Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

Question 1
Outcome 1
Topic: Location of TradeStart Offices
Hansard page: FAD&T 101

Senator Conroy asked:
Could we get a list of where they *[TradeStart offices]* are based?

Answer:
TradeStart offices are based in the following locations:

AUSTRALIAN CAPITAL TERRITORY
Barton – Australian Business Limited

NEW SOUTH WALES
Sydney (CBD) – Australian Business Limited
Sydney (**covers NSW/Vic/ACT/Tas)**– Australian Interactive Media Industry Association
Sydney (Mascot) – Australian Business Limited
Sydney (Parramatta) – Australian Business Limited
Sydney (Penrith) – Australian Business Limited
Bathurst – NSW Department of State and Regional Development
Coffs Harbour – NSW Department of State and Regional Development
Dubbo – Dubbo City Development Corporation
Gosford – NSW Department of State and Regional Development
Nowra – NSW Department of State and Regional Development
Sutherland/St George (Kirrawee) – Australian Institute of Export (NSW)
Tamworth – NSW Department of State and Regional Development
Wagga Wagga – NSW Department of State and Regional Development
Wollongong – Australian Industry Group

NORTHERN TERRITORY
Alice Springs – Chamber of Commerce Northern Territory
Darwin – Chamber of Commerce Northern Territory

QUEENSLAND
Brisbane – Australian Electrical and Electronic Manufacturers' Association
Brisbane – Australian Industry Group
Brisbane – Commerce Queensland
Bundall (covers QLD/SA/WA/NT) – Australian Interactive Media Industry Association
Bundaberg – QLD Department of State Development
Cairns – QLD Department of State Development
Emerald – Central Queensland Area Consultative Committee
Rockhampton – QLD Department of State Development

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

Southport – QLD Department of State Development
Toowoomba – QLD Department of State Development

SOUTH AUSTRALIA
Adelaide – Centre for Innovation Business and Manufacturing
Adelaide (national coverage) – Australian Wine Export Council
Berri – Riverland Development Corporation
Mt Gambier – Limestone Coast Regional Development Board
Naracoorte (Mt Gambier Branch Office)
Port Lincoln – Eyre Regional Development Board
Whyalla – Upper Spender Gulf Common Purpose Group

TASMANIA
Hobart – Department of Economic Development
Hobart – Tasmanian Chamber of Commerce and Industry
Launceston – Department of Economic Development

VICTORIA
Ballarat – Australian Institute of Export (VIC)
Bendigo – Australian Institute of Export (VIC)
Dandenong – Department of Innovation, Industry and Regional Development
Geelong – Department of Innovation, Industry and Regional Development
Melbourne – Australian Industry Group
Melbourne – Victorian Employers' Chamber of Commerce and Industry
Melbourne (North) – NIETL/NORTH Link, La Trobe University
Mildura – Australian Institute of Export (VIC)

WESTERN AUSTRALIA
Albany – Great Southern Development Commission
Bunbury – South West Development Commission
Carnarvon – Gascoyne Development Commission
Geraldton – Mid West Development Commission
Kununurra – Kimberley Development Commission
Broome (KDC Branch Office)
Derby (KDC Branch Office)
Perth – WA Department of Industry and Resources
Perth – Small Business Development Corporation

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

Question 2
Outcome 1
Topic: Non–exclusive alliances with accounting firms—number of staff trained
Hansard page: FAD&T 102

Senator Conroy asked:

a. How many staff have been trained at Hayes Knight as part of the non–exclusive alliance with Austrade?

b. How many staff do you intend to train at RSM Bird Cameron as part of the non–exclusive alliance with Austrade?

Answer:

a. 12 partners/senior advisers from the national accounting firm, Hayes Knight commenced an initial professional development program in January 2004, which followed a successful pilot with CPA Australia, at the end of 2003.

b. It is not yet confirmed how many from RSM Bird Cameron will be involved in the professional development program but we anticipate it will be initially in the range of 12–15 partners and senior advisers.

Question 3
Outcome 1
Topic: Non–exclusive alliances with accounting firms—Austrade resources
Hansard page: FAD&T 102

Senator Conroy asked:
What Austrade resources have been allocated to training staff as part of the non-exclusive alliances with accounting firms?

Answer:
The 'training', or professional development of staff in alliance partners involves 2 days of 'face to face' workshops including the completion of 6 modules of online learning, which has been developed through the Austrade Institute.

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

Question 4
Outcome 1
Topic: Australia–US FTA—Austrade's role in the negotiations
Hansard page: FAD&T 107

Senator Conroy asked:
What role has Austrade played, if any, in the Australia–US FTA negotiations?

Answer:
Austrade played no direct role in the Australia–US FTA negotiations. However, broad market information was provided in support when required.

Question 5
Outcome 1
Topic: Australia–US FTA—Communicating news of the agreement to clients
Hansard page: FAD&T 107

Senator Conroy asked:
Can we get a copy of the letter sent to clients from Minister Vaile advising that the Government had concluded negotiations on an Australia–US FTA?

Answer:
Copy of the letter attached.

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

The Hon Mark Vaile MP

Minister for Trade
Deputy Leader of The Nationals

<Insert mailing date>

Dear Exporter

Together with my US counterpart Bob Zoellick, I recently initialled a text for a Free Trade Agreement between Australia and the United States. I wanted to be sure that you were informed of the details as soon as possible.

The agreement we have struck is the culmination of months of effort, and a great example of government working with industry to deliver real economic benefits for Australians and Australian firms. The Agreement offers Australia greater access to the world's largest and most dynamic market, across all sectors of the economy. It includes:

- Immediate, free and open access to the US market for Australian exporters of almost all manufactured goods and services;
- Substantial access for Australia's agricultural sector, including for our beef and dairy producers, with more than 66 per cent of agricultural tariffs going to zero from day one of the Agreement;
- Full access for Australian goods and services to the $200 billion market for federal government procurement in the United States;
- Enhanced legal protections that guarantee market access and non-discriminatory treatment for Australian service providers in the US market; and,

Australian Trade Commission (Austrade)
Level 25, Aon Tower, 201 Kent Street, Sydney NSW 2000 | GPO Box 5301, Sydney NSW 2001 AUSTRALIA
Telephone: 13 28 78 | Facsimile: 61 2 9390 2800 | www.austrade.gov.au

ABN 11 764 698 227

- Harmonisation of elements of our intellectual property regime with that of the largest intellectual property market in the world, and a global leader in innovation and creative products.

Importantly, critical elements of Australian public policy have not been compromised:

- The systems we have in place to ensure that our health and our environment are protected, such as our quarantine regime, are not affected;

- The Pharmaceutical Benefits Scheme (PBS), in particular the price and listing arrangements that ensure Australians access to quality, affordable medicines, remains intact;

- The right to examine significant foreign investment proposals in all sectors, to ensure they do not raise issues contrary to the national interest, is retained;

- Our right to ensure local content in Australian broadcasting and audiovisual services, including in new media formats, is retained.

- Australia's single-desk arrangements for marketing Australian commodities to the world, such as the AWB Ltd, are not affected.

I believe strongly that the agreed text for the FTA between Australia and the United States reflects commercial realities and the national interest. This is a good deal that will further integrate the Australian economy with the largest and most dynamic economy in the world, delivering lasting benefits for generations of Australians.

I look forward to discussing the agreed text further with you, and to your support for its passage through the Australian Parliament, and before the Australian people. I have attached some background material. Further information, including detailed fact sheets on all issues covered by the agreement, can be obtained by calling the AUSFTA hotline (1 300 558 413), by visiting the Department of Foreign Affairs and Trade website [www.dfat.gov.au/trade/negotiations/US.html], or by emailing us_fta@dfat.gov.au. If you would like to know more about the practical aspects of exporting to the United States, please contact Austrade on 13 28 78 or visit www.austrade.gov.au

Yours sincerely

MARK VAILE

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

Question 6
Outcome 1
Topic: Australia–US FTA—Contact with companies regarding the FTA
Hansard page: FAD&T 110

Senator Conroy asked:
Did Austrade identify the Port Lincoln Tuna Fishers as a company for Minister Vaile to visit on his recent trip to the district?

Answer: No.

Question 7
Outcome 1
Topic: Australia–US FTA—Contact with companies regarding the FTA
Hansard page: FAD&T 111

Senator Conroy asked:
Did Austrade identify the Footscray Market for Minister Vaile to visit on his recent trip to the district?

Answer: No.

Question 8
Outcome 1
Topic: Australia–US FTA—Contact with companies regarding the FTA
Hansard page: FAD&T 111

Senator Conroy asked:
Have you passed on the names of companies that Austrade has identified as having an interest in the Australia–US FTA to anybody outside your organisation?

Answer:
In the normal course of providing briefing material regarding export in locations to which the Minister for Trade, the Prime Minister and other Ministers travelled, the details of a number of companies which Austrade knew to have a potential interest in the US market were provided.

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

Question 9
Outcome 1
Topic: Australia–S FTA—Contact with companies regarding the FTA
Hansard page: FAD&T 110/111

Senator Conroy asked:
Will any of these companies that you have identified or are potentially going to identify be requested to appear at media events with Minister Vaile or the Prime Minister in support of the deal?

Answer:
Austrade is not in a position to respond as this would be a matter for the Minister for Trade/Prime Minister respectively.

Question 10
Outcome 1
Topic: Australia–S FTA—Contact with companies regarding the FTA
Hansard page: FAD&T 110/111

Senator Conroy asked:
Has anybody directed Austrade to identify these companies?

Answer:
Austrade provided comment on the Australia–US FTA from some companies. These comments were gathered as part of Austrade's routine networking with Australian industry.

Briefing requests were received in the normal manner from the Office of the Minister for Trade in relation to planned Ministerial and Prime Ministerial travel. Routinely, such briefings include requests for a focus on particular industry sectors, or issues. In some recent requests for briefings was a focus on identifying any companies known to Austrade to have an interest in the US market.

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

Written questions on notice from Senator Conroy

Question 11:
Could you provide a list of all administered programmes in Austrade, including:

- A description of the programme;
- number of people directly receiving funds/assistance under the programme;
- a breakdown on those receiving funds/assistance under the programme by electorate;
- the policy objective of the programme;
- whether the programme is ongoing;
- the funding in each financial year of the forward estimates for the programme (with a breakdown of administered and departmental expenses), including:
    - how much funding was allocated for the programme;
    - how much is committed to the programme; and
    - how much is unspent.
- indication of whether an evaluation of the programme effectiveness has been conducted:
    - if so, when that evaluation occurred; and
    - if so, the conclusion of that evaluation.

Answer:
There are two programs administered by Austrade, the Export Market Development Grants (EMDG) scheme and the International Trade Enhancement Scheme (ITES).

Export Market Development Scheme (EMDG)

- The Export Market Development Grants (EMDG) scheme is the Australian Government's principal financial assistance program for aspiring and current exporters.

  The $150.4m per annum scheme assists Australian small and medium–sized businesses to enter and build sustainable export markets by reimbursing up to 50 per cent of expenses incurred on eligible export promotional activities, less the first $15,000.

  The scheme supports a wide range of businesses, industry sectors and products, including inbound tourism and the export of intellectual property and know–how.

  To access the scheme, eligible businesses need to have spent at least $15,000 in the previous financial year on eligible export marketing expenses. First–time applicants are permitted to incur these expenses over the last two financial years.

- 4022 businesses applied for EMDG grants in 2003–04. To date (19 March 2004), 2708 of these businesses have received EMDG grants. (This 2708 figure relates to grants paid in respect of the 2002–03 grant year i.e. to grant applications received during 2003–04.)

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

- The following table provides a breakdown by electorate of the total number of businesses that have applied for and received EMDG grants in 2003–04 to date (19 March 2004):

Table: EMDG grants paid in 2003–04 to 19 March 2004, by Commonwealth electoral division (for the 2002–03 grant year).

Commonwealth Electoral division	Total no. of recipients
Adelaide	96
Aston	18
Ballarat	15
Banks	12
Barker	12
Barton	7
Bass	7
Batman	9
Bendigo	7
Bennelong	21
Berowra	18
Blair	3
Blaxland	8
Bonython	6
Boothby	18
Bowman	10
Braddon	3
Bradfield	28
Brand	2
Brisbane	95
Bruce	18
Burke	4
Calare	7
Calwell	16
Canberra	6
Canning	9
Capricornia	3
Casey	14
Charlton	2
Chifley	9
Chisholm	29
Cook	18

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

Commonwealth Electoral division	Total no. of recipients
Corangamite	5
Corio	7
Cowan	17
Cowper	6
Cunningham	4
Curtin	69
Dawson	22
Deakin	19
Denison	13
Dickson	9
Dobell	3
Dunkley	7
Eden-Monaro	5
Fadden	16
Fairfax	16
Farrer	4
Fisher	13
Flinders	12
Forde	10
Forrest	22
Fowler	3
Franklin	3
Fraser	19
Fremantle	37
Gellibrand	21
Gilmore	2
Gippsland	2
Goldstein	10
Grayndler	34
Greenway	14
Grey	6
Griffith	17
Groom	7
Gwydir	8
Hasluck	8
Herbert	12
Higgins	28
Hindmarsh	18
Hinkler	5
Holt	12
Hotham	15

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

Commonwealth Electoral division	Total no. of recipients
Hughes	6
Hume	4
Hunter	8
Indi	6
Isaacs	29
Jagajaga	13
Kalgoorlie	7
Kennedy	7
Kingsford Smith	26
Kingston	6
Kooyong	35
La Trobe	22
Lalor	12
Leichhardt	65
Lilley	20
Lindsay	10
Lingiari	5
Longman	6
Lowe	16
Lyne	3
Lyons	2
Macarthur	5
Mackellar	21
Macquarie	14
Makin	2
Mallee	7
Maranoa	6
Maribyrnong	6
Mayo	25
McEwen	8
McMillan	5
McPherson	25
Melbourne	117
Melbourne Ports	57
Menzies	13
Mitchell	10
Moncrieff	71
Moore	4
Moreton	21
Murray	5
New England	7

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

Commonwealth Electoral division	Total no. of recipients
Newcastle	7
North Sydney	86
O'Connor	10
Oxley	15
Page	2
Parkes	3
Parramatta	12
Paterson	11
Pearce	8
Perth	42
Petrie	6
Port Adelaide	37
Prospect	11
Rankin	8
Reid	19
Richmond	25
Riverina	8
Robertson	6
Ryan	21
Scullin	7
Shortland	3
Solomon	8
Stirling	20
Sturt	20
Swan	36
Sydney	313
Tangney	12
Throsby	4
Wakefield	28
Wannon	1
Warringah	25
Watson	6
Wentworth	39
Werriwa	9
Wide Bay	4
Wills	9
Total	**2708**

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

- The policy objective of the scheme is to encourage small and medium sized Australian businesses to enter into export and to develop sustainable export markets.

- The *Export Market Development Grants Act 1997* provides that 2005–06 will be the last grant year of the current scheme, with 2006–07 to be the last assessment year (i.e. the year during which applications relating to export marketing expenditure incurred in the previous year are received and paid). Section 106A of that Act requires Austrade to conduct a review of the scheme for the purpose of making recommendations about its continuation and to provide a written review report to the Minister for Trade no later than 30 June 2005.

- Austrade administers the EMDG scheme with a total appropriation of $150.4m for each financial year of the forward estimates for the programme. Up to 5 per cent of this may be spent on administration of the scheme.

  Out of the total EMDG appropriation of $150.4m for 2003–04, $76.4m is unspent at 1st March 2004. On current trends, it is expected that the full $150.4m amount will be spent by 30 June 2004.

- The most recent evaluation of the EMDG scheme was conducted in 1999–2000, when the EMDG program was reviewed by the Austrade Board, assisted by Professor Ronald Bewley, Professor of Econometrics at the University of New South Wales, and PricewaterhouseCoopers (PWC), who carried out a survey and econometric analysis to assist in the review evaluation.

  The results of the Board's evaluation were summarised in the review report. In summary, the Board concluded the following:

  - The objective for the EMDG scheme as set out in the *Export Market Development Grants Act 1997*, i.e. to bring benefit to Australia by encouraging the creation, development and expansion of foreign markets for Australian goods, services, intellectual property and know, is still appropriate and the EMDG scheme is effectively meeting that objective.
  - The changes to the EMDG scheme in 1996 have contributed to improvements in focus and market targeting by applicants.
  - The EMDG scheme is a significant factor influencing businesses to seek out and develop export markets but the key driver is still export opportunities.
  - Businesses are investing the full value of EMDG grants back into export promotion activities and this additional promotion is resulting in additional exports for Australia.
  - The EMDG scheme is effectively meeting the financial needs of businesses, particularly in the early years of export market development.

  (Source: Australian Trade Commission, *Review of the Export Market Development Grants Scheme*, 30 June 2000, p.15)

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

International Trade Enhancement Scheme (ITES)

- The International Trade Enhancement Scheme (ITES) was established in 1990 with the objective of substantially increasing Australia's net export earnings. TES provided low interest loans or royalty based funding of up to $5m to assist participants to enhance the progress of export development projects either with an existing track record or in an advanced state of planning.

- ITES was closed to new participants as a result of decisions made in the 1996 Federal Budget. Around $117m was provided to 106 participants with the final drawdown made in February 2000. There are no further funding commitments. Austrade continues to administer recoveries in respect of six remaining facilities.

- There have been no appropriations for ITES since 1997/98, with administration costs being met from recoveries.

- Austrade evaluated this scheme in 1994 as part of the report *Helping to Meet the Export Challenge*. It concluded that ITES had not been operating long enough at that stage to enable a detailed evaluation to be made, but that the principal objective of the scheme—to substantially enhance Australia's foreign exchange earnings by assisting firms to develop export markets—had been achieved up to that time.

Question 12:
How many Senior Executive Officers (or equivalent) were employed in Austrade in 1996–97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04.

Answer:

1996–97	1997–98	1998–99	1999–00	2000–01	2001–02	2002–03	2003–04
87	84	86	89	90	88	83	68

Note: Figures are as at 30 June each year.

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

Question 13:
What was the base and top (including performance pay) wages of APS 1, 2, 3, 4, 5, 6 (or equivalent), Executive Level 1 and 2 (or equivalent), and SES band 1, band 2 and band 3 (or equivalent) in Austrade in 1996–97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04.

Answer:

	1996–97	1997–98	1998–99	1999–00	2000–01	2001–02	2002–03	2003–04
APS 1 to 4 Equivalent Bottom	$23,947	$23,947	$25,281	$25,660	$26,943	$27,751	$28,584	$34,479
APS 1 to 4 Equivalent Top	$38,457	$38,457	$41,305	$42,001	$44,035	$46,236	$47,624	$50,168
APS 5 to 6 Equivalent Bottom	$38,376	$38,376	$41,664	$42,266	$44,410	$47,494	$46,696	$53,341
APS 5 to 6 Equivalent Top	$49,110	$50,010	$52,642	$52,524	$56,118	$61,602	$63,449	$66,774
EL 1 Equivalent Botton	$51,488	$51,488	$58,179	$58,271	$62,258	$68,112	$70,393	$68,266
EL 1 Equivalent Top	$57,896	$56,896	$61,870	$62,923	$67,229	$70,590	$73,806	$78,360
EL 2 Equivalent Bottom	$59,931	$59,931	$64,307	$66,687	$70,494	$75,389	$77,650	$79,787
EL 2 Equivalent Top	$69,430	$69,430	$74,908	$77,224	$81,416	$89,373	$92,054	$96,945
SES Band 1 Equivalent Bottom	$74,125	$74,400	$92,001	$95,405	$102,921	$113,008	$113,709	$118,603
SES Band 1 Equivalent Top	$84,225	$84,670	$105,253	$106,731	$114,743	$124,602	$128,341	$135,120
SES Band 2 Equivalent Bottom	$88,768	$89,148	$109,557	$111,047	$119,471	$130,647	$130,109	$137,642
SES Band 2 Equivalent Top	$103,751	$104,351	$123,598	$127,745	$136,773	$148,786	$147,508	$155,421
SES Band 3 Equivalent Bottom	$100,507	$104,007	$123,538	$125,122	$134,135	$147,574	$144,834	$152,735
SES Band 3 Equivalent Top	$125,125	$125,825	$150,156	$152,353	$162,507	$176,054	$174,577	$184,704

Note: Figures are as at 30 June each year.

** Total Employment Cost (TEC) Allowance commenced for SES equivalent staff in the 2nd half of 1998 in lieu of a motor vehicle and spouse accompanied travel for staff employed in Australia*

Question 14:
What was the average salary for an SES (or equivalent) in Austrade in 1996–97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04.

Answer:

1996–97	1997–98	1998–99	1999–00	2000–01	2001–02	2002–03	2003–04
$84,352	$83,442	$88,258	$90,883	$96,254	$99,806	$101,755	$108,490

Note: Figures are as at 30 June each year.
(Does not include TEC or Performance Bonus)

Question 15:
How many staff had mobile phones issued by Austrade in 1996–97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04 to date.

Answer:
The response to this question is being compiled and will be forwarded to the Committee as soon as possible.

Question 16:
What was the total mobile phone bill for Austrade in 1996–97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04 to date.

Answer:
The response to this question is being compiled and will be forwarded to the Committee as soon as possible.

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

Question 7:
How many SES (or equivalent) were issued with cars in Austrade in 1996–97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04.

Answer:

	1997–98	1998–99	1999–00	2000–01	2001–02	2002–03	2003–04
In Australia	45	35	37	1	0	0	0
Overseas #	0	0	41	41	43	40	33
Total	45	35	78	42	43	40	33

Note: Figures for 1996-97 not available due to a change of system.
 # Austrade supply a motor vehicle for personal use for all staff on overseas postings from 1 Jan 2000. The number shown is the number of SES equivalent staff overseas

Question 18:
Could you please list all 'management retreats/training' conducted by the Austrade which were attended by employees during 2000–01, 2001–02, 2002–03, 2003–04 to date. For such meetings held off-site from Austrade could you please indicate:

- where (location and hotel) and when they were held;
- how much was spent in total;
- how much was spent on accommodation;
- how much was spent on food;
- how much was spent alcohol/drinks; and
- how much was spent on transport.

Answer:
The response to this question is being compiled and will be forwarded to the Committee as soon as possible.

Question 19:
How many overseas trips were taken by employees in Austrade in 1996–97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04 to date.

Answer:
The response to this question is being compiled and will be forwarded to the Committee as soon as possible.

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

Question 20:
What were the destinations of each of these overseas trips.

Answer:
The response to this question is being compiled and will be forwarded to the Committee as soon as possible.

Question 21:
What was the total cost of overseas trips of staff for by Austrade in 1996–97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04 to date.

- With a breakdown on the cost of accommodation allowances, food, allowances and airflights.

Answer:
The response to this question is being compiled and will be forwarded to the Committee as soon as possible.

Question 22:
2. What was the total cost of domestic trips of staff for Austrade in 1996–97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04 to date.

   - With a breakdown on the cost of accommodation allowances, food, allowances and airflights.

Answer:
The response to this question is being compiled and will be forwarded to the Committee as soon as possible.

Question 23:
How many overseas trips of Ministerial Staff were paid for by Austrade in 1996–97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04 to date.

Answer:
The Department of Finance and Administration is the responsible Agency for paying for overseas trips by Ministerial staff and hence, will be responding to this question.

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

Question 24:
What was the total cost of overseas trips of Ministerial Staff paid for by Austrade in 1996–97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04 to date.

Answer:
The Department of Finance and Administration is the responsible Agency for paying for overseas trips by Ministerial staff and hence, will be responding to this question.

Question 25:
How much was spent on advertising by Austrade in 1996–97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04 to date.

Answer:

1996–97	1997–98	1998–99	1999–00	2000–01	2001–02	2002–03	2003–04
$344,984	$502,661	$772,607	$582,792	$404,331	$1,056,411	$624,962	$368,626

Question 26:
Did Austrade produce publications that provided electorate breakdowns on spending on government programmes in 1996–97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04 to date.

Answer:
Austrade has not produced any publications providing electorate breakdowns on spending on government programs in 1996-97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04 to date.

Question 27:
How much was spent on advertising which provided electorate breakdowns of spending by the government on programmes within Austrade in 1996–97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04 to date.

Answer:
No money was spent on advertising, which provided electorate breakdowns of spending by the government on programmes within Austrade during this period.

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

Question 28:
How much was spent on consultancies by Austrade in 1996–97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04 to date.

Answer:
The configuration of Austrade's financial system does not allow for the extraction of independent figures relating to consultancy expenditure according to the definition of consultants published by the Department of Prime Minister & Cabinet in its annual reporting guidelines.

However, the following amounts include consultancies as defined by the annual reporting guidelines, as well as contractors and amounts for certain other outsourced services such as auditors' fees, legal and security expenses.

1997–98	1998–99	1999–00	2000–01	2001–02	2002–03	2003–04
$10,982,108	$10,336,550	$11,462,197	$10,464,752	$10,552,785	$9,602,559	$5,452,013

NB: Figures for 1996-97 are not available from Austrade's current financial system.

Question 29:
Did Austrade conduct any surveys of attitudes towards programmes run by their department in 1996–97, 1997–98, 1998–99, 1999–00, 2000–01, 2001–02, 2002–03, 2003–04 to date.

AND

Question 30:
On what programmes administered by Austrade were surveys conducted.

Answer:
Austrade has commissioned an external market research company to conduct anonymous client satisfaction surveys of Export Market Development Grant (EMDG) applicants in July of each year. The surveys included both successful and unsuccessful applicants in the previous financial year and were conducted to identify service issues that Austrade might address to enhance scheme administration and client satisfaction.

No survey was conducted in respect of ITES.

Senate Foreign Affairs, Defence and Trade Legislation Committee

Additional estimates 2003–2004, February 2004

Answers to questions on notice from **Austrade**

Question 31:
What were the findings of these surveys.

Answer:
The following table summarises the findings of these EMDG client surveys in each year from 1996 to 2003:

Year	Overall satisfaction with EMDG scheme (%)
1996	85%
1997	62%
1998	84%
1999	85%
2000	87%
2001	86%
2002	88%
2003	82%