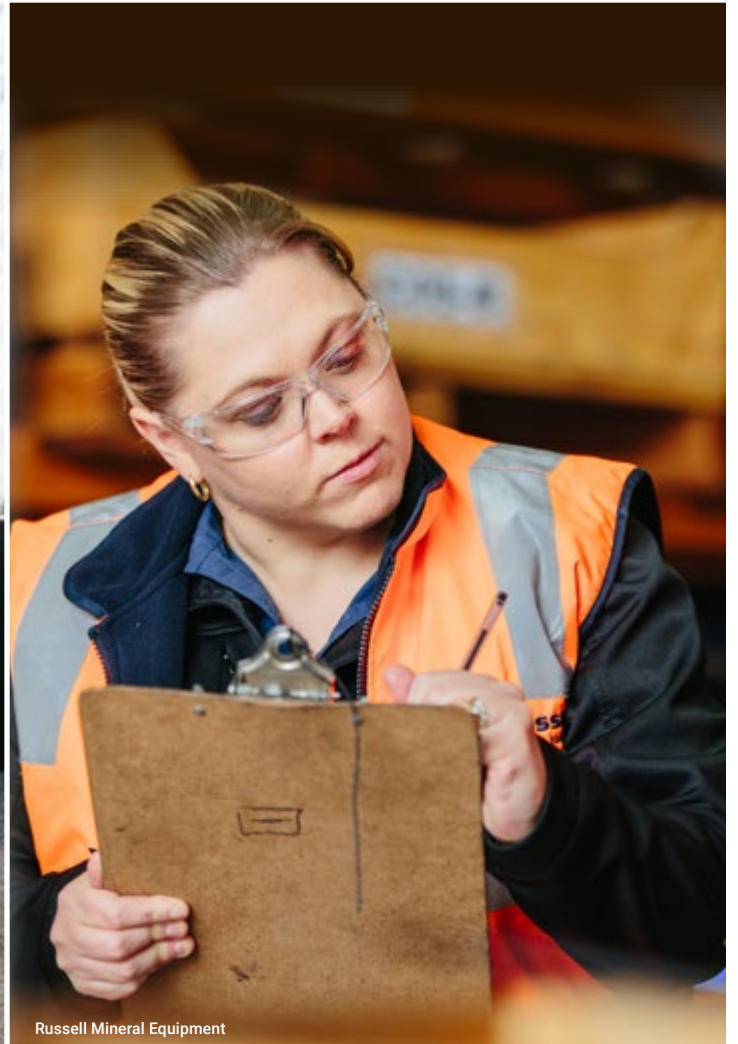
Big Tyre Toowoomba



Pulse Data Centre



Global Tanks Toowoomba



Russell Mineral Equipment

Toowoomba highlights



Dynamic industries

Toowoomba is the ideal regional base for businesses looking to drive innovation and growth – a modern centre of traditional and emerging industries creating a diverse regional economy. It's a perfect platform to access new markets in an economically stable environment and to work across industries that are at the forefront of innovation and prosperity.



Strong growth economy

A \$12 billion economy enjoying stable and uninterrupted growth for over 15 years reflects a resilient economy. Toowoomba's economy is built on strong foundations, with an average 4.1% annual growth over the past decade to 2019.¹⁵

Toowoomba is diverse enough to thrive in changing market conditions and equipped to meet the productivity challenge to drive higher margins, capital return and revenue growth.

It's a right-sized market for innovators and entrepreneurs to grow without the scarcity of land and higher labour costs seen in Australia's coastal cities.

And your future workforce knows it too – projected population growth feeds deeper labour pools, diverse economic links via supply chains and a cycle of economic growth and innovation.

We recognise the opportunities of partnering with investors ready to see this region thrive.

- More than 2,000ha of industrial land including the Toowoomba Railway Parklands Priority Development Area and the Toowoomba Trade Gateway, comprised of Toowoomba Wellcamp Airport, InterLinkSQ, Witmack Industry Park and Charlton Logistics Park.
- Availability and comparatively low cost of greenfield and brownfield sites, such as the Toowoomba Enterprise Hub.
- Cost-effective land, labour and living.
- Australia's biggest solar renewable energy project, Neoen's Western Downs Green Power Hub.

Toowoomba infrastructure commitment

The Toowoomba region is benefiting from an abundance of productivity-boosting infrastructure investment across:

- existing mature primary production industry
- infrastructure-facilitating logistics
- enabling technology infrastructure facilitating increased efficiency of labour and capital.



Switched-on connectivity

Toowoomba is home to Australia's first regional Tier III Data Centre. The \$40 million Pulse Data Centre positions Toowoomba to embrace the trend towards the knowledge economy and to empower a full central business district employment cluster.

Supported by the Queensland Government's Building Acceleration Fund (formerly the Catalytic Infrastructure Program), the Pulse Data Centre is the first of three data centre buildings within the planned Toowoomba Technology Park. The data centre is a co-location facility designed as a primary site to support corporate and enterprise customers, local, state and federal government and global technology giants.



Transport gateway

Toowoomba understands business logistics and supply chain needs. With unprecedented transport connections, we can get anything, anywhere.

We were ahead of the curve when it came to diversifying supply chains. That's why we've got Australia's leading transport and logistics hub connecting metropolitan and regional centres across Australia and South East Asia.

Toowoomba is the key gateway to South East Queensland and Australia's southern capitals, with proximity to the Surat and Cooper basins and prime position on the Melbourne to Brisbane freight route, providing direct access to Australia's inland rail network. Toowoomba and its surrounding communities are building unprecedented intermodal supply chain and transport solutions in close proximity to a diverse range of agricultural production areas.

Inland Rail is backed by a \$9.3 billion commitment from the Australian Government, with \$6 billion to be spent in Queensland¹⁶, and will transform the way freight is moved in Australia, providing transit times of 24 hours or less between Melbourne and Brisbane via regional Victoria, New South Wales and Queensland.

Modelling by the Commonwealth Scientific and Industrial Research Organisation (CSIRO) shows an average saving of \$76 per tonne for horticulture and post-processed food when shifted onto double-stacked trains¹⁶, and trains will ultimately be able to be up to 3600m in length¹⁷.



People power

Toowoomba is forecast to experience sustained population growth over the next 20 years. By 2041, the city is expected to have increased growth by around 20% to approximately 200,000 people, offering a new injection of labour skills into the job market.

Cost-effective land, labour and living are all part of a welcoming regional community immersed in opportunity. Education is a key pillar of Toowoomba's business strategy – we're attracting students to world-leading institutions like University of Southern Queensland and specialised aviation training – and building the supporting infrastructure and industries to keep attracting skilled and unskilled talent.



Cost benefits

Toowoomba's advantages are cemented by its connectivity, strong and secure supply chains, accessibility of green and brownfield sites and enviable lifestyle for staff.

But it doesn't end there. The numbers also stack up and confirm Toowoomba is a truly competitive choice.

A comparison of costs for the food manufacturing sector shows significant savings in Toowoomba compared with Sydney and Melbourne, driven by lower industrial land rates.

Cost comparison – meat-processing facilities

	Melbourne	Sydney	Toowoomba
Cost of individual rentals	\$77.50/m ²	\$123.50/m ²	\$75/m ²
Land acquisition rates	\$275/m ²	\$525/m ²	\$150/m ²
Outgoings	\$18/m ²	\$40/m ²	\$15/m ²
Transport cost comparison range	\$8M – \$18.8M	\$6.7M – \$9.5M	\$4M – \$5.7M
Net present value	\$169M – \$261M	\$167M – \$205M	\$94M – \$117M

Source: 2018/19 Toowoomba and Surat Basin Enterprise and Regional Development Australia.
https://www.tsbe.com.au/sites/default/files/uploaded-content/field_f_content_file/tsbe_industrial_locations_factsheet.pdf



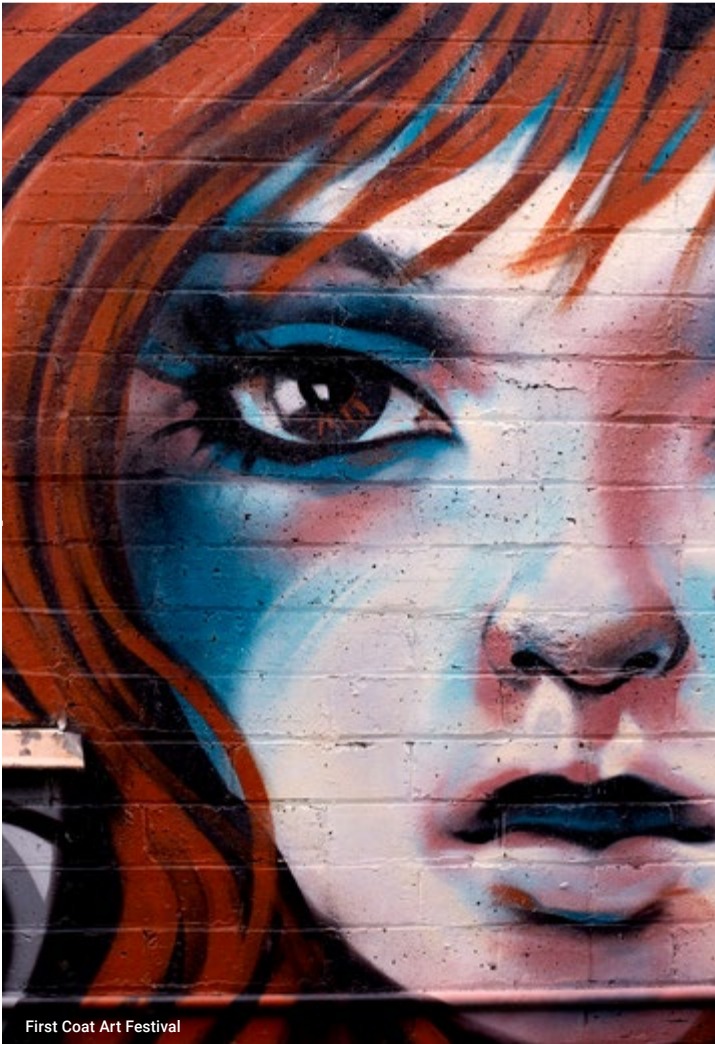
Lake Cressbrook



Mosaic Markets



Mosaic Markets



First Coat Art Festival

Industry spotlights

Australia's leading agribusiness hub

- Primary production centre
- Food processing and agtech
- Medicinal cannabis
- Regional Trade Distribution Centre—supercharging rapid airfreight access for agricultural producers.

The Toowoomba region is well positioned to supply high-quality food and fibre products and technology to new and emerging global markets and is an attractive investment destination for the food processing and agtech sector.

Toowoomba lies at the centre of one of Australia's most productive and diverse agricultural production regions, with Toowoomba and adjacent local government areas together responsible for one-quarter (24.2%) of Queensland's agricultural production by value in 2018–19.¹⁸

The Lockyer Valley and Scenic Rim to the east of Toowoomba are Australia's salad bowl, with key products including tomatoes, capsicums, beans, lettuce, sweet corn, carrots and onions.

The Darling Downs and South Burnett to the north and west produce around two-thirds of Queensland's cotton, cereal grains (wheat, barley, sorghum, maize) and pulses (chickpeas and mung beans), most of which are used locally as feed for intensive animal industries. The region has most of Australia's beef cattle feedlot capacity, as well as most of Queensland's pork, chicken meat and egg production.

The unique climate and soils of the Granite Belt to the south – Australia's second largest apple growing region and home to a growing number of strawberry farms – provide an ideal environment for a growing range of vegetables that can be successfully produced in the summer months, when high temperatures limit production in northern Australia.

The Queensland Government is further supporting the sector by helping to develop a new Agtech and Logistics Hub in Toowoomba.

Kialla Pure Foods

Kialla is Australia's largest organic grain processor, producing and exporting a wide range of new and innovative products.



Story Fresh Farms

Story Fresh Farms produces fresh-cut vegetables year-round using high-tech processing for national and international fast food chains.

Transport and logistics hotspot

Toowoomba is connected to major road, rail and air transport corridors and provides access to national and international networks. These are supported by business and industrial facilities, as well as available labour.

The region's transport and logistics sector is a significant driver of economic output, exports and employment.

Toowoomba is strategically situated at the intersection of three major highways, which ensures 85% of Australia's population can be reached within 24 hours.

The newly completed Toowoomba second range crossing provides more efficient connections from the west. Sea port access is available through Brisbane, 2 hours drive east, as is air and rail freight at the Brisbane Multimodal Terminal.

Major infrastructure opportunities in the region include the newly completed \$1.6 billion Toowoomba Bypass to improve freight efficiency, future Inland Rail links and the ever-expanding export-ready and international Toowoomba Wellcamp Airport and Business Park. Toowoomba's intermodal opportunity is highly sought-after by efficient companies with key supply chain links.

Toowoomba Trade Gateway*

Abundant fully serviced industrial land including:

Toowoomba Wellcamp Airport

- Numerous passenger flights allowing for domestic and international connectivity through three airlines and an international freight service. Queensland's only dedicated 747-8F international freighter service.
- Weekly Cathay Pacific air-cargo services to Hong Kong, the gateway to more than a billion consumers in China.
- Possibilities for expanding services and industries.
- 24hr operating airport with refuelling services.

Wellcamp Business Park

- Adjacent to Toowoomba Wellcamp Airport, with 500 hectares of industrial and commercial land.
- First anchor tenant was Schlumberger, the world's leading provider of technology for the oil and gas industry.
- Continual development, with a focus on aviation, transport, food processing, corporate and mining services.

Witmack Industry Park

- One of Toowoomba's largest industrial land developments, with opportunity for a technology park to attract facilities that rely on secure data storage and a high level of connectivity resilience.

Charlton Logistics Park

- Like Witmack Industry Park, offers large industrial land parcels.
- Well suited to transport and logistics operators.

InterLink SQ

- A 200ha master-planned industrial estate and intermodal transport and logistics centre with rail frontage and fully road-train accessible.

* Source: https://www.tsbe.com.au/sites/default/files/uploaded-content/field_f_content_file/tsb_1702093_fact_sheet_-_toowoomba_enterprise_hub_hr.pdf

The Seaway Group

One of the top five Australian logistics companies, Seaway has chosen InterLinkSQ to build a multi-million-dollar intermodal terminal linking container freight customers in Toowoomba directly to the Port of Brisbane via rail.



Watco Transportation Services

Global giant Watco Transportation Services has chosen to invest in the region with a new crewing depot and maintenance facility and new rolling stock to service GrainCorp.



Solar farm near Toowoomba

New energy powerhouse

Named a Renewable Energy Zone as part of the \$145 million Queensland Government investment to establish renewable energy corridors across the state, Toowoomba and the Darling Downs Region expects to build on its already identified potential for over 4,000MW of renewable energy capacity.

An energy powerhouse, the region is ideal for generation and storage components including:

- wind and solar farms
- mining and resources
- oil and gas

The Darling Downs is quickly becoming a thriving centre for renewable energy in Australia, with several large-scale renewable energy projects under construction or completed.

The Western Downs is recognised as the energy capital of Australia with coal, gas, solar and wind operations featuring in the region, as well as Australia's first grain-to-ethanol facility.

Investors are attracted to the region's unique combination of geography and environmental conditions, along with a dense infrastructure of gas pipelines, power stations and a transmission network serving the region.

Investment projects in the sector already active include projects such as Neoen and Columboola solar farms and the MacIntyre, Dulacca and Wambo wind farms. Opportunities exist in the region's capacity to link to interstate connectors and transmission lines.

All of this is supported by a network of supply chain services, a skilled workforce and excellent accessibility to Toowoomba for further key infrastructure, services and appropriately zoned land to support the region's energy sector.

This unique energy story includes investment opportunities for battery storage, biogas and biofuel projects, further power generation, gas exploration and expansion, and renewable energy farms.

Darling Downs Solar Farm

This project covers 402ha, features more than 423,000 solar panels and has a capacity of 110MW.

Risen Energy's \$200 million, 100MW Yarranlea Solar Farm is now constructed and will supply green power to homes, businesses and industries in Toowoomba and the Darling Downs.



AGL's Coopers Gap Wind Farm

Powering approximately 264,000 average Australian homes, the 123-turbine facility delivers capacity of 453MW producing around 1,510,000MWh of renewable energy.

Heritage Bank – committed to supporting investment in the region

The Toowoomba region is fortunate to be the home of Heritage Bank, one of the oldest financial institutions in Australia and now a leader in embracing digital technologies in banking.

Heritage was founded in Toowoomba in 1875 and has grown to become Australia's largest customer-owned bank, with more than \$10.7 billion in total assets, 58 branches and 800 employees. Heritage offers outstanding financial products and services, as well as expertise in all aspects of the Australian banking system. Of particular interest to business investors, Heritage has just opened a new dedicated Business Banking Centre right in the middle of the Toowoomba CBD. For businesses looking to grow and develop, Heritage offers a full range of banking services as well as unbeatable local knowledge.

Heritage's presence in Toowoomba adds significantly to the region's pool of skilled workers. As well as traditional banking roles, Heritage offers increasing opportunities for those at the cutting edge of developments in the industry. It's a little known fact that Heritage is the largest issuer of pre-paid cards in Australia, partnering with iconic companies to support products including the Qantas Cash card and the Australia Post Load & Go card. Heritage also partners with Woolworths as the financial administrator of the \$30 million Woolworths Organic Growth Fund. Heritage has recently developed a centre of excellence in the area of robotics software, Artificial Intelligence and data science in banking. These new developments have attracted highly skilled workers to Heritage and added significantly to the region's level of technical and financial expertise.

Heritage is renowned for its deep commitment to the Toowoomba region, supporting many key community events and activities as its way of giving back to its heartland. But like many other local businesses, being based in Toowoomba has not stopped Heritage from winning worldwide acclaim. In fact, in June 2020, international business magazine Forbes ranked Heritage the number one bank in Australia, on its list of the World's Best Banks. In addition, in September 2020, global analyst JD Power recently rated Heritage highest in its annual Australia Retail Banking Satisfaction Study – the third time since 2016 Heritage has topped the country for customer satisfaction.

World-class performance, skilled job opportunities, and a commitment to supporting the local community – that's a great package Heritage Bank offers to anyone looking to live or invest in the Toowoomba region.



Heritage Bank, business banking centre. Image provided by Heritage Bank



Supporting local events. Image provided by Heritage Bank



People first. Image provided by Heritage Bank

Specialised manufacturing

- Food manufacturing
- Agricultural machinery and equipment
- Aircraft manufacturing and repair
- Transport
- Mining
- Composite materials and technologies

Toowoomba's advanced product manufacturing exports have remained stable over the 10 years from 2009 to 2019, at \$95 million in 2019.¹⁹

Manufacturing in Toowoomba is transitioning from mass production and simple processing to highly specialised manufacturing, with an increasing focus on niche manufacturing utilising advanced materials or automation in the production process.

The Toowoomba region is becoming a world leader in composite materials, with businesses looking to develop the potential from these technologies.

This includes Buchanan Advanced Composites, Wagner's Composite Fibre Technologies and LSM Advanced Composites. The Centre for Future Materials based at the University of Southern Queensland conducts world-leading research in advanced composite materials in partnership with industry.

Some of the work the centre has collaborated on includes:

- revolutionising the Australian rail infrastructure industry by providing an alternative solution for timber sleepers through the use of fibre-reinforced polymer composites in civil engineering and construction
- developing a Reactivity Index to help understand the properties of fly ash and its effectiveness in producing a low greenhouse gas emission geopolymers concrete
- the National Centre for Engineering in Agriculture at the University of Southern Queensland, where researchers are enhancing Toowoomba's expertise in agricultural machinery by developing adaptive systems that sense, control and monitor farming inputs by using variable rate technology, unmanned aerial vehicles and proximal sensors.

Between 2005 and 2016, the Toowoomba region was the second largest generator of trademark applications out of all Australian regional cities and, between 2012 and 2015, more than \$40 million was invested in research and development by Toowoomba businesses.²⁰



Wagners Concrete

Wagners are using advanced manufacturing to scale up the commercial production of strong, durable and sustainable concrete products.

19. Toowoomba Regional Council Advanced manufacturing industry profile. <https://www.tr.qld.gov.au/component/edocman/industry-profile-manufacturing/download>

20. Toowoomba Regional Council Advanced manufacturing industry profile. <https://www.tr.qld.gov.au/component/edocman/industry-profile-manufacturing/download>

Research opportunities

Toowoomba is a world-class hub for trials and innovation from both the research sector and private agribusiness, with collaborative projects that deliver innovative research.

The University of Southern Queensland is seeking investors to support pilot trials and collaborators to enhance research outputs across functional foods for chronic human diseases. The effectiveness of functional foods in the treatment of chronic human inflammatory diseases such as obesity, inflammatory bowel disease and osteoarthritis is being evaluated through a number of preclinical and clinical trials.



New precinct \$16 million

A new \$16 million agricultural science and engineering precinct at the University of Southern Queensland,²¹ co-funded by the Grains Research and Development Corporation, will support research for the benefit of Australian grain growers.



CASE STUDY

Oakey Beef Exports

Owned and operated by NH Foods Australia

Established in 1956, Oakey Beef Exports in Queensland's Darling Downs region is one of Australia's largest beef processing plants, a strong example of an international company realising the benefits of investing in the Toowoomba region for the long term.


It is a division of NH Foods Australia, which is a wholly owned subsidiary of the NH Foods Group, a publicly listed Japanese company and a leader in the global delivery of a wide variety of foods including fresh meats, ham, sausages, processed foods, seafood, dairy products and health foods.

NH Foods Australia purchased Oakey Beef Exports in 1986 and since then has converted the facility into one of the leading processing plants across the country. It is now an award-winning, vertically integrated supply chain business employing more than 750 people from Oakey, Toowoomba and nearby districts.

It is a fully integrated fabricating, chilling, freezing and rendering facility that can process up to 1,200 cattle per day, the majority of which are British and European cross-steers sourced from Whyalla Beef, NH Foods Australia's own integrated feedlot in Queensland, and surrounding regions.

Oakey Beef Exports produces award-winning quality grain-fed and grass-fed beef brands for distribution domestically and exports to over 40 markets across the globe. Australia's largest verified Black Angus Beef program, Angus Reserve, is produced here, as well as both wagyu brands: Wild Rivers (Purebred) and the long established Oakey Premium (F1). The recently introduced grassfed program, Nature's Fresh, is exported from Oakey for the USA market.

nh-foods.com.au



CASE STUDY Stahmann Farms

Stahmann Farms is a growing, innovative local company providing products that meet the needs of the growing Asian middle class.

A major pecan and macadamia producer, processor and exporter, it has a processing plant located in Toowoomba.

It produces pecans grown largely in the Moree area and macadamias from southern Queensland and northern New South Wales coastal regions, and has successfully established high-value export markets across Asia and into North America, exploiting the snacking attributes of their 'healthy lifestyle' products.

stahmann.com.au

CASE STUDY

Mort & Co



Mort & Co is the largest privately owned feedlotter in Australia. Established in 1997, the business operates an integrated vertical supply chain model. This includes cattle procurement, transportation, farming, lot feeding, beef processing and marketing.

Currently, Mort & Co owns two feedlots, Grassdale (Cecil Plains) and Pinegrove (Millmerran), with a combined capacity of 77,000 standard cattle units and turnover in excess of 215,000 cattle annually. After a recent expansion, Grassdale now holds the mantle as the largest feedlot in Australia.

The business is also home to the award-winning and internationally recognised Phoenix Beef range. This premium quality beef is exported to over 20 countries around the world.

In addition to feedlot operations, Mort & Co cultivates 3400ha of farmland. This encompasses dryland and irrigated farming that is used, where possible, to underpin feed requirements.

To facilitate transportation of cattle, liquid feeds and commodities, Mort & Co holds a 50% ownership in leading regional haulage company, Farmhaul. With a fleet of 37 trucks, Farmhaul guarantees consistency for all Mort & Co operational logistics.

Employing 155+ dedicated team members, the business has been built on fostering strong relationships with beef producers, processors and global importers/distributors.

mortco.com.au



CASE STUDY

Boomaroo Nurseries

Boomaroo Nurseries supplies vegetable seedlings and greenlife to customers across Victoria, New South Wales, Queensland and South Australia.

Located just west of Toowoomba, Boomaroo Nurseries' Southbrook expansion project signifies the emergence of a new era in Australian horticulture.

Boomaroo Southbrook, established in 2019, is the most advanced and efficient vegetable seedling nursery in the Southern Hemisphere, with state-of-the-art automation processes and energy-efficient growing systems that are designed to deliver a total plant output of 100 million seedlings per year from its first stage, with 2 more expansion stages planned to increase Boomaroo's Southbrook output to 300 million seedlings per year.

Boomaroo selected the Toowoomba region as the site for this project after a nationwide search, thanks to its proximity to transport routes, diverse agricultural production systems, access to customers and affordable land and utilities.

boomaroo.com



CASE STUDY

Qantas Group Pilot Academy

The establishment of the first regional Qantas Group Pilot Academy was a highly contested project between Australia's regional airports, which was secured by Toowoomba Wellcamp Airport with the support of the Queensland Government.

The construction of hangar, classroom and student accommodation facilities created up to 100 direct jobs over the construction period, as well as more than 300 in the broader construction sector.

Up to 160 ongoing jobs in training and support are expected as the academy scales up to its full capacity of up to 250 students a year from around the world, with significant flow-on benefits for local businesses.

The pilot academy is part of the Qantas Group's strategy to build a talent pipeline for its own airlines and help the broader industry meet the increasing need for skilled aviators.

Combined with the development of the Toowoomba Wellcamp Airport, the academy is a significant asset for the Darling Downs and supports Toowoomba's bold ambitions to build on the potential demand for aviation training, maintenance and logistics industries.

The support of this project underlines the Queensland Government's commitment to delivering jobs and investment for regional areas.

qantas.com

Supporting your move to Toowoomba

Government support, funding and grants

The Queensland Government is ready to partner with investors to navigate regulatory approvals and processes to streamline their investment timeframe and implement new investment projects in the Toowoomba region.

The Queensland Government's \$755 million Advance Queensland initiative provides a suite of programs and activities to drive innovation and investment.

Job-creation and investment incentives

- Jobs and Regional Growth Fund
- Advance Queensland Industry Attraction Fund
- Business Development Fund
- Mentoring for Growth Program
- Rural Economic Development Grants

Technology funds

- Advance Queensland's Ignite Ideas Fund
- Industry Tech Fund

The Queensland Government has a range of funding programs that may be suitable (depending on the project, its size and location).

Visit the Queensland Government Grants Finder grants.services.qld.gov.au and the Australian Government's grants system grants.gov.au for currently open programs.

Facilitation support

We understand time is money, and our facilitation support and the brokering of introductions can be just as valuable as funding programs for investment projects.

We invite you to talk to us about how we can assist your investment decision by:

- providing information for business cases that addresses project requirements, business costs, skills availability and other business investment drivers
- identifying suitable site options to meet your project requirements
- streamlining approvals and access to Queensland Government contacts
- coordinating pre-lodgement meetings and providing information on approval pathways
- introducing you to partners such as universities and other training organisations.

Who is already investing in Toowoomba?

Recent investments

The \$10 million Toowoomba Railways Goods Shed and Parkland project provided an upgrade of the iconic Railway Goods Shed, which is now a mixed-use facility for commercial and community activities and events.

Pulse Data Centre is a new state-of-the-art facility offering scalability, sustainability and security, and is the first Tier III uptime-designed large-scale data centre outside a major capital city.

Botanica, a fruit and vegetable juice producer using innovative new extraction technologies to add value to horticultural production, established in Toowoomba after a nationwide search for a suitable site.

Oaks Toowoomba, a new \$20 million 4.5 star hotel, opened its doors mid-2020, adding 102 new rooms to Toowoomba's tourism offering. Market demand drove the investment decision, which was also influenced by significant infrastructure investment, ongoing industry growth and confidence in the region's economy.

Swanky, a British e-commerce firm that moves bricks-and-mortar businesses online, selected Toowoomba as the home of its latest office, with coverage across international time zones allowing Swanky staff to better service clients.

The newly completed \$1.6 billion Toowoomba Bypass is set to improve freight efficiency and future Inland Rail links, adding to the ever-expanding export-ready and international Toowoomba Wellcamp Airport and Business Park.

On the horizon

The FKG Group will soon commence the development of the AATLIS Innovation Precinct – a state-of-the-art precinct where advanced manufacturing meets digital technology and collaborative research.

AATLIS uses IoT and innovative solutions in the agriculture and food value chain. The precinct welcomes complementary businesses like food production, energy generation, food manufacturing and logistics capability.

Inland Rail Australian Rail Track Corporation (ARTC) is delivering Inland Rail to create an inter-capital freight route between Melbourne and Brisbane to reduce costs and encourage investment.

The Regional Trade Distribution Centre (RTDC) is planned to be established at Toowoomba Wellcamp Airport. It will process premium export goods including beef, dairy products, fresh fruit and vegetables and packaged nuts.



"I'm excited not only to return home but to base myself in the regional hub that is Toowoomba. With the growth in digital-led business in the region, the introduction of Toowoomba's first international airport, access to university graduates fresh out of the University of Southern Queensland, and infrastructure projects pouring cash into the local economy, we think we've found a niche location similar to our main HQ in Exeter."

– Sean Clanchy, CEO of Swanky Australia

Toowoomba to the world

Beyond Toowoomba

Toowoomba is Australia's second largest inland city. With a population of 169,000, it serves as a regional service centre for South West Queensland and a gateway to the economic opportunities of South East Queensland and beyond.

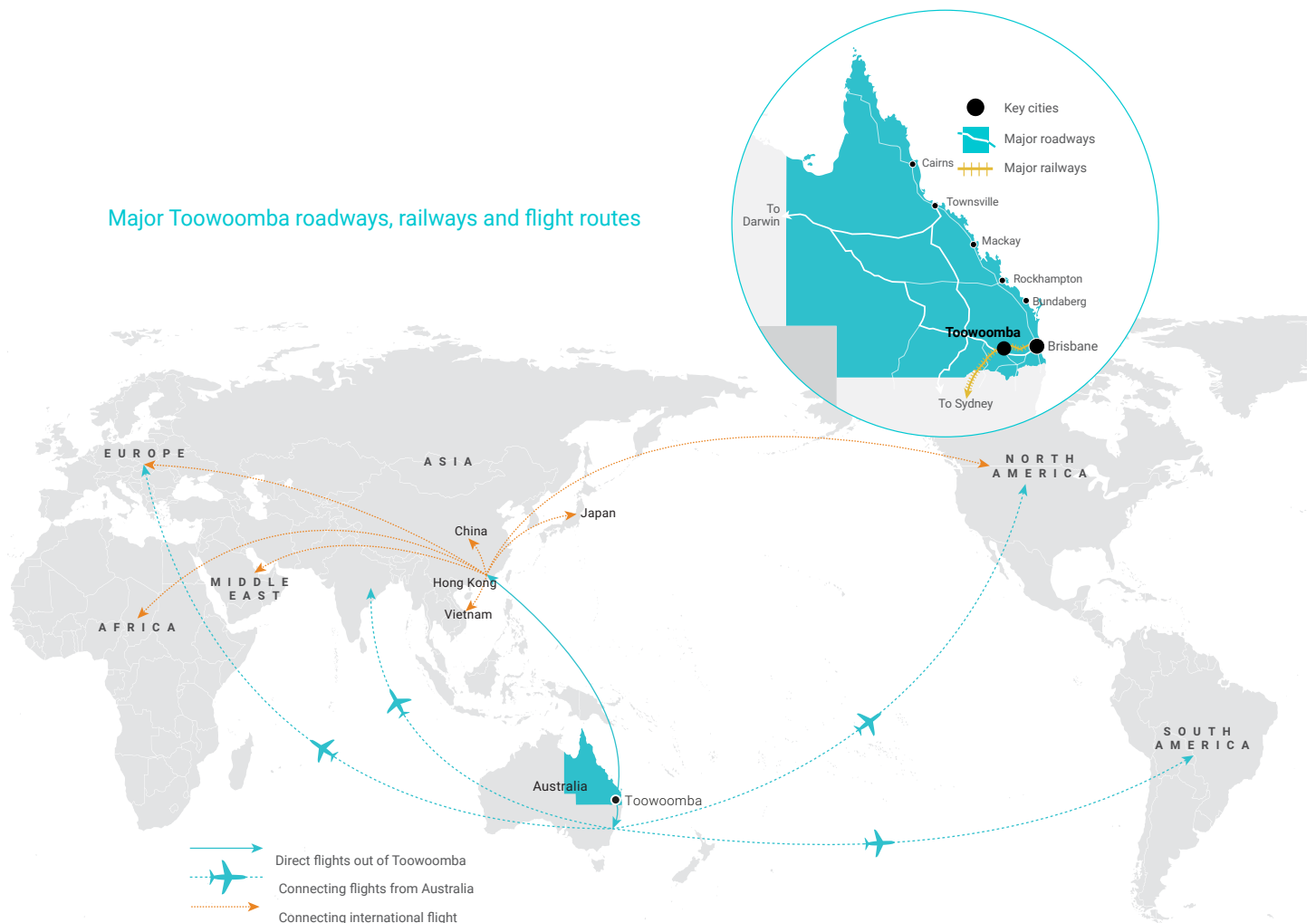
Part of the Toowoomba region are the key areas of the Darling Downs, Lockyer Valley and the Granite Belt. These three areas feed into Toowoomba's unique positioning as a one-stop regional centre.

The Darling Downs region is dominated by a diverse agricultural industry, mining and manufacturing.

The Granite Belt is centred around the town of Stanthorpe and produces almost all of Queensland's \$40 million annual apple crop.

The Lockyer Valley is less than a one-hour drive from inner-city Brisbane. It has approximately 40,000 residents and projected population growth of 2.4% per annum.

Major Toowoomba roadways, railways and flight routes





Vineyard in the Darling Downs region: photo courtesy Toowoomba Wellcamp Airport



Stanthorpe apples

Contacts

Advance Queensland

The \$755 million Advance Queensland initiative is designed to foster innovation and entrepreneurialism, and support Queensland as an attractive investment destination.

advance.qld.gov.au/connect-with-us

Department of Agriculture and Fisheries

The Department of Agriculture and Fisheries (DAF) promotes a sustainable and innovative agriculture, fisheries and forestry sector, developing rural businesses and adding value to communities and the economy. DAF can assist investors with information about opportunities across agriculture, fisheries and forestry value chains and contacts with existing businesses in the sector.

Contact: The Regional Director, South Region, 203 Tor St Toowoomba, Phone 13 25 23.

daf.qld.gov.au

Department of Regional Development and Manufacturing

The Department of Regional Development and Manufacturing (DRDM) drives Queensland's focus on creating competitive regional economies with an innovative and resilient manufacturing sector across the State, to create and support jobs for all Queenslanders.

DRDM strategic objectives include:

- creating competitive regional economies
- creating and innovative and resilient manufacturing sector
- creating jobs by supporting priority sectors
- attracting private sector investment.

Contact: +61 7 3328 4811 or email info@drdm.qld.gov.au.

drdm.qld.gov.au

Department of State Development, Tourism and Innovation

The Department of State Development, Tourism and Innovation is supporting and encouraging increased private-sector investment in Queensland to stimulate economic growth and create jobs. The department provides tailored support to qualified investors and has a range of initiatives including investment incentive programs, project facilitation and exclusive transactions.

statedevelopment.qld.gov.au

The Tourism Investment Attraction Unit provides facilitation support to tourism investors.

Contact: +61 7 3333 5278

qld.gov.au/tourism-investment

Toowoomba and Surat Basin Enterprise (TSBE)

Toowoomba and Surat Basin Enterprise (TSBE) is an independent, member-driven economic development organisation actively linking business to opportunities across the Toowoomba, Western Downs and Maranoa districts.

TSBE can assist investors with site tours of the region as well as make connections and introductions to Councils and other key organisations.

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

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

Please contact info@tsbe.com.au for more information.

tsbe.com.au

Trade and Investment Queensland

Trade and Investment Queensland connects investors with the Queensland Government and provides advocacy through its tailored investor aftercare approach. Welcoming investment from around the globe, it has representatives in 12 international markets and a dedicated investment team to assist project developers and investors.

tiq.qld.gov.au

What's your pitch?

Queensland is open for business, and we'd love to hear about yours, whether it's established, a start-up or an idea.

Opportunities to invest in Queensland are celebrated and supported, providing a partnership approach for the future. Your success is our success and the Queensland Government is here to help.

Connect. Be Connected



+61 7 3514 3147



tiq.qld.gov.au



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