



Maleny Dairies' Economic Contribution to Queensland

*QEAS report analysing the economic and employment benefits
that Maleny Dairies makes every day to the people of Queensland*

Prepared for:



February 2024

QEAS

Queensland Economic
Advocacy Solutions

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REPORT PREPARATION

This report has been prepared by QEAS for Maleny Dairies.

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Executive Summary

Maleny Dairies is an award-winning, family-owned and operated business committed to sustainability for people, place and products. Located in the picturesque hills of Maleny on the Sunshine Coast Hinterland, Maleny Dairies consistently produces top-quality, delicious, natural and healthy dairy products for all Queenslanders. QEAS through this report has been commissioned to quantify the economic and employment benefits to the Queensland community of Maleny Dairies' milk and dairy product processing.

Maleny Dairies does not operate in isolation, rather it works closely with Queensland farmers, transport and other supply chain businesses to meet the needs of Queensland dairy consumers. Maleny Dairies is unique and unlike larger national milk manufacturers it relies on 289 SEQ businesses to get its milk to the retail shelf whereas other manufacturers are vertically integrated with their value chain 'in house'.

Maleny Dairies Key Facts 2022-23:

- Sources from 12 Queensland dairy farms
- Utilises 289 SEQ businesses to deliver milk from the cow to the retailer
- Total Litres Purchased (Raw Milk): 14,646,203
- Total Litres Sold (Milk Products): 12,783,260
- Total Litres Sold (Raw Milk): 1,755,761

In 2022-23 Maleny Dairies provided to \$14.6 million in payments to Queensland Dairy farmers for raw milk as well as \$13.2 million in operational, sales, marketing and distribution payments to its supply chain. This expenditure directly and beneficially impacts these SEQ and Queensland businesses and in turn the economy.

In 2022-23 Maleny Dairies and its value chain provided \$34.7 million in net economic activity to the SEQ economy, \$4.3 million in net economic activity to Regional Queensland and \$4.3 million in net economic activity interstate. The total annual value add to the Queensland and National economy of Maleny Dairies and its value chain in 2022-23 was \$43.3 million. In addition, the Maleny Dairies and its value chain contribute over \$8.6 million in taxes to fund Government frontline services such as education and health.

Table: Net Economic Contribution by Region and Value Chain Segment 2022-23 (\$ millions)

	SEQ	Regional Queensland	Interstate	Sub Total
Dairy Farms	\$4,543,381	\$927,221	-	\$5,470,602
Distributor	\$9,997,667	\$2,920,667	-	\$ 12,918,333
Supply Chain	\$11,227,042	\$443,173	\$4,284,003	\$15,954,218
Maleny Dairies	\$8,957,507	-	-	\$8,957,507
Total	\$34,725,597	\$4,291,060	\$4,284,003	\$43,300,660

Source: QEAS 2023

Maleny Dairies Key Facts 2022-23:

- For every litre of milk produced, \$2.98 in economic activity is created
- For every litre of milk produced \$0.60 in taxes are paid
- The value add to every dollar paid for raw milk is a multiple of 2.96

Analysis indicates that Maleny Dairies and its value chain supports 343 jobs throughout SEQ, Regional Queensland and interstate. Maleny Dairies directly provides 53 of the jobs, its milk supply dairy farms provide 59 jobs, its milk distribution businesses provide 123 jobs and its remaining supply chain provides 108 jobs. Broken down by region 274 of these jobs are provided in SEQ, 40 are provided in Regional Queensland and 29 jobs are interstate.

Table: Jobs Created by Region and Value Chain Segment 2022-23 (persons)

	SEQ	Regional Queensland	Interstate	Sub Total
Dairy Farms	49	10	-	59
Distribution	96	27	-	123
Supply Chain	76	3	29	108
Maleny Dairies	53			53
Total	274	40	29	343

Source: QEAS 2023

Maleny Dairies Key Facts 2022-23:

- One job is created for every 42,388 litres of milk produced
- Provides \$4.5 million in wages and salaries

QEAS has calculated the economic and employment benefits that would be newly created if Maleny Dairies were successful in being awarded the Supply and Delivery of Milk and Soft Dairy Products (MNHHS120010) to Metro North Health (MNH).

Based on indicative volumes under the tender, Maleny Dairies being awarded the contract will:

- Support 343 existing jobs and create an additional 22 jobs; and
- Support \$43.3 million in existing net economic activity and create an additional \$2.8 in net economic activity

1.0 Introduction and Overview

Maleny Dairies is an award-winning, family-owned and operated Queensland business committed to sustainability for people, place and products. Located in the picturesque hills of Maleny on the Sunshine Coast Hinterland. Maleny Dairies consistently produces top-quality, delicious, natural and healthy dairy products for all Queenslanders

Maleny Dairies is unique and unlike larger national milk manufacturers in that it relies on SEQ businesses to get its milk to the retail shelf whereas others are vertically integrated with their value chain 'in house'.

QEAS through this report has been commissioned to quantify the economic and employment benefits to the Queensland community of Maleny Dairies' milk and dairy product processing. This report clearly demonstrates the significant economic and social contribution that Maleny Dairies is making to Queensland.

2.0 About Maleny Dairies

2.1 Overview

Maleny Dairies produces not only milk but a broad range of other products including yoghurts, custard and creams, sourced from local Queensland dairy farmers, processed through the factory at Maleny and direct to the consumer. Products are naturally produced, locally sourced, bottled cold and delivered fresh by a SEQ value chain. Care for the land, cows and farmers is at the heart of the business and Maleny Dairies is proud to support, purchase and process milk from other local dairy farmers.

2.2 Organisational Values

The values that underpin and drive Maleny Dairies' include:

- *People: To invest in our people to retain, attract and develop a team of professional, committed people with the expertise to support growth ambitions and allow them to live fulfilling, healthy and safe lives; and produce healthy products that will nourish our customers across the whole of their lifespan.*
- *Planet: To invest in our own and that of our supply chain to improve our performance of and stewardship of the land and environment in which we operate.*
- *Prosperity: To ensure the ongoing prosperity of our suppliers and their communities by offering long term, financially secure, commercial agreements.*
- *Partnerships: To build our success through collaboration and partnerships with our stakeholders.*

2.3 Product Range

Maleny Dairies prides itself on supplying consumers with the best dairy products, as fresh as they can be, with an absolute commitment to quality and taste. The business produces a range of high-quality dairy products and is continually innovating to produce new offerings that reflect and satisfy its customers expectations for healthy, delicious, environmentally and socially responsible products which ultimately supports the Sunshine Coast's regional economy. This product range includes:

- **White Milk:** Maleny Dairies milk is available in three different varieties: Farmer's Choice unhomogenised, Full Cream and Low Fat. No additives, preservatives or sugars are added with the goal to produce milk as natural as possible. The milk range is available in a range of sizes from 300ml to 3 litres;
- **Yoghurt:** Every spoonful of Maleny Dairies gourmet yoghurt contains millions of friendly live bacteria that complement its creamy taste and texture. It is gluten free, a great source of calcium and is easily digested;

- Cream and Sour Cream: Maleny Dairies' Pure Cream is the organisation's signature product, providing Queenslanders with a velvety and luscious, golden cream. Its Sour Cream tastes just as Divine with a slight tangy flavour;
- Custard: Rich, velvety and creamy and tastes 'just like. Grandma used to make'; and
- Lactose-free Milk: supporters of Maleny Dairies who are lactose intolerant are overjoyed at being able to purchase their Maleny Dairies milk and cream lactose-free.

Maleny Dairies' reputation for producing premium dairy products has created a loyal following of customers throughout Queensland and Australia.

2.4 Health Benefits of Maleny Dairies Product Range

According to Dairy Australia, Queenslanders consumed approximately 319 litres of dairy products with 97 litres of milk consumed per person on average each year. Maleny Dairies' milk, cheese and yoghurt are naturally full of important nutrients such as calcium and protein. The unique package of vitamins and minerals they provide means these dairy products pack important health benefits. Australian Dietary Guidelines say that consumption of milk, cheese and yoghurt is linked to a reduced risk of heart disease, stroke, hypertension, type 2 diabetes, metabolic syndrome and colorectal cancer – some of the main causes of death in Australia. Health benefits can be summarised as:

- Digestive health: Dairy products such as yoghurt, culture drinks are some of the most common and easily available sources of probiotics;
- Bone health: Bones are living tissue, constantly in a state of renewal, so building and maintaining bones from childhood through to elderly age is important. The key ingredients for strong bones for life include weight bearing exercise, calcium-rich foods such as milk, cheese and yoghurt, as well as vitamin D from safe sun exposure;
- Dental health: Achieving dental health involves more than just the right oral hygiene. Healthy nutrition and eating habits also help to keep teeth healthy. Dairy foods have a specific role to play in dental health as they contain a unique combination of special anti-decay nutrients such as calcium, phosphorus and the protein, casein;
- Muscle mass and hydration: Milk contains high-quality proteins that provide all the essential amino acids needed to build and maintain muscle mass. Milk also assists with rehydration after exercise by replacing fluid and electrolytes (sodium and potassium) in the right balance. Other nutrients in milk, like protein, help the body to retain fluid more effectively; and
- Reducing the risks of diseases: A healthy lifestyle and diet can help reduce your risk of heart disease, and studies show that people who regularly consume milk, cheese and yoghurt are more likely to have a reduced risk of heart disease than those who don't.

2.5 Supporting Queensland Farmers

The success of Maleny Dairies can be greatly attributed to its 12 dairy farmers who produce high-quality milk. Maleny Dairies is proud to support, purchase and process milk from local dairy farmers. When consumers purchase Maleny Dairies' products, they know they are supporting hard-working local dairy farmers in SEQ. By choosing Maleny Dairies, they're supporting Queensland farmers and keeping the dollar in their backyard. The milk Maleny Dairies purchases from farmers is of exceptional quality and farmers are rewarded for producing high-quality milk.

Accordingly at the foundation of Maleny Dairies is the desire to recognise farmers and pay them fairly for the milk they produce. The milk purchased from farmers is of exceptional quality -by paying farmer's top-dollar for their milk, Maleny Dairies are supporting dairy farmer's families and communities. Maleny Dairies has a commitment to maintain the highest farmgate prices in the State.

In addition, Maleny Dairies places the welfare of the animals at the forefront of decision-making. Maleny Dairies provides farmers with further educational opportunities on best practices for herd management, animal welfare and land management strategies by holding an annual information session for farmers.

2.6 Working with Value Chain Partners

Maleny Dairies is committed to ensuring the ongoing prosperity of its suppliers and their communities by offering long term, financially secure, commercial agreements. Maleny Dairies understands the value of establishing business partnerships to identify innovative solutions that improve production, assist in product development, increase milk yields, reduce waste and to connect with consumers in new and engaging ways. Key examples include:

- Working with the Sunshine Coast Environmental Council and other commercial businesses to identify ways to reduce dairy emissions;
- Working with agricultural business and university partners to identify revolutionary dairy products, packaging solutions and farming practices through research and development, consumer behaviour analysis and best practice; and
- Partnering with local food and agricultural businesses to create innovative dairy products, improve business efficiencies and establish strong business relationships.

In addition, Maleny Dairies understands the importance of collectively working together to increase the economic impact of the dairy industry on the Sunshine Coast region. The organisation connects with local dairy producers Maleny Cheese and Maleny Food Co to jointly promote each other's businesses and the importance of the dairy industry in the region.

2.7 Commitment to the Environment .

Reflecting the shifting demands of consumers, Maleny Dairies is continually looking to improve its environmental and sustainability footprint. Key impacts in this area include energy consumption, greenhouse gas emissions, water consumption and waste generation. Under Maleny Dairies' Environment, Social and Governance Policy Framework, the organisation has aligned the organisation's strategy to the United Nation's Sustainable Development Goals and has made the commitment to reduce its environmental impact by meeting the challenges of climate change and providing good stewardship of its natural resources. This is being achieved by:

- Adoption of recommended industry practice;
- Improving land management;
- Reducing Greenhouse Gas emissions intensity;
- Reducing waste;
- Increasing water use efficiency;
- Recycling and repurposing materials;
- Developing sustainable packaging solutions;
- Upgrading waste management systems; and
- Partnering with equally sustainability-conscious Australian companies such as MPAK.

The organisation is continuing to implement innovative solutions to improve sustainability and reduce its carbon footprint, including energy and waste. The factory applies lean manufacturing principles to maximise productivity while simultaneously minimising waste within all operations. A continuation of upgrades and improvements to the production facility will continue to address key issues that cause considerable downtime, manual handling and waste. This will range from safety initiatives through to the investment in new equipment to address current issues and allow Maleny Dairies to produce new products such as lactose-free products.

3.0 Maleny Dairies' Queensland Based Value Chain

3.1 The Maleny Dairies Value Chain

Maleny Dairies does not operate in isolation, rather it works closely with farmers, transport and other supply chain participants to meet the needs of Queensland dairy consumers. Maleny Dairies is unique and unlike larger national milk manufacturers it relies on 289 SEQ businesses to get its milk to the retail shelf whereas other manufacturers are vertically integrated with their value chain 'in house'. Maleny Dairies sits centrally in the dairy value chain, sourcing raw milk from predominantly SEQ dairy farmers and working with Queensland based businesses to supply consumers through retail and food service supply chain.

A range of manufacturing techniques are used during processing to convert raw milk into dairy products, including standardisation, pasteurisation and homogenisation. In addition to these primary manufacturing activities, Maleny Dairies is responsible for the transportation of raw milk (to the processing facility) and dairy products (to end markets) and are involved in warehousing and storage.

Maleny Dairies processing increases the value of the raw milk it receives through manufacturing (which requires capital, services, expenditure, and use of other ingredients from many SEQ businesses) together with other supply chain activities such as transport, marketing and storage. All of which contributes significant expenditure to the Queensland economy

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3.2 Importance of Maleny Dairies to its Value Chain

In 2022-23 Maleny Dairies provided \$14.6 million in payments to Queensland Dairy farmers for raw milk as well as \$13.2 million in operational, sales, marketing and distribution payments to its supply chain. This expenditure directly and beneficially impacts these SEQ and Queensland businesses and in turn the economy. Maleny Dairies importance can be further evidenced in the following testimonials provided as part of the report's value chain census.

"Our partnership with Maleny Dairies holds significant importance for our business as it represents a harmonious synergy that benefits both parties. We look forward to a long and prosperous relationship, characterised by mutual growth, sustainability, and the delivery of a high-quality service for their brand and products."

Creative Design

"We appreciate Maleny Dairies supporting our small family business and keeping our money on the Hinterland circulating to create more jobs for locals and growing our own economy. "

Supply Storage Containers and Site Storage Facilities Transport and Freight Services

"Without Maleny Dairies we wouldn't be in business."

Raw milk

"Love the connection to community and enhancing healthy living. A real sense of social awareness and genuine desire to be the best!"

Sponsorship, Athlete support Community Engagement

"We value all customers and have had a long term relationship with Maleny Dairies."

Pumps, pipe, fittings, filtration, pump repairs

"We are a local business that loves to support other local business like Maleny Dairies."

Hydraulic hose & fittings (maintenance/repairs/supply)

"Growing businesses on the Sunshine Coast are important to us as they help our local economy, which in turn helps us."

Cleaning Products and Supplies

"I am very proud to support & be supported by Maleny Dairies."

Uniforms & embroidery

"We have a great relationship with Maleny Dairies and have done for the last 10 Years. We provide regular service and testing which adds to our diverse customer portfolio."

Refrigeration service and parts supplier Hygienic dairy processing equipment servicing and parts supplier

“Maleny Dairies provides us with regular sustainable work. They are our bread and butter so to speak. We always find working with them a pleasure and being onsite we can see the quality and their local knowledge really comes through. We provide an exceptional service so they can in turn provide an exceptional service to their customers.”

Compressed Air and Nitrogen Systems

“Maleny Dairies are a key account in the dairy industry with excellent growth potential. While our revenue from Maleny is currently low we see them as a key account for the future - and they are a client we enjoy working with.”

Valves, Pumps, Heat exchangers and installation materials for liquid food processing

“Very important to us to have a local outlet for sales. We have only just started supplying Maleny Dairies.”

confectionery

“As another dairy product producer the tangible and non-tangible benefits are significant to us and the dairy industry in general.”

Supply of gelato products

“Being able to maintain a level of service for Maleny Dairies is an important part of our Business today and into the future.”

Tyres, Punctures, Wheel Alignments

“Maleny Dairies was absolutely pivotal to our business being able to provide consulting services. They selected us over interstate businesses with more direct experience because they believed in developing Queensland capability. The trust the Dairy placed in us was beneficial to us well beyond the revenue we received from providing services to them.”

Carbon footprint certification

“It is important to note that our relationship with Maleny Dairies has only just begun. We feel strongly that the relationship between us has great potential to grow, and that the revenue Maleny Dairies generates for our business will be pivotal in our success moving forward.”

Marketing and communications support.

“Maleny Dairies is very important as a fellow Queensland company and we would be very keen to work closer with Maleny Dairies.”

Commercial Refrigeration

4.0 Maleny Dairies Economic and Employment Contribution

4.1 Methodology

This report was developed in consultation with Maleny Dairies. The QEAS methodology for the preparation of this report is described below:

- AEAS identified the processes and expenditure involved in the operation of the Maleny Dairies through a comprehensive request for information. This was coupled with a virtual workshop to discuss these materials.
- Maleny Dairies on behalf of QEAS distributed an electronic census form to its entire value chain for completion. 69 fully completed census returns were completed representing 23.9 per cent of all value chain businesses. A full copy of the census is provided in Appendix Two.
- Desktop research was undertaken to establish information currently available for dairy manufacturing in Queensland and Australia as benchmarks for QEAS calculated results.
- Estimates utilising QEAS’s Input-Output model of the direct contribution to SEQ, Queensland and Australia in terms of gross value add and employment were prepared. Direct impacts were calculated as the first round of effects from direct operational expenditure on goods and services by Maleny Dairies and its value chain

The adopted methodology provides an estimate of the total economic impact and employment effect of Maleny Dairies and its value chain. The two types of economic impacts that have been analysed using I-O modelling in this report are Gross Value Added and employment, outlined in the below table.

Table 1: QEAS IO model Metrics

Gross Value added	Employment
<i>Gross value added (GVA) is the measure of the value of goods and services produced in an area, industry or sector of an economy. Value added for a project is comprised of wages and salaries, gross operating surplus of Maleny Dairies and its value chain and its indirect taxes.</i>	<i>A measure of employment levels (full-time, part-time and casuals) required across the Maleny Dairies value chain.</i>

Source: QEAS 2024

Box 1: Methodology explained

The DIRECT economic contribution of Maleny Dairies and its value chain is calculated using an industry value add measure which is the sum of:

Operating Revenue minus Operating Expenditure (referred to as gross operating surplus GOS)

plus

Wages paid to employees

Plus

Indirect Taxes

Through this approach IVA measures the NET contribution an industry / business / project makes to the economy (in this report it is the Maleny Dairies and its value chain).

4.2 Economic Contribution

QEAS analysis of Maleny Dairies operations, detailed financial statements and received value chain census returns confirms the broad economic benefits that Maleny Dairies and its supply chain generates through its dairy product manufacturing.

As detailed in 3.1 there is a significant value chain that directly creates economic activity for SEQ and Queensland. Maleny Dairies maximises the local content for its operations by maintaining current and seeking new relationships with local suppliers. Table 2 shows the net economic contribution of Maleny Dairies and its value chain each year through economic value added in SEQ, Regional Queensland and Interstate.

In 2022-23 Maleny Dairies and its value chain provided \$34.7 million in net economic activity to the SEQ economy, \$4.3 million in net economic activity to Regional Queensland and \$4.3 million in net economic activity interstate. The total annual value add to the Queensland and National economy of Maleny Dairies and its value chain in 2022-23 was \$43.3 million. In addition, the Maleny Dairies and its value chain contribute over \$8.6 million in taxes to fund Government frontline services such as education and health.

Table 2: Net Economic Contribution by Region and Value Chain Segment 2022-23 (\$ millions)

	SEQ	Regional Queensland	Interstate	Sub Total
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Maleny Dairies Key Facts 2022-23:

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 The value add to every dollar paid for raw milk is a multiple of 2.96

4.3 Employment Contribution

Analysis indicates that Maleny Dairies and its value chain supports 343 jobs throughout SEQ, Regional Queensland and interstate. Maleny Dairies directly provides 53 of the jobs, its milk supply dairy farms provide 59 jobs, its milk distribution businesses provide 123 jobs and its remaining supply chain provides 108 jobs. Broken down by region 274 of these jobs are provided in SEQ, 40 are provided in Regional Queensland and 29 jobs are interstate.

Table 3: Jobs Created by Region and Value Chain Segment 2022-23 (persons)

	SEQ	Regional Queensland	Interstate	Sub Total
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Maleny Dairies	53			53
Total	274	40	29	343

Source: QEAS 2023

Maleny Dairies Key Facts 2022-23:

One job is created for every 42,388 litres of milk produced
 Provides \$4.5 million in wages and salaries

4.4 Other Economic Benefits

Sections 4.2 and 4.3 clearly indicate that Maleny Dairies and its value chain make an important contribution to SEQ and Queensland. This includes jobs and value-added, but also other elements that support regional businesses including investment, skills and training, achieving social responsibility goals as discussed in section 2. One of the main contributions dairy processing makes in this space is through ongoing investment in capital, which supports future innovation and growth in the Maleny Dairies' value chain. Dairy processing requires significant capital to support specialised activities, handle logistics capabilities and manage branding and marketing activities. Over the past four years Maleny Dairies has invested nearly \$3.4 million in prime movers, milk tankers, factory extensions, palletisers, vats and tanks, crate wash equipment and milk separation and standardisers.

Appendix One: QEAS Business Information

Queensland Economic Advocacy Solutions delivers services in economic analysis, research and advocacy in Australia and was set up by Nick Behrens following two decades of experience applying these skills in the real world for Australia's business community. More specifically QEAS provides:

- Economic Contribution and Valuation Analysis;
- Data Analysis, Market research and Economic Modelling;
- Stakeholder Consultation; and
- Government Relations and Submissions.

QEAS delivers services nationally to exemplary organisations including Australian Industry Group, Australian Gas Industry Trust, BASF, Brisbane Airport Corporation, CCIQ, Canegrowers, IOR Pty Ltd, LifeFlight, Maleny Dairies, Master Builders Australia, Natroads, Port of Brisbane, Property Council of Australia, Queensland Resources Council, RACQ, Remondis, Suncorp, VTA, Victorian Waste Management Association, unions, local government authorities, the Commonwealth and State Governments and many others.

We can be engaged for either a special project (for the entire project or just the parts our clients need help with) or on an ongoing basis. We will take the time to understand your unique challenge and create a partnership with you to tailor a solution specific to your budget. We engage with confidentiality and integrity. Choose QEAS for our expertise, professionalism and ability to work with our valued clients to achieve exceptional results.

Contact Details:

Nick Behrens
Director
Queensland Economic Advocacy Solutions
PO Box 847, Bulimba QLD 4171
Mobile 0448 034 355
nickbehrens@qeas.com.au
www.qeas.com.au
ABN 57028574915

Report Author: Nick Behrens

Across his professional career Nick has realised many outstanding outcomes to complex challenges for the business community. He possesses significant experience in gathering and presenting information, and leveraging that information to achieve results across a range of areas including economic, taxation, regulatory environment, workers compensation, employment legislation, population, infrastructure and planning issues. As Director of Queensland Economic Advocacy Solutions (QEAS), Nick provides:

- Exceptional understanding of social, political and economic issues impacting on business and the economy;
- Considerable real-world application of project, business and economic research and analysis;
- Significant expertise in advocacy, including government and stakeholder relations;
- In-depth and firsthand knowledge of the workings of Government;
- Extensive networks in political, government, business and community sectors;
- Previous appointments on a number of high level Government committees; and
- Media commentator and public speaker.

Nick's representations are based on extensive research and his preferred approach to economic analysis, research and advocacy is to achieve results by working with stakeholders behind the scenes to secure positive and lasting outcomes. He places much emphasis on having a thorough and convincing evidence that is readily understood and in turn leads to real world application and solutions.

Appendix Two: Supply Chain Census Questionnaire



Economic Contribution Survey 2023

As a valued supplier of Maleny Dairies, we are seeking your help in understanding our current impact on the Queensland economy.

Through a survey, Maleny Dairies, will quantify its benefits to the Queensland economy and community as a result of our dairy production and supply chain.

One of the key untapped markets for Maleny Dairies is supplying dairy products to the Queensland Government. Key Queensland Government procurement criteria includes value for money, quality and reliability but also economic and employment benefit for Queenslanders. Should Maleny Dairies win increased business with the Queensland Government, we are confident this will have direct flow-on benefits to our supply chain.

Through its annual budget and supply chain, Maleny Dairies' operations are providing prosperity across SEQ in economic activity and jobs. This survey will measure and quantify, through its annual budget and supply chain, both the collective economic and social contribution.

Please support us by taking 2 minutes of your time to complete this survey by Friday 20 October 2023.

Please note: All survey responses are strictly confidential* and will only be used to report an aggregated benefit to Queensland.

If you have any questions about this survey please contact Tanya Alison 0432 865 492 or email support@malenydairies.com

*Information collected will not be shared with any third party, will be used solely for the purposes of this project and will be destroyed at the end of the project.

1. Please provide your business **name**:

2. Please provide the **postcode** of your business in Queensland:

3. Please indicate what type of **goods and services** your business has provided to Maleny Dairies over the past 12 months:

* 4. How many **employees** (headcount including full-time, part-time, casual) does your organisation currently employ in Queensland (please estimate if needed):

5. During the past twelve months what approximate **percentage** of your business **revenue** is attributable to Maleny Dairies (please estimate if needed):

6. Please describe the **importance** that Maleny Dairies has for your business: