



Welcome to Cairns

Cairns is situated between two of the world's greatest natural treasures, the World Heritage listed Wet Tropics and Great Barrier Reef, and is renowned worldwide as a premier tourist destination. But the city offers much more, it is also an investment opportunity and an ideal place to live, visit, and do business. The Asia-Pacific is emerging as a geopolitical centre and the primary region of global economic growth. Cairns' close proximity, with direct access to major cities in the region, creates exciting opportunities for tourism development, investment, trade and business.



Due to a stable economic environment and strong growth forecasts, combined with competitive property markets and flexible planning regime, investors are drawn to our safe long-term investment climate. Private sector projects are leading the way in driving growth and investor confidence, including Crystalbrook Collection's \$370m set of luxury hotels, Riley, Bailey and Flynn, and Aspial Corporation's proposed Nova City development.

Cairns Regional Council is a proactive and pro-business local government that is investing heavily in public infrastructure to underpin future commercial development. We welcome private investment in strategic industries and work closely with investors to explore potential projects and strategic partnerships to capitalise on our city's significant opportunities.

I invite you to contact us to discuss the many investment opportunities on offer in Cairns, and I look forward to welcoming you to our city soon.

Cr Bob Manning Mayor of Cairns

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Why Cairns

Cairns is a vibrant and progressive location to invest and live, with world-famous natural assets, a rich cultural history, and a foundation of strong business sectors. With \$1.1 billion committed, and a further \$11.1 billion planned, for projects in the region across tourism, education, energy, ports, roads, health, public safety, and community spaces, Cairns is set to continue its transition into an innovative, global and prosperous cosmopolitan centre with outstanding access to Australia, Asia and the world.



At a **Glance**

GRP

Cairns \$8.83 billion

Far North Queensland \$15.21 billion

Source: NIEIR 2018

Population 165,525 (2018)

Source: ABS Regional Population Growth



UnemploymentRate 4.7%

(March 2019)

Source: Department of Employment, Skills, Small and Family Business



Local Susinesses 13,973

Source: ABS 2018

Employed Residents

(15-64)

84,285



Source: NIEIR 2018

Annual Visitors



Domestic 2.1 million Spending \$2.4 billion International 863,000 Spending \$1.1 billion

Source: TTNQ





Competitive Advantage



#1 Busiest regional

airport in Australia



#1 Superyacht

destination in Australia



Connection to agricultural "food bowl"

in Far North Queensland



More than **5,400 direct** international flights annually

Source: AECOM 2018



Direct connections to regionswith a total of

88.61 million people

US\$5 trillion

in GDP

Source: AECOM 2018



Population growth

165,525 (2018) 160,771 (2015) 154,232 (2012) 145,962 (2009)

131,843 (2006) Source: ABS Regional Population Growth



Multicultural 33,612 residents

born overseas

14,100 Indigenous

Australians

Large ancestries represented in Cairns: English, Scottish, Irish, German, Italian, Chinese, Japanese, Filipino, Dutch.

Source: 2016 Census



Short commute times



Regional capital

of Far North Queensland



Proximity and connectivity to

Asia and beyond



Two world-class universities



Positive **investment pipeline**



Enviable

quality of life



Strategic location supporting

the Australian Government's Northern Australia Agenda



Well positioned to benefit from global

growth trends in food production and tourism

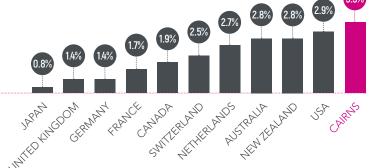


Unique

environment, natural assets, and abundant water

Economic Growth Comparison

Source: Country data World Bank, Cairns data National Institute of Economic and Industry Research (NIEIR) 2018



Sector Strengths

The Cairns region is an ideal place to do business across all sectors, with lower operating costs than Australian capital cities, access to skilled employees, excellent connectivity, and a supportive local government.

Tourism

Cairns welcomes almost 3 million visitors each year with a unique natural and cultural offer.

Visitors can experience the world's largest living structure (the Great Barrier Reef), hike through the world's oldest rainforest (the Wet Tropics Rainforest), immerse themselves in the outback, and enjoy the richness of Indigenous culture.

Number employed: 13,376

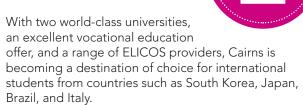
GRP: \$1.12 billion

Turnover: \$2.21 billion Source NIEIR 2018

Average spend per night: \$266 (domestic) \$187 (international)

Austrade 15 August 2019

Vocational and Higher Education...



Growth in this sector is propelled by the expertise of the training providers in fields such as aviation, marine, hospitality, and health disciplines.

Number employed: 2,926

S GRP: \$180.74 million

Turnover: \$269.57 million Source NIEIR 2018

Aviation.....

An emerging sector for the region due to its strategic location and excellent infrastructure. There are internationally recognised names such as Hawker Pacific, owned by Switzerland's Jet Aviation,



who are an official Bombardier service centre and have the largest avionics workshop in the southern hemisphere, and UK owned Cobham Aviation Services. There are also Australian owned companies such as Skytek, an official Viking service centre, and Hevilift, a leading fixed and rotary wing service provider.

Cairns is a gateway to the Asia Pacific region with close proximity to major global hubs including China, Malaysia, Japan and Papua New Guinea. Cairns Aviation Skills Centre and CQUniversity Aviation Campus are both located at Cairns Airport, delivering vocational and Bachelor Qualifications.

(

Code 4 Category 1 curfew free runway capable of supporting up to Code E aircraft



MRO heavy aircraft maintenance facilities



Cairns Airport have commenced Master Planning of the General Aviation precinct, due to be released in 2019

Marine Services.

Cairns has a significant marine precinct, including the seaport, 3 shipyards, Marlin Marina, HMAS Cairns naval base and supporting industry, all within a concentrated footprint, providing unparalleled



logistical advantages close to Cairns city centre. It is also the most visited port in Australia for superyachts.

The skills and expertise required to support the marine services sector are met by the region's very own Great Barrier Reef International Marine College.

Cairns' indicative annual seaport movements include 552,000 tonnes of export, and 754,000 tonnes of import (June 2019).



BSE have installed the world's largest travel lift (1,120t capacity)



The marine precinct has the capacity to service vessels up to 105m and 3000t



Preferred regional maintenance location for the USA military







Health and Life Sciences

Health and Life Sciences is a major sector for Cairns, supported by its education institutions. Study areas include medical and molecular sciences, tropical health, dentistry, psychology, gerontology, human movement, and sport science.

There is also bipartisan support for Cairns Hospital to be upgraded to a University Hospital.

Cairns is home to innovative businesses such as Freedom Prosthetics who have invested in advanced 3D carving and CAD technology to provide full range of orthotic profiles.

Number employed: 12,546

GRP: \$897.15 million

Turnover: \$1.16 billion

Number of businesses: 843 Source: NIEIR 2018

Construction and Property

The local construction industry has strengthened in recent years. This is set to continue into the future with significant public and private infrastructure projects, and support from established advanced engineering and manufacturing capabilities.

Over the next 20 years there is expected to be an additional 20,000 dwellings added to region, further boosting opportunities for property investment.

Number employed: 8,191

GRP: \$594.55 million

Turnover: \$1.97 billion Source: NIEIR 2018

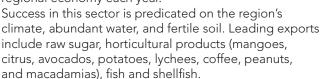
Number of businesses: 2,504

Total value of building approvals 2017-18: \$791.9 million Source: ABS 2018

REGIONALLY SIGNIFICANT SECTORS

Food and Agribusiness

Agriculture, fisheries and forestry contributes approximately \$1 billion dollars to the broader regional economy each year.



Number employed in FNQ: 10,595

S FNQ GRP: \$1.347 billion

FNQ Turnover: \$3.44 billion Source: NIEIR 2018

Seafood exported internationally from Cairns in 2017-2018: Over \$58 million



There are a number of large scale renewable energy projects underway in the wider region of Far North Queensland, including Genex's 150mw windfarm, two solar PV (50mw and 270mw), and



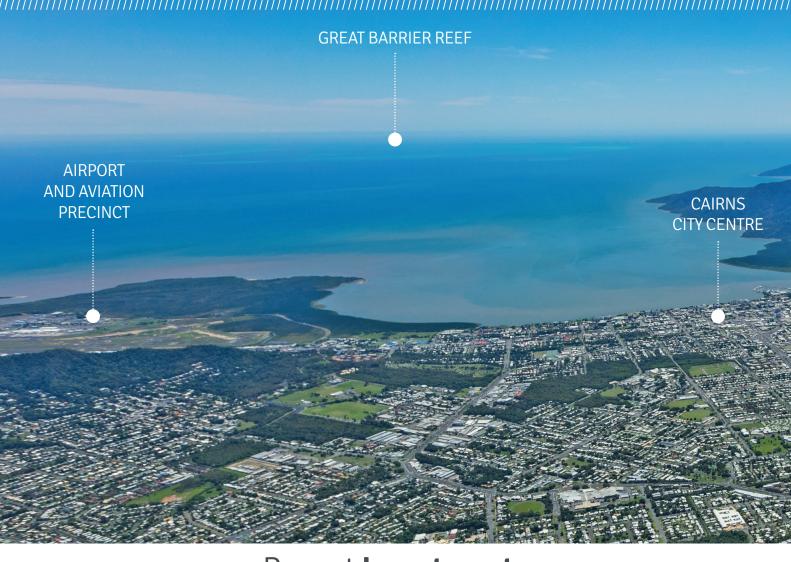
250mw pumped hydro storage in an exhausted gold mine at Kidston.

There are also existing facilities such as a \$360m 180mw 53 turbine windfarm at Mount Emerald, Ratch Australia's windfarm near Ravenshoe, Lyon Group's 30mw solar and storage near Lakeland, and Stanwell's hydro plants at Koombooloomba, Tully, and Barron Gorge.

Number employed: 776

GRP: \$323.20 million

Turnover: \$1.01 billion Source: NIEIR 2018



Recent Investments

GA Group's \$370m set of developments,

the Crystalbrook Collection luxury hotels; Riley, Bailey and Flynn. Riley opened in 2018 with Bailey and Flynn due late 2019 and early 2020



Cairns' new \$54m aquarium opened in 2017



\$127m project to dredge Trinity Inlet

allowing for increased freight and visitor volume



Cairns' new **\$71m Performing Arts Centre** opened in 2018



CQUniversity have spent \$7m on establishing

an airport campus to deliver higher education opportunities for the Aviation sector



James Cook University's \$28m

Australian Institute of Tropical Health Medicine in 2018



Rio Tinto's Amrun \$1.9b bauxite mine near Weipa opened 2019



\$10m Manufacturing Hub in Cairns to support growth of regional manufacturers opened 2019



Hawker Pacific's \$4.5m expansion in 2018



Cairns Airport's \$55m domestic terminal upgrade to be completed in 2020



Austal Australia's new sustainment facility and Cairns office was opened in Cairns in 2017



BSE Maritime Solutions' installation of the world's largest travel lift in 2019, with capacity to lift 1,120 tonnes



Cairns Food Incubator, supporting emerging businesses in the food processing and manufacturing sectors to experiment, trial, and commercialise new food products, opened 2019



Munro Martin Parklands' \$11m upgrade was completed in 2016



Marine Precinct's first stage includes a \$24m investment in upgrading wharves, hardstands, slipway extension, and service improvements, due to finish in 2020



Spinal Life Healthy Living Centre

A \$12m purpose built rehabilitation centre for residents and holidaymakers with spinal injuries. Currently under construction in 2019





Investment Pipeline

\$36m 76km Wangetti Trail between Palm Cove and Port Douglas



Aspial Corporation's \$100m stage 1 Nova City development



Cairns Convention Centre's \$176m upgrade and expansion



CQUniversity's 2019 Cairns Community **Impact Plan includes:**

- Queensland's first comprehensive University High School (\$35 million)
- Stage 2 and 3 CQUniversity Asia Pacific Aviation Hub (\$45 million)
- Permanent new CQUniversity Cairns CBD campus (\$50 million)



\$60m Cairns Central renovation



James Cook University's \$30m Innnovation Centre



James Cook University's \$60m

Cairns Tropical Enterprise Centre



MSF Sugar's \$150m cogeneration facility and biorefinery



\$40m Cairns Gallery Precinct Project in the Cairns city centre



Energy projects near Cairns;

• Genex's 150mw windfarm, 270mw solar PV, and 250mw pumped hydro storage in an exhausted gold mine



- DP Energy's Desaily 250mw solar PV with battery energy storage
- NESI Australia's 81mw solar PV near Tolga

Queensland Government's major investment in the Tropical North Global Tourism Hub, branded Trinity Wharf Cairns



Access to Skills

Cairns' key industry strengths are based on access to a high-performing talent pool with over 62% of the workforce qualified to Certificate level and above. Higher Education in Cairns includes leading facilities at James Cook University, CQUniversity, and a vocational education offer including TAFE Queensland, the Great Barrier Reef International Marine College and Cairns Aviation Skills Centre, all producing graduates with skills to suit a wide range of fields.

- James Cook University
 TAFE Queensland
 Great Barrier Reef International Marine College
- Cairns Aviation Skills Centre
 CQUniversity

"James Cook University has plans to invest over \$100 million in the Cairns region into the future as we increase our capacity, including investment in infrastructure and digital capacity. The university is proactively developing strategic partnerships with key stakeholders across government, business and industry to develop a higher education footprint that will enable sustainable growth and development into the future."

David Craig, Director Cairns Campus, James Cook University

A selection of some of the organisations already here

AECOM AUSTRALIA	ARUP	AURECON
AUSTAL AUSTRALIA	AUSTRALIAN INSTITUTE OF TROPICAL HEALTH & MEDICINE	AVIATION AUSTRALIA
BAE SYSTEMS	BDO AUSTRALIA	BSE MARITIME SOLUTIONS
CAIRNS AIRPORT	CAIRNS AVIATION SKILLS CENTRE	CAIRNS MANUFACTURING HUB
CAIRNS STEEL FABRICATORS	CaPTA GROUP	COBHAM AVIATION SERVICES
CQUNIVERSITY	CRYSTALBROOK COLLECTION	EXPERIENCE CO
FKG GROUP	FNQ FOOD INCUBATOR	GHD
GRANT THORNTON	GREAT BARRIER REEF INTERNATIONAL MARINE COLLEGE	HANSEN YUNCKEN
HAWKER PACIFIC	HEVILIFT	HILTON
HOLIDAY INN	INDEPENDENT AVIATION	JACOBS
JAMES COOK UNIVERSITY	KEIR	MSF SUGAR
NAUTILUS AVIATION	NORSHIP	NOVOTEL
PORTS NORTH	PULLMAN	RYDGES
SHANGRI LA	SKYTEK	SKYTRANS
TAFE QUEENSLAND	TROPICAL REEF SHIPYARD	WATPAC

Industry **Groups**

Tourism Tropical North Queensland is a not for profit organisation and the official Regional Tourism Organisation for the Cairns and Great Barrier Reef region.

Advance Cairns is the peak independent non-government advocacy and economic development organisation for Tropical North Queensland.

Cairns Chamber of Commerce represents local businesses to increase exposure, leverage networking opportunities, access information and services. The Chamber also works collaboratively with the Chamber of Commerce and Industry Queensland.

Tradelinked Cairns-PNG-Pacific is a regionally focused network established to facilitate the engagement of likeminded businesses trading between Cairns and its near international neighbours.

The Super Yacht Group Great Barrier Reef supports the regional Super Yacht service and support industry and the Great Barrier Reef as a destination through membership and local authority funding. **Study Cairns** is the peak body for international education and training in Cairns.

Cairns Business Women's Club is a member-based group who network, educate, celebrate success to all women in business, whether in private enterprise, public sector, or community services.

Enterprise North is an incorporated association established by its members to deliver economic advocacy and to act in an enabling role.

Dive Queensland is a non-profit, membership-based, incorporated association committed to the promotion and development of the diving industry in Queensland and the advancement of diving, tourism and tourism infrastructure.

FNQ Food Incubator is a group of food experts and innovators collaborating to support Far North Queensland food businesses in a central manufacturing hub for inspiration, collaboration, and support.









Infrastructure and Connectivity

Cairns has excellent air, rail, marine, road, and digital infrastructure with further investment on its way. Key facilities, including air and sea ports, are all located within minutes of the city centre.





Δir

 Cairns Airport is Australia's busiest regional airport, providing air links to a range of domestic and international locations. It welcomes over 5 million passengers each year.



- Cairns Airport is located just 7km from the city centre.
- Passenger movements y/e 30 June 2019 686,000 (international) and 4.2m (domestic).
- 7th busiest airport in Australia.

Road

- Cairns is connected to the rest of Australia by major arterial roads including the Bruce and Kennedy Highways. There has been half a billion dollars of investment announced for the region in recent state and federal budgets.
- \$360m extension of the National Land Transport Network to Cairns Airport and Smithfield.
- \$633 Bruce Highway upgrade stages 3 and 4.
- \$152m Smithfield Bypass (expected completion in 2020).
- Cape York Region package to seal sections of the Peninsula Developmental Road, significantly opening freight and tourism access to the area.
- Kennedy Developmental Highway upgrade between Hughenden and Mt Garnet (expected completion 2020).

Marine

 Cairns is home to one of Northern Australia's busiest ports with a world-class Cruise Liner Terminal, a busy marina hosting Cairns' 'reef fleet', and three major slipways with the



- capacity to service vessels up to 105m and 3000t. There is also a purpose-built lay-down facility to hold heavy duty project cargo (such as for Mt Emerald Wind Farm). It hosts international maritime agencies, and has 20 hectares available for industrial and cargo storage and consolidation.
- Following a major redevelopment in 2009 HMAS
 Cairns has 900 Navy and civilian personnel and is the
 homeport for nine Naval vessels with a responsibility
 extending from Rockhampton to Thursday Island.
- Ports North has commenced Master Planning for the ports of Cairns and Mourilyan Harbour (to the south) which will be released in the first half of 2020.
- BSE Maritime Solutions have installed the world's largest travel lift with capacity to lift 1,120 tonnes.
- The \$127m project to dredge Trinity Inlet will allow for increased freight and visitor volume, accommodating vessels up to 300m in length. Expected completion in 2020.

Rai

- Cairns is connected to the rest of Australia by an extensive rail network, servicing both freight and passenger needs.
- Ë
- Weekly passenger services between Cairns and Brisbane.





Opportunities

There are opportunities to invest in existing and undeveloped commercial space within close proximity to Trinity Wharf Cairns, Cairns Gallery Precinct, Convention Centre, Marine Precinct, HMAS Cairns, and city centre, in addition to opportunities within the wider sector bases which are well placed to take advantage of major investments in infrastructure.

Trinity Wharf Cairns: The Queensland Government and Ports North are in the process of securing a Global Tourism Hub, branded as Trinity Wharf Cairns. It will bring a dynamic new tourism opportunity to the region, supporting major events and regenerating key locations.

The preferred site for the GTH development is within the Cityport Precinct at Wharf Street, Cairns, comprising of a total area of approximately 4.4 hectares. A request for detailed proposals was issued in early 2019 with preferred proponents to be announced in early 2020.

Cairns Gallery Precinct: This \$40m project aims to connect three regionally significant buildings; the existing Cairns Art Gallery, the Old Courthouse, and the former Mulgrave Shire Council offices. This initiative will play a key role in the emergence of Cairns as the Arts and Cultural Capital of Northern Australia, providing a vibrant and expansive arts precinct showcasing international and domestic touring exhibitions as well as contemporary local and Indigenous art.

Convention Centre Upgrade: The \$176m expansion and upgrade for the Cairns Convention Centre includes the refurbishment of the existing centre plus the addition of the new exhibition space and meeting rooms.

Cairns Marine Precinct & Shipping Development: This \$127m project will widen and deepen the existing Trinity Inlet shipping channel. This will facilitate cruise ship growth for vessels up to 300m, with a forecast demand of up to 150 cruise ships through the Port of Cairns by 2031. With the increased capacity for visiting vessels, there are opportunities across the tourism and marine sectors to capitalise on this regionally significant investment with property and leasing opportunities available in areas adjacent to the Cairns CBD as well as port-related development at industrial locations.

Defence (HMAS Cairns): The presence of HMAS Cairns provides opportunity for businesses of all sizes to sell and contract to the Australian Department of Defence. There is also further opportunity to recruit skilled personnel on their departure from the service.

Cairns South State Development Area: is a provision of 856 hectares for regionally significant industrial development. This site is suitable for requirements of large blocks of land with extended operating hours, with excellent access to the Bruce Highway and North Coast rail line.

Public Sector Waste Management: Options are being explored for potential partnerships with organisations specialising in closed loop management of organics. The Planning Phase begins in 2020 with implementation for 2026.

Edmonton Business Park: The site includes space for over 100,000sqm of gross floor space with the ability to accommodate investors across a broad range of sectors, including Knowledge and Research, Technology, Logistics, Exporters, Retail, Light Industrial, Hospital and Health.

Cairns Airport Commercial Aviation Precinct: Cairns Airport Precinct of Aviation Excellence has 105 acres of land available for development, providing an opportunity to establish a presence within an emerging global Aviation, Aerospace, and Advanced Manufacturing cluster, with excellent access to Australia and the Asia Pacific region.

Start-ups: Cairns is an ideal place to build your business with excellent connectivity, unprecedented investment, a supportive local authority and affordable commercial space. There is also additional cross-sector support through organisations such as the Manufacturing Hub, FNQ Food Incubator and co-working space offered through private organisations.

Carbon Offsetting: There are opportunities to invest in carbon offsetting initiatives in the Babinda area through Jaragun Natural Resource Management, resulting in reinstatement of endangered rainforest.

Commercial Property Rent Price Comparison



Source: Heron Todd White June 2019 Commercial Property



Source: Colliers CBD Office RFR H2 2019



Source: Colliers CBD Office RFR H2 2019

(indicative per square metre per annum)



What can we do for you?

Cairns Regional Council's Economic Development team is ready to answer your queries and to make the process of setting up your enterprise in Cairns as effortless as possible.

We can assist you by:

- Access to local intelligence
- Undertaking property searches
- Hosting visits to the area and to potential premises
- · Providing development application support, including
 - Pre-lodgement advice
 - A dedicated project team allocation and fast-tracking of applications
- Support identification of and access to government funding schemes
- Support access to other state and national departments
- Providing networking opportunities and connecting with the community

Once established in Cairns, we can also offer you further tailored support



View Cairns' economic profile at economy.id.com.au/cairns

"Geographically Cairns is well situated with high levels of aviation activity in our state and also with our neighbours in the Pacific and into Asia. The majority of our work is captured from outside of Cairns, often with the customer having onsite representatives for the duration of the maintenance event, Cairns is an attractive and safe option for these representatives which adds to our value proposition."

Jason Burzacott, Vice President MRO Services Australia, Hawker Pacific



Living in Cairns

The Cairns region is situated between two World Heritage sites, the Wet Tropics and the Great Barrier Reef. It has a vibrant city centre and idyllic communities such as Palm Cove and Edge Hill, where residents enjoy a unique lifestyle with short commute times and an abundance of activities. There is a long term shared vision for Cairns' liveability, led by Cairns Regional Council through consultation with stakeholders, to support the continued prosperity and wellbeing of Cairns residents.

Housing.....

Cairns' attractive environment offers every kind of home, from urban apartments to Queenslander houses, terraces, and modern new builds.



Average/median house prices:

\$399,461 \$1,597,206
Cairns House Median Sydney House Median
\$214,266
Cairns Unit Median Sydney Unit Median

Source: Hometrack 2018

Education

 The Cairns region is well served by a wide selection of childcare, preparatory, primary and secondary schools.



- It has leading tertiary education institutions in James Cook University and CQUniversity.
- There is also a comprehensive vocational education offering through TAFE North Queensland, the Great Barrier Reef International Marine College, and the Cairns Aviation Skills Centre.

Recreation.....

- The area offers activities for everyone, from active pursuits of scuba diving, mountain biking, and parachuting, through to gentler endeavours such as walking trails, cycling, beaches, snorkelling, swimming, and enjoying the shopping opportunities in the city centre. You can also ride the Skyrail or Heritage Scenic Railway to Kuranda to visit the Kuranda Markets and take in the view of Barron Falls.
- For families there is the Cairns Aquarium, Muddy's Playground, Nature Play, Cattana Wetlands, numerous parks and public spaces, and the stunningly located swimming lagoon on the Cairns Esplanade.
- Cairns is home to high-profile events such as IRONMAN Asia-Pacific Championship Cairns, the Great Barrier Reef Masters Games, and the Targa Great Barrier Reef Tour.
- Cairns also has its very own professional basketball team, the CQUniversity Cairns Taipans, who compete in the National Basketball League.

Culture.....

- There is an outstanding cultural aspect to life in Cairns with the Cairns Performing Arts Centre, Cairns Convention Centre, Munro Martin Parklands, and the Tanks Arts Centre all hosting a range of international and domestic music, exhibitions, and performances. There are numerous events throughout the year which promote a strong sense of community.
- There is also the Tjapukai Cultural Park, sharing the culture and traditions of the local Djabugay people, in addition to numerous galleries displaying the rich artistic heritage of our local Indigenous communities. Cairns also celebrates and embraces Indigenous culture in the annual Cairns Indigenous Art Fair.
- Cairns is a multicultural and open city with amenities to accommodate different faiths and lifestyles.

"CQU Cairns has maintained 20-30% annual growth since establishing the Campus at the end of 2015 (with an) aspiration to increase course offerings to promote further growth."

Jodie Duignan-George, Associate Vice Chancellor, Cairns and Far North Region, CQUniversity

