INBOUND AGRI-BUSINESS DELEGATION TO CAIRNS

# 22-29 MAY 2023

THIS INITIATIVE IS SUPPORTED BY:

Tradelinked Cairns-PNG-Pacific supports:

**EXPRESSION OF INTEREST**

**Inbound Agri-Business Delegation to Cairns**

**22-29 May 2023**

Tradelinked Cairns-PNG-Pacific (Tradelinked) is leading an Agri-business delegation from Papua New Guinea and the Pacific to Cairns from 22-29 May 2023. The timing of the delegation has been chosen to coincide with the Mareeba Agricultural Field Days from 24 -26 May and the Tradelinked business networking event in Cairns on Tuesday 23 May 2023.

The intent of the delegation is to continue developing mutually beneficial social, cultural and business relationships between Cairns and Papua New Guinea and the Pacific as well as introducing delegates to potential opportunities and business contacts in Far North Queensland (FNQ).

Included in the itinerary is not only visits to agri-businesses, small and medium sized rural-based businesses and established ventures in Cairns and the Atherton Tablelands but also access to information and training to assist businesses in their development and professional decision making.

### Cairns and the Tablelands – A Unique Opportunity

Cairns is the Pacific capital of Australia, the tropical capital of Australia. As such it is a vital partner in Queensland’s engagement with Papua New Guinea and the Pacific.

Some of our key industry sectors include aviation and marine services; construction; education & training; health; manufacturing; mining services and knowledge-based industries to service the Papua New Guinea and Pacific Island nations market. We also acknowledge the arts, social and cultural interactions and the important part they play in our relationships within the region.

Cairns has a well developed sea port, an international and domestic airport that connects it to Australia and the world, plus a vibrant business, agriculture and innovation sector.

Since 1984 Cairns and Lae have been Sister Cities under a signed Sister City Agreement. Cairns and Lae citizens endeavour to establish goodwill, trust and understanding and promote reciprocal exchanges for mutual prosperity. This affiliation helps to contribute to strengthening the friendship between Papua New Guinea and Australia. Tradelinked and EiiC support this Agreement through a number of activities including the facilitation of business delegations between the two cities.

## ON-THE-GROUND SUPPORT

Lyn Carlyle-Jacob, Director, Exchange Innovation and Information Centre (EiiC) has been engaged by Tradelinked to facilitate this visit. Lyn has a long background in this region and has lived and worked in PNG and the Pacific previously. Her contacts and knowledge base is available for participants in the business delegation and she will be available to assist, guide and answer questions during the visit to Cairns and surrounds. Lyn will help lead discussions on trade and economic development opportunity. She has worked with the trade and development agencies and can assist businesses to leverage their learning and experiences on the delegation. It should be noted that in this part of the itinerary, both Lyn and Tradelinked officers will be available to the delegates. This agri-business itinerary offers a unique opportunity to work with us to help introduce you to the market and its key stakeholders.

Tradelinked and EiiC regularly work and consult with a range of PNG based businesses, organisations and government entities. We are happy to share our knowledge and experience with you as a delegate to help inform and guide you in your interactions with Australian trading. Becoming part of the business delegation will enhance your experience and allow you to access our considerable in-country knowledge

- all included in the price of the delegation.

Our partners in Cairns are knowledgeable and reputable businesses or from institutions who have an interest in trade and commerce with Papua New Guinea and the Pacific. They have been chosen to offer participants an introduction to a wide range of professional and government services while in Cairns.

## PROPOSED ITINERARY -

(NOTE: the final itinerary will be formalized once delegates’ individual needs are identified)

### Monday 22 May - TRAVEL FROM PORT MORESBY TO CAIRNS

This itinerary has been developed to allow participants to look at all aspects of agri-business from farm, processing and innovation in Cairns and FNQ. Training included from industry experts who can either answer their questions re agri-business, trading with Cairns/FNQ, inspiration and innovation and assistance with connections through Tradelinked and EiiC including participation at Tradelinked Incorporated networking event.

### Proposed Activities include, but not limited to:

* Visit to the Mareeba Rotary Field Days with over 650 exhibitors and sites ( for more information visit [www.fnqfielddays.org.au](http://www.fnqfielddays.org.au/) )
* Look at small food/agriculture-based businesses on the Tablelands – e.g. Gallos, Emerald Creek Ice Creamery, Kuranda Markets, Jacques Coffee Plantation, Coffeeworks or others as appropriate
* Visit to Rusty’s plus Jonsons Food Mart operations
* Tour of Cairns Food Incubator
* Possible visit to other food / coffee / related operations in Cairns
* Visit to Bunnings and other hardware and agriculture suppliers
* Attend official welcome event with Cairns business community and the PNG / Pacific community
* Attend Tradelinked Networking function on 23 May
* Free time for shopping and/or personal meetings

### Training Elements include, but not limited to:

* Information session delivered by Registered Visa and Migration Agents
* Information session delivered by Trade and Investment Agencies
* Representatives from Australian and Queensland Government Agencies to discuss Quarantine and Customs issues.
* Representatives from freight, cargo and transport entities
* Seasonal Worker and Pacific Labour operations updates
* Opportunities in Cairns and future developments
* Information session from education and training service providers on worker training and upskilling available in Cairns

Other options will be added to suit interests of confirmed delegates - if you have something of particular interest, please let us know.

**Monday 29 May – TRAVEL CAIRNS TO PORT MORESBY**

## WHO SHOULD ATTEND

All businesses are invited to attend this delegation; however opportunities have been identified in the following sectors:

* Agribusiness industry development (ie: advisory services, animal health, nutrition & reproduction, cropping, disease management, fishing, beef cattle, food processing, horticulture and dairy); Education and training;
* Mining/mining services;
* Tourism and cultural activities (Sister City);
* Aviation and marine;
* Industrial and commercial manufacturing and distribution solutions / services;
* Environmental solutions (ie: water & waste water, solar energy, etc); and
* Business development / professional services (ie: community consultation; recruitment; training; compliance; accounting; legal; business planning; financial planning, etc).

### FULL ITINERARY Est. Cost: AUD $3900\*

**Delegation Fee – What does it Include?**

* All flights, meals, transport, security and 7 nights’ accommodation;
* Pre-Delegation Briefing provided prior to travel via Zoom;
* A ‘Delegates Pack’ to include a 1 page A4 Profile in PDF format on your company and participating delegate;
* Post-Delegation Briefing to share information and collect feedback;
* Scheduled meetings tailored to identified opportunities;
* Networking functions with key decision makers from existing and leading organisations;
* Facilitated business and social events;
* Briefings on industry matters and training sessions including those on: Australian visa arrangements, investment regulations; current market intelligence and other customised areas of interest to delegates. Briefings on the Pacific Labour Scheme, information on PNG and Pacific workers coming into

Australia and how to address some of the perceptions these workers have before they arrive and what resources can be employed to assist them to be successful in Australia

* Visits to Mareeba Rotary Field Days; agri-businesses on Atherton Tablelands, the Food Incubator and other industry sites. Specific inclusions of industry visits many be facilitated on request.
* Attendance at the Tradelinked Business Networking Event in May in Cairns

**Note: Travel/health Insurance and Visa costs are the responsibility of the Delegate.**

**DISCLAIMER:** \* The estimated cost options given are based on information provided by 3rd parties at the time of publication and may be subject to change.

The delegation fee does not include personal expenditure and is limited to activities within the itinerary. Activities undertaken during free time and weekends are at delegates expense unless expressly included in the itinerary activities.

COVID TRAVEL REQUIREMENT - You will need to be fully vaccinated to participate in this delegation.

## TRAVEL OPTIONS

For those who may be interested in joining the tour but are not from PNG or who would originate travel from destinations other than Port Moresby, please contact us. The estimated price of the tour has been calculated using return flights from Port Moresby to Cairns and return. This is in no way intended to limit participation to those from Port Moresby or Papua New Guinea. We welcome delegates from all parts

of Papua New Guinea and the Pacific to join the mission.

For more information about joining the mission from your point of origin, please contact us directly on the addresses below.

### You are invited to register your interest today; spaces on this delegation are limited –

Please email your interest and/or signed ‘Confirmation Form’ to: [info@tradelinked.com.au](mailto:info@tradelinked.com.au) by COB FRIDAY 31 MARCH 2023

If you require more information about this opportunity please do not hesitate to contact either: Tradelinked co-ordinator: [info@tradelinked.com.au](mailto:info@tradelinked.com.au) or EiiC: [info@eiic.com.au](mailto:info@eiic.com.au)

# CAIRNS BUSINESS DELEGATION EXPRESSION OF INTEREST FORM

To formally confirm your participation on the Tradelinked Agri-Business Delegation from Port Moresby to Cairns return. Please read carefully before completing and return form with a duly authorised signature.

ORGANISATION/BUSINESS:

Name:

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| DELEGATION ATTENDANCE: | |
| Port Moresby to Cairns and return- Dates: 22 - 29 May 2023 **\*AUD $3900** | |
| For delegates wishing to join from other PNG or Pacific points of origin | |
| please contact us directly for a quote. | |
| NB: Delegates are required to organise their own business visas; travel and health insurances. | |
| CONTACT DETAILS: | |
| Name of Delegate: |  |
| Delegate’s Contact Mobile No: |  |
| Delegate’s Contact Email: |  |
| Postal Address: |  |
| Name of Accounts Contact: |  |
| Email address for Accounts: |  |
| Accounts Contact Phone No: |  |

DETAILS OF INCLUSIONS:

The above costs include airfares, accommodation, meals, transfers, attendance to organised events, scheduled events & planned meetings with key business contacts, itinerary, pre-delegation briefing, delegate’s handbook and post-mission debriefing. Tradelinked is working with Government representatives on-the-ground to tailor your itinerary and organise all meetings on behalf of your business. We will help you build relationships and put you in touch with key decision makers. Up to two (2) meetings will be organised by Tradelinked in collaboration with TIQ, Chambers of Commerce, other business organisations, key industry, government and business representatives.

BENEFITS: As a delegate you will receive the following:

* Business-to-opportunity matching to maximise each delegate’s investment through building relationships with existing organisations.
* Briefings on key industry sectors by Government Departmental Heads.
* Business networking events.
* Functions/meetings with key business people.
* Proposed industry visits in key sectors identified as important to your business (as deemed necessary).

ACCEPTANCE OF TERMS AND CONDITIONS:

Cancellation Policy: Full payment is required within 14 days of signing this confirmation form, unless otherwise negotiated and agreed. Cancellation fees will apply, and refunds will only be available if a cancellation is made within 21 days of confirmation. A 75% refund will be provided if notice is given within the required period with a nil refund due after.

I have read the terms and conditions of Tradelinked Cairns-PNG-Pacific and agree to accept the terms and conditions herein.

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| CONFIRMED: YES Name:  Date: Signature: |
| Tradelinked Cairns-PNG-Pacific’s Acceptance: Name:  Date: Signature: |
| RETURN EMAIL TO: [info@tradelinked.com.au](mailto:info@tradelinked.com.au) by: **COB Friday 31 March 2023** |
| **Please ensure you print out form, sign and scan before returning.** |