



REGIONAL INNOVATION SUMMIT

APPENDIX

Cultural Revolution

regional
growth

talent

cultural revolution

community

change

innovation

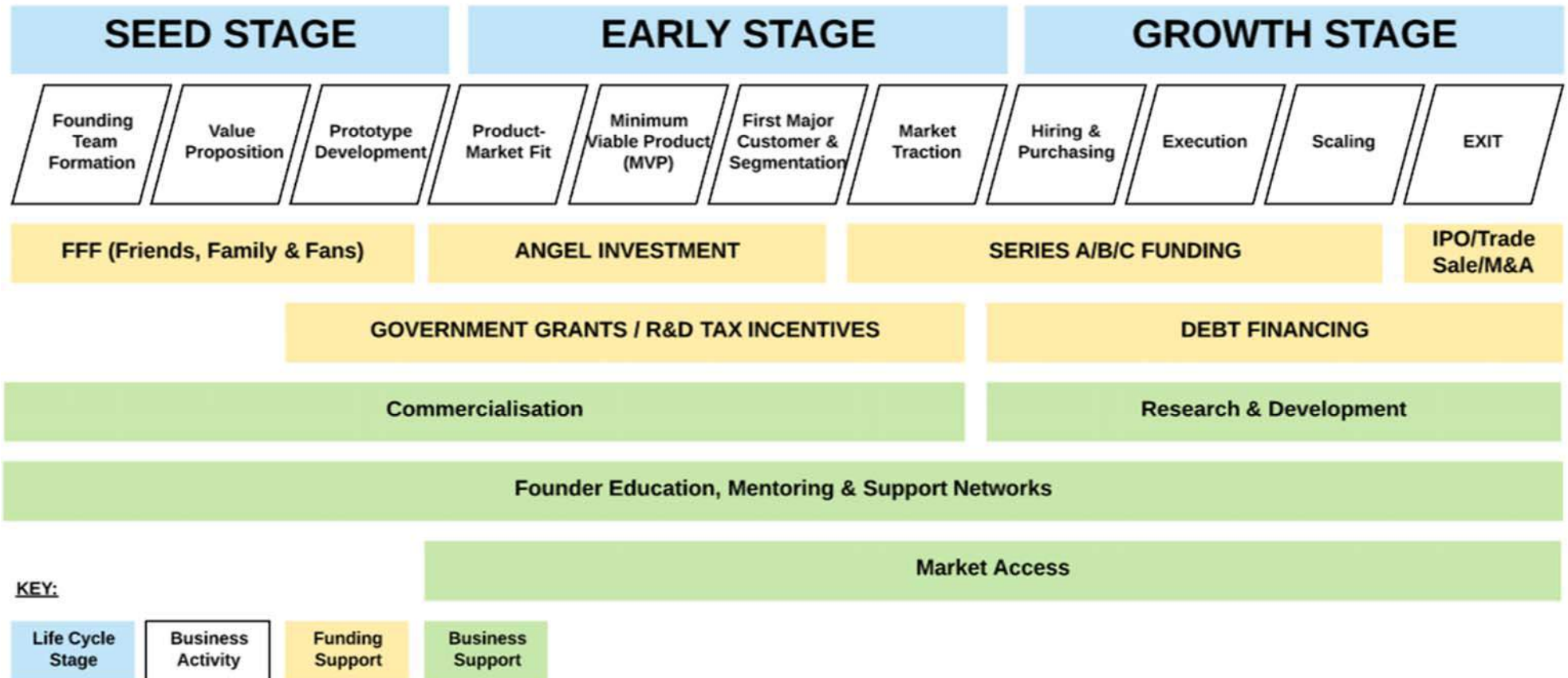


WA INNOVATION STRATEGIC ROADMAP TEMPLATE

SHARED VISION	What type of place are we trying to become?	VALUE PROPOSITION	Who do we serve and how will our efforts make things better?
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INNOVATION PILLARS	TALENT, SKILLS & ENTREPRENEURS	INVESTMENT & INFRASTRUCTURE	CULTURE & COLLABORATION	MARKETING & PROMOTION
	WHY is this important?	How do we build and maintain a strong pipeline of talent with a relevant mix of STEM and entrepreneurial skills to commercialise ideas globally?	How do we ensure an accessible network of transport, telecoms and capital to facilitate the movement of people, information and goods?	How do increase connectivity between regions and stakeholders to better support entrepreneurs and innovators for success?
WHO is involved that can make this a success?	<p>Innovation Champions: Provides political, business or financial influence or support to sponsor change</p> <p>Innovation Drivers: Coordinates with stakeholders and facilitates action towards outcomes</p> <p>Benchmark Leaders: Have led successful changes in communities and can share knowledge or experience</p> <p>Keystone Businesses: Firms that represent the largest employers or investors in the region</p> <p>Focus Clients: Entrepreneurs and innovators being supported by the ecosystem to turn economic inputs into outputs at an accelerated pace</p>			
WHAT will get us to our vision?	<p>GOAL 1:</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="background-color: #FFD700; padding: 5px; border: 1px solid black; text-align: center;">PROJECT #1</div> <div style="background-color: #FFD700; padding: 5px; border: 1px solid black; text-align: center;">PROJECT #2</div> <div style="background-color: #FFD700; padding: 5px; border: 1px solid black; text-align: center;">PROJECT #3</div> </div>			
HOW will we measure traction & celebrate success?	<p>ASSETS & INVESTMENT INPUTS:</p> <ol style="list-style-type: none"> Government Infrastructure Education Buisness Industry Clusters 	<p>ECONOMIC OUTPUTS:</p> <ol style="list-style-type: none"> Gross Regional Product / Export Ratio Job Gain & Loss Unemployment Rate Education Attainment Per Capita Income 	<p>INNOVATION OUTPUTS:</p> <ol style="list-style-type: none"> Patents R&D Spending (Public/Private) New Business Starts / Closures Concentration of Startups & Gazelles Migration Flows & Brain Drain 	<p>QUALITATIVE SCORECARD:</p> <ol style="list-style-type: none"> Easy to do business Availability of talent Access to capital Industry Cluster Connectivity Entrepreneurial Network Presence
WHEN will we achieve our vision?	<p>HORIZON 1: Next 2 years</p> <p>HORIZON 2: 3 - 5 years</p> <p>HORIZON 3: 6 - 10 years</p>			

Evolution of a Start-up



Innovation Initiatives

FOCUS AREA	ED STRATEGY	INITIATIVE	DESCRIPTION	INVEST SOURCE				DELIVERY FORMAT	WA PILLARS				REF Benchmarks/Examples	
				Government	Business	Infrastructure	Education		Talent & Skills	Investment & Infrastructure	Culture & Collaboration	Marketing & Promotion		
Innovation Hubs (Pipeline Development)		Incubators	Non-profit space & support for seed-stage startups not yet commercialised	X	X	X	X	Network, Education, Service, Events	X	X	X	X	Y Combinator, BlueChilli, Bloom	
		Accelerators	Non-profit space & support for seed to early stage startups (fixed time limit)	X	X	X		Network, Education, Service, Events	X	X	X	X	Muru-d, Amcom Upstart	
		Co-working Spaces	Space for mobile & stationary entrepreneurs to work		X	X		Network, Infra Project		X	X	X	SpaceCubed, SyncLabs	
		Maker Spaces & Co-operatives	Space & support for creative & lifestyle entrepreneurs		X			Network, Infra Project		X	X	X	Maker + Co	
		Public-Private Partnerships (PPP)	Jointly funded groups driving economic change		X	X	X	X	Network, Infra Project, Events	X	X	X	X	Morocco Solar, US NY Metro
		Advisor & Consultant Network	Group of service contractors interested in innovation		X				Network	X	X	X	X	Big 4 (EY/KPMG/pwC/Deloitte)
		Virtual Freelancer Network	Group of service sub-contractors interested in innovation		X				Network	X	X	X	X	
Innovation Areas (Place-based Investment)		Tech Parks	Multi-building office or manufacturing parks	X	X	X		Infra Project		X		X		
		Research Centres & Labs	Jointly funded by business & education for R&D collaboration	X	X	X	X	Public Funding, Infra Project		X	X	X		
		Innovation Zones/Corridors	Large areas zoned for tax incentives for business attraction	X	X	X		Public Funding		X		X		
		Foreign Direct Investment (FDI) Incentives	Tax incentives for foreign-owned business attraction	X	X	X		Public Funding		X		X		
		Urban Cities	Economic designation for accelerated development major metro region	X	X			Public Funding		X		X		
Growth Zones (Place-based Investment)		Supertowns	Economic designation for accelerated development of regional cities & towns					Public Funding		X		X		
		Open for Business	Marketing to attract business, talent & investment to an area	X	X			Network, Campaign		X	X	X		
		Main Street	Marketing to attract business, talent & investment to an area	X	X			Network, Campaign		X	X	X		
		Leading Industries (Top 5)	Identification of top 10 industries with >5%AGR		X			Network		X	X	X	X	
Cluster Formation (Industry Competitiveness)		Industry Networks	Peak bodies or member organisations of a particular industry		X			Network		X	X	X	X	
		Industry Panels: Policy	Representatives (startup, SME & industry) advising gov on business regulatory issues		X		X	Network		X	X	X		
		Industry Panels: Innovation	Representatives (biz, edu, gov) supporting innovation ecosystem initiatives					Network		X	X	X	X	
		Defence Technology Programs	Connecting biz & gov to solve national security challenges	X	X			Network, Programs		X		X	US DARPA, Israel IDF	
		Collaborative R&D Networks	Groups working together on technological advancement & commercial applications					Network, Events		X	X	X	X	
		Talent Recruitment Marketing	Marketing recruitment of missing talent from other cities/countries	X	X		X	Network, Campaign		X	X	X	X	
		Business Recruitment	Marketing recruitment of relocation or office setup from other cities/countries	X		X		Network, Visits, Campaign		X		X		
Business Focus Groups (Pipeline Development)		Keystone Businesses	Largest employers		X			Network, Visits, Events			X	X		
		High Growth Firms / Gazelles	Established businesses with 20% AGR		X			Network, Visits, Events			X	X		
		Startups	Seed to early stage businesses <5 years (may not be commercialised)		X			Network, Visits, Events			X	X		
Workforce Development (Industry Competitiveness)		Industry Panels: Jobs & Skills	Representatives (biz) advising gov & educ on future work, jobs, skill gaps	X	X		X	Network, Surveys		X		X		
		On-the-Job Training Programs	Collaboration between gov & biz on short-term training to upskill	X	X		X	Network, Education, Events		X	X	X	X	
		Apprenticeships	Collaboration between gov & biz on short-term training to upskill	X	X		X	Network, Education, Events		X	X	X	X	
		Internships	Collaboration between edu & biz on providing job experience to students		X		X	Network, Education, Events		X	X	X	X	
		STEM Programs	Primary/secondary education exposure to Science, Technology, Engineering & Maths	X			X	Network, Education, Events		X	X	X	X	
		Job Matching Service	Referral service matching job seekers and employers			X		Network, Service		X		X	X	
Education (Pipeline Development)		MBA Programs	Hands-on tertiary education on general business	X		X		Network, Education, Events		X		X	X	
		Founder Bootcamps & Workshops	Short-term learning & mentoring for startup business plans		X	X		Network, Education, Events		X		X	X	
		Diversity Scholarships	Funding for entrepreneurs to receive education & mentoring (gender/race)		X		X	Campaign, Education		X	X	X	X	
		Young Entrepreneur Scholarships	Funding for entrepreneurs to receive education & mentoring (secondary/tertiary)	X		X		Campaign, Education		X	X	X	X	
		Startup Playbooks	Digital learning platform (blogs, videos, how-tos) for startups		X			Education		X				
	eLearning Videos	Digital learning platform (how-to videos) for business planning		X			Education		X					

FOCUS AREA	ED STRATEGY	INITIATIVE	DESCRIPTION	INVEST SOURCE			DELIVERY FORMAT	WA PILLARS			REF Benchmarks/Examples	
				Government	Business	Infrastructure		Talent & Skills	Investment & Infrastructure	Culture & Collaboration		Marketing & Promotion
Events (Pipeline Development)		Business/Industry Awards	Global/national/local biz recognition of biz innovating in their industry	X	X	X	Campaign, Events			X	Testra Small Business, Pinnacle	
		Innovation Awards	Gov recognition of biz with innovative product/service		X		Campaign, Events			X	Innovator of the Year	
		Entrepreneurship Awards	Gov or educ recognition of startups with disruptive & innovative ideas	X	X	X	Campaign, Events			X	West Tech Fest, EY Entrepreneur	
		Innovation Summits	Large events for biz, gov, educ to learn & engage in innovation ecosystem				Campaign, Events		X	X		
		Innovation Showcases	Large events showcasing univ student or biz products/innovations	X	X	X	Campaign, Events		X	X		
		Hackathons	1-2 day events bringing stakeholders to solve real-world challenges		X	X	Events		X	X	StartupWeekend	
		Demo Days	1 day event of startups pitching & demonstrating their prototypes		X		Events				X	TechStars
		Pitch Nights	Networking event of startups pitching business ideas to investors		X		Events				X	Innovation Bay Pitch Night
Commercialisation (Pipeline Development)		Innovator-in-Residence (IIR)	Experienced iglobal specialists hired to build and develop ecosystem	X	X	X	Network, Education, Service	X	X	X	Bill Tai (Curtin)	
		Entrepreneur-in-Residence (EIR)	Experienced entrepreneurs hired to support startup founders	X	X		Network, Education, Service	X	X	X	Tim Brewer (Muru-d)	
		Intellectual Property (IP) Transfer	Transfer of patents and know-how to commercially viable applications		X	X	Service		X			
		Entrepreneurship Programs	Short-term learning & mentoring to commercialise technologies		X	X	Network, Education, Service	X	X	X	X	Founder Institute
Business Support (Firm-level Competitiveness)		Business Needs Surveys	Assessment of biz regulatory, workforce & support needs for growth		X		Surveys			X	X	
		CEO Roundtables (SME Peers)	Regular forums for CEOs to exchange experience for support		X		Network, Events			X	Young Entrepreneurs	
		Business Concierge	Single point of contact to redirect biz needing support to resources	X	X		Service	X	X	X	X	
		Small Business Mentoring	1:1 mentoring to support inexperienced SME owners	X	X		Service	X		X		
		Matchmaking/Referral Programs	Referral service matching buyers and sellers in an industry		X		Service	X		X		
		Market Access Programs	Marketing for SMEs selling into markets with pre-existing gov ties	X	X		Education, Service			X	X	
		Supply Chain Optimisation	Addressing gaps in supply chain connecting buyers & sellers (ports, logistics)		X	X	Education, Service		X	X		
		Trade Delegations & Shows	Discounting costs to exhibit and market in global markets	X	X		Campaign, Service, Events		X	X	X	
Government Grants & Incentives (Pipeline Development)		Export Readiness	Discounting costs to exhibit and market in global markets	X	X		Education, Service		X	X	X	
		R&D Grants & Tax Incentives	Incentives to reduce risk of R&D projects before commercialisation	X	X		Public Funding, Service		X	X	Accelerating Commercialisation	
		Diversity Programs	Incentives to reduce risk of R&D projects before commercialisation	X	X		Public Funding, Service	X	X	X		
		Export Grants & Loans	Incentives to reduce risk of selling to foreign countries	X	X		Public Funding, Service		X	X	X	EFIC
		Co-Investment Funds	Incentives to reduce risk of early stage business ventures	X	X		Public Funding, Service		X	X	X	Israel Yozma, BIRD
		Innovation Program Marketing	Marketing campaigns to brand innovation initiatives for general public awareness	X	X		Campaign			X	X	Advance Queensland
Debt Financing (Firm-level Competitiveness)		Innovator Video Vignettes	Marketing campaigns featuring stories of local entrepreneurs & innovators	X	X		Campaign			X	Advance Queensland	
		Unsecured Business Loans	Institutional loans or lines of credit for business needs & working capital		X		Private Funding		X			
		Secured Business Loans	Institutional loans for business needs secured against personal or business assets		X		Private Funding		X			
		Small Business Loans	Institutional loans for business needs partially underwritten by government	X	X		Public Funding, Private Funding	X	X			
		Diversity Loan Programs	Institutional loans for business needs partially underwritten by government	X	X		Public Funding, Private Funding	X	X		X	
		Equipment Loans	Institutional loans for business asset purchase		X		Private Funding		X			
		Supplier Credit	Line of credit extended by supplier or vendor		X		Private Funding		X			
		Factoring	Line of credit extended against outstanding receivables		X		Private Funding		X			
Equity Financing (Firm-level Competiveness)		Microfinancing	Loans or lines of credit below \$5,000	X	X		Public Funding, Private Funding		X			
		Crowdfunding	Funding raised from a large group of people		X		Private Funding, Campaign	X	X	X	Kickstarter, GoFundMe	
		Impact investment	Funding raised from non-profits/non-institutional sources for social impact ventures		X		Private Funding		X			
		Seed Investment	Funding raised from friends, family and "fans" (FFF) for seed stage ventures (startup)		X		Private Funding		X			
		Angel Investment	Funding raised from non-institutional sources for early stage ventures (startup)		X		Private Funding		X			
		Venture Capital (VC)	Funding raised from non-institutional sources for early/later stage ventures (startup)	X	X		Private Funding		X			
		Mezzanine Financing	Funding raised from institutional sources for later stage ventures (established biz)		X		Private Funding		X			
		Private Equity (PE)	Funding raised from institutional sources for later stage ventures (established biz)		X		Private Funding		X			
		Initial Public Offering (IPO)	Funding raised from stock markets for any stage business venture (exit)		X		Private Funding, Campaign		X	X	X	
		Merger & Acquisition (M&A)	Transfer of ownership from one business venture to another (exit)		X		Private Funding		X			
	Trade Sale	Purchase of intellectual property or market share by another party (exit)		X		Private Funding		X				

CHECKLIST: Do You Have a Strong Ecosystem?

This checklist allows you to gauge if you have the essential elements of an innovation ecosystem in place for your region.

Do public leaders:

- Act as strong, public advocates of entrepreneurs and entrepreneurship?
- Open their doors to entrepreneurs and those promoting entrepreneurship?

Do governments:

- Create effective institutions directly associated with entrepreneurship (research institutes, overseas liaisons, forums for public-private dialogue)?
- Remove structural barriers to entrepreneurship, such as onerous bankruptcy legislation and poor contract enforcement?

Does the culture at large:

- Tolerate honest mistakes, honourable failure, risk taking, and contrarian thinking?
- Respect entrepreneurship as a worthy occupation?

Are there visible success stories that:

- Inspire youth and would-be entrepreneurs?
- Show ordinary people that they too can become entrepreneurs?

Are there enough knowledgeable people who:

- Have experience in creating organizations, hiring, and building structures, systems, and controls?
- Have experience as professional board members and advisers?

Are there capital sources that:

- Provide equity capital for companies at a pre-sales stage?
- Add nonmonetary value, such as mentorship and contacts?

Are there non-profits and industry associations that:

- Help investors and entrepreneurs network and learn from one another?
- Promote and ally themselves with entrepreneurship (such as software and biotechnology associations)?

Are there educational institutions that:

- Teach financial literacy and entrepreneurship to high school and college students?
- Allow faculty to take sabbaticals to join start-ups?

Does the public infrastructure provide sufficient:

- Transportation (roads, airports, railways, container shipping)?
- Communication (digital, broadband, mobile)?

Are there geographic locations that have:

- Concentrations of high-potential and high-growth ventures?
- Proximity to universities, standards agencies, think tanks, vocational training, suppliers, consulting firms, and professional associations?

Are there formal or informal groups that link:

- Entrepreneurs in the country or region and diaspora networks—in particular, high-achieving expatriates?
- New ventures and local offices of multinationals?

Are there venture-oriented professionals, such as:

- Lawyers, accountants, and market and technical consultants who will work on a contingency basis, or for stock?

Are there local potential customers who are:

- Willing to give advice, particularly on new products or services?
- Willing to be flexible with payment terms to accommodate the cash flow needs of young, rapidly growing suppliers?

CHECKLIST: Should you be an Entrepreneur?

1. I don't like being told what to do by people who are less capable than I am.
2. I like challenging myself.
3. I like to win.
4. I like being my own boss.
5. I always look for new and better ways to do things.
6. I like to question conventional wisdom.
7. I like to get people together in order to get things done.
8. People get excited by my ideas.
9. I am rarely satisfied or complacent.
10. I can't sit still.
11. I can usually work my way out of a difficult situation.
12. I would rather fail at my own thing than succeed at someone else's.
13. Whenever there is a problem, I am ready to jump right in.
14. I think old dogs can learn — even invent — new tricks.
15. Members of my family run their own businesses.
16. I have friends who run their own businesses.
17. I worked after school and during vacations when I was growing up.
18. I get an adrenaline rush from selling things.
19. I am exhilarated by achieving results.
20. I could have written a better test and this is what I would add.

Adapted from Daniel Isenberg, "Should you be an Entrepreneur? Take this Test," HBR Blog Network, February, 2010, http://bit.ly/HBR_ER_Test.

Innovation Buzzwords & Definitions

Innovation goes far beyond R&D

Accelerator: accelerators are business support programs that provide short term, intensive packages of support to start-ups and young growth firms (The What Works Centre for Local Economic Growth, 2017).

Angel investor: invest in small start-ups or entrepreneurs. Often, angel investors are among an entrepreneur's family and friends. The capital angel investors provide may be a one-time investment to help the business propel or an ongoing injection of money to support and carry the company through its difficult early stages (Investopedia, N.D.).

Brain drain: in the process in which a place loses its most educated and talented workers to other places through migration. Brain drain can be categorised by push factors (negative characteristics that drive people away) and pull factors (which attract people to other places) (Study, 2017).

Business association: Business associations are membership organizations engaged in promoting the business interests of their members. These associations typically perform activities that would be unduly costly or time-consuming for an individual company to perform by itself, including lobbying, information gathering, research, and setting industry standards (US Legal, 2016).

Co-operative Firm owned, controlled, and operated by a group of users for their own benefit. Each member contributes equity capital, and shares in the control of the firm on the basis of one-member, one-vote principle (and not in proportion to his or her equity contribution) (Business Dictionary, 2017).

Co-working The use of an office or other working environment by people who are self-employed or working for different employers, typically so as to share equipment, ideas, and knowledge. Co-working spaces are often offer business support program such as incubators, accelerators and other services such as legal and accounting (Oxford Dictionary, n.d.).

Entrepreneur refers to enterprising individuals who display the readiness to take risks with new or innovative ideas to generate new products or services (OECD, 2008).

Economic gardening: refers to an entrepreneurial approach to economic development that seeks to grow the local economy from within. Its premise is that local entrepreneurs create the companies that bring new wealth and economic growth to a region in the form of jobs, increased revenues, and a vibrant local business sector. Economic gardening seeks to focus on growing and nurturing local businesses rather than hunting for "big game" outside the area (ICMA, 2010).

Gazelle or High Growth Firm: a high-growth company that is increasing its revenues by at least 20% annually for four years or more, starting from a revenue base of at least \$1 million. This growth pace means that the company has effectively doubled its revenues over a four-year period. As gazelle companies are characterized by their rapid growth pace, rather than their absolute size, they can range in size from small companies to very large enterprises. (Investopedia, N.D.)

Incubator: a business support program that provide co-working plus business support to start-ups. Firms typically pay to join (The Works Centre for Local Economic Growth, 2017).

Industry 4.0: or the forth Industrial revolution refers to productivity increases that are driven by four disruptions:

- data volumes, computational power, and connectivity, especially new low-power wide-area networks;

- the emergence of analytics and business-intelligence capabilities;
- new forms of human-machine interaction such as touch interfaces and augmented-reality systems; and
- improvements in transferring digital instructions to the physical world, such as advanced robotics and 3-D printing (McKinsey & Company, 2015).

Industry clusters are geographic concentrations of interconnected companies and institutions in a particular field... they include, for example, suppliers of specialized inputs such as components, machinery, and services, and providers of specialized infrastructure (Michel Porter, 1998).

Innovation is the implementation of a new or significantly improved product (good or service), or process, a new marketing method, or a new organisational method in business practices, workplace organisation or external relations. It goes far beyond the confines of research labs to users, suppliers and consumers everywhere – in government, business and non-profit organisations, across borders, across sectors, and across institutions (OECD, 2017).

Innovation ecosystem: is the flow of technology and information among people, enterprises, and institutions is key to an innovative process. It contains the interactions between the actors needed in order to turn an idea into a process, product, or service on the market (OECD, 1997).

Innovation hub: are social communities or work space or research centres that provide subject-matter expertise on technology trends, knowledge and strategic innovation management, and industry-specific insights.

Local economic development (LED) offers local government, the private and not-for-profit sectors, and local communities the opportunity to work together to improve the local economy. It focuses on enhancing competitiveness, increasing sustainable growth and ensuring that growth is inclusive.

Maker space a collaborative work space inside a school, library or separate public/private facility for making, learning, exploring and sharing that uses high-tech to no-tech tools (e.g. 3D printers to sewing machines) (Makerspaces, N.D).

Scalability describes a system, model or function to increase capability to cope and perform under increased workload or to meet a market opportunity (Investopedia, N.D)

Start-up: a company that is in the first stage of its operations. These companies are often initially bankrolled by their entrepreneurial founders as they attempt to capitalize on developing a product or service that is not currently being offered elsewhere in the market, or that the founders believe is being offered in an inferior manner (Investopedia, N.D).

STEM (science, technology, engineering and mathematics): is the academic disciplines of science, technology, engineering and mathematics.

Upskill: refers to education or training undertaken by a worker through education or training to increase their competencies to perform current job or for future work (OECD, 2011).

Unicorn: usually a start-up that scales rapidly, usually without an established performance record, to an estimated valuation of more than \$1 billion (Investopedia, N.D.).

Venture Capitalist - an investor who either provides capital to start-up ventures or supports small companies that wish to expand but do not have access to equities markets (Investopedia, N.D)

Upskill

Suggested Reading & Videos

Reading

- Drucker, P (1985) *Innovation and Entrepreneurship*. Harper Collins Publishers: Sydney
- Edward Lowe Foundation (N.D) *Economic Gardening: An entrepreneur-orientated approach to economic prosperity*. Retrieved from: http://www.hrp.org/Site/docs/ResourceLibrary/EdwardLoweFound_EconomicGardening.pdf
- Hwang, V. and Horowitz, G. (2012) *The Rainforest: the secret to building the next silicon valley*. Regenwald: California.
- Moretti, E (2012) *The New Geography of Jobs*. Houghton Mifflin Harcourt Publishing: New York.
- Porter, M (1998) *The New Economic of Competition*. Harvard Business School. Retrieved from: <https://hbr.org/1998/11/clusters-and-the-new-economics-of-competition>
- Senor, D and Singer, S (2011) *Startup Nation: The Story of Israel's Economic Miracle*
- Ries, E (2011) *The Lean Startup: How Today's Entrepreneurs Use Continuous Innovation to Create Radically Successful Businesses*. Crowne Publishing Group: New York.
- What Works Centre for Local Economic Growth (2017) *Business Advice Toolkit*. Retrieved from: <http://www.whatworksgrowth.org/resources/business-advice-toolkit/>

Videos

- TED Talk: How to Manage for Collective Creativity, by Linda Hill: https://www.ted.com/talks/linda_hill_how_to_manage_for_collective_creativity
- TED Talk: How Great Leaders Inspire Action, by Simon Sinek: https://www.ted.com/talks/simon_sinek_how_great_leaders_inspire_action
- TED Talk: The Single Biggest Reason Why Startups Succeed, by Bill Gross: https://www.ted.com/talks/bill_gross_the_single_biggest_reason_why_startups_succeed
- TED Talk: How to Innovate Small Towns, by Sydney Lai: <https://www.youtube.com/watch?v=s4EdXc36KrA>

Delegate Directory

NAME	ORGANISATION
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Speakers

Andre Veder	Right Foot Forward
Andrew Outhwaite	StartUp WA
Bonnie Lin	B2 Rainmakers
Brad Adams	Ocean Grown Abalone
Chad Renando	Office of the Queensland Chief Entrepreneur
Jordan Gianfrancesco	Independent Creative Founder
Julian Coyne	Australian Information Industry Association WA
Mirjana Prica	FIAL
Rhys Williams	City of Mandurah
Tim Mazzarol	University of Western Australia
Tom Goerke	Cisco Systems

Gascoyne

Gavin Robins	Gascoyne Development Commission
Keiran Wardle	Gascoyne Tourism Board
Marilyn Rulyancich	RDA - Mid West/Gascoyne
Robert Edkins	Food Fibre and Land International Group Pty Ltd

Great Southern

Andrew Sharpe	City of Albany
Angela Simpson	Great Southern Development Commission
Bruce Manning	Great Southern Development Commission
Dennis Wellington	City of Albany
Katie Rigg	Katanning Regional Business Association
Kelvin Flugge	Southern Agriculture Indigenous Landholder Service
Liz Prescott	Southern Dirt
Sally Malone	Creative Albany
Simon Lyas	RDA Great Southern
Vicki Brown	Albany Business Centre

Kalgoorlie - Esperance

Rowena Olsen	Chamber of Minerals and Energy
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Kimberley

Peter Long	City of Karratha
Lockie McDonald	Centre for Culture and story
Mark Davis	Shire of Broome

Mid West

Angie West	Pollinators
Jason McFarlane	FAR Lane
Todd West	Mid West Development Commission

Peel

Adam Dennis	City of Mandurah
Andrew Gulliver	Peel Harvey Catchment Council
Andrew Ward	Peel Development Commission
John Lambrecht	RDA Peel
John O'Neill	Shire of Serpentine Jarrahdale
Mark Newman	City of Mandurah
Paddi Creevey	Peel Development Commission & Regional Development Australia
Tony Lloyd	CYO'Connor Research Facility North Dandalup
Maree Gooch	South Western Wireless WA

Pilbara

Alexis Guillot	Pilbara Regional Council
Grant Cuel	City of Karratha
Paul Jagger	The Business Centre Pilbara

South West

Hon. Adele Farina MLC	Member for South West Region
Hon Dr Sally Talbot MLC	Member for South West Region
Alan Bassham	Pulse Association of the South East
Angela Banchillon	Central Queensland University - Busselton
Angelique Fransen	WATIOC
Ben Rose	Shire of Donnybrook-Balingup
Brian Robinson	Shire of Manjimup
Carmel Norris	Augusta CRC
Charles Jenkinson	Regional Development Australia
David Blurton	Shire of Collie
David King	Forrest Personnel Limited
Don Punch	Local Member for Bunbury
Erin van Noort	Chamber of Minerals and Energy
Fiona Fitzgerald	Business South West
Gary Brennan	City of Bunbury
Jennifer Franceschi	Fresh Produce Alliance/ South West Development Commission
Jodie Richards	Busselton CCI
Joel McGuinness	Jam Creative
Jon Berry	City of Busselton
Katie Van Den Brand	Maker + Co
Laurie Walker	Nauti Craft
Lyn Farrell	Edith Cowan University South West
Mal Osborne	City of Bunbury
Mark Chester	Shire of Dardanup
Mat Lewis	South West Development Commission
Matt Grainger	Bunbury Wellington Economic Alliance

Maxine Palmer	City of Busselton	Katie Bawden	Department of Primary Industries and Regional Development
Neil Guise	Department of Primary Industries and Regional Development	Kirsty Lawson	Department of Primary Industries and Regional Development
Nick Belyea	South West Development Commission	Kim Stone	The Arcs Group
Nick Belyea	South West Development Commission	Kitty Prodonovich	Regional Chamber of Commerce and Industry
Nick Ellis	Cristal	Linda Reddi	Deloitte
Paul Sheedy	Shire of Capel	Malinda Nixon	Cinefest Oz
Pauline Vukelic	Dunsborough Yallingup CCI	Mark Scott	Office of the Hon. Alannah MacTiernan MLC
Peter Griffyn	Margaret River CCI	Mark Stickells	University of Western Australia
Peter Harms	Collie CCI	Michael Ridout	Curtin University
Rebecca Ball	South West Development Commission	Natasha Ayers	AgriStart
Robyn Fenech	Bunbury Geographe Growth Plan Partnership	Neil Burgess	Office of the Hon. Dave Kelly MLC
Robyn Morris	Small Business Centre Bunbury	Norelle O'Neill	Department of Jobs, Tourism, Science, Industry
Scott Robinson	Jack in the Box	Paul Farrell	Regional Development Trust
Stan Liaros	Bunbury Apprentice and Traineeship Company	Paul MacPhail	Country Art WA
Wheatbelt		Paul Nicholls	Curtin University
Amanda Walker	Wheatbelt Business Network	Roban-Lynne Clarke	AusIndustry
Anna Dixon	CreativeIQ	Roma Sharp	NERA
Jason Whiteaker	Shire of Northam	Susannah Wallman	Enterprise Learning Projects
Pip Kirby	Wheatbelt Development Commission	Travis Thomas	Integral Development
Ross Rayson	Shire of Northam		
Steve Mason	Innovation Central Midlands		
Wendy Newman	Wheatbelt Development Commission		
Perth			
Adam Levin	Forum for Directors of Indigenous Organisations		
Annie Brox	Origo Pty Ltd		
Antoinette Quinlan	Deloitte		
Ashley Talbot	Department of Primary Industries and Regional Development		
Bella Buttler	Curtin University		
Cettina Raccaia	RAC		
Chandra Sundaeswaran	Spacecubed		
Danelle Cross	Curtin Ignition		
Daniela Matheys	Office of the Hon. Alannah MacTiernan MLC		
David Eaton	Small Business Development Commission		
Dean Newton	Department of Primary Industries and Regional Development		
Deb Hancock	SciTech		
Debra Cousins	Department of Jobs, Tourism, Science, Industry		
Fiona Haslam	University of Western Australia		
McKenzie			
Gavin Stack	Convergio		
Jill Stajduhar	NERA		
Julie Ann Gray	Office of the Hon. Alannah MacTiernan MLC		