

AUSTRALIA'S SUNSHINE COAST

# FOOD AND AGRIBUSINESS INDUSTRY

## A land of opportunity

*The perfect sub-tropical  
climate for food producers*

*a very happy  
Guernsey Cow*

*Lush  
hinterland  
pastures*

**MALENY DAIRIES**

FAMILY OWNED AND MULTIPLE AWARD-WINNING

**Invest**  
Sunshine Coast  
Australia



# Join our thriving food and agribusiness community

Right now, food and agribusiness is one of seven high-value industries playing a pivotal role in building and shaping the Sunshine Coast economy.



The Sunshine Coast is one of Australia's most dynamic locations for new food and agribusiness investment.

Located just over one hour's drive from Brisbane, the region has easy access to ports, airports, major road networks and rail.

Demand for local niche artisan produce continues to grow from Asian markets, particularly with the advent of Free Trade Agreements with Japan, China and Korea.

## Why the Sunshine Coast?

The Sunshine Coast offers favourable sub-tropical climate, rich soils, clean water and some of the world's highest food safety and security standards.

A winning combination of location advantages, lower cost of doing business, economic resources and government support makes it a prime location for food and agribusiness innovators and entrepreneurs.

## Food and agribusiness on the Sunshine Coast

- Artisan food and beverage producers
- Wide range of primary agricultural commodities
- Growing value added component
- Suppliers to major retail
- Leading food manufacturers and exporters
- World-first new product innovators

“The Sunshine Coast is in the right place at the right time. (It has an) innovative self-starting streak, coupled with a broader knowledge sector.

By the measure of every other comparable city on the Australian continent, this place is entrepreneurial, it is bizarrely entrepreneurial.”

**Bernard Salt, leading demographer, April 2019**

## Land of opportunity

- Productive soils nurtured by a subtropical climate with high rainfall and more than 300 days of sunshine each year.
- Recognised as one of Australia's most pristine sustainable environments that regularly produces high quality product for national and international markets.
- Strong innovation culture and an experienced agribusiness workforce.
- Range of programs for companies wanting to export, including networking events, Sunshine Coast Export LinkedIn Group, workshops and introductions to export specialists.
- The Curated Plate is a major food tourism strategy showcasing the industry to the world with a series of innovative food festivals and experiences attracting discerning big spenders.

## Fast facts

**\$700** million +  
industry value

**900+** businesses,  
**5,000+** jobs

**400** food tourism operators

**Australia's fastest growing  
food industry group:**  
Food and Agribusiness  
Network (FAN)

**Regular foodpreneurs**  
accelerator program

### STAR PERFORMERS

The Sunshine Coast is home to innovative foodpreneurs, value-add industries and global exporters including:

McCormick and Company -  
Gourmet Garden  
Buderim Ginger  
Country Chef Bakery Co  
Bassett Barks  
Sunshine Tropical  
Kunara Organics  
Epicurean Products  
Maleny Dairies  
Frozen Sunshine  
RADAQUA  
Nutworks  
COYO  
Walker Seafoods  
The Happy Snack Company

Freeze Dry Industries  
Your Mates Brewery  
Gluten Free Bakehouse  
Hum Honey  
Kenilworth Dairies  
Rockliff Seafoods  
Kokopod  
Advanced Aquarium  
Technologies  
Huds and Toke  
Vertical Farm Systems  
Big Heart Bamboo  
Woombye Cheese  
Food and Agribusiness  
Network (FAN)

# Emerging opportunities

Key capital investment projects are changing the face of the Sunshine Coast and paving the way for a stronger economy.

## Expertise and reputation

Build on the region's natural advantage reputation for both a clean environment and some of the world's highest food safety and security standards.

## Value-added products

Deliver higher value returns to producers and increase the range of healthy, smart and creative products from the region.

## Demand for food resources

Tap into increased demand for food resources locally, nationally and globally including growth in demand for food grown locally and an expanding foodie culture.

## Leverage Sunshine Coast seafood

Mooloolaba, famous for its wild caught prawns, is the largest wild caught swordfish and tuna port in Australia and home to the most sustainable Sashimi grade tuna in the world.

## Diversified farming

Enabling farmers to introduce new business activities to generate new income sources including intensive horticulture, agri-tourism and eco-tourism experiences.



STAR PERFORMER

## COYO

COYO® are conscious creators of delicious food for healthy people and a happy planet. Born out of founders Henry and Sandra's hinterland kitchen in 2010, COYO® was the first coconut milk yoghurt in the world.

COYO® has grown to be the world's most awarded coconut company and much loved global brand. Products are now available in more than 12,000 stores around the world.

→ COYO® is a winner of the Australian Organic Awards 2019 and 2018, and Sunshine Coast Business Awards – 2018 Large Agribusiness of the Year.

“Locating our business on the Sunshine Coast was an easy decision. The Sunshine Coast is in close proximity to export infrastructure such as major roads, airports and international ports. This has allowed us to easily reach investor markets in America, the United Kingdom, Ireland and New Zealand.”

Henry Gosling, COYO co-founder



## GrowCoastal accelerator program

**Provides** innovative food and beverage businesses with the opportunity to scale up quickly and test new markets

**51** new jobs and \$2.9 million in new capital invested into plant and equipment over the last three years

**56** highly skilled and ambitious co-founders (54% female)

**120%** increase in customer numbers

**22%** of GrowCoastal companies now exporting (from zero)

## Agribusiness and processing

The Sunshine Coast is home to more than 900 agribusinesses producing a wide range of products, from seafood and strawberries to plant nurseries and dairy.

Other major commodities include poultry, cultivated turf, dairy milk, cattle and outdoor nurseries.

Areas of significant growth include strawberries, macadamias, pineapples and tomatoes.

The \$700 million industry is being strengthened by the emerging opportunities and resilience of the Sunshine Coast processing sector, which contributes \$390 million and provides valuable linkages to manufacturing, education, retail and tourism.

### STAR PERFORMER

## McCormick and Company – Gourmet Garden Herbs & Spices

Gourmet Garden has grown from a small privately-owned company since its inception in 1999 to a global success exporting to more than 15 countries and appearing on over 35,000 supermarket shelves in the United States, Asia, Europe, New Zealand, Canada and the United Kingdom.

Gourmet Garden's herb and spice ranges of Cold Blended Pastes and Lightly Dried are made through proprietary processes and a vertically integrated supply chain that enables the fresh flavour, colour and aroma of Australian grown herbs and spices to be captured and last longer in the fridge.

Herbs used in Gourmet Garden products support Australian growers and manufacturers, with the range being sold to retail, food service and industrial consumers globally.

Gourmet Garden's outstanding success both domestically and internationally has played a key part in its 2016 acquisition by United States based McCormick and Company.



## Research facility

The Department of Agriculture and Fisheries Maroochy Research Facility on the Sunshine Coast services Queensland's and Australia's nut, tropical and subtropical fruit industries.

It is a global leader in applied research, development and extension and staff work collaboratively with regional, state and international organisations and communities.

The facility also services the greater South-East Queensland region as an administrative, managerial and regulatory hub.

## Industry connections

Food and Agribusiness Network (FAN) is a meeting point for members and affiliated services to share ideas, innovate and collaborate to grow their business.

FAN is now recognised as the fastest growing food industry cluster in Australia, with over 300 members who benefit from industry and market information, collaboration opportunities, networking and training events.

To connect with the FAN network visit [foodagribusiness.org.au](http://foodagribusiness.org.au)

### STAR PERFORMER

## Super foodies Pavo and Heidi Walker, Walker Seafoods

Walker Seafoods Australia is Australia's only Marine Stewardship Council (MSC) certified tuna company and supplier to some of the most prestigious restaurants in the country.

The largest wild caught tuna and swordfish company in Australia, Walker seafoods exports to the USA, Japan, Switzerland, Spain and Thailand from the Sunshine Coast.

Walker Seafoods is the largest company in the Eastern Tuna Billfish Fishery (ETBF), managed by the Australian Fisheries Management Authority (AFMA) the agency responsible for sustainable use of Australia's fisheries.

Walker Seafoods has won multiple awards including a gold medal in the 2019 and 2018 Delicious Produce Awards for MSC Certified Swordfish.



# SUNSHINE COAST BUSINESS SNAPSHOT

## Population growth

- One of the largest local government areas in Australia with a population of 330,000 and has averaged 2.7% annual growth over the last decade, making it one of the fastest growing areas in the nation. (ABS, 2018)
- Population expected to grow to 518,000 people by 2041. (QGSO, 2018; ABS, 2018)
- A wider service catchment of 1.2 million people. (DESE, 2020)

## Educated workforce

- Quality education sector with award-winning universities, a multi-campus vocational training institute, more than 100 Registered Training Organisations and more than 80 private and public schools.
- A highly educated workforce, with the region's population holding a higher level of post-secondary school qualifications than the state average and more than 83,500 students studying locally.

## Lower operating costs

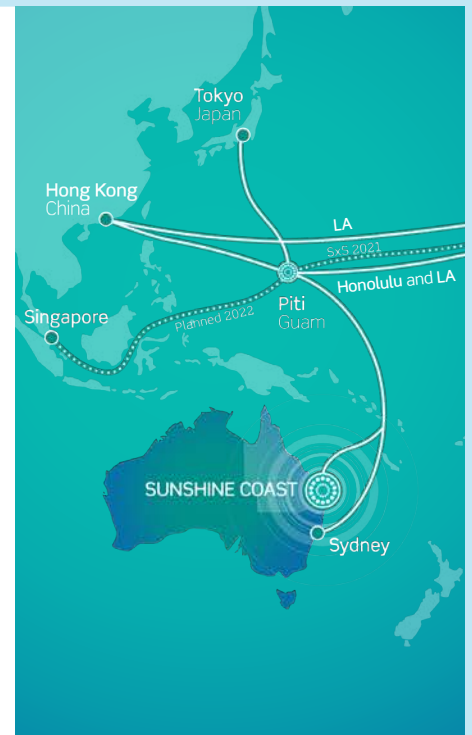
- More affordable industrial land prices – between 36-84% lower than other Australian capital cities on the eastern seaboard.
- Lower prices for commercial office space – almost 50% lower than Brisbane CBD costs.
- Lowest basic flat payroll tax rate of any Australian state or territory.

## Prime location

- The Sunshine Coast Airport is being expanded to deliver direct access to the region from more Australian and international destinations, with completion expected by late 2020.
- The Sunshine Coast is just over one hour by road from Brisbane, the state capital.
- Excellent access to national and international air and sea ports, including Sunshine Coast Airport, Brisbane International Airport and the Port of Brisbane, along with direct access to national road and rail networks.

## Export opportunities

- Positioning the region as a competitive source of high demand goods and services to increase investment, employment, infrastructure and community prosperity.
- Sunshine Coast International Business Development program provides collaboration and market opportunities.



## FUTURE-PROOFING WITH FAST DATA

The Sunshine Coast International Broadband Network will provide Australia's fastest and most affordable telecommunications connection to Asia from the east coast and the second fastest to the United States.

With future-proof capability, the new cable will increase data transmission speed, reduce risk and lead to a reduction in international communication costs for business and consumers.

The cable will be in service from 2020, making the Sunshine Coast the ideal Australian location for domestic and global operators.



# THE FUTURE IS HERE

The Sunshine Coast is building a new economy based on a clear 20-year economic plan, which aims to double Gross Regional Product (GRP) and high-value employment opportunities.

## Goals for 2033

- A\$33 billion economy
- 100,000 employment opportunities in high-value industries
- 20% of goods and services produced for export outside the region
- Household income levels above the state average

Sunshine Coast Council welcomes and supports the growth of local businesses and the establishment of new ones in the region.

- Talk to a specialist for site selection assistance and relocation advice.
- Ask for connections with government and industry bodies and access international market information.
- Access a wide array of information online, including local success stories, programs available to local businesses and the latest in local industry news.



Download the Invest Sunshine Coast app for latest news.

Available from the App Store and Google Play.

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