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Question Number 1

Australia/US Business Week

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Senator WONG: So they are joint events this year?

Mr Barty: They are joint events this year.

Senator WONG: So why was the decision made to make them joint events?

Mr Barty: We are not conducting an Australian Business Week activity in 2017 so a decision was made that we would join the G'DAY events, not just for the January activities but also over the year. We just conducted a cybersecurity mission to San Francisco, for example.

Senator WONG: Are you able to give me, on notice, a copy of the program for last year's and a copy of the program for this year's?

Mr Barty: Yes, on notice.

Answer

A copy of the delegate programs for AUSBW is at **Attachment A**.

A copy of the delegate program for the RSA cybersecurity mission to San Francisco mission is at **Attachment B**.

A copy of the program for G'Day USA 2017 is available on the public G'Day USA website <http://www.gdayusa.org/calendar/all/2017/>.

AUSBW 2016 Delegate Programs

AUSTRALIA UNITED STATES BUSINESS WEEK



Digital Technology (San Francisco and New York (Optional))

Monday 15 February 2016

San Francisco

Time	Details
	<p>Delegates to arrive in San Francisco on or before Monday 15 February</p> <p>Recommended accommodation:</p> <p>Grand Hyatt San Francisco, 345 Stockton Street, San Francisco, California 94108 Phone: +1 415 398 1234</p> <p>Note: Delegates are responsible for their own flight bookings. Transfers from the airport to hotel can be arranged with the hotel at an additional expense when making your hotel booking.</p>
17:00 – 19:00	<p>Registration and Networking Reception</p> <p>Delegates will register and collect their AUSBW delegate pack, including a lanyard for security and identification for the program of events. Delegates are welcomed to San Francisco by Mr Chris Oldfield, Consul-General and Senior</p>

Time	Details
	<p>Trade Commissioner San Francisco, the Austrade team and run through the program.</p> <p><i>Venue: Grand Hyatt, Bayview, 36th Floor</i></p>
19:00 – 21:00	<p>Opening dinner and keynote address: Future of Technology</p> <p>Mick Johnson is an Australian-American serial entrepreneur who has founded 3 companies as well as held leadership positions at Facebook. Prior to Facebook, Mick co-founded Whereoscope, which was acquired by Zynga in 2011. Whereoscope was an always-on location platform for smartphones, and the first application for Whereoscope helped parents find their kids. The first company Mick co-founded was GasBag, a gas-price finder that hit #1 in Navigation on the iOS App Store. GasBag had over 600,000 users around the world entering fuel prices and saving money, and hit cash-flow positive within a month.</p> <p>Speakers:</p> <ul style="list-style-type: none">> Chris Oldfield, Consul General and Senior Trade Commissioner, San Francisco (facilitator)> Mick Johnson, Co- Founder, Dessert Labs <p><i>Venue: Grand Hyatt, Union Square, 36th Floor</i></p>
21:00	<p>End of Monday program</p>

Time	Details
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Please wear your AUSBW delegate lanyard for security and identification for all events.

07:30 – 09:00 Breakfast Briefing: The State of Silicon Valley

This panel session will bring into conversation three successful Australian entrepreneurs who have built and grown companies in Australia and Silicon Valley. The discussion will explore the state of early stage companies in Silicon Valley and Australia and explore the complexities of the two ecosystems.

Speakers:

- > Ms Holly Cardew, Founder, Pixc
- > Mr Emil Davityan, Co-Founder, Blue Dot Innovation
- > Ms Jenna Tregarthen, Founder, Recovery Record (facilitator)

Venue: Grand Hyatt, Union Square, 36th Floor

09:00 – 09:30 Delegates assemble in the hotel lobby and travel to Airbnb as a group. Transport organised by Austrade.

09:30 – 11:30 Airbnb Briefing: The Disruptive and On-Demand Economy

This panel will feature executives from the leading companies which are creating new markets and disrupting industries providing useful insights and connections for those seeking to unlock the opportunity or potential impact for their businesses.

Airbnb is changing the way people rent properties, use the extra space in their homes, and take their vacations by connecting those who need space with those who have it on hand.

Speakers:

- > Sam McDonagh, Country Manager, Australia & New Zealand, Airbnb
- > April Rinne, Independent Advisor- Sharing Economy: Cities, Policy, Travel & Tourism
- > Michael Masserman, Director of International Government Relations, Lyft
- > Molly Turner, Global Head of Civiv Partnerships, Airbnb

Venue: Airbnb, 888 Brannan St, San Francisco

11:30 – 12:00 Delegates travel to Mark Hopkins Intercontinental Hotel, 999 California St, San Francisco. Transport provided by Austrade.

12:00 – 14:00 Networking Lunch Forum: Privacy and big data

The advantages of “big data” is a well-established orthodoxy in Silicon Valley. Yet as more companies attempt to reap those benefits, they are increasingly faced with privacy restrictions which threaten to minimise the value of information gleaned from customers and business practices.

In this forum, panellists from CSIRO, Wells Fargo and Equinix will consider the delicate balance which companies face when weighing the contours and extent of their big data strategies.

Time	Details
	<p>Focusing on their relationships with customers, governments, and data processors, the proponents and users of big data will discuss the changing environment in which they operate.</p> <p>Moderated panel includes:</p> <ul style="list-style-type: none"> > Roger Magoulas, Director of Market Research, O'Reilly Media > Larry Marshall, CEO, CSIRO > Charles Thomas, Chief Data Officer, Wells Fargo > Tony Bishop, Vice President, Equinix <p><i>Venue: Mark Hopkins Intercontinental Hotel, The Room of the Dons, Ground Floor</i></p>
14:00 – 14:30	<p>Delegates travel to NASDAQ Entrepreneurial Center. Transport organised by Austrade.</p>
14:30 – 15:15	<p>Discussion: Innovation Strategy for Corporates</p> <p>Successful businesses are always looking for the “next big thing”, but not every business has the vision, resources, or capacity to make it happen. Looking to the future can be a distraction, and the dangers of going down the wrong path are ever present. How do Bay Area businesses stay relevant while remaining true to their vision and bottom line? This fire side chat will feature tech entrepreneurs who will discuss their strategies for pursuing the future while thriving in the present.</p> <p>RocketSpace is a well-known incubator and accelerator for technology companies in San Francisco.</p> <p>Speakers include</p> <ul style="list-style-type: none"> > Duncan Logan, CEO, RocketSpace > Angus Armour, Principal Advisor, Business Council of Australia <p><i>Venue: NASDAQ Entrepreneurial Center, 505 Howard St, San Francisco</i></p>
15:15 – 16:00	<p>Networking Break</p>
16:00 – 17:00	<p>Discussion: Future of the Tech IPO Market</p> <p>The tech industry is well-known for its volatility, and the current IPO market is no exception. This dialogue will probe how rising interest rates and questions about valuation will impact the future of Silicon Valley’s business model.</p> <p>NASDAQ is the primary securities exchange for technology companies around the world.</p> <p>Speakers include:</p> <ul style="list-style-type: none"> > Bruce Aust, Vice Chairman, NASDAQ > Elmer Funke Kupper, CEO, ASX > Nicola Corzine, Executive Director, NASDAQ Entrepreneurial Center <p><i>Venue: NASDAQ Entrepreneurial Center, 505 Howard St, San Francisco</i></p>

Time	Details
17:00 – 18:30	<p>Networking</p> <p>NASDAQ Vice Chairman, Bruce Aust will invite senior members of NASDAQ as well as executives from listed companies will join the delegation for an end of day networking opportunity.</p> <p><i>Venue: NASDAQ Entrepreneurial Center, 505 Howard St, San Francisco</i></p>
18:30 – 19:00	Delegates travel to Grand Hyatt Hotel. Transport provided by Austrade.
19:00	<p>End of Tuesday Program</p> <p>Dinner – All delegates own arrangements</p>

Wednesday 17 February 2016 Silicon Valley

Time	Details
Please wear your AUSBW delegate lanyard for security and identification for all events.	
07:00 – 08:00	Breakfast - Delegates to make own arrangements
08:00 – 09:30	Delegates meet in lobby of Grand Hyatt and travel to Singularity University. Transport organised by Austrade.
09:30 – 11:30	<p>Singularity University</p> <p>Amin Toufani, Vice President of Singularity will address the group and host a site visit focused on the far-future of technology.</p> <p>Singularity University is part university, part think-tank, part business-incubator. It aims to "educate, inspire and empower leaders to apply exponential technologies to address humanity's grand challenges."</p> <p><i>Venue: Singularity University Building, 20 S. Akron Rd, Moffett Field</i></p>
11:30 – 12:00	Delegates travel to Andreessen Horowitz. Transport arranged by Austrade. <i>(Note: Separate transport will be provided for delegates attending CSIRO Lunch)</i>
12:00 – 13:30	<p>Lunch discussion at Andreessen Horowitz</p> <p>Andreessen Horowitz is one of the giants of venture capital in Silicon Valley. It is consistently on the technology forefront with some of its more notable investments being Twitter, Oculus VR, and AirBnB.</p> <p>This lunch discussion with senior partners from Andreessen Horowitz will focus on the future of innovation and technology.</p>

Time	Details
	<p>Managing Partner Scott Kuper will lead discussion regarding investment into leading technology to be followed by presentations from founders of two of Andreessen Horowitz's top portfolio companies.</p> <ul style="list-style-type: none"> > Scott Kuper, Managing Partner > Yuval Scarlet, CEO of Capriza > Orion Hindawi, Co-founder of Tanium <p><i>Venue: Andreessen Horowitz, Menlo Park</i></p>
13:30 – 14:00	Delegates travel to HP Enterprise. Transport arranged by Austrade.
14:00 – 16:00	<p>Site Visit and discussion: HP Inc.</p> <p>Site visit to HP Innovation Center and discussion around the current trends in computing and the Internet of Things.</p> <p>Hewlett Packard is known as one of the first true Silicon Valley companies, pioneering advances in computing hardware, printing, and other digital equipment.</p> <p>Speakers:</p> <ul style="list-style-type: none"> > Dion Weisler, CEO, HP inc > Shreekant "Ticky" Thakkar, HP Fellow of Core Technologies <p><i>Venue: HP Inc., 1501 Page Mill Road, Palo Alto, CA 94304</i></p>
16:00 – 17:30	Delegates travel to McCormick & Kuleto's Seafood & Steaks, Ghirardelli Square, 900 North Point St, San Francisco
17:30 – 18:00	Reception at McCormick & Kuleto's Seafood & Steaks
18:00 – 20:00	<p>Dinner and US Spotlight</p> <p>Delegates will hear from Parker Harris, Co-Founder of Salesforce. Salesforce has rapidly advanced to become the world's leading customer relationship management (CRM) software company by market share.</p> <p><i>Venue: McCormick & Kuleto's Seafood & Steaks, Ghirardelli Square, San Francisco</i></p>
20:00 – 20:30	Delegates return to the Grand Hyatt Hotel. Transport provided by Austrade.
20:30	End of Wednesday Program

Time	Details
	<p>Breakfast - Delegates to make own arrangements.</p>
08:00	<p>Meet in Grand Hyatt lobby and travel as a group to Stanford University. Transport arranged by Austrade. Please wear your AUSBW delegate lanyard for security and identification.</p>
09:15 – 11:15	<p>Discussion: Anticipating Tomorrow’s Cybersecurity Threats</p> <p>Stanford’s leading cybersecurity experts will discuss the evolving picture of online threats, mapping out the development of a resilient, adaptive cybersecurity strategy for the future.</p> <p>The Stanford Cyber Initiative studies “cyber-social systems,” in which cyber technologies interact with existing social systems. Social systems comprise the various organizations of human activity, including markets, political arenas, and other communities.</p> <p>FireEye is a leading cybersecurity company which uses a virtual machine-based security platform to provide real-time threat protection for enterprises and governments worldwide. FireEye has over 4,000 customers across 67 countries, including more than 650 of the Forbes Global 2000</p> <p>Participants to include</p> <ul style="list-style-type: none"> > Moderator: Ambassador Jeffery Bleich (former US Ambassador to Australia) > Dr Dan Boneh, Co-Director, Stanford Cyber Initiative > Tony Cole, VP and Global Government CTO, FireEye <p><i>Venue: Paul Brest Hall, 555 Salvatierra Walk, Stanford</i></p>
11:30 – 13:00	<p>Lunch and keynote address “Quantifying cyber risk: Palantir’s data-driven approach to security”</p> <p>Many companies take an ad hoc approach to cybersecurity. Businesses know that cybersecurity something they “should” do, but they often it with no quantitative metrics of value which can help to measure results. In this keynote address, Mr Eric Rosenblum, Chief Cyber Analyst of Palantir, a leading “big data” company will talk about how cyber risk can be quantified, allowing companies to better measure the scope and value of their cybersecurity efforts.</p> <p>Palantir specialises in identifying emerging threats through analysis of large data flows.</p> <p><i>Venue: Paul Brest Hall, 555 Salvatierra Walk, Stanford</i></p>
13:00 – 13:30	<p>Delegates travel to Palo Alto Networks. Transport provided by Austrade.</p>
13:30 – 15:00	<p>Site visit and discussion: Cybersecurity and the Information Sharing Challenge</p> <p>Visit to Palo Alto Networks for discussion about how businesses develop effective countermeasures while protecting their intellectual property. Presentation followed by Q&A.</p>

The Cyber Threat Alliance is a group of leading cyber security companies which share threat information for the purpose of improving defences against advanced cyber adversaries. Current members include Fortinet, Intel Security, Palo Alto Networks and Symantec.

Palo Alto Networks is the fastest growing cybersecurity firm in the United States, it specialises in advanced technology to detect and mitigate online intrusions.

McAfee Labs, a division of Intel Security, is one of the pre-eminent companies for threat research, threat intelligence, and cybersecurity thought leadership.

Speakers include:

- > Vincent Weafer, Senior VP, McAfee Labs
- > Rick Howard, Chief Security Officer, Palo Alto Networks
- > Ryan Olson, Director of Threat Intelligence, Unit 42, Palo Alto Networks
- > Sean Duca, Regional Chief Security Officer, Unit 42, Palo Alto Networks

Venue: Palo Alto Networks, 4401 Great America Parkway, Santa Clara

15:00 – 16:30 Delegates travel to Grand Hyatt Hotel. Transport provided by Austrade.

16:30 – 18:00 Delegates own time.

18:00 – 19:00 **Australia United States Business Week (AUSBW) Delegate Registration and Networking Reception**

Delegates from all AUSBW streams are invited to join the Austrade team for a welcome networking reception.

Venue: Grand Hyatt, Ballroom Foyer, (two floors below Lobby Level)

19:00 – 21:00 **Australia United States Business Week Business Dinner**

All Australian United States Business Week delegates and invited US counterparts will be able to network and share experiences at this business dinner. Invitees will hear from the Hon Andrew Robb AO MP, Minister for Trade and Investment and other guest speakers.

Special guest speaker, Ms Beth Comstock, Vice Chair of General Electric (GE) will also address the audience. Ms Comstock leads GE's efforts to accelerate new growth. She operates GE Business Innovations, developing new businesses, markets and service models; drives brand value and partners to enhance GE's inventive culture.

Venue: Grand Hyatt, Grand Ballroom

21:30 **End of Thursday Program**

Friday 19 February 2016 San Francisco

Time	Details
Please wear your AUSBW delegate lanyard for security and identification for all events.	
07:30 – 09:00	AUSBW All Delegate Breakfast This will be an opportunity for all AUSBW delegates to meet for breakfast and hear from Assistant Minister Roy provide a debrief of the San Francisco elements of the programme. <i>Venue: Grand Hyatt, Ballroom East, Grand Ballroom Level</i>
09:00	Delegates meet in Grand Hyatt lobby and travel as a group to GE Software Center, San Ramon. Transport provided by Austrade.
10:20 – 13:00	Site visit to GE Software Centre Delegates will meet with senior GE Digital executives for an executive overview and dialogue on how GE plans to invent the next industrial era to build, move, and power the world with a focus on the internet of things. GE senior executive brief will move to an infrastructure and innovation focus - What does this mean for suppliers, partners and GE global footprint and focus? Delegates will then receive a comprehensive briefing on core areas of investment, as well as tours of GE Digitals facilities. Speakers: <ul style="list-style-type: none">> Bill Ruh, Senior Vice President & Chief Digital Officer, GE Digital> Russ Dietz, Chief Security Officer & General Manager, Industrial Internet Cyber Security, GE Digital Facility Tours: <ul style="list-style-type: none">> Connected Experience Laboratory Tour> Customer Design Center Tour General Electric, with its industrial, consumer, and intellectual capital businesses, is one of the most recognisable consumer brands in America. Lunch will be provided. <i>Venue: GE Software Centre, 2623 Camino Ramon, San Ramon</i>
13:00 - 14:30	Delegates will travel as a group to the Grand Hyatt Hotel. Transport arranged by Austrade.
14:30	End of Friday program End of Digital Technology program

Agribusiness and Food Science

Chicago, San Francisco and New York 15-22 February, 2016

Monday 15 February 2016 Chicago

Time	Details
	<p>Delegates to arrive in Chicago on or before Monday 15 February</p> <p>Recommended hotel:</p> <p>Fairmont Chicago Millennium Hotel, 200 North Columbus Drive, Chicago, Illinois</p> <p>Phone: +1 312 565 8000</p> <p>www.fairmont.com/chicago</p> <p>Delegates should use this website for hotel booking at group rates: https://resweb.passkey.com/go/australianc</p> <p>Note: Delegates are responsible for their own flight bookings. Transfers from the airport to hotel can be arranged with the hotel at an additional expense when making your hotel booking. Delegates not staying at the recommended hotel are responsible for arranging their own transfers and ensuring that they are at the designated assembly points throughout the program.</p>
18:30 – 20:00	<p>Delegation Welcome Reception</p> <p>Delegates will register and collect their AUSBW delegate pack, including a lanyard for security and identification for the program of events. Delegates will be joined by Minister Robb AO MP, Michael Wood, Consul-General, Chicago, and the Austrade team for a welcome to Chicago. Refreshments will be served.</p> <p>Dress: Smart casual</p> <p><i>Venue: Fairmont Chicago Millennium, Regent Room</i></p>
	<p>End of Monday program</p>

Tuesday 16 February 2016 Chicago

Time	Details
	<p>Please wear your AUSBW delegate lanyard for security and identification for all events.</p>
07:30 – 08:30	<p>Delegation Breakfast (packet pick-up for latecomers)</p> <p><i>Venue: Fairmont Chicago Millennium, Regent Room</i></p>
08:35 – 08:45	<p>Delegates walk as a group to Baker & McKenzie, 300 East Randolph Street, Suite 5000, Chicago</p>

Time	Details
09:00 – 10:00	<p>Briefing with US and Midwest Allies</p> <p>Scene setting for the delegation with remarks and discussion from government and industry leaders. This will include sector briefings from specialists in agribusiness and food processing.</p> <ul style="list-style-type: none"> > Jim Schultz, Director of Illinois Department of Commerce and Economic Opportunity > Kirk Schulz, President, Kansas State University <p><i>Venue: Baker & McKenzie, 300 East Randolph Street, Suite 5000, Chicago</i></p>
10:00 – 10:15	Coffee Break
10:15 – 11:40	<p>Briefing with US and Midwest Allies (cont.)</p> <ul style="list-style-type: none"> > Rob Dongoski, Global Agribusiness Lead and Partner, E&Y Chicago > Lee Strom, Director of FARM Illinois (and former CEO and Chairman of the US Farm Credit Administration) > Dan Broderick, Vice President, Danforth Plant Science Center (St. Louis) <p><i>Venue: Baker & McKenzie, 300 East Randolph Street, Suite 5000, Chicago</i></p>
11:45 – 12:10	Transit by bus to Chicago Club. Transport provided by Austrade.
12:10 – 13:30	<p>Luncheon with Chicago Council of Global Affairs</p> <p>Minister Robb will deliver a keynote address and take Q&A from members from the Council's executive committees.</p> <p><i>Venue: The Chicago Club, 81 E Van Buren St, Chicago</i></p>
13:30 – 14:00	Transit by bus to Baker & McKenzie. Transport provided by Austrade.
14:15 – 15:30	<p>Australian Success Stories in USA: Opportunities and Lessons Learned</p> <p>Remarks and panel discussion with successful expats on doing business in the US, finding collaborative partners and customers and trends in their business. Moderated by David Malliband, Partner, Baker & McKenzie.</p> <ul style="list-style-type: none"> > Brendhan Deck, President, NuFarm Americas > Erika Viktor, Vice President, Human Resources, Parnell > Luke Chandler, Deputy Chief Economist, John Deere > Morgan Roy, Co-Founder, Jindilli USA <p><i>Venue: Baker & McKenzie</i></p>
15:30 – 16:00	Afternoon tea break

Time	Details
16:00 – 17:30	<p>Australian Opportunities Forum</p> <p>Presentation of opportunities to an audience of US investors and companies with opening remarks from Minister Robb:</p> <ul style="list-style-type: none"> > Australian agribusiness and food processing overview (David Watson, Senior Investment Specialist, Austrade) > Northern Australia / Australian project proponent (Chris Mitchell, Executive Director, Project Sea Dragon) > Australia as an investment destination: a US multinational perspective (Luke Chandler, Deputy Chief Economist, John Deere) <p><i>Venue: Baker & McKenzie</i></p>
17:45 – 19:00	<p>Networking reception with business leaders, industry chambers and Australian community</p> <p>Invited guests from Institute of Food Technologists, FARM Illinois, Chicagoland Chamber, Australia New Zealand American Chamber of Commerce, Illinois Biotechnology Industry Association, Illinois Venture Capital Association, Chicago Farmers, Institute for Food Safety and Health.</p> <p><i>Venue: Baker & McKenzie</i></p>
19:00	<p>Delegates walk back as a group to Fairmont Chicago Millennium Hotel.</p> <p>Dinner – Delegates own arrangements</p>
	End of Tuesday program

Wednesday 17 February 2016 Chicago

Time	Details
	Please wear your AUSBW delegate lanyard for security and identification for all events.
	Breakfast – Delegates own arrangements
07:00	<p>Delegates to assemble in the Hotel Lobby in two groups (indicated in delegate packet) to travel by bus to site visit:</p> <p>(1) Food Science – 7:00AM in Lobby</p> <p>(2) Agribusiness – 8:30AM in Lobby</p>
All Day	Site Visits:

Time	Details
	<p>Visits to headquarters and R&D labs of major ingredient, agtech and food processing multinationals, discussion of sector trends, identification of potential collaboration.</p> <p>Given restrictions on numbers of visitors to each of the sites the delegation will be split into two groups: (1) Food Science and (2) Agribusiness. Delegates will be assigned to streams based on relevance to the host companies and on a first-registered basis.</p>
07:00 – 17:30	<p>Food Science</p> <ul style="list-style-type: none"> > 07:00 sharp Lobby pick-up and transit > 08:30 – 10:30 PepsiCo / Frito Lay Global R&D Center > 11:00 – 13:00 Tate & Lyle Global R&D Center including Lunch > 15:00 – 17:00 Wrigley / Mars Global Innovation Center <p>Transit to hotel, arrive approx. 17:30</p>
08:30 – 17:15	<p>Agribusiness</p> <ul style="list-style-type: none"> > 08:30 sharp Lobby pick-up and transit > 09:00 – 10:30 CME Group (Chicago Board of Trade; commodities futures) > 11:15 – 13:30 NuFarm (Australian chemical & seed producer) including Lunch > 14:00 – 16:00 CNH/Case IH (Ag equipment manufacturer; precision ag demo) <p>Transit to hotel; arrive approx. 17:15</p>
18:15	<p>Delegates to assemble in Fairmont Chicago Millennium Hotel Lobby for transport as a group to Morton's Steakhouse. Transport provided by Austrade.</p>
19:00 – 21:00	<p>Delegation Dinner</p> <p><i>Venue: Morton's Steakhouse, 65 East Wacker Place</i></p>
21:00	<p>Delegates return by bus to Fairmont Chicago Millennium Hotel.</p>
End of Wednesday program	

Thursday 18 February 2016

Chicago and San Francisco

Time	Details
	Delegates to check out of hotel. Luggage will be stored. Please wear your AUSBW delegate lanyard for security and identification for all events.
08:15 – 09:50	Breakfast with Institute of Food Technologists (IFT) Delegates will hear remarks and a panel discussion with prominent food scientists and food professionals. Panellists will address top global trends in food, nutrition and health. Panellists include: <ul style="list-style-type: none">> Moderator: Dr Martin Cole, Director, CSIRO Food and Nutrition Flagship, IFT Board Member> John Ruff, former SVP of Kraft Foods and former President IFT> Dr Robert Brackett, Director of Institute for Food Safety and Health, former SVP Grocery Manufacturers Association> Lynn Dornblaser, Director of Innovation & Insight, Mintel> Eric Larson, Chairman and Managing Partner, Linden Capital> Peter Schutz, Chairman, Food Innovation Australia Limited <i>Venue: Fairmont Chicago Millennium, Regent Room</i>
10:00	Delegates travelling on recommended flights assemble in hotel lobby to travel as group to airport. Transport provided by Austrade. Note: Delegates are responsible for their own flight bookings.
12:20	Depart for San Francisco on United Airlines flight UA312.
15:07	Arrive in San Francisco Delegates travel as a group to hotel and check in. Transfers from the airport to the recommended hotel in San Francisco will be provided by Austrade. Delegates not travelling on the recommended flight or staying elsewhere are responsible for organising their own transfers. Recommended hotel: Grand Hyatt San Francisco, 345 Stockton Street, San Francisco, California 94108 Phone: +1 415 398 1234 A dedicated website is now available for delegates to book their hotel rooms online. Reservations can be made until 30-Jan-2016 at this web address: Booking Website: https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=14515195
Afternoon	Delegates own time

Time	Details
18:00 – 19:00	<p>Australia United States Business Week (AUSBW) Delegate Registration and Networking Reception</p> <p>Delegates from all AUSBW streams are invited to join the Austrade team for a welcome networking reception. Please wear your AUSBW delegate lanyard for security and identification for the evening's events.</p> <p><i>Venue: Grand Hyatt, Ballroom Foyer (two floors below Lobby Level)</i></p>
19:00 – 21:30	<p>Australia United States Business Week Business Dinner</p> <p>All Australian United States Business Week delegates and invited US counterparts will be able to network and share experiences at this business dinner. Invitees will hear from the Hon Andrew Robb AO MP, Minister for Trade and Investment and other guest speakers.</p> <p>Special guest speaker, Ms Beth Comstock, Vice Chair of General Electric (GE) will also address the audience. Ms Comstock leads GE's efforts to accelerate new growth. She operates GE Business Innovations, developing new businesses, markets and service models; drives brand value and partners to enhance GE's inventive culture.</p> <p><i>Venue: Grand Hyatt, Grand Ballroom</i></p>
21:30	<p>End of Thursday program</p>

Friday 19 February 2015 San Francisco

Time	Details
<hr/> <p>Please wear your AUSBW delegate lanyard for security and identification during the day's events.</p> <hr/>	
07:30 – 09:00	<p>AUSBW All Delegate Breakfast</p> <p>This will be an opportunity for all AUSBW delegates to meet for breakfast and hear from Assistant Minister Roy provide a debrief of the San Francisco elements of the programme.</p> <p><i>Venue: Grand Hyatt, Ballroom East, Grand Ballroom Level</i></p> <hr/>
09:00 - 10:30	<p>Venture Capital Roundtable with agrifood investors</p> <p>Remarks and panel discussion with prominent funders of agricultural technology companies with an interest in Australian innovation. Panellists will address funding trends and investment mandates in agricultural technology sector.</p> <ul style="list-style-type: none">> Moderator and Presenter: Arama Kukutai, Managing Director, Finistere Ventures> Michael Dean, Co-Founder & Chief Operating Officer, AgFunder> Kiersten Stead, Venture Principal, Monsanto Growth Ventures> Dr Björn Heinz, Investment Manager, BASF Venture Capital America Inc <p><i>Venue: Grand Hyatt Hotel, Cypress Rooms A & B</i></p> <hr/>
10:30 – 11:00	Coffee break
11:00 - 12:30	<p>Agtech Roundtable with Silicon Valley innovators</p> <p>Remarks and panel discussion with agricultural technology executives with an interest in the US and Australian market. Panellists will address their organisations current and future activities in the US and Australian market.</p> <p>Participants include:</p> <ul style="list-style-type: none">> Naveen Sikka, Founder & CEO, Terviva> Craig Powell, President & CEO RF Biocidics> Ashwin Madgavkar, CEO, Ceres Imaging> Derek Ephrem, Austrade (moderator) <p><i>Venue: Grand Hyatt Hotel, Cypress Rooms A & B</i></p> <hr/>
	<p>End of Friday program</p> <p>End of Agribusiness and Food Science program</p> <hr/>

MedTech (Houston, San Francisco and Boston)

Tuesday 16 February 2016 Houston

Time	Details
	<p>Delegates to arrive in Houston on or before Tuesday, 16 February</p> <p>Recommended hotel:</p> <p>Houston Marriott Medical Centre, 6580 Fannin St, Houston, TX 77030 Phone: +1 713 796 0080</p> <p>Note: Delegates are responsible for their own flight bookings. Transfers from the airport to hotel can be arranged with the hotel at an additional expense when making your hotel booking.</p> <p>Delegates not staying at the recommended hotel are responsible for ensuring that they are at the designated assembly points throughout the program.</p> <p>Please book via this custom reservation link: Book your group rate for Australia 2016</p>
19:00 – 19:30	Delegates to assemble in Houston Marriott Medical Centre hotel lobby and travel as a group to Rio Ranch, 9999 Westheimer Rd, Houston. Transport provided by Austrade.
19:30 – 21:30	<p>Welcome Dinner</p> <p>Delegates will register and collect their AUSBW delegate pack, including a lanyard for security and identification for the program of events. Delegates are joined for a welcome dinner by Minister Sussan Ley MP, Ms Jane Madden, Acting Executive Director of the Tourism, Investment, Education and Programmes Group for Austrade, and the Austrade team.</p> <p>Guest speaker, Mr Glenn Keys, Co-Founder and Managing Director, Aspen Medical will share the experience of Aspen Medical in the US Market with the group. Prior to building and leading businesses in the private sector, Glenn had a distinguished career in the Australian Defence Force (ADF). His service saw him undertake a range of tasks from training to test flying and engineering to logistics support for Army aircraft.</p> <p>Founded in 2003, Aspen has a team of over 2,000 people and operates across Australasia, the Pacific Rim, the Middle East, Africa, the USA and the UK. Aspen Medical delivers on-base healthcare services in support of Australian Defence Force personnel across Australia and provides battle casualty training to service men and women from the Al Minhad Air Base in the UAE. Aspen also managed Australia's response to the Ebola outbreak in West Africa.</p> <p><i>Venue: Rio Ranch, Lone Star Room</i></p>
21:30 – 22:00	Delegates return to Houston Marriott Medical Centre Hotel. Transport provided by Austrade.
	End of Tuesday program

Time	Details
	Please wear your AUSBW delegate lanyard for security and identification during the day's events.
08:25 – 09:00	Delegates are to assemble in the Houston Marriott Medical Centre Hotel lobby and then travel as a group to the Texas Medical Centre (TMC). Transport provided by Austrade. A light breakfast will be provided on arrival at the TMC.
09:00 – 09:15	Welcome Briefing: Introduction to Texas Medical Centre (TMC) Minister Ley and delegates will be welcomed to the TMC by Dr Robert Robbins, CEO and President, Texas Medical Centre. <i>Venue: Texas Medical Centre, Executive Boardroom, 6550 Bertner Avenue, Houston</i>
09:15 – 12:00	Tour of the Texas Medical Centre: TMC and Baylor College of Medicine 09:15 – 09:25 The visit will commence with a video on “The Future of TMC” 09:25 – 10:00 Q&A session on digital health, medical devices, therapeutics, regenerative medicine, innovation and precision medicine with Mr William (Bill) McKeon, TMC’s Chief Operating Officer 10:00 – 10:20 Group splits into two tour groups: half will go on a tour of the Texas Medical Centre (via a tour bus) and the other half will do a (walking) tour of the genomics lab at the Baylor College of Medicine 10:30 – 11:10 Tours of the Texas Medical Centre and Baylor College of Medicine Genomics Lab commence 11:20 – 12:00 Tours end and groups will swap over 12:00 – 12:10 Both Groups will gather and return to the buses to be transported to TMCx <i>Venue: TMC, Executive Boardroom & Baylor College of Medicine</i>
12:10 – 12:30	Delegates return from tours and transit to the Texas Medical Centre Innovation Institute (TMCx) as one group.
12:30 – 14:30	MedTech pitch and networking session (over lunch) Companies from TMCx and Australia will have 2-3 minutes each to pitch their businesses to investors, partners and each other. Afterwards companies will have the opportunity to network and discuss opportunities for collaboration.

Time	Details
	<p>Facilitated networking with investors, researchers, clinicians, companies from TMC.</p> <p><i>Venue: TMCx</i></p>
14:30 – 15:30	<p>Moderated Discussion: Investing in Medical Technology</p> <p>A panel of speakers covering entrepreneurs, venture capital and investment banks will discuss the types of medical technologies and companies they are investing in; and unique market trends specific to the Texas healthcare market, including investments being spun out from major research organisations such as the TMC. Includes Q&A with delegation.</p> <p>Panellists include:</p> <ul style="list-style-type: none"> > Juliana Garaizar, Managing Director, Houston Angel Network (moderator) > Robert Tucci, Co-Founder, Houston Health Ventures and Co-Chair, Sciences and Life Sciences, Houston Angel Network > Farzad Soleimani, Entrepreneur and Emergency Medicine Physician at Baylor College of Medicine > Thomas DeSouza, Managing Director, Allegory Venture Partners <p><i>Venue: TMCx</i></p>
15:30 – 16:15	<p>Tour and brief discussion with Johnson and Johnson at JLABS @ TMCx</p> <p>Hosted by:</p> <ul style="list-style-type: none"> > Gavin Fox-Smith, Managing Director, Johnson & Johnson Medical Pty Ltd > Dr Emmanuelle Schuler, Head of JLABS Houston > Kathy Connell, Director, New Ventures, ANZ, Johnson & Johnson Innovation > Raquel Longley, Marketing Specialist, JLABS Houston <p><i>Venue: JLABS @ TMCx</i></p>

Time	Details
16:15 – 17:30	<p>R&D Collaboration Forum: Conception to Commercialisation</p> <p>This session will be moderated by Professor Mattick and will discuss business and collaboration opportunities at TMC and in Australia, including a discussion on how companies commercialise their technology, products, and access potential partners and markets from organisations like TMC.</p> <p>Speakers:</p> <ul style="list-style-type: none"> > The Hon Sussan Ley MP, Minister for Health and Minister for Aged Care > Professor John Mattick AO FAA, Executive Director, Garvan Institute of Medical Research (moderator) > Bill Ferris AC, Chair, Innovation Australia > Dr Daniel Timms, Chief Executive Officer and Chief Technical Officer, BiVACOR > Erik Halvorsen, Director, Innovation Institute, TMCx <p><i>Venue: TMCx</i></p>
17:30 – 18:00	<p>Travel to Rice University. Transport provided by Austrade.</p>
18:00 – 20:30	<p>Business Networking Event in conjunction with Rice University and Jones Partners “Creating a Globally Competitive Life Science Cluster in Houston”</p> <p>Facilitated networking with both TMC, Rice University, Jones Partners and Austrade’s external network, including members of the Austin, Texas MedTech community.</p> <p><i>Venue: McNair Hall, Rice University, 6100 Main Street, Houston</i></p>
20:30 – 21:05	<p>Delegates travel as a group to the Houston Marriott Medical Centre Hotel. Transport provided by Austrade.</p>
<p>End of Wednesday program</p>	

Thursday 18 February 2016 Houston/San Francisco

Time	Details
Morning	<p>Breakfast - Delegates own arrangements</p> <p>Delegates travel from Houston to San Francisco</p> <p>Recommended flights:</p> <p>United Airlines flights</p> <p>UA1139 Departing Houston 09:45, Arriving San Francisco 12:14</p> <p>UA1719 Departing Houston 11:52, Arriving San Francisco 14:12</p> <p>Note: Delegates are responsible for their own flight bookings. Transfers from the hotel to the airport will be provided by Austrade if travelling on the above recommended flights. Transport from airport to hotel in San Francisco will also be provided by Austrade if travelling on the above recommended flights. Delegates travelling on different flights are responsible for their own transfers. These can be arranged directly with the hotels when making your booking.</p> <p>Recommended hotel:</p> <p>Grand Hyatt San Francisco, 345 Stockton Street, San Francisco, California 94108, Telephone: +1 415 398 1234</p> <p>A dedicated website is now available for delegates to book their hotel rooms online. Reservations can be made until 25-Jan-2016 at this web address:</p> <p>https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=14515195</p>
Afternoon	<p>Delegates free time</p> <p>Please wear your AUSBW delegate lanyard for security and identification for the evening's events.</p>
18:00 – 19:00	<p>Australia United States Business Week (AUSBW) Delegate Registration and Networking Reception</p> <p>Delegates from all AUSBW streams are invited to join the Austrade team for a welcome networking reception.</p> <p><i>Venue: Grand Hyatt, Ballroom Foyer, (two floors below Lobby Level)</i></p>
19:00 – 21:30	<p>Australia United States Business Week Business Dinner</p> <p>All Australian United States Business Week delegates and invited US counterparts will be able to network and share experiences at this business dinner. Invitees will hear from the Hon Andrew Robb AO MP, Minister for Trade and Investment and other guest speakers.</p> <p>Special guest speaker, Ms Beth Comstock, Vice Chair of General Electric (GE) will also address the audience. Ms Comstock leads GE's efforts to accelerate new growth. She operates GE Business Innovations,</p>

developing new businesses, markets and service models; drives brand value and partners to enhance GE's inventive culture.

Venue: Grand Hyatt, Grand Ballroom

21:30 **End of Thursday Program**

Friday 19 February 2016 San Francisco

Time	Details
Morning	Please wear your AUSBW delegate lanyard for security and identification during the day's events. Breakfast - Delegates own arrangements
07:30 – 09:00	AUSBW All Delegate Breakfast This will be an opportunity for all AUSBW delegates to meet for breakfast and hear from Assistant Minister Roy provide a debrief of the San Francisco elements of the programme. <i>Venue: Grand Hyatt, Ballroom East, Grand Ballroom Level</i>
08:30 – 10.00	Delegates participating in the MedTech site visit will travel as a group to Silicon Valley Bank. Transport provided by Austrade.
10:00 – 11:30	Moderated Discussion: Investing in Medical Technology II The San Francisco Bay Area leads the nation in Medical Technology and Life Sciences investment. This investment panel will focus on medtech venture capital and talk about the current venture investment environment, what kind of companies and technologies are being funded, challenges, and tips for engaging with venture investors in the United States. Participants include: <ul style="list-style-type: none">> Bill Ferris AC, Chair, Innovation Australia (moderator)> Jon Norris, Managing Director, Healthcare Practice, Silicon Valley Bank> Andrew El Bardissi, Principal, Longitude Capital> Leslie Bottorff, Managing Director, Healthcare, GE Ventures> Frank Torti, Partner, New Enterprise Associates> Andrew Cleeland, Vice President & General Manager TMVR (formerly Twelve Inc.), Medtronic <i>Venue: Silicon Valley Bank, 3005 Tasman Drive, Santa Clara</i>
11:30 – 12.00	Travel to Varian Medical Systems. Transport provided by Austrade.

Time	Details
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12:00 – 14:00 **Lunch and Site Visit to Varian Medical Systems**

Varian Medical Systems is one of the world's largest and most prominent Medical Technology Companies. Varian's x-ray and oncology products have made it into a global powerhouse of innovation. This session will focus on innovation, global supply chains and partnership strategies.

Participants:

- > Elisha Finney, CFO, Varian Medical Systems
- > Kolleen Kennedy, Executive Vice President, Oncology Systems

Venue: Varian Medical Systems, 3100 Hansen Way, Palo Alto

14:00 – 15:30 Delegates return to Grand Hyatt Hotel San Francisco. Transport provided by Austrade.

15:30 **End of Friday program**

Dinner – All delegates own arrangements

Sunday 21 February 2016 San Francisco/Boston

Time	Details
	<p>Delegates travel from San Francisco to Boston and arrive in Boston before 18:00 Sunday, 21 February.</p> <p>Recommended flights:</p> <p>We suggest delegates take an early morning flight on Sunday departing 06:00 – 07:30 from SFO non-stop to Boston Logan International Airport to arrive mid to late afternoon.</p> <ul style="list-style-type: none">> JetBlue B6 434 Departing SFO 07:35 Arriving Boston 16:04> Virgin America VX350 Departing SFO 07:10 Arriving Boston 15:35 <p>Recommended hotel:</p> <p>The Lenox Hotel, 61 Exeter Street at Boylston, Boston, MA 02116-3505 Phone: +1 617 421 4905</p> <p>Note: Delegates are responsible for their own flight bookings. Transfers from the hotel in San Francisco to the airport will be provided by Austrade if travelling on the above recommended flights. Transport from airport to hotel in Boston will also be provided by Austrade if travelling on the above recommended flights. If travelling on other flights, delegates must arrange their own transfers.</p> <p>Use this link to book Australian Trade Commission</p>
Time	Details

18:00 – 18:30 Delegates to assemble in Hotel Lobby for transport as a group to the College Club, 44 Commonwealth Ave, Boston. Transport provided by Austrade.

18:30 – 20:30 **Delegation Boston Welcome Dinner**

Delegates will be welcomed to Boston by Ambassador Joe Hockey, NSW Minister Stuart Ayres, the Austrade team, and the American Australian Association New England Chair Charlie Grant.

Please wear your AUSBW lanyard for this event.

Venue: The College Club, 44 Commonwealth Ave, Boston

20:30 – 21:00 Delegates travel as a group to the Lenox Hotel. Transport provided by Austrade.

21:00 **End of Sunday Program**

Monday 22 February 2016

Boston

Time	Details
07:30 – 09:00	<p>Welcome Breakfast: Welcome to Boston/Cambridge</p> <p>Austrade will go over the schedule for the day and introduce the breakfast speaker. Delegates will attend a presentation and Q&A session with Dr Vik Khurana, Scientific Co-Founder, and Vice President (Discovery Technologies), Yumanity Therapeutics. Yumanity is an innovative US company focused on transforming drug discovery for diseases caused by protein misfolding.</p> <p>Minister Ayres will introduce Dr Khurana.</p> <p><i>Venue: The Lenox Hotel, Dome Room</i></p>
09:00 – 09:15	Coffee Break
09:15 – 10:45	<p>Panel Discussion: Big MedTech as your supply chain, research, and investor partner</p> <p>Delegates will attend a moderated panel session with leading global healthcare and diagnostics companies.</p> <p>Participants include:</p> <ul style="list-style-type: none">> Paul Field, Senior Investment Specialist, Australian Trade Commission (Moderator)> Peter Traianou, former Vice President, Medical Affairs Canada, Latin America, Asia Pacific and Greater China, Medtronic> Dr V. Kadir Kadhiresan, Vice President, Venture Investments, Johnson and Johnson Innovation> Dr Matthew Bates, Divisional Vice President, Abbott Point of Care> Mark Hall, Director, Abbott Point of Care <p><i>Venue: The Lenox Hotel, Dome Room</i></p>

Time	Details
10:45 – 11:00	Coffee break
11:00 – 12:30	<p data-bbox="400 353 1394 392">Moderated Discussion: Investing in Medical Technology III</p> <p data-bbox="400 405 1394 734">A panel of speakers made up of venture capital firms, investment banks and institutional investors will discuss the investment environment for MedTech. This session will cover what areas are being funded, challenges in raising capital - What makes Boston/Cambridge one of the MedTech global investment hubs? What's hot, what's not, getting funded across the investment cycle, and engaging with investors. Also covered are the challenges in raising capital across the investment life cycle, and best practice engagement with investors on the East Coast. Ambassador Joe Hockey will make brief introductory remarks.</p> <p data-bbox="400 748 679 786">Participants include:</p> <ul data-bbox="400 799 1394 1003" style="list-style-type: none"> <li data-bbox="400 799 1394 837">> Michael Greeley, General Partner, Flare Capital Partners (Moderator) <li data-bbox="400 837 1394 875">> Eric Evans, Executive Committee, Mass Medical Angels <li data-bbox="400 875 1394 913">> Travis Wilson, Partner, Gurnet Point Capital <li data-bbox="400 913 1394 969">> Ann DeWitt, Senior Director of Investments and Principal, Sanofi-Genzyme BioVentures <li data-bbox="400 969 1394 1003">> Chris Gordon, Managing Director, Healthcare, Bain Capital <p data-bbox="400 1016 919 1055"><i>Venue: The Lenox Hotel, Dome Room</i></p>
12:45 – 14:15	<p data-bbox="400 1093 1394 1131">Lunch co-hosted with MassMEDIC and invited guests</p> <p data-bbox="400 1144 1394 1397">A networking lunch for delegates and invited US guests. Delegates will hear from The Hon Joe Hockey, Australian Ambassador to the United States of America; The Hon Stuart Ayres MP, New South Wales Minister for Trade, Tourism and Major Events, Minister for Sport; Mr Thomas J Sommer, President, MassMEDIC; Dr David Burton, CEO and Chairman, Compumedics Limited; and Mr Doron Ben-Meir, Executive Director of Research, Innovation and Commercialisation, University of Melbourne.</p> <p data-bbox="400 1411 919 1435"><i>Venue: The Lenox Hotel, Dome Room</i></p>
14:30 – 14:45	<p data-bbox="400 1473 1394 1579">Delegates transit to Greenberg Traurig as a group and register at building lobby before proceeding to conference room. Austrade to provide transport.</p>
14.45 – 16.00	<p data-bbox="400 1617 1394 1655">MedTech research commercialisation and public private partnerships</p> <p data-bbox="400 1668 1394 1870">This panel will discuss the environment and examples of how Massachusetts and Australia are bringing together public, private, academia, and healthcare sectors to commercialise research, and encourage a more connected medical research ecosystem. The panel will also focus on key issues such as data, IP protection, and commercialisation support.</p>

Time	Details
	<p>Speakers:</p> <ul style="list-style-type: none"> > Dave Dykeman, Co-Chair, Life Sciences and Medical Technology Group, Greenberg Traurig LLP (Moderator) > Professor Mark Kendall, ARC Fellow and Group Leader, Australian Institute for Bioengineering and Nanotechnology, University of Queensland > Lita Nelsen, Director, Technology Licensing Office, MIT > Sanjay Gokhale, Digital Health Cluster Director, Massachusetts eHealth Institute at MassTech <p><i>Venue: Greenberg Traurig LLP Conference Room, 1 International Place, Boston</i></p>
16:00 – 17:15	Delegates return to Lenox Hotel as a group followed by delegates own time.
17:15 – 18:00	Delegates travel to Fenway Park, Boston as a group. Transport provided by Austrade.
18.00 – 21.00	<p>Networking Reception and Dinner</p> <p>This reception and dinner will allow an opportunity to network with companies, advisers, investors and researchers in the Boston MedTech community including relevant members of the American Australian Association New England chapter and Austrade’s high level business network.</p> <p>Speakers:</p> <ul style="list-style-type: none"> > The Hon Mr Joe Hockey, Australian Ambassador to the United States of America > Ms Alice Moore, Under Secretary, Massachusetts Executive Office of Health and Human Services > The Hon Stuart Ayres, MP, New South Wales Minister for Trade, Tourism and Major Events. Minister for Sport > Dr Daniel Isenberg, Professor of Entrepreneurship Practice, Babson Executive and Enterprise Education <p><i>Venue: EMC Club, Fenway Park, 4 Yawkey Way, Boston</i></p>
21:00	Delegates return to The Lenox Hotel. Transport organised by Austrade.
	End of Monday Program

Tuesday 23 February 2015 Boston

Time	Details
	Breakfast – Delegates own arrangements
08:50	Delegates to assemble in Lenox Hotel Lobby for travel to Longwood Medical Area and travel as a group to Longwood Medical Area.
09:30 – 11:00	Presentation at the Longwood Medical Area in Boston This session will involve a panel presentation with various organisations of the LMA to discuss how the centres collaborate and develop opportunities together, including working with companies, and also include a tour. The Longwood Medical Area (LMA) is a world-class medical and academic centre located between Brookline and Mission Hill. Participants: <ul style="list-style-type: none">> Samantha O'Connor, Executive Director, Head of Strategy and Business Planning, Pfizer Centers for Therapeutic Innovation (CTI) (Moderator)> Dr John Collins, Chief Operating Officer, Centre for Integration of Medicine and Innovative Technology (CIMIT)> Dr Wannan Davis, Senior Associate, Beth Israel Deaconess Medical Centre> Paul Yaworsky, Chief Operating Officer, Inflammation and Immunology Research at Pfizer> Dr Stephen Soltoff, Assistant Professor of Medicine, Beth Israel Deaconess Medical Centre> Dr Irina Apostolou, Associate Research, Pfizer Centers for Therapeutic Innovation (CTI) <i>Venue: Pfizer CTI, 18th Floor, 3 Blackfan Circle, Boston</i>
11:00 – 11:30	Delegates return to The Lenox Hotel as a group. Transport organised by Austrade.
11:30 – 13:30	Lunchtime Panel: 'US Healthcare trends and engaging with major customers and partners' A panel session with representatives from advisory firms, universities and major companies. Panellists include: <ul style="list-style-type: none">> Eve Brunts, Partner, Ropes and Gray> Greg Levine, Partner and Co-chair of the Life Sciences Practice Group, Ropes and Gray> Dr Randall Ellis, Professor of Economics, College of Arts and Sciences and Adjunct Professor, Centre for Health Economics Research and Evaluation, Boston University> Lisa Pettigrew, General Manager, Americas Healthcare and Life Sciences, CSC <i>Venue: The Lenox Hotel, Dome Room</i>

Time	Details
13:30 – 14:30	Delegation Debrief An opportunity for delegates to reflect on the program and share their experiences. <i>Venue: The Lenox Hotel, Dome Room</i>
14:30 – 15:30	Airport Transfer Austrade will be arranging one airport transfer from the Lenox Hotel to Logan International Airport in Boston in the afternoon following the debrief
End of Australia United States Business Week program	

Resources and Energy

(San Francisco and Houston)

Thursday 18 February 2016

San Francisco (Optional)

Time	Details
	<p>Delegates to arrive in San Francisco on or before Thursday 18 February</p> <p>Recommended hotel:</p> <p>Grand Hyatt San Francisco, 345 Stockton Street, San Francisco, CA 94108 Telephone: (415) 398-1234</p> <p>Note: Delegates are responsible for their own flight bookings. Transfers from the airport to hotel can be arranged with the hotel at an additional expense when making your hotel booking.</p> <p>Delegates not staying at the recommended hotel are responsible for arranging their own transfers and ensuring that they are at the designated assembly points throughout the program.</p> <p>A dedicated website is now available for delegates to book their hotel rooms online. Reservations can be made at this web address: https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=14515195</p>
18:00 – 19:00	<p>Australia United States Business Week (AUSBW) Delegate Registration and Networking Reception</p> <p>Delegates will register and collect their AUSBW delegate pack, including a lanyard for security and identification for the program of events. All AUSBW delegates are invited to join the Austrade team for a welcome networking reception.</p> <p><i>Venue: Grand Hyatt, Ballroom Foyer (two floors below Lobby Level)</i></p>

Time	Details
19:00 – 21:30	<p>Australia United States Business Week Business Dinner</p> <p>All Australian United States Business Week delegates and invited US counterparts will be able to network and share experiences at this business dinner. Invitees will hear from the Hon Andrew Robb AO MP, Minister for Trade and Investment and other guest speakers, including Australia's Ambassador to the US, the Hon Joe Hockey.</p> <p>Special guest speaker, Ms Beth Comstock, Vice Chair of General Electric (GE) will also address the audience. Ms Comstock leads GE's efforts to accelerate new growth. She operates GE Business Innovations, developing new businesses, markets and service models; drives brand value and partners to enhance GE's inventive culture.</p> <p><i>Venue: Grand Hyatt, Grand Ballroom</i></p>
21:30	End of Thursday Program

Friday 19 February 2016 San Francisco (Optional)

Time	Details
Please wear your AUSBW delegate lanyard for security and identification during the day's events.	
07:30 – 09:00	<p>AUSBW All Delegate Breakfast</p> <p>This will be an opportunity for all AUSBW delegates to meet for breakfast and hear from Assistant Minister Roy provide a debrief of the San Francisco elements of the programme.</p> <p><i>Venue: Grand Hyatt, Ballroom East, Grand Ballroom Level</i></p>
09:00 – 10:30	Delegates meet in Grand Hyatt Hotel lobby and travel to site visits. Transport provided by Austrade.
10:30 – 14:00	<p>Option 1 – Site visit to GE Software Centre</p> <p>Delegates will meet with senior GE executives for an executive overview and priorities. This dialogue will explain how GE plans to invent the next industrial era to build, move, power, and cure the world.</p> <p>GE senior executive brief will move to an infrastructure and innovation focus - What does this mean for suppliers, partners and GE global footprint and focus?</p> <p>Delegates will then receive a comprehensive briefing on the Ventures team core areas of investment focus or break out into smaller briefings with selected delegates on:</p> <ul style="list-style-type: none"> > Software and analytics > Healthcare > Energy

> **Advanced Manufacturing**

General Electric, with its industrial, consumer, and intellectual capital businesses, is one of the most recognisable consumer brands in America.

Lunch will be provided.

Venue: GE Software Centre, 2623 Camino Ramon, San Ramon, CA 94583

10:30 – 12:00 **Option 2 – Site visit to SolarCity**

Opportunity for delegates to meet with senior representatives from SolarCity and to take a tour of one of the Bay Area's preeminent alternative energy companies. SolarCity is America's largest solar power provider.

Venue: SolarCity, 47700 Kato Road, Fremont, Fremont, California

12:00 – 13:15 Delegates travel to Mark Hopkins Intercontinental Hotel, 999 California St, San Francisco. Transport organised by Austrade.

13:30 – 15:00 **Roundtable discussion with Bay Area renewable companies**

Held in partnership with the California Energy Storage Alliance and Strategen Consulting, the roundtable will be an opportunity for delegates to participate in a discussion with Bay Area renewable companies focused on current issues relating to renewable energy, storage and energy efficiency technology.

Venue: Mark Hopkins Intercontinental Hotel, 6 Continents Room, Mezzanine Level

15:00 – 15:15 Delegates travel to Grand Hyatt as a group. Transport organised by Austrade.

15:15 **End of San Francisco program**

Sunday 21 February 2016 San Francisco - Houston

Time	Details
Morning	Breakfast – Delegates own arrangements and free time. Delegates check out of hotel. Delegates travelling on recommended flight assemble in hotel lobby and leave for San Francisco International Airport.
12:50	Depart San Francisco for Houston on United Airlines flight UA1483.
18:35	Arrive Houston and leave for the Hilton Americas-Houston Hotel. Transport provided by Austrade for delegates travelling on this flight. Note: Delegates travelling on other flights are responsible for arranging their own transfers.
20:00	Delegates arrive at hotel for check-in and Register for CERAWEEK 2016 Recommended hotel:

Time	Details
	<p>Hilton Americas-Houston, 1600 Lamar St, Houston, Texas 77010 Telephone:+1 713-739-8000</p> <p>All delegates should make their reservations via passkey. All rooms reserved through the passkey link are the responsibility of the individual guest and are 100% pre pay non-refundable.</p> <p>ONLINE BOOKING LINK: https://resweb.passkey.com/go/2016AustralianConsulate</p> <p>Note: Delegates are responsible for their own flight bookings. Transfers from the airport to the recommended hotel can be arranged with the hotel at an additional expense when making your hotel booking.</p> <p>Delegates not staying at the recommended hotel are responsible for arranging their own transfers and ensuring that they are at the designated assembly points throughout the program.</p> <p>CERA Week Registration - Delegates are asked to utilise this time to finalise their conference 'check-in' process at the CERA Week registration booth, in the foyer of the hotel. A dedicated AUSBW Partnership registration desk will be available during this time.</p>

End of Sunday Program

Dinner - Delegates own arrangements

Monday 22 February 2016 Houston

Time	Details
07:00 – 08:15	<p>Breakfast - Delegates own arrangements.</p> <p>CERA Week Registration - Delegates are asked to utilise this time to finalise conference 'check-in' process at the CERA Week registration booth, in the foyer of the hotel. A dedicated AUSBW Partnership registration desk will be available this time.</p> <p>Please wear your AUSBW delegate lanyard for security and identification during the day's events.</p> <p><i>Venue: Hilton Americas-Houston, Speaker and Partner Registration area.</i></p>
08:15 – 08:30	<p><i>Delegates make their way to Australian Government Partner Suite – 332 (Level 3)</i></p>
08:30 – 09:30	<p>Delegate Welcome briefing AUSBW Partnership Program</p> <p>Delegates will be joined by the Austrade team for a welcome briefing.</p> <p><i>Venue: Australian Government Partner Suite – 332 (Level 3), Hilton Americas-Houston</i></p>
09:30 - 10:00	<p>Delegates assemble in hotel lobby and travel to University of Houston as a group. Transport provided by Austrade.</p>
10:00 – 11:30	<p>Site Visit, Energy Technology Park External to CERA Week</p>

Time	Details
	<p>Opportunity for delegates to tour University of Houston's Energy Technology Park. The initiative combines multiple research areas including fossil fuels, biofuels, renewables, energy storage and electric power. Potential for select delegates to tour the Park's semi-conductor facility and receive an 'in depth dive' on research initiatives.</p> <p><i>Venue: University of Houston, 5000 Gulf Fwy #226, Houston, TX 77023</i></p>
<p>11:30 – 13:20</p>	<p>Commercialising Energy Technologies External to CERA Week</p> <p>Informal lunch with leading academics, institutions and industry representatives on how to foster innovation and achieve effective commercialisation. A presentation by the University of Houston's Chief Energy Officer will focus on the collaborative efforts of local institutions, the partnerships that exist with the commercial sector, and the emerging role of technology divisions within oil and gas majors and tier one suppliers. Roundtable participants will include energy-focused leaders from Rice University, the University of Houston and Texas A&M, as well as commercialisation-focused experts from Shell, NASA, Halliburton, Schlumberger and Houston energy technology company incubators.</p> <p>Light lunch to be provided.</p> <p><i>Venue: University of Houston, 5000 Gulf Fwy #226, Houston, TX 77023</i></p>
<p>13:30</p>	<p>Depart Energy Technology Park.</p> <p>Delegates split into two groups – Option 1 and Option 2 and travel to site locations.</p>
<p>14:30 – 16:00</p>	<p>Option 1</p> <p>Site Visit PPI, PEMEX External to CERA Week</p> <p>PEMEX PPI is the international procurement arm of PEMEX Group. Their role is to identify and acquire imported goods and services for the PEMEX Group.</p> <p><i>Venue: 10344 Sam Houston Park Drive, Suite 100, Houston</i></p>
<p>16:00 – 16:45</p>	<p>Delegates return to the Hilton Americas-Houston Hotel. Transport provided by Austrade.</p>
<p>16:45 – 18:30</p>	<p>Attendance at the CERA Week Public Program</p> <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
<p>14:00 – 14:45</p>	<p>Option 2</p> <p>Site Visit to Chevron's Energy Technology Company</p> <p><i>Venue: Decision Support Center, 1400 Smith St/ 1500 Louisiana St, Houston</i></p>

Time	Details
14:45 – 15:15	Delegates return to the Hilton Americas-Houston Hotel. Transport provided by Austrade.
15:15 – 18:30	Attendance at the CERA Week Public Program <i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i>
18:30 – 19:30	CERA Week Welcome Reception CERA Week Public Program “Energy Transition: Strategies for a New World” <i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i>
19:30 – 21:30	Australian Networking Dinner co-hosted with IHS AUSBW Partnership Program The Hon Josh Frydenberg MP, Minister for Resources, Energy and Northern Australia will co-host and present the Australian investment opportunity to a small group of targeted global energy leaders and all AUSBW delegates. <i>Venue: Grand Ball Room Level 4 – Room J, Hilton Americas–Houston,</i>
End of Monday Program	

Tuesday 23 February 2016 Houston

Time	Details
Please wear your AUSBW delegate lanyard to all events.	
07:15 – 07:30	AUSBW delegation morning briefing AUSBW Partnership Program Delegates will be joined by the stream leader for an informal morning briefing. <i>Venue: Australian Government Partner Suite 332 (Level 3), Hilton Americas-Houston</i>
07:30– 08:40	Breakfast and Strategic Dialogues CERA Week Public Program (Choose One) Strategic Dialogues provide insights and presentations on key strategic topics, followed by interactive discussion among presenters and session participants. <ul style="list-style-type: none"> > Midstream & NGL’s > Global Oil Demand: A Pause of Lasting Downshift to Lower Growth? > Asian Oil Demand: A Pause or Lasting Downshift to Lower Growth? > Future of Oil Services > Taking the Measure of Latin America’s Upstream Industry > Canadian Oil & Gas: What do Market & Political Changes Mean? > Africa’s Upstream Hotspots: Where to Next? > Squeezing More from Brownfields in a Low Oil Price Environment > State of the Industry: Russian Oil’s Present & Future > North American Refining: Is the Best Behind – or Ahead? <i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i>

Time	Details
08.50 – 09:25	<p>Welcome & Ministerial Address</p> <ul style="list-style-type: none"> > HE Ali Al-Naimi, Minister of Petroleum & Mineral Resources, Kingdom of Saudi Arabia > Daniel Yergin(Chair), Vice Chairman, IHS – CERAWeek Conference Chairman > <i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i>
09:30 – 10:00	<p>Opening Oil Address CERA Week Public Program</p> <p>Keynote address by Ben van Beurden, Chief Executive Officer, Royal Dutch Shell. Welcome from Daniel Yergin, Vice Chairman, IHS CERAWeek Conference Chair.</p> <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
10:00 – 10:30	<p>Oil Keynote Address CERA Week Public Program</p> <p>Keynote address by Yilin Wang Chairman, CNPC. Moderated by Daniel Yergin, Vice Chairman, IHS CERAWeek Conference Chair.</p>
10.30 – 11.00	<p>Select delegates move to EPIC 1 – or – delegates own time</p>
11:00 – 12:15	<p>Australian Government hosted Energy Partner Informal Conversation AUSBW Partnership Program</p> <p>Minister Frydenberg and select members of AUSBW delegation to participate in a discussion with prominent US independent operators. Topics include:</p> <ul style="list-style-type: none"> > Financing oil and gas exploration and production activities > Australian investment opportunities > Specific JV and farm in opportunities <p>Note: Delegate participation is limited. Those delegates not participating in the Conversation may choose to attend public program activities or the Energy Innovation Pioneers Showcase.</p> <p><i>Venue: Room - 335B (Level 3), Hilton Americas–Houston</i></p>
11:30 – 12:40	<p>Option 2 – Other Delegates</p> <p>Concurrent Strategic Dialogues CERA Week Public Program</p> <p>Strategic Dialogues provide insights and presentations on key strategic topics; followed by interactive discussion among the presenters and between session participants and panelists. Choose from:</p> <ul style="list-style-type: none"> > NOC Strategies for a New World > HSE Strategies for a Cost Constrained World > Mexico’s Upstream Opportunities > North American Upstream: The Landscape to 2020 > IOC Strategies for Differentiation & Growth > Global Refining: The Role of Refining Centers > Financing Upstream Investment: Who, What & How Much? > The Disruptors: How New Industry Players & Mobility Options May Impact the Transportation Market & the Role of Oil? > The Middle East: A Transition to What? > Global Oil Market Outlook: Low Oil Prices—More to Come?

Time	Details
	<ul style="list-style-type: none"> > Intersection of Technology & Major Projects: Raising Industry Capital Efficiency <i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i>
12:30 – 14:00	<p>Luncheon and Keynote Address CERA Week Public Program</p> <ul style="list-style-type: none"> > Daniel Yergin (Chair), Vice Chairman, IHS CERAWeek Conference Chairman > Lord Browne, Chairman, L1 Energy > Mark Papa, Partner, Riverstone Holdings <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
14:15 – 15:15	<p>Ministerial Plenary CERA Week Public Program</p> <ul style="list-style-type: none"> > Carlos Pascual(Chair), Senior Vice President, Global Energy, IHS > HE Mohammed Hamed Saif Al-Rumhy, Minister of Oil & Gas, Oman > HE Tomás Estrada González, Minister of Mines & Energy, Colombia > HE Dharmendra Pradhan, Minister of Petroleum & Natural Gas India <p><i>Venue: Grand Ball Room Level 4 Quad (Rooms EFHI), Hilton Americas–Houston</i></p>
15:15 – 15:40	<p>CEO Dialogue CERA Week Public Program</p> <ul style="list-style-type: none"> > Daniel Yergin (Chair), Vice Chairman, IHS CERAWeek Conference Chairman > José Antonio González Anaya, Chief Executive Officer, Pemex > Carlos Pascual(Co Chair), Senior Vice President, Global Energy, IHS <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
15:50 – 16:15	<p>IHS Oil Watch: How Resilient is Supply? CERA Week Public Program</p> <ul style="list-style-type: none"> > Jim Burkhard Chief Researcher, Global Oil Markets & Energy Scenarios, CERAWeek Vice Chairman, IHS > Bhushan Bahree, Senior Director & Advisor, Global Oil Markets, IHS > Roger Diwan, Vice President, Global Energy & Finance, HIS <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
16:20 – 17:30	<p>Concurrent Plenaries CERA Week Public Program (Choose One)</p> <ul style="list-style-type: none"> > Downstream <ul style="list-style-type: none"> – Kurt Barrow (Chair), Vice President, Downstream Research & Consulting, IHS – Greg Garland, Chairman and CEO, Phillips 66 – Philippe Sauquet, President, TOTAL Refining & Chemicals – Ulirch Spiesshofer, CEO, ABB Group > Upstream <ul style="list-style-type: none"> – Mohammed Al Qahtani, Acting Business Line Head of Upstream, Saudi Aramco – Lamar McKay, Chief Executive, Upstream BP – Steve Williams, President & CEO, Suncor Energy – Atula Arya (Chair), Senior Vice President, IHS Energy, IHS

Time	Details
	<i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i>
17:45 – 18:10	AUSBW Delegates move to Australian Government Partner Suite 332 (Level 3)
18:10 – 18:30	Informal briefing with Minister Frydenberg AUSBW Partnership Program <i>Venue: Australian Government Partner Suite 332 (Level 3), Hilton Americas–Houston</i>
18:30 – 19:30	Australian Government Private Reception AUSBW Partnership Program <i>Venue: Australian Government Partner Suite 332 (Level 3), Hilton Americas–Houston</i>
19:30 – 21:15	CERA Week Dinner and Keynote Address CERA Week Public Program Keynote address by Stanley Fischer, Vice Chairman, Federal Reserve Board. Chair: Daniel Yergin, Vice Chairman, IHS CERAWeek Conference Chairman Note: Open seating for AUSBW delegates. <i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i>
	End of Tuesday Program

Wednesday 24 February 2016 Houston

Time	Details
Please wear your AUSBW delegate lanyard to all events.	
07:30 – 08:40	Breakfast and Strategic Dialogue with the Minister for Resources, Energy and Northern Australia, The Hon Josh Frydenberg MP AUSBW Partnership Program Topic: New LNG Entrants – Identifying the Success Factors This session is an opportunity for delegates to hear expert commentaries and dialogues, external to and from within the delegation on the Australian opportunity. Minister Frydenberg will deliver welcome remarks and participate in a panel discussion chaired by an IHS regional expert. The breakfast will be open invitation to all CERA Week delegates to attend. <i>Venue: Grand Ball Room Level 4 Quad – Room J, Hilton Americas–Houston,</i>
08:40 – 09:00	AUSBW Delagte move to Delegate debrief session with Minister
09:00 – 09:30	Delegate debrief session with Minister AUSBW Partnership Program An opportunity for delegates to reflect on the program and share their experiences with the Minister. <i>Venue: Australian Government Partner Suite 332 (Level 3), Hilton Americas–Houston</i>
09:25 – 10:40	Global Gas Plenary CERA Week Public Program <ul style="list-style-type: none">> Iain Conn, CEO, Centrica> Yuji Kakimi, President, JERA> Meg Gentle, President of Marketing, Cheniere <i>Select delegates only - Please ensure arrival at Energy Partner Informal Conversations (EPIC) venue by 11:00 am.</i> <i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i>
10:40 – 11:40	Select AUSBW Delegates move to EPIC
11:00 – 12:15	Option 1 – Selected Delegates Australian Government hosted Energy Partner Informal Conversation AUSBW Partnership Program Minister to lead a discussion considering the role of energy research and innovation and the increasing importance of improving overall efficiencies and productivity in global supply chains. This is an opportunity to promote leading Australian capabilities in this area. Energy research and innovation is vital to combatting current high cost environments. How can industry wide collaboration be enhanced and what role do niche technology and services providers play in its achievement. What role do enabling technologies play? Does this mean a ‘new normal’ for companies servicing global value chains?

Time	Details
	<p>Note: Delegate participation is limited. Those delegates not participating in the Conversation may choose to attend public program activities or the Energy Innovation Pioneers Showcase.</p> <p><i>Venue: Room – 335B (Level 3), Hilton Americas–Houston</i></p>
11:20 – 12:35	<p>Option 2 – Other Delegates</p> <p>Concurrent Strategic Dialogues CERA Week Public Program</p> <p>Strategic Dialogues provide insights and presentations on key strategic topics; followed by interactive discussion among the presenters and between session participants and panelists. Choose from:</p> <ul style="list-style-type: none"> > Future of Offshore E&P – The Play Grab for the Next Generation > Europe’s Future Gas Supplies > Tightening the Valves on Global Methane Emissions > LNG Costs & Innovation > Rethinking Gas Pricing & Contract Terms > North American Shale: Productivity Progress > Asia Markets with Divergent Paths: “Premium” Markets versus Emerging Countries > Energy & Petrochemicals <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
12:45 – 14:05	<p>Lunch and Keynote Address CERA Week Public Program</p> <p>Keynote speaker: Ernest Moniz, Secretary of Energy, United States Department of Energy</p> <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
14:15 – 15:25	<p>Ministerial Dialogue AUSBW Partnership Program</p> <ul style="list-style-type: none"> > Hon Josh Frydenberg, Minister for Resources, Energy & Northern Australia – Australia > Hon James Carr, Minister of Natural Resources – Canada > Hon Pedro Joaquin Coldwell. Secretary of Energy – Ministry of Energy of Mexico > Hon Dr Yuval Steinitz, Minister Of National Infrastructure, Energy & Water Resources, Israel <p><i>Hosted by Daniel Yergin, Vice Chairman, IHS</i></p> <p><i>Venue: Grand Ball Room Level 4 Quad (Rooms EFHI), Hilton Americas–Houston</i></p>
15:35 – 16:45	<p>Concurrent Plenaries CERA Week Public Program (Choose One)</p> <ul style="list-style-type: none"> > Midstream Plenary <ul style="list-style-type: none"> – Greg Armstrong, Chairman & CEO, Plains All American – Gregory Ebel, Chairman, President & CEO, Spectra Energy – Jim Teague, Chief Executive Officer, Enterprise Products Partners – Ed Kelly(Chair), Managing Director, Americas Gas & Power Consulting, IHS > Gas Markets Plenary <ul style="list-style-type: none"> – Bob Ineson (Chair), Managing Director, North American Natural Gas & Global LNG Research, IHS – HE Seyed Mohammad Hossein Adeli, Secretary General, GECF

Time	Details
	<ul style="list-style-type: none"> – Klaus Schäfer, CEO, Uniper – B.C. Tripathi, Chairman & Managing Director GAIL (India) Ltd <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
17:00 – 18:15	<p>The Future of North American E&P: Independents CEO Dialogue CERA Week Public Program</p> <ul style="list-style-type: none"> – Daniel Yergin (Chair), Vice Chairman, IHS CERAWEEK Conference Chairman – David Hager, President & CEO, Devon – Scott Sheffield, Chairman & CEO, Pioneer Natural Resources <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
18.20 – 19.30	<p>Conference Wide Reception CERA Week Public Program</p>
19:30 – 21:30	<p>Insight Dinners CERA Week Public Program</p> <p>CERAWEEK Insight Dinners provide a relaxed and informal opportunity for discussion among industry peers and experts. Each dinner centers on a key theme and features thought provoking remarks by distinguished commentators, followed by moderated discussion and Q&A with dinner participants. CERAWEEK Insight Dinners are open to all CERAWEEK delegates, but seating at each is limited and on a first come first served basis. These sessions are closed to the media.</p> <ul style="list-style-type: none"> > Women Leaders in Energy > Future of Solar: The Next Frontiers of Growth > Cyber-Security & The Digital Transformation: The Promise & the Peril > Clean Power Plan: What Now? > Smart Cities, Smart Homes: The Customer of the Future > US Energy Policy in an Election Year & Beyond <ul style="list-style-type: none"> • <i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i>

End of Australia United States Business Week program

Delegates have the opportunity to stay on for the remainder of the CERA Week Public program, which concludes on Friday 26th February 2016

Thursday 25 February 2016 Houston – Optional CERA Public Program

Time	Details
	<p>Please wear your <u>CERA Week delegate lanyards</u> for security and identification during the day's events.</p>
07:30 – 08:40	<p>Breakfast and Strategic Dialogue CERA Week Public Program (Choose One)</p>

Time	Details
	<p>Strategic dialogues provide insights and presentations on key strategic topics, followed by interactive discussion among presenters and session participants.</p> <ul style="list-style-type: none"> > How Europe is Managing its Energy Transition: Lessons Learned > North America: Power Logistics & the New Fuel Dynamic > Latin America Renewables Heating Up: Thermal Competing or Complementing? > EPA's Clean Power: The Challenge Ahead > Texas Power: Shaping the Future > The Future of Asia's Power Markets: How Changing Business Models are Creating New Opportunities & Redefining Fuel Competition > Electricity Consumers: What Do They Want? <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
08:50 – 09:55	<p>North American Power CEO Dialogue CERA Week Public Program</p> <ul style="list-style-type: none"> > Christopher Crane, Present and CEO, Exelon > Thomas May, Chairman, President and CEO, Eversource Energy <p>Chaired by Lawrence Makovich, IHS Chief Power Strategist</p> <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
09:55 – 10:25	<p>Electric Power at the Crossroads: A Global View CERA Week Public Program</p> <ul style="list-style-type: none"> > Mohammed Al Hammadi, CEO, Emirates Nuclear Energy Corporation > Enrique Ochoa Reza, General Director, Federal Electricity Commission of Mexico > Peter Terium, CEO, RWE <p>Chaired by Daniel Yergin, IHS Vice Chairman</p> <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
10:25 – 11:25	<p>Power Markets, Policy & Technology Plenary CERA Week Public Program</p> <ul style="list-style-type: none"> > Lisa Davis, Member of the Managing Board, Siemens > Mohamed Al Hammadi, Chief Executive Officer, Emirates Nuclear Energy Corporation > Mohamed Al Hammadi, Chief Executive Officer, Emirates Nuclear Energy Corporation > Enrique Ochoa Reza, Chief Executive Officer, Federal Electricity Commission of Mexico > Carlos Pascual(Chair), Senior Vice President, Global Energy, IHS <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
11:25 – 11:55	<p>Special Global power Address CERA Week Public Program</p> <p>Speaker is Zhenya Liu, Chairman, State Grid Corporation of China</p> <p>Chaired by Daniel Yergin, IHS Vice Chairman</p> <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
12:05 – 13:15	<p>Strategic Dialogue CERA Week Public Program (Choose One)</p>

Time	Details
	<p>Strategic Dialogues provide insights and presentations on key strategic topics; followed by interactive discussion among the presenters and between session participants and panellists.</p> <ul style="list-style-type: none"> > Future of Coal: When is the Upturn? > Power System & Grid Operations: Keeping the Lights on Through an Era of Change > Electric Power Finance: Balancing Risk & Return > Renewable Power: Expectations for Scale > Electric Market Structure: Continued Evolution > The Power Generation Mix: Managing Under Uncertainty > New Power Technologies: Innovating to Meet the Climate Change Imperative <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
13:25 – 14:35	<p>Lunch and Keynote Address CERA Week Public Program</p> <p>Keynote speaker: Norman Bay, Chairman, Federal Energy Regulatory Commission Chaired by Daniel Yergin, IHS Vice Chairman</p> <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
14:45 – 15:45	<p>Climate Change: What’s Ahead? CERA Week Public Program</p> <ul style="list-style-type: none"> > Anita Marangoly George, Senior Director, Energy and Extractives, World Bank Group > Robert Orr, UN Special Adviser on Climate Change; Dean of the School of Public Policy, University of Maryland <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
15:45 – 16:10	<p>Presidential Dialogue CERA Week Public Program</p> <ul style="list-style-type: none"> > HE Paul Kagame, President – Republic of Rwanda > Daniel Yergin(Chair), Vice Chairman, IHS CERAWEEK Conference Chairman <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
16:25 – 17:35	<p>Technology: The Shape of things to Come CERA Week Public Program</p> <ul style="list-style-type: none"> > Kim Greene, EVP and COO, Southern Company > Bazmi Husain, Chief Technology Officer, ABB Group <p>Chaired by Jone-Lin Wang, Vice President, Global Power IHS</p> <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
17:50 – 18:30	<p>IHS Expert Discussions CERA Week Public Program (Choose One)</p> <p>IHS Expert Discussions provide presentations and outlooks by IHS analysts, followed by interactive discussions. Each session provides insight on strategies, risk, and opportunities in a new energy area.</p> <ul style="list-style-type: none"> > Latin America Gas and Power Trends > Middle East Power Trends > North American Power Trends > Energy Infrastructure Security > North American Gas and Power Scenarios: Incorporating Policy Risk in

Time	Details
	<p>Strategic Planning</p> <ul style="list-style-type: none"> > Power Generation Technology and Cost Trends > Two part Harmony: Mexico, US Gas and Power Dynamics > Fuel Prices: An IHS Perspective <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
18:30 – 19:30	<p>Conference Wide Reception CERA Week Public Program</p> <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
19:30 – 21:30	<p>Dinner and Keynote CERA Week Public Program</p> <ul style="list-style-type: none"> > JB Straubel, Chief Technical Officer, Tesla Motors <p>Chaired by Daniel Yergin, Vice Chairman, IHS CERA Week, Conference Chairman</p> <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>

Friday 26 February 2016 Houston

Time	Details
<p>Please wear your <u>CERA Week delegate lanyards</u> for security and identification during the day's events.</p>	
07:30 – 08:30	<p>Reflections of CERA Week 2016: What we have learned and where do we go from here? CERA Week Public Program</p> <ul style="list-style-type: none"> > Antonia Bullard, Vice President Energy > Jim Burkhard, Chief Researcher, Global Oil Markets and Energy Scenarios, CERA Week Vice Chairman IHS > Roger Diwan, Vice President, Global Energy and Finance IHS > Michael Stoppard, Chief Strategist, Global Gas and Vice, Chair of CERA Week IHS > Lawrence Makovich, Chief Power Strategist, Vice Chair, CERA Week IHS <p>Chaired by Atul Arya, Senior Vice President, IHS Energy, IHS</p> <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
08:30 – 09:20	<p>Demographics & the Second Machine Age</p> <ul style="list-style-type: none"> > Nicholas Eberstadt, Henry Wendt Chair in Political Economy, American Enterprise Institute > Andrew McAfee, Principal Research Scientist and Co-founder, Initiative on the Digital Economy; Author, The Second Machine Age, MIT > Zbyszko Tabernacki(Chair), Vice President, Economics & Country Risk, IHS <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
09:20 – 10:00	<p>Prospects of the Middle East and the World CERA Week Public Program</p> <ul style="list-style-type: none"> > William Burns, president, Carnegie Endowment for International Peace <p>Chaired by Carlos Pascual, Senior Vice President, Global Energy IHS</p>

Time	Details
	<p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
<p>10:20 – 11:30</p>	<p>Frontiers of Science and Innovation: Future technologies to meet the energy and climate challenge – The View from MIT CERA Week Public Program</p> <ul style="list-style-type: none"> > Robert Armstrong, Director, MIT Energy Initiative; Chevron Professor of Chemical Engineering Massachusetts Institute of Technology > Yogesh Surendranath, Assistant Professor Chemistry, Massachusetts Institute of Technology > Yet-Ming Chiang, Professor, Materials, Science and Engineering, Massachusetts Institute of Technology > Kristala Jones Prather, Associate Professor, Massachusetts Institute of Technology <p>Chaired by Daniel Yergin, IHS Vice Chairman</p> <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
<p>11:30 – 12:30</p>	<p>The US and Global Energy Future: Policy Dialogue CERA Week Public Program</p> <ul style="list-style-type: none"> > John Cornyn, Majority Whip, United States Senate (Texas) > Lisa Murkowski, Chairman, US Senate Energy and Natural Resources Committee <p>Chaired by Daniel Yergin, IHS Vice Chairman</p> <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>
<p>12:30 – 14:00</p>	<p>Networking Lunch CERA Week Public Program</p> <p><i>Venue: Hilton Americas–Houston, See CERA WEEK schedule.</i></p>

International Capital Partnerships

(New York)

Sunday 21 February 2016

New York (Optional)

Time	Details
	<p>Delegates to arrive in New York City on or before Sunday 21 February, 2016</p> <p>Recommended hotel:</p> <p>The Westin New York Grand Central, 212 East 42nd Street, New York, NY 10017 Telephone: +1 212 490 8900</p> <p>Note: Delegates are responsible for their own flight bookings. Transfers from the airport to hotel can be arranged with the hotel at an additional expense when making your hotel booking.</p> <p>Delegates to book online through StarGroups - https://www.starwoodmeeting.com/Book/AustralianTradeCommissionRoomBlock</p> <p>Reservations can also be made by calling toll free 1 866 961 3782 and asking for the Westin New York Grand Central and the Australian Trade Commission room block.</p>

Monday 22 February 2016

New York (Optional)

Time	Details
07:30–07:45	<p>Delegate Registration and Welcome</p> <p>Delegates will register and attend a brief welcome session with The Hon Nick Minchin, Consul-General New York.</p> <p><i>Venue: Australian Consulate, 150 East 42nd Street, New York Monash Room, 34th Floor</i></p>
07:45–09:30	<p>Breakfast Networking Session</p> <p>Delegates are invited to participate in a delegate networking reception over breakfast where The Hon Nick Minchin, Consul-General New York will welcome Dr Torsten Slok, Chief International Economist, Deutsche Bank. Dr Slok is one of New York's most prominent international economists. He will share his views on emerging themes in the US and Global Economy.</p> <p><i>Venue: Australian Consulate, Monash Room, 34th Floor</i></p>
09:30–11:30	<p>Roundtable: New Business Formation and Venture Capital</p> <p>Delegates will be joined by senior executives from some of the leading US thinkers and managers in new business and venture formation including:</p> <ul style="list-style-type: none">> John Spirtos, GE Ventures, New Business Creation> Adam Goulburn, Lux Capital

Time	Details
	<ul style="list-style-type: none"> > Remo Carbone, Iandem > Bradley Harrison, Scout Ventures > Michael Giles, Third Party Trade <p><i>Venue: Australian Consulate, UN Mission Meeting Room, 33rd Floor</i></p>
11:30–12:00	Delegates own time (Monash Room)
12:00–13:30	<p>Lunch and Moderated Discussion: Investing in Food and Agriculture</p> <p>Moderated discussion focussing on key opportunities, developments and trends in Ag investing.</p> <p>NY based member include:</p> <ul style="list-style-type: none"> > John Goodreds, TIAA-CREF > Charles Carmona, Torino Capital > Disque Deane, Water Asset Management > Digby Beaumont, BlueSky Asset Management > Debra Goundrey, Hancock Agricultural > Francie Heller, Heller Advisory > David Browne, Paine & Partners > Greg Oberholtzer, WP Global > Paul McMahon, SLM Partners > Hidemoto Mizuhara, Mitsubishi Corporation – Americas > Hironori Kobayashi, Mitsubishi Corporation – Americas > Evelin Herrera, ING Capital LLC > Tony Wood, Blaxland Funds > Geoff Schmidt, National Australia Bank <p><i>Venue: Australian Consulate, Monash Room, 34th Floor</i></p>
13:30–14:30	<p>Roundtable Discussion: Private Capital Partnerships</p> <p>Delegates will be joined by senior executives from some of the leading US private equity managers, for discussion addressing the key issues surrounding, identifying and funding growth opportunities.</p> <p>New York Participants include:</p> <ul style="list-style-type: none"> > Andrew Ward, Riverstone Partners > Peter Rose, Blackstone > John Panagakis, TIAA-CREF > Travers Garvin, KKR <p><i>Venue: Australian Consulate, UN Mission Meeting Room, 33rd Floor</i></p>
14:30-15:00	Transit to New York Stock Exchange (NYSE), 11 Wall Street, New York. Transport provided by Austrade.
15:00–15:40	<p>NYSE</p> <p>Welcome and introduction to NYSE by Thomas Farley, President.</p> <p><i>Venue: NYSE, 2 Broad Street, New York</i></p>

Time	Details
15:40-16:15	Tour of NYSE trading floor for Closing Bell <i>Venue: NYSE Trading Floor, 2 Broad Street, New York</i>
16:15–17:30	Informal Reception at NYSE for delegates <i>Venue: NYSE, 2 Broad Street, New York</i>
17:30	Delegates return to The Westin New York Grand Central Hotel. Transport provided by Austrade.
	End of Australia United States Business Week programme Dinner – Delegates own arrangements

Australia Tourism Summit Program

Monday 22 February 2016

- 4:00 PM Registration - *Huntington Ballroom Foyer*
- 5:00 PM Official Opening of the 2016 Australia Tourism Summit and Performance by Australian Chamber Orchestra - *Huntington Ballroom*
- 5:05 PM Introduction -Jane Whitehead, Vice President / Regional General Manager, The Americas Tourism Australia
- 5:15 PM Remarks from: Richard Tognetti AO - Artistic Director of Australian Chamber Orchestra
- 6:00 PM Opening Reception - *Horseshoe Garden*
- 7:00 PM Dinner - *Viennese Ballroom*
- 7:20 PM Introduce Minister - Jane Whitehead, Vice President / Regional General Manager, The Americas Tourism Australia
- 7:25 PM Opening Remarks: "Launch of Aquatic & Coastal Program"
Minister for Tourism and International Education, Senator The Hon. Richard Colbeck
- 8:30 PM Introduce Sponsor - Jane Whitehead, Vice President / Regional General Manager, The Americas Tourism Australia
- 8:35 PM Sponsors Remarks - Vito Anzelmi - Regional Sales Director, North American - Virgin Australia
- 9:30 PM Dinner Ends

Tuesday 23 February

- 8:00 AM Breakfast - Viennese Foyer and Registration Desk Re-opens
- 9:00 AM Welcome Address Tony South, Chairman, Tourism Australia
- 9:10 AM Presentation: "Welcome Remarks"
Minister for Tourism and International Education, Senator The Hon. Richard Colbeck
- 9:20 AM Presentation: "Meeting Tomorrow's Luxury Consumer Today"
Shiv Singh, Senior Vice President & Global Head of Digital & Marketing Transformation, VISA
- 10:05 AM Q&A
- 10:15 AM Refreshment Break

- 10:40 AM Presentation: "Selling to the Luxury Consumer"
Stephen Kraus, Senior Vice President & Chief Insights Officer, Ipsos Media
- 11:10 AM Q&A
- 11:20 AM Presentation: "Ultra Luxury Partnership Strategies"
Shelley Cline, President, TCS World Travel
- 11:45 AM Q&A
- 11:55 AM Keynote Presentation: "Conversation to Conversion, What's App?"
Matthew Upchurch, Chairman, Chief Executive Officer, Virtuoso Ltd.
- 12:25 PM Q&A
- 12:35 PM Transition to Lunch Room
- 12:45 PM Lunch Break
- 1:30 PM Sponsor remarks – Delta - TBA
- 2:15 PM "The Editorial Roundtable": Moderated by Katherine Droga, General Manager, Western Markets & Global Distribution Development, Tourism Australia
Dana Cowin, Creative Director, Chefs Club by Food & Wine
Richard Story, Editor-In-Chief, Departures
Nathan Lump, Editor, Travel+Leisure
Includes Q&A
- 3:15 PM Presentation: "Australia's Unique Brand of Experiential Luxury" Craig Wickham, Owner and Chief Executive Officer, Exceptional Kangaroo Island
- 3:35 PM Q&A
- 3:45 PM Refreshment Break
- 4:05 PM Presentation: "Leaping into the Unknown – Expanding The Boundaries of a Travel Brand"
Joe Diaz, Co-Founder, AFAR
- 4:35 PM Q&A
- 4:45 PM " Harnessing Your Customer’s Content to Transform Your Advertising Strategy" -
Moderator - Jesse Desjardins, Global Manager Social & Content - Tourism Australia,
Speaker - Jaci Hays, Head of Global Brand Partnerships - GoPro
- 5:05 PM Q&A

- 5:15 PM Presentation: "Closing Remarks"
Frances-Anne Keeler, Deputy Chief Executive Officer Tourism Australia
- 5:30 PM Confernce Ends - Transition to Reception
- 5:30 PM Networking Reception - Lobby Lounge
- 6:30 PM Dinner
- 9:00 PM End of Program

Marketplace agenda

Wednesday 24th

Registration	1:00pm – 6:00pm	(Huntington Ballroom Foyer)
Supplier Setup	10:00am – 3:00pm	(Huntington Ballroom)
Supplier Briefing	1:00pm – 1:45pm	(Viennese Ballroom)
Retail Tradeshow	3:00pm – 5:00pm	(Huntington Ballroom)
Reception	5:15pm – 6:15pm	(Horseshoe Garden)
Dinner	6:15pm – 8:15pm	(Viennese Ballroom)

Thursday 25th

Breakfast – Reputation Management Seminar	7:00am – 8:00am	(Viennese Ballroom)
Buyer Breakfast	7:00am – 8:00am	(Lobby Lounge)
Appointments (1-12)	8:00am – 10:00am	(Huntington Ballroom)
AM Break	10:00am – 10:15am	(Huntington Ballroom Foyer)
Appointments (13-24)	10:15am – 12:15pm	(Huntington Ballroom)
Lunch	12:15pm – 1:30pm	(Viennese Ballroom)
Appointments (25-36)	1:30pm – 3:30pm	(Huntington Ballroom)
PM Break	3:30pm – 3:45pm	(Huntington Ballroom Foyer)
Appointments (37-48)	3:45pm – 5:45pm	(Huntington Ballroom)
Reception	5:45pm – 6:45pm	(Viennese Ballroom Terrace)
Dinner	6:45pm – 8:45pm	(Viennese Ballroom)

Friday 26th

Breakfast	7:00am – 8:00am	(Viennese Ballroom)
Appointments (49-60)	8:00am – 10:00am	(Huntington Ballroom)
AM Break	10:00am – 10:15am	(Huntington Ballroom Foyer)
Appointments (61-72)	10:15am – 12:15pm	(Huntington Ballroom)
Lunch	12:15pm – 1:30pm	(Viennese Ballroom)
Appointments (73-84)	1:30pm – 3:30pm	(Huntington Ballroom)
PM Break	3:30pm – 3:45pm	(Huntington Ballroom Foyer)
Appointments (85-95)	3:45pm – 5:35pm	(Huntington Ballroom)
Supplier Teardown	5:35pm – 5:45pm	
Farewell Reception	5:45pm – 7:00pm	(Lobby Lounge)

MISSION

AUSTRALIAN CYBER SECURITY MISSION TO RSA CONFERENCE 2017

PROGRAM

This program has been designed to maximise the benefit you derive from your visit to the RSA Conference. To complement your attendance at key elements of the conference, Austrade has organised external briefings and site visits with leading cybersecurity companies and industry leaders in key sectors facing cybersecurity demands. ***These briefings and visits are to be treated as confidential.***

Several networking events have also been arranged that will provide an opportunity to engage with people in the wider Bay Area ecosystem that have a demonstrated interest in Australia's cyber security industry.

Social media

If you are tweeting about the mission please include @AustradeUSA and @AustCyber (ACSGN)

Details	Time
Sunday 12 February	
Australian Delegation Welcome Dinner Town Hall Restaurant, 342 Howard St San Francisco	6:30pm
Monday 13 February	
Austrade organised trip to Silicon Valley for briefings with cybersecurity companies	
Pick up Lumina Building 338 Main St, San Francisco Meet in the lobby	9:00am
Industry briefing at Juniper Networks Host: Kevin Walker, VP & CTO and Jennifer Blatnik, VP Marketing Incl. light lunch	11:00am
Industry briefing at UpGuard 909 San Rafael Ave, Mountain View	1:00pm

MISSION

AUSTRALIAN CYBER SECURITY MISSION TO RSA CONFERENCE 2017

Host: Hamish Hawthorn, Chief Operating Officer

Return to San Francisco 2:00-3:30pm

Drop off location: Corner of Howard and 2nd St, one block from Moscone Center.

RSA Conference Welcome Reception 5:00-7:00pm

Moscone Center North and South Expo

Tuesday 14 February

Delegates make own arrangements to attend RSA Conference

Industry briefing with [Cisco](#) 11am – 1pm

Delegates make own way to the venue at the corner of Mission and 4th streets.

Location: San Francisco Marriott Marquis. 780 Mission Street San Francisco, CA, 94103 USA

Host: Gary Hale, Director, Cyber Security & Innovation, Security & Trust Organisation (STO) Cisco Australia

Speakers

- John Stewart, SVP and Chief Security & Trust Officer (CSTO), Cisco
- Marty Roesch, VP and Chief Technical Officer (CTO), Security Solutions, and founder Sourcefire (acquired by Cisco in 2013)
- Karthik Subramanian, Director, Corporate Development, Cyber Security Investment Portfolio

Includes light lunch

Wednesday 15 February

Delegates make own arrangements to attend RSA Conference

Industry briefing with [Symantec](#) 9:00- 10:00am

Delegates to make own way to venue on 5th St between Market and Mission St.

Location: Hotel Zetta, 55 5th St, San Francisco, CA 94103

Host: Steve Trilling, CTO

MISSION

AUSTRALIAN CYBER SECURITY MISSION TO RSA CONFERENCE 2017

Speaker: Greg Clark, CEO

Australian Cyber Security Showcase Reception

6:00-8:00pm

Co-sponsored by [Quintessence Labs](#) and [UpGuard](#)

Delegates to make own way to venue, a 30 min walk from Moscone Center or 15 mins by car

Location: The Fairmont Hotel, the Pavilion Room, 950 Mason St, San Francisco

Participants: Delegation and Austrade invited guests **including media** (attendance by RSVP only)

Thursday 16 February

Delegates make own arrangements to attend RSA Conference

Cyber Security Investor Breakfast

8:00-9:30am

Discussion on the opportunities for US cyber security companies in the Australian market

Delegates to make own way to venue on Mission St between 1st and 2nd Sts.

Location: Deloitte, 555 Mission St San Francisco

Please look for the Austrade check-in table in the lobby

Participants: Delegation and Austrade invited guests excl. media (attendance by RSVP only)

Speakers:

- **Australian Cyber Security Growth Network-** Craig Davies, CEO
- **Big Switch** -Kyle Foster, Co-Founder
- **Intel Security-** Steve Grobman, CTO
- **F5-** Rob Malkin, Managing Director ANZ

Focused Discussion – Cyber Security Demand Trends

1:30-3:15pm

Delegates to make own way to venue on Mission St between 1st and 2nd Sts.

Location: Ernst & Young, 560 Mission Street, Suite 1600, San Francisco

Please look for the Austrade check-in table in the lobby

MISSION

AUSTRALIAN CYBER SECURITY MISSION TO RSA CONFERENCE 2017

Speakers:

- **MasterCard**- Craig Hibbeler, Senior Managing Consultant Big Data and Security
- **PG&E**- Mark Roberts, CISSP, Senior Manager Cyber Security Risk and Strategy
- **Citigroup**- Bob Blakley, Global Director Information Security Innovation
- **Telstra**- Craig Hancock, Executive Director, Telstra Service Operations

Moderated by: Nicola Watkinson, Senior Trade & Investment Commissioner, USA & Canada

Friday 17 February

'Security Around the Globe' Panel

8:00am-
9:15am

Co-hosted by industry group [Women in Security and Privacy](#) and [Salesforce](#)

Delegates to make own way to venue on cnr of Mission and Fremont Sts

Location: Salesforce East 350 Mission Street, San Francisco, CA 94105

Please look for the Austrade and WISP check-in in the lobby

Participants: Delegation, Salesforce employees and invited guests

Panellists:

- **Facebook**- Aanchal Gupta, Director of Security
- **Adelaide Business School**- Dr Cate Jerram, Information Management & Systems Research and Human Aspects of Cyber Security
- **RiskIQ** -Jenna Raby-Senior Director Global Strategic Accounts and Managing Director Asia Pacific and Canada

Moderated by: Michelle Price, COO Australian Cyber Security Growth Network

Focused discussion with Salesforce Trust Team

9:15-9:55

Location: Salesforce East 350 Mission Street, San Francisco, CA 94105 (as above)

Host: Sassoon Grigorian, Head of Public Policy, Australia and New Zealand

MISSION

AUSTRALIAN CYBER SECURITY MISSION TO RSA CONFERENCE 2017

Travel to North Beach 10:00am

Bus departs outside Salesforce (Mission Street) at 10am

Industry briefing with [Bugcrowd](#) 10:30am

Location: 921 Front Street, North Beach, San Francisco

Host: Casey Ellis, CEO

Tesla Participants- Travel to Fremont 11:30am

Light lunch box included on the bus

Focussed discussion and factory tour at [Tesla](#) 1:00pm-
2:30pm

Location: Fremont

Host: Eric Larkin, Director, Connected Systems Engineering

**The Tesla Tour was limited to 20pax and is now full. There is a wait list.
Please let us know ASAP if you no longer intend to join.**

Return to San Francisco 3:30pm-
4:00pm

Drop off: 575 Market St, San Francisco

End Program

Phone Numbers:

Craig Davies +1 415 255 5502

Frances van Ruth +1 416 316 4914

Victoria Denholm +1 650 804 6473

Sally Bird +1 415 690 3724

Australian Consulate-General +1 415 644 3624

Foreign Affairs, Defence and Trade
Additional Estimates 2016 - 2017
Spoken Questions on Notice from **Wong, Penny** to Austrade

Question Number 2

G'Day USA

Hansard Page – 73

Senator WONG: How much did it cost last year?

Ms Adamson: Is this for the business week?

Senator WONG: The business week.

Mr Barty: I have the number. It is \$945,000.

Senator WONG: Can you give me that disaggregated on notice?

Mr Barty: Yes.

Senator WONG: Is that venue, hire, catering and so forth?

Mr Barty: Yes.

Answer

AUSBW 2016's expenditure was \$1,033,886 with revenue of \$89,850. Therefore the net cost to Austrade was \$944,036.

FY 2015–16	TOTAL
Total expenditure	1,033,886
Operating Expenditure (including general administration, consultancy fees, motor vehicle hire, IT)	133,689
Publicity & Promotions (including hospitality, venue hire, sponsorship and entertainment)	652,491
Travel Expenditure (including ground transport, airfares and accommodation for Austrade staff)	247,705
FY 2015/2016	TOTAL
Revenue – CERA week tickets purchased by R&E participants	89,850

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Spoken Questions on Notice from **Wong, Penny** to Austrade

Question Number 3

G'Day USA - Ministerial

Hansard Page74

Senator WONG: Is it not true that the reason there were two events was that Mr Robb and Ms Bishop both wanted their own event?

Mr Barty: I do not know.

Senator WONG: Secretary?

Ms Adamson: I was not secretary at the time but I understand, given the importance of our relationship with the United States, there was always more than enough to support the full interest of two ministers widely engaged with companies and in support of public diplomacy and business interests.

Senator WONG: But you had two different events which cost more.

Ms Adamson: That is not unusual.

Senator WONG: It cost more. If you think G'DAY USA is a good idea then the architecture that has been described this afternoon makes some sense. It does not make sense to have an entirely different event headed by a different minister. Anyway, you will take that on notice. I am putting that to you. You can do with it what you wish.

Senator Brandis: What are you putting on notice? You have made an observation.

Senator WONG: No, I am asking you to respond to that. Is not the real reason why there were two different events last year that both Ms Bishop and Mr Robb wanted separate events? Will you give me the disaggregated costs on notice?

Mr Barty: Yes.

Answer

For AUSBW please refer to the answer provided for Austrade question number 2.

The Department of Foreign Affairs and Trade has provided the following response:

G'Day USA is mostly sponsored by the private sector and corporate sponsors (approximately 80%). Corporate support for G'Day USA includes both cash and in-kind contribution.

Total G'Day USA funding from all sources from 2015-16 is as follows:

YEAR	\$AUD
2015-16	1,928,066
2016-17*	2,494,994*

* 2016-17 is an estimate of information available for the year to date. Not all sponsorship agreements have been finalised and we expect that the corporate sponsorship figure and ticket sales will rise.

Foreign Affairs, Defence and Trade
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Spoken Questions on Notice from **Gallacher, Alex** to Austrade

Question Number 4

Landing pads - salaries

Hansard Page – 122

Senator GALLACHER: What do their salaries look like? Are they IT global salaries or are they just normal public sector type salaries?

Mr Barty: Public sector salaries.

Senator GALLACHER: What would be the average wage? You can take that on notice if you like.

Mr Barty: I would have to take that on notice.

Answer

The average wage (including salary costs) of the Landing Pad managers is \$103,645.70.

Question Number 5

Landing Pads - Cabinet Sub Committee

Hansard Page – 122

Senator GALLACHER: How did you select the sites? Is it self-evident that Berlin, San Francisco, Shanghai, Singapore and Tel Aviv are—

Mr Barty: A cabinet subcommittee selected the sites.

Senator GALLACHER: Basically on advice from someone, or are they all experts in this space?

Mr Barty: They were aware of what the opportunities were.

Senator GALLACHER: A cabinet subcommittee. Can we get who was on that cabinet subcommittee?

Mr Barty: It was led by Minister Pyne at the time. He was the minister for industry.

Senator GALLACHER: Perhaps, on notice, you could give us the other people who comprised the committee.

Mr Barty: Sure.

Answer

The Prime Minister announced on 23 February 2016 the members of the Innovation and Science Committee of Cabinet.

Membership details of the Committee can be found on the Prime Minister's website.

Question Number 6

Landing Pads - annual cost

Hansard Page – 123

Senator GALLACHER: What would be the annual cost of a landing pad? Obviously, you have disparate regions, so presumably they are all different?

Mr Barty: We have an average of about \$400,000 per site.

Senator GALLACHER: Where would be the most expensive one?

Mr Barty: We average it out. I would have to take it on notice as to what the most expensive is.

Senator GALLACHER: Perhaps you could take on notice the average annual cost of each landing pad.

Mr Barty: That includes the employee of course.

Senator GALLACHER: Yes. So there is the average annual cost of each landing pad. What is the occupancy rate? How do you measure that?

Mr Barty: We procure what was referred to as a number of seats, or a number of desks, over a period of time and then we make those seats available. The occupancy is determined by how many of those seats are fully occupied over the period of time.

Senator GALLACHER: On notice: average cost of each landing pad, occupancy rate, the most expensive, and the most efficient or least expensive.

Mr Barty: We spend some money on marketing and making people aware of what the opportunity is so that when there is an opportunity they can apply and nominate themselves to participate in a landing pad.

Senator GALLACHER: Do you happen to know how much money we spend marketing?

Mr Barty: Not exactly, but it is included in the \$400,000.

Answer

Average Cost of the Landing Pads

The average cost per site is **\$388,843**. The most expensive location is San Francisco with a budgeted annual cost of **\$508,107**. The least expensive location is Singapore with a budgeted annual cost of **\$317,479**

Costs includes lease of the co-working space, salary of the Landing Pad Manager, operational, travel and marketing costs for each location.

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Average Budgeted Cost per Site	
Year:	2016-17
Total San Francisco	\$508,107.13
Total Tel Aviv	\$478,686.77
Total Shanghai	\$321,703.00
Total Berlin	\$318,242.29
Total Singapore	\$317,479.36
Total	\$1,944,218.55
Average	\$388,843.71

Marketing Expenditure on the Landing Pad Program

The total year to date marketing spend on the promotion of the program as at 28 February 2017 was **\$72,576**.

Of that total, an amount **\$21,941** was spent in promotional activities in Australia to make startups aware of the program, undertaking activities including presence in major startup events including Spark Festival and Startcon in Sydney, as well as Myriad in Brisbane, the production of case study videos and the production of supporting marketing collateral.

The remaining **\$50,634** (at an average of **\$10,126**) was spent across the five Landing Pad locations in undertaking local outreach and engagement with investors, possible customers and innovation ecosystem partners.

Landing Pad occupancy rate

Please refer to the response to Austrade question number 7.

Foreign Affairs, Defence and Trade
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Written Questions on Notice from **Gallacher, Alex** to Austrade

Question Number 7

Landing Pads - companies

Hansard Page – 123

CHAIR: Can you tell us on notice how long each one has been operating, and what the levels of occupancy are for each of them?

Mr Barty: Yes.

Senator GALLACHER: Do we keep a list of the companies that go through the start-up program?

Mr Barty: Yes, we do.

Senator GALLACHER: Is that published? Can you provide it?

Mr Barty: We can provide it.

Answer

Each landing pad offers rolling periods of up to 90 days for eligible start ups, with commencement dates to be negotiated with each start up. Accordingly, desk occupancy rates fluctuate between 100 per cent and 50 per cent depending upon the specific timing and landing pad location.

Location	Service Provider	Operational date: (Contract start date with Service Provider)	Desks Available	Current Occupancy (percentage of desks occupied) As at 31 March 2017
San Francisco	RocketSpace	1 March 2016	10	60%
Tel Aviv	SOSA	1 June 2016	4 (plus 4 cohort programs per year)	50%
Shanghai	Xnode	1 September 2016	6	66%
Berlin	Betahaus	1 October 2016	4	50%
Singapore	SG Innovate - BASH (Build Amazing Start-ups Here)	1 October 2016	6	66%

Companies who have participated in the landing pad program as at 31 March 2017:

- 878TEN
- GeoMoby
- Really
- Snappr
- Biteable
- Indee
- RefLIVE
- Tiltsta
- Open Cities
- KoalaSafe

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- Event Workforce Group
- Gymsales
- Arthritis Relief Plus
- Vaxxin8
- FlexeGRAPH
- Gnarles
- Ebilities
- HipFlask
- Quitch
- Zed Technologies
- Chozun
- Euclidean
- Language Your Way
- CrowdfundUp
- Trendwise
- MyInterview
- CryptoPhoto
- Capital Pitch
- Flash FX
- Meeco
- Riisk
- Sail
- Shearwater
- Simply Wall St
- Valiant Finance

Question Number 8

Tourism funding for Tasmania

Hansard Page – 125

Senator SINGH: Who made the decision to finally sign the partnership?

Ms Madden: It was finalised in December. As I mentioned, and it was confirmed by our minister, Austrade—my agency—will be responsible for delivery of this. We have discussed, since the outset, with the Tasmanian government the mode for delivering the project. Austrade does not have an existing program through which this funding can be delivered, so there has been some need for discussions with the Tasmanian government. It is, in fact, the Tasmanian government, who are under the partnership agreement, finalising the implementation of the plan.

Senator SINGH: But it was Minister Ciobo who advised you in December—is that correct? Is he the one who made the decision?

Senator McGrath: I think it might have been the Prime Minister, actually, who referred the delivery to Austrade. I think it was part of our election commitment, but I will take that on notice just to be certain. That is probably the best thing to do.

Answer

The Prime Minister determined that Austrade would be responsible for delivering the three Tasmanian Growth Package projects – Cradle Mountain Master Plan, FermenTasmania, Geeves Effect. The projects are being delivered through the Tasmanian Government under the Federal Financial Relations Framework as a National Partnerships Project Agreement.

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Spoken Questions on Notice from **Gallacher, Alex** to Austrade

Question Number 9

Export Awards - staffing

Hansard Page – 126

Senator GALLACHER: Do you know what the salary of the highest paid official in the communication department is?

Mr Nichles: I will take that on notice, but the highest—

Senator GALLACHER: It's not you, is it?

Mr Nichles: No. It is one of my staff and, in the Austrade parlance, they are an APL4. I am not sure what the equivalent is in the APS.

Answer

The highest paid staff member responsible for project managing the Australian Export Awards is an EL2 and the salary band is \$112,301 – \$130,874.

Question Number 10

Non-tariff barriers

Hansard Page – 128

Senator GALLACHER: It seems to be going in a circle. Do you have a paper that you can provide the committee on notice about what Austrade do in terms of nontariff barriers?

Mr Barty: Only in the context that we present information that is provided to us by our customers or by industry associations to the appropriate agencies.

Senator GALLACHER: Do you collect information about the number of people who register?

Mr Barty: We do not individually action, as an agency, matters about regulations and nontariff barriers.

Senator GALLACHER: So no-one collect information. If you have a hundred customers ring up and say, 'I cannot get my blueberries into China,' you do not actually say—

Mr Barty: We do. We have industry teams within Austrade that collect that information and pass it on to the appropriate—

Senator GALLACHER: Perhaps I could put it to you on notice: what does Austrade do with an industry sector that is presented with a nontariff barrier?

Mr Barty: We will take that on notice.

Senator GALLACHER: And could you give us some indication of how you record such instances. You are only going to pick up trends if you get 10 inquiries about the same issue. I think this is a really important issue and, based on the first cut of the evidence that we are getting here, I cannot see that there is a coordinated approach; there may well be, but I cannot see it. DFAT said it depends on the sector and depends on whether it goes to Agriculture or Austrade. I am just trying to get a picture. If these issues are presenting themselves—if we cannot get the best blueberries in the world into China, and our very successful vitamins export faces an impediment, I would like to know who is counting the problems we have and who is allocated to work for the resolution of them, because we could undo a lot of good work here.

Senator McGrath: I think that is why the minister has asked Keith Pitt to take the lead as the assistant minister in terms of getting across what you are talking about.

Answer

As the agency responsible for trade policy, the Department of Foreign Affairs and Trade (DFAT) takes the lead in addressing non-tariff barriers to trade.

Austrade provides information and feedback on non-tariff barriers to DFAT, or directly to the Minister for Trade, via officials-level forums or centrally coordinated policy processes including FTA negotiation processes, enquiries run by the Joint Standing Committee Foreign Affairs, Defence and Trade and other reports/inquiries/briefings, as requested.

Information on non-tariff barriers is identified by Austrade staff who work directly with Australian exporters, international firms, industry and government representatives on a regular basis.

In-depth knowledge of more complex issues is developed over a period of time, amalgamated and submitted through the official channels listed above.

On an operational level, enquiries relating to non-tariff barriers that have an impact across an entire industry or sector are referred to DFAT or the relevant Government Department. Where market access issues may be resolved directly with the customer or the relevant in market contact, Austrade's staff provide advice and assistance where possible, or work to resolve the issue on behalf of the Australian company.

Question Number 11

ASCOT - the Australian Standing Committee on Tourism

Hansard Page – 138

Senator CAROL BROWN: ... Absolutely. Without having to go into too much detail, because we only have 25 minutes left to us, are you able to table or provide a snapshot of some of the strategies that you are undertaking?

Mr Boyer: I would have to take it on notice, only because I would need to have a conversation with the industry chair of that group to make sure that they are comfortable releasing some of the documents that we have put together.

Senator CAROL BROWN: Sure, but with some of the ones that you have already talked about.

Mr Boyer: Yes, absolutely. I am happy, on notice, to provide some details around tourism employment plans in particular.

Senator CAROL BROWN: Those employment plans obviously also involve an investment in skills and training?

Mr Boyer: Yes. It is more about developing a plan for a particular region that responds to local needs and business needs, but also employment needs and skills needs and bringing all of the relevant players around the table and then finalising a report. We are currently evaluating that program as we speak and hopefully we will have a document to help with that evaluation in the coming months.

Senator CAROL BROWN: Would that be a public document?

Mr Boyer: Subject to the minister's decision to release, and also, because it is a partnership with the state and territory governments, it is subject to the state and territory governments agreeing to release.

Answer

The Tourism and Hospitality Labour and Skills Roundtable, provides reports to Government; for the consideration of at the Tourism Minister's meetings. These are not reports of the Government.

Question Number 12

Tourism strategy post 2020

Hansard Page – 138

Senator CAROL BROWN: Without giving you a wide-ranging request, whatever you could provide on notice in terms of employment strategies would be quite helpful. Will there be a new tourism strategy post 2020?

Answer

A new tourism strategy post 2020 is decision for the Government.

Regarding specific employment strategies, questions should be directed to the Department of Employment, as the responsible agencies for workforce issues.

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Spoken Questions on Notice from **Brown, Carol** to Austrade

Question Number 13

Australia China Year of Tourism

Hansard Page – 140

Senator CAROL BROWN: Ms Madden, you do not have a budget at all on the Australia-China Year of Tourism.

Ms Madden: No, as I said—

Senator CAROL BROWN: I know you said it is going to be met from the existing budget, but can you provide me a breakdown of the costs thus far?

Ms Madden: I could take that on notice. I do have some costs that we have met. For example, for some of the events associated with the guests of government visit by the chairman and reception for industry, I have the budget for that. I am happy to provide some budget figures on notice to you.

Answer

Please refer to the response to Austrade question number 69.

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Written Question on Notice from **Gallacher, Alex** to Austrade

Question Number 14

Garden service

Does any office use a garden service for indoor or outdoor pot plants/flowers maintenance?

- a. Who are the contracts with?
- b. How much does each contract cost?
- c. How often do they visit?

Answer

Yes, Austrade uses garden services for plant maintenance at a small number of locations outside Australia. Austrade also hires or leases indoor plants/pot plants for display in some locations both in Australia and outside Australia.

- a. The contracts for indoor plant hire are with different businesses depending on the location of offices. In Australia, the providers are:
 - Sydney: ABC Indoor Gardens Pty
 - Melbourne: The Frenchams Group
 - Adelaide: Renoskil Initial Pty
 - Perth: Indoor Gardens Pty
 - Brisbane: Prestigious Indoor Plants Pty

Austrade's systems do not record garden service or indoor plant hire contracts and costs separately. To collect this level of detail for arrangements outside Australia would entail a significant diversion of resources which, in these circumstances, cannot be justified.

- b. In Australia, the total cost of indoor plant hire across the five locations above is approximately \$1,550 per month.
- c. In Australia, the providers of indoor plant hire generally visit once a month.

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Question Number 15

Floral displays

Have any floral displays or indoor plants or pot plants been hired or leased for display in any offices?

- a. Who were the contracts with?
- b. How much was each contract cost?

Answer

Please refer to the response to Austrade Question Number 14.

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Question Number 16

Online subscriptions

What was the total cost of all subscriptions by you and your staff to online news services, newspapers, magazines, journals and periodicals from 1 January 2016?

a. What are these services / newspapers / magazines / journals / periodicals?

Answer

With offices in 118 locations, Austrade subscribes to many local newspapers and industry and business based magazines. Other online business, news services and global business reporting databases are procured centrally and made available to all Austrade offices globally. These business subscriptions provide reports, fact sheets, industry updates and other relevant business intelligence.

Individual details from every office are not recorded, however the total cost of all subscriptions from 1 January 2016 to 28 February 2017 was \$1.6 million.

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Question Number 17

Gifts

What was the total value of all gifts purchased for use by the department since 1 January 2016?

- a. What were the gifts purchased?
- b. Who were they gifted to?

Answer

Gifts are made in limited circumstances in accordance with Austrade's gift policy, mostly in conjunction with an Austrade promotional activity or events. The total value of all gifts and benefits to external entities from 1 January 2016 to 28 February 2017 was \$23,836.

- a. Examples of gifts that were purchased include bottles of wine, chocolates, flowers, books and other small tokens of appreciation.
- b. Gifts are usually made to guests and speakers at Austrade's promotional events.

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Question Number 18

Bottled water

Do you purchase bottled water or provide coolers for your department?

- a. What is the monthly cost of this?

Answer

Austrade purchases bottled water at a small number of locations outside Australia.

- a. Austrade's systems do not record bottled water costs separately, and to collect this level of detail would entail a significant diversion of resources which, in these circumstances, cannot be justified.

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Question Number 19

Fruit

Do you provide fruit for your department?

- a. What is the monthly cost of this?

Answer

No.

- a. Not applicable.

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Question Number 20

Vehicle hire

What is the total bill for your department since 1 January 2016:

- a. Taxi hire
- b. Limousine hire
- c. Private hire car
- d. Hire car rental
- e. Ridesharing services.

Answer

The total expenditure on ground transport, which includes costs associated with taxis, rail, buses and other ground transport costs, excluding vehicle hire, for the period 1 January 2016 to 28 January 2017, was \$1.436 million.

The total expenditure on vehicle hire, which includes costs associated with the hire of cars, vans and buses in the period 1 January 2016 to 28 February 2016, was \$0.118 million.

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Question Number 21

Media staff

How many media or public relations advisers are employed in the department?

Answer

There are five positions in Austrade's media and communications team.

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Question Number 22

Media and public relations advisers

What is the forecast for the current financial year for the number of media or public relations advisers to be employed and their total cost?

Answer

Austrade currently has five positions in its media team. Austrade also engaged three temporary contract staff at various points during 2016-17 to undertake media work for major events. The estimated total cost for all media staff in 2016-2017 was \$632,533.

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Question Number 23

Media monitoring

What is the total cost of media monitoring services used by Department?

Answer

Refer to the response provided to Austrade question number 44.

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Question Number 24

Facebook

How much did your department spend on Facebook advertising or sponsored posts in 2015–16?

Answer

The Austrade gross media spend on Facebook in Australia for financial year 2015–16 for all paid advertising, (including Campaign and non-Campaign), was \$461,220.29 including GST.

Offshore advertising for Facebook is not coordinated centrally. To provide details of offshore advertising would entail a significant diversion of resources which, in these circumstances, cannot be justified.

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Question Number 25

Legal costs

How much has the Department spend in legal costs since 1 January 2016?

- a. For what specific purposes or matters was legal advice sought?

Answer

Austrade has spent \$745,037 on external legal services between 1 January 2016 and 28 February 2017. The cost of internal legal services is not time costed or recorded in Austrade's financial systems.

- a. Reasons for seeking legal advice are covered by privilege.

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Question Number 26

Consultants

Has the Department engaged any contractors to provide the following services or advice since 1 January 2016?

- a. Social media
 - And the cost of these services
- b. Photography
 - And the cost of these services
- c. Acting training
 - And the cost of these services
- d. Ergonomics
 - And the cost of these services.

Answer

- a. Yes
 - \$90,715.00 (GST inclusive)
- b. Yes
 - \$95,335.00 (GST inclusive)
- c. No
 - Not applicable
- d. Yes
 - \$10,967.00 (GST inclusive).

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Question Number 27

Redundancies - paid work

Have any staff who received a redundancy from the Department in the last two years undertaken any paid work or provided any paid services for the Department?

- a. What was the nature of these works/services?
- b. What was the total cost of these works or services?

Answer

One staff member who received a redundancy from Austrade in the last two years undertook paid work for Austrade.

- a. The work was covering a short term leave vacancy providing executive assistant and administrative support duties.
- b. The total cost of these services was \$4,011.

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Question Number 28

Redundancies

How many redundancies were processed by the Department since 1 January 2016?

- a. Of these redundancies, how many were:
 - Voluntary?
 - Forced?
- b. What was the total cost of all redundancies?

Answer

16 redundancies were processed by Austrade since 1 January 2016 to 28 February 2017.

- a. Of these redundancies:
 - 8 Voluntary
 - 8 Forced
- b. The total cost of all redundancies was \$1,300,031.95.

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Question Number 29

ITunes account

Does the department have an iTunes account?

- a. What is the total expenditure since 2016 on iTunes?
- b. What applications/subscriptions/services were purchased through iTunes?

Answer

There are two IT Division iTunes accounts used for testing purposes. The accounts are not used for purchases.

- a. Not applicable.
- b. Not applicable.

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Question Number 30

Android account

Does the department have an Android account?

- a. What was the total expenditure in 2015-16 on Android?
- b. What applications/subscriptions/services were purchased through Android?

Answer

There is one IT Division android account used for testing purposes. The account is not used for purchases.

- a. Not applicable.
- b. Not applicable.

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Question Number 31

Domain names

What were the top 20 most utilised (by data sent and received) unique domain names accessed by the department this year?

Answer

Top 20 distinct URL hosts by MB upload (data sent)
1 January 2017 to 23 March 2017:

1. www.facebook.com
2. www.google.com.au
3. outlook.live.com
4. www.linkedin.com
5. mail.google.com
6. ping.chartbeat.net
7. www.google-analytics.com
8. twitter.com
9. www.google.com
10. austrade.csod.com
11. austrade.pws.gov.au
12. upload.youtube.com
13. DFAT *
14. logx.optimizely.com
15. fairfaxau.demdex.net
16. www.austrade.gov.au
17. secure-au.imrworldwide.com
18. v2.sds.cisco.com/
19. uploads.fujifilmimagine.com
20. www.smh.com.au

Top 20 distinct URL hosts by MB download (data received)
1 January 2017 to 23 March 2017:

1. (Spam filter url) *
2. www.facebook.com
3. ping.chartbeat.net
4. update.nai.com
5. metrics.brightcove.com
6. www.google.com.au
7. nhkonline.hb.omtrdc.net
8. www.google-analytics.com
9. fonts.googleapis.com
10. twitter.com
11. DFAT*

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12. newscorpau.hb.omtrdc.net
13. www.google.com
14. ffxapm-a.akamaihd.net
15. mail.google.com
16. www.austrade.gov.au
17. www.youtube.com
18. dps-live-hls.global.ssl.fastly.net
19. img.stb.s-msn.com
20. pbs.twimg.com

* URL masked for security purposes

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Question Number 32

Tea, coffee and milk costs

How much is spent on tea/coffee/milk for staff?

Answer

From 1 January 2016 to 28 February 2017, approximately \$4,000 per month on average has been spent on tea/coffee/milk for staff across approximately 80 locations in Australia and overseas.

Question Number 33

Coffee machines

Does any office have coffee machines?

- a. How many?
- b. What was their purchase cost?
- c. What is their maintenance cost?
- d. Who has access to them?

Answer

Yes.

- a. Austrade has 29 coffee machines in 24 locations in Australia and overseas.
- b. The purchase costs range from \$600 to \$8,000, with an average cost of \$2,300 for each coffee machine.
- c. Austrade's systems do not record coffee machine maintenance costs separately, and to collect this level of detail would entail a significant diversion of resources which, in these circumstances, cannot be justified.
- d. The coffee machines are accessible to staff working at those offices and to their invited guests.

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Question Number 34

Mobile phones

How many mobile phones are given to staff?

- a. How many new mobile phones in the last year?
- b. What is the total cost of these phones?
- c. How many had to be replaced due to damage?
- d. How many were reported as lost?

Answer

There are 222 corporately owned mobile phones provided to staff.

- a. There were 111 new mobile phones purchased in this financial year up to 28 February 2017.
- b. \$137,000.
- c. There was a total of six mobile phones replaced due to damage.
- d. Ten mobile phones were reported as lost/stolen.

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Question Number 35

Tablet devices

How many tablets are given to staff?

- a. How many new tablets in the last year?
- b. What is the total cost of these tablets?
- c. How many had to be replaced due to damage?
- d. How many were reported as lost?

Answer

There are 80 corporately owned tablets provided to staff.

- a. There were 36 new tablets purchased in this financial year up to 28 February 2017.
- b. \$46,000.
- c. One tablet was replaced due to damage.
- d. No tablets were reported as lost or stolen.

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Question Number 36

Smart phone and tablet

How many people have both a smart phone and a tablet?

- a. What is the lowest ranked official who has both a work smart phone and tablet?

Answer

There are 52 staff with both a corporately provided smart phone and a corporately provided tablet.

- a. The lowest ranked official in this group is APL3/AOPL4 (EL1 equivalent).

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Question Number 37

Overspend on phones and tablets

How many staff overspent on their phone or tablet data bill?

- a. By how much?
- b. What was the average cost of data bills for tablets and mobile phones?
- c. What was the highest monthly cost?

Answer

Austrade audits mobile phone and tablet billing with phone and data charges combined. As such we cannot report on data spend separately. There were 98 combined phone and data charge bills which were more than \$150 per month.

- a. For 2016–17 up to 28 February 2017, the total value of overspend is approximately \$37,600.
- b. Onshore the average data cost is \$39p/m. Offshore costs vary by country and provider and is not included in the average. To provide details for average offshore costs would entail a significant diversion of resources which, in these circumstances, cannot be justified.
- c. The highest monthly data bill was \$2,300.

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Question Number 38

Stationery costs

What was the annual cost of stationery?

Answer

Austrade incurred expenditure of \$0.680 million on all office consumables from 1 January 2016 to 28 February 2017. Office consumables include copying costs, printer equipment (toner cartridges, ink and other running costs), paper and various kitchen supplies.

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Question Number 39

Paper brand

What brand of paper does the Department use?

- a. Is this paper Australian made?

Answer

In Australia, Austrade uses Staples Australia copy paper.

- a. Yes.
Outside Australia, paper is procured from local suppliers on the basis of value for money.

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Question Number 40

Building refurbishments

Were any refurbishments on office buildings carried out in the last year?

- a. What were they?
- b. What was the cost?

Answer

No.

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Question Number 41

Internal fitouts/maintenance

Were any internal fitouts/maintenance carried out on office buildings in the last year?

a. What was the cost?

Answer

Yes. Melbourne Austrade Office fitout - \$736,171.

Maintenance to office space leased by Austrade can occur on a daily basis. To detail all maintenance conducted would entail a significant diversion of resources which, in these circumstances, cannot be justified.

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Question Number 42

Functions

How many functions did the Department cater for since 1 January 2016?

- a. List of functions
- b. List of attendees including departmental officials and members of the Minister's family or personal staff
- c. Function venue
- d. Itemised list of costs
- e. Details of any food served
- f. Details of any wines or champagnes served including brand and vintage
- g. Details of any spirits served including brand and vintage
- h. Details of any floral arrangements or other decorations
- i. Details of any entertainment provided.

Answer

From 1 January 2016 to 28 February 2017, Austrade spent a total of \$0.850 million at posts and in Australia on hospitality/entertainment activities for Australian clients, overseas customers and potential customers of Australian companies, and others external to Austrade. These costs range from light refreshments (tea, coffee etc.) to gala lunches or dinners associated with large-scale Austrade promotional events held offshore.

Hospitality/entertainment has a role to play in the support of Austrade's objectives of promoting Australia's international trade, tourism, education and investment interests. Austrade has long-established instructions on the proper management of hospitality/entertainment funds. For example, to be admissible under the guidelines, activities must be clearly warranted and be of specific value to Australia. All staff are required to account fully for, and justify, their use of the funds. They must maintain written records of purpose, attendees, venue and final costs of each item of expenditure and certify that the criteria for expenditure have been met. There are several thousand records for the period. To provide hospitality/entertainment expenditure by date, attendees, location, cost and details of each activity would entail a significant diversion of resources which, in these circumstances, cannot be justified.

- a. See above.
- b. See above.
- c. See above.
- d. See above.
- e. See above.
- f. See above.
- g. See above.
- h. See above.
- i. See above.

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Question Number 43

Appointments and vacancies

Please provide a list of all statutory, board and legislated office vacancies and other significant appointments vacancies within the department, including length of time vacant and current acting arrangements.

Answer

Austrade has no statutory, board, legislated office vacancies or other significant appointments/vacancies to report.

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Question Number 44

Media monitoring contracts

How much has the Department spent on media monitoring since 1 January 2016?

- a. Please provide a list of all Contact Notice IDs for the Austender website in relation to media monitoring contracts.

Answer

Austrade has spent \$246,768 on media monitoring for the period 1 January 2016 to 28 February 2017.

There has been only one Austender entry since 1 January 2016. The Contract Notice ID is: CN3362073

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Question Number 45

Advertising and information campaigns

How much has the Department spent on advertising and information campaigns since 1 January 2016?

a. Please provide a list of all Contract Notice IDs for the Austender website in relation to advertising and information campaign contracts please be provided.

Answer

Austrade has spent **\$4,243,305.60** on advertising and information campaigns since 1 January 2016 to 28 February 2017.

This amount includes payments of \$3,366,055 for FTA information campaign advertising which ceased on 24 December 2015.

a. Contract Notice IDs active during 1 January 2016 to 28 February 2017:

Contract Notice ID
CN3319095
CN3325311
CN3329083
CN3335447
CN3339084
CN3356275
CN3356931
CN3399756
CN3405930
CN3293412
CN3351103
CN3360951
CN3378086

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Question Number 46

Fraud

Were any members of your department charged with fraud?

- a. How many staff members?
- b. What disciplinary action was taken?

Answer

In the period between 1 January 2016 and 28 February 2017, there were no Austrade staff charged with fraud.

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Question Number 47

Market research

Has the Department undertaken / contracted any market research in the last 12 months?

- a. With whom?
- b. For what?
- c. What was the value of the contract?

Answer

International Education

- a. Taylor Nelson Sofres Australia Pty Ltd
- b. Research in three key markets (China, India, Indonesia) to test the effectiveness of Australia's international education and training brand, Future Unlimited, in shifting perceptions of Australia as a nation that delivers a quality education with real benefits and outcomes.
- c. \$357,500 including GST.

Tourism

- a. Taylor Nelson Sofres Australia Pty Ltd
 - b. Strategic research on free and independent travellers from mainland China, including their travel behaviour, perceptions of Tasmania, the Northern Territory and South Australia.
 - c. \$190,859 including GST (this project was cofunded by State and Territory Tourism Organisations).
-
- a. Taylor Nelson Sofres Australia Pty Ltd
 - b. Strategic research on the Chinese free and independent travel market out to 2026, including future trends on how Australia's offering should evolve to best cater for this growing market.
 - c. \$110,000 including GST.
-
- a. Colmar Brunton
 - b. Strategic research on the visiting friends and relatives travel market – part of this project focussed on the China and Indian markets
 - c. \$173,542 including GST (this project was cofunded by State and Territory Tourism Organisations).

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Question Number 48

Non-tariff barrier staff

- a. Are staff charged with maximising the benefit of the entire FTA, multiple industries or just one industry?
- b. Is the performance of these staff members measured?
- c. How is their performance measured?
- d. What action does the Department take if trade in a particular industry has negative growth?

Answer

- a. Staff are charged with maximising the benefits of the entire FTA.
- b. Yes.
- c. Via Austrade's standard performance management system.
- d. Enquiries relating to non-tariff barriers that have an impact across an entire industry or sector, are referred to DFAT or the relevant Government Department. Further detail related to this question is at Question Number 10.

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Question Number 49

Chinese controls

Chinese controls of surging capital flows

- a. How will the Chinese Government's recent changes to capital flows affect the Australian economy?
- b. What has been done by the Department and Government to mitigate these effects?

Answer

This question has also been asked of the Department of Foreign Affairs and Trade. Please refer to the response to DFAT question number 143.

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Question Number 50

Business missions

- a. Is it true that for some Austrade international trade missions, businesses are only getting 6 weeks' notice?
- b. What is the normal notice time given for trade missions?
- c. Can Austrade provide the details of trade missions and notice given to businesses since January 2014?
- d. Have businesses complained about this? Please provide the number and breakdown of complaints by trade mission.
- e. Isn't it true that many businesses are unable to drop everything with so little notice?
- f. Is it true that the reason for the delay has been that the minister has been unable to confirm his attendance until 6 weeks beforehand?

Answer

- a. The notice provided to Australian businesses of upcoming trade missions varies considerably.
- b. See response to (a).
- c. For the second Indonesia-Australia Business Week (IABW), held from 6–10 March 2017 and led by the Hon Steven Ciobo MP, Minister for Trade, Tourism and Investment, notice was given in December 2016.
Austrade runs a number of ministerial-led missions as well as trade, investment, education and tourism related missions each year. To provide information on the notice period for other missions delivered since January 2014 would entail a significant diversion of resources which, in these circumstances, cannot be justified.
- d. Austrade has not received any formal complaints about inadequate notice periods.
- e. There are a wide range of reasons why a business chooses not to participate in a business mission including insufficient time to prepare. As such, it is not possible to answer this question on behalf of Australian businesses.
- f. No.

Question Number 51

Funding Programs

1. In answers provided to QON from the October 2016 Estimates, Austrade said it administered three discretionary grant programs. Of these, the ABE Plan will see its last grant concluded in late 2017, the FTA-TP Grant has no further grant rounds, and the ATMC Grants Program has had its allocated funding fully committed.
 - a. Will Austrade administer any other discretionary grant programs?
 - b. Have these grant programs received any additional funding?

2. Can the following updates be provided for each discretionary grant program in the portfolio, including any new grant programs if applicable:
 - a. name of the discretionary grant program;
 - b. total funding on a year-by-year basis over the current forward estimates;
 - c. committed funding on a year-by-year basis over the current forward estimates;
 - d. contracted funding on a year-by-year basis over the current forward estimates;
 - e. uncommitted funding on a year-by-year basis over the current forward estimates;
 - f. when the current round of funding is scheduled to cease; and
 - g. how many rounds of funding are scheduled after the end of the current round.

Answer

1.
 - a. The Government determines whether discretionary grant programs are suitable to meet its objectives and which departments should administer these programs. Austrade will continue to administer discretionary grant programs if requested by the Government.

- b. **Asian Business Engagement (ABE) Plan**

The ABE Plan is closed and no further funding will be allocated.

Free Trade Agreement Training Provider (FTA-TP) Grant

The Government has not publicly announced any further funding for the FTA-TP Grant, beyond the funding allocated over two years in 2015-16.

Australian Tropical Medicine Commercialisation (ATMC) Grants Program

No.

2.

Asian Business Engagement (ABE) Plan

- a. Grant rounds under the Asian Business Engagement (ABE) Plan have ceased and the last contracted grant project concludes on 30 June 2017.
- b. As the program is closed there is no year-by-year funding over the current forward estimates.
- c. c-g) See responses to (a-b).

Free Trade Agreement Training Provider (FTA-TP) Grant

- a. Free Trade Agreement Training Provider (FTA-TP) Grant.

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- b. Total administered funding for the FTA-TP grant program is \$2.145 million, made up of \$1.372 million in 2015–16 and \$773,000 in 2016–17. All current funding has been allocated and funding beyond this timeframe has not been publicly announced.
- c. The FTA-TP program delegate approved projects in 2015-16 totalling \$1.372 million and \$773,000 for the 2016-17 grant round. While both grant rounds are now fully committed, no contracts have been signed at this stage for projects approved in the 2016-17 grant round as successful projects are not due to be announced until 10 April 2017.
- d. Contracted funding on a year-by-year basis over the current forward estimates is \$220,000 for 2017–18.
- e. There is no uncommitted funding for the FTA-TP grant program over the current forward estimates but contracts totalling \$773,000 for the 2016–17 grant round have not yet been signed. Funding agreements will be signed before 30 June 2017.
- f. The two-year funding allocated to the FTA-TP program on 1 July 2015 will cease on 30 June 2017 with contracted projects supported to completion in mid-2018.
- g. No new funding rounds have been publicly announced at this stage.

Australian Tropical Medicine Commercialisation (ATMC) Grants Program

- a. Australian Tropical Medicine Commercialisation (ATMC) Grants Program.
- b. The total funding is \$8.5 million over 4 years made up of \$1.38 million in 2015–16, \$2.19 million in 2016–17, \$2.68 million in 2017–18 and \$2.27 million in 2018–19. The year-by-year basis over the current forward estimates will be varied in the future due to slippage in a number of projects. A request for movement of funds has been made to the Department of Finance, a response is pending.
- c. The funding round for the program closed for applications on 4 March 2016. Assessment of eligible applications occurred in April 2016, with successful applications announced in May 2016. All program funding has now been fully committed.
- d. Austrade has entered into an agreement to provide \$1.3 million over four years to the Department of Industry, Innovation and Science for the administration of services for the program. Contracted grant funding for the ten funding agreements signed to date is \$5.8 million.
- e. All program funding has now been fully committed.
- f. Successful grantees projects will continue for the duration of funding for the program, up to the 30 June 2019.
- g. There will be no further rounds as allocated funding has been fully committed.

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Question Number 52

Tourism Demand Driver Infrastructure Fund

1. As at 7 November 2016, 127 projects have been approved by the Federal Government. Can you provide an update on how many projects have been approved since then?
2. Please list each project with project name, proponent, address, state, federal electorate, project description, commonwealth contribution, details of any other funding including source, total project cost, number of jobs expected to be created during and post construction, date of approval, date of public announcement, expected project start date, whether commenced, and expected completion date or completion date, details of any openings or events attended by the minister with date, title of event, location of event, attendee list and copies or links to all media coverage including newspaper articles. Please also provide a link to relevant ministerial media release eg joint release with state minister, local MP.
3. What is the total expenditure to date for this program.
4. How much funding remains unallocated. Please provide a breakdown by state.
5. Have any public transport projects been funded under this program?
6. Have any accommodation operators been funded under this program? If so, please list by state, proponent, name of project, value of grant, nature of grant (ie what will funding be spent on within the project)

Answer

1. From 7 November 2016 to 2 March 2017, 28 projects have been approved by the Federal Government.
2. Details of all projects are published on the Treasury website <http://www.federalfinancialrelations.gov.au/content/npa/other.aspx>. Copies of approved schedules are provided to Treasury for publication as they are approved.

Media releases relating to TDDI have been issued for the following states:

New South Wales	http://www.richardcolbeck.com.au/2016-media-releases/-480000-to-support-the-thriving-tourism-industry-in-new-south-wales-
Northern Territory	http://www.richardcolbeck.com.au/2015_media_releases/federal-funding-to-build-new-tourism-infrastructure-in-the-nt http://www.tourismnt.com.au/en/industry-support/grants-and-funding/tddi-201617
Queensland	http://trademinister.gov.au/releases/Pages/2015/ar_mr_150430.aspx http://statements.qld.gov.au/Statement/2015/10/9/cash-injection-for-new-queensland-tourism-projects http://www.richardcolbeck.com.au/2016-media-releases/building-better-tourism-businesses-in-queensland http://www.richardcolbeck.com.au/2016-media-releases/supporting-jobs-and-growth-in-queenslands-tourism-industry-

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South Australia	http://www.tourism.sa.gov.au/media/two-million-funding-boost-to-build-tourism-infrastructure.aspx http://ministers.dfat.gov.au/richardcolbeck/releases/Pages/2016/rc_mr_160217.aspx?w=JIVZj%2FiV%2FHILzODERE2aA%3D%3D
Tasmania	http://trademinister.gov.au/releases/Pages/2015/ar_mr_150508b.aspx http://www.richardcolbeck.com.au/2016-media-releases/-85000-to-enhance-tourism-in-hobart http://www.richardcolbeck.com.au/2016-media-releases/blue-derby-mountain-bike-trail-to-receive-additional-federal-funds-for-new-tracks http://www.richardcolbeck.com.au/2016-media-releases/coalition-government-supports-growing-tourism-in-lyons http://www.richardcolbeck.com.au/2016-media-releases/cutting-the-ribbon-on-improved-amenities-for-derwent-bridge http://www.richardcolbeck.com.au/2016-media-releases/driving-tourism-demand-on-the-east-coast http://www.richardcolbeck.com.au/2016-media-releases/flinders-island-safe-harbour-project-awarded--40000-tourism-infrastructure-grant http://www.richardcolbeck.com.au/2016-media-releases/supporting-tasmanias-iconic-tourism-industry- http://www.richardcolbeck.com.au/2016-media-releases/supporting-tasmanias-tourism-industry
Victoria	http://ministers.dfat.gov.au/richardcolbeck/releases/Pages/2016/rc_mr_160218.aspx?w=JIVZj%2FiV%2FHILzODERE2aA%3D%3D
Western Australia	http://trademinister.gov.au/releases/Pages/2015/ar_mr_150520.aspx http://www.richardcolbeck.com.au/clients/richard/downloads/item940/160105_colbeck_hames_-_joint_media_release_-_tourism_demand_drives_infrastructure_funding_.pdf

3. Total expenditure for the TDDI program, from commencement to 2 March 2017, is \$16,372,233.
4. Unallocated funding by state as at 2 March 2017 is listed below.

Jurisdiction	Funding remaining
ACT	\$714,130
NSW	\$2,970,420
NT	\$775,075
QLD	\$2,018,481
SA	\$638,825
TAS	\$1,550,050
VIC	\$3,567,575
WA	\$726,725
Total	\$12,961,281

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5. No.
6. Yes. Project details are:

Proponent	Project title	Grant value	Project description
Australian Capital Territory			
Urban Stays	Urban Stays Tourism 2020 Strategy – Young International Travellers	\$285,750	This project will see the refurbishment of accommodation facility in Canberra - Urban Stays. Improvements include energy efficient upgrades and refurbishment of dormitories, kitchen, laundry and recreation rooms and fixtures.
New South Wales			
All Sustainable Futures	Jerriewerri Indigenous Eco Tourism Enterprise Development Project	\$149,000	This project will contribute to a viable Indigenous ecotourism industry in Jervis Bay, through a feasibility report, land management plan, operational plan and infrastructure design for camping, glamping and eco-cabin facilities on Aboriginal owned land. When implemented the project will support the area to develop a sustainable employment income as well as opportunities for upskilling.
Curtin Rasier Pty Ltd	Copper City Hotel and Conference Centre	\$375,000	This project will construct a conference facility in Cobar to meet the need of NSW's Far West. The completed venue will be able to host a 220 person conference or can be split into three 60 person venues. The project will provide employment for local Aboriginal people.
Glenworth Valley Outdoor Adventures	Luxury Eco Wilderness Cabins	\$250,000	This project will construct three eco-wilderness cabins at Glenworth Valley. The cabins will complement the existing accommodation and the soon to open Events Centre, and will meet increased visitor demand.

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Proponent	Project title	Grant value	Project description
Lightning Ridge Opal and Fossil Centre	Field Study Centre (Design, Development Application and Business Case package)	\$45,000	This project is for the design, DA approval and business case development for investment into a 50 person, dormitory style accommodation at Walgett. The proposal will be targeted toward educational groups which place high demand on the limited existing accommodation.
Northern Territory			
Wauchope NT Pty Ltd Angkerle Atwatye Aboriginal Corporation	Strategic improvements within Central Australia	\$132,990	This project has two parts: (i) Installation of 3 x 7 berth accommodation cabins at the Wauchope Hotel to double accommodation capacity and better cater for families/large groups (ii) Upgrade vehicle access to the Standley Chasm entrance.
World Expeditions Travel Group Pty Ltd	Larapinta Trail campsite	\$45,405	Construction of a new semi-permanent campsite along the Larapinta Trail to increase capacity.
Lorella Springs Wilderness Park	Lorella Springs Wilderness Park expand visitor accommodation	\$46,273	Build five new air-conditioned double bedrooms with ensuite facilities, at Lorella Springs Wilderness Park. The new rooms will meet the requirements for accommodation from current tour groups and Chinese tour companies. The air-conditioned accommodation will enable the season to be extended.
Seven Spirit Bay Eco-wilderness Resort	Upgrade of rooms at Seven Spirit Bay to facilitate development of a west Arnhem touring route	\$200,000	As part of a larger scheme (\$1.750 million), this project will see the addition of ensuite facilities to existing accommodation at Seven Spirit Bay. The refurbishments of the accommodation rooms will be part of the overall work to bring Seven Spirit Bay up to date.

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Proponent	Project title	Grant value	Project description
Kakadu Tourism	Year Round Tent Style Accommodation	\$77,500	Construct 30 x twin style and 10 x family style permanent accommodation tents; with power, lighting and air conditioning in a landscaped area at Cooinda Lodge. The tents will provide a new unique, year round, budget accommodation option within Kakadu National Park. Stage 1 of the project involves procuring the tents, furnishings and bedding from local Darwin based suppliers. Stage 2 includes provision of power to the site, installation of power, lighting and air-conditioning to the tents and landscaping.
Hilton Hotel Darwin	Chinese guest services platform at Hilton Darwin	\$100,000	Upgrade to information services and entertainment facilities to meet the demands of the Asian market, by way of installing an optional Chinese hotel and guest services information platform through internet Protocol Television (IPTV) in all 235 guest rooms in the Hilton Darwin.
Kings Canyon Resort	Kings Canyon Resort Expansion	\$100,000	Meet rising accommodation quality and quantity demands at Kings Canyon Resort by developing a new luxury style accommodation option; 14 deluxe, powered ensuite caravan sites, with landscaped native garden dividers, offering spectacular and personal views of Carmichael's Crag and George Gill ranges. The sites will be large enough to accommodate RVs and exclusive facilities include barbeques, tables and chairs. This will bring a new standard of facility to the region.
Djabulukgu Association Inc	Redevelopment to revitalise Kakadu region - Manbiyarra Hostel	\$100,000	Refurbish the Manbiyarra Hostel (aka Border Store) situated on the East Alligator River from an unused training facility into tourism accommodation to improve and revitalise touring and accommodation options in northern Kakadu, enhancing existing and new product development in the region.

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Proponent	Project title	Grant value	Project description
South Australia			
South Australian Department of Environment, Water and Natural Resources	Yangie Bay Campground Redevelopment	\$114,000	This project will redevelop the Yangie Bay Campground in Coffin Bay National Park. Work will improve traffic flow to the campground, increase the number of camp sites, make facilities more accessible and revegetate the areas surrounding the camping sites
Tasmania			
Southern Midlands Council	Large Scale Accommodation Business Case and Prospectus for Oatlands	\$20,000	Preparation of a business case and prospectus to attract private sector investment to build and operate a large-scale four star tourism accommodation facility in Oatlands, Tasmania. The project will provide a quantifiable measure of the full social, economic and cultural impacts of an accommodation facility to a potential private sector investor and to the state.
Victoria			
Montarosa Pty Ltd	Princetown Project	\$650,000	Eco-accommodation comprising 20 room private lodge with private dining room and 20 family style eco-cabins. A restaurant and food facility, soft adventure activity hub and retail centre will also be included.
Spa Country Pty Ltd	The Club Hotel Clunes	\$300,000	Restoration and re-opening of The Club Hotel in Clunes to include a 7-day per week café (60 seat), restaurant, function space, outdoor dining and eight luxury accommodation suites (self-contained).

Question Number 53

Australia Week Events/Indonesia Australia Business Week

1. When will the next Australia Week be held?
2. Can Austrade provide an update on the forward events schedule for all planned Australia Week events across the forward estimates?
3. What are the expected outcomes for the Indonesia Australia Business Week?
4. How will it improve tourism opportunities in Australia?

Answer

1. The next Australia Week event to be scheduled is Australian Business Week in India (ABWI) which is expected to be held in the second half of 2017.
2. The Budget included funding to deliver Australia Week events in China, India, the United States and ASEAN. To date, six Australia Week events have been delivered in China (2014 and 2016), Indonesia (2015 and 2017), India (2015) and the United States (2016).

It is expected that a second Australia Business Week in India will be held in the second half of 2017 followed by Australia Week events in China and the United States in 2018.

3. IABW 2017 delivered tailored programs in sectors where Australian capability was well matched to commercial potential in Indonesia, including agrifood, vocational education and training; financial services and technologies; resilient cities; and tourism attraction and destination development.

Based on an electronic survey sent to delegates at the conclusion of IABW, 79 per cent of delegates plan to return to Indonesia within 6 to 12 months to pursue opportunities identified during IABW and Austrade is already aware that a number of companies are in early stage business discussions as a result of their participation.

During IABW, the Minister for Trade, Tourism and Investment witnessed the signing of a Memorandum of Understanding between Brisbane-based vocational education and training firm DWC International and Indonesia's Association of Training Providers. Under the agreement, DWC International will work with the Association to boost standards in some of its 7,000 teaching sites across Indonesia.

The size and quality of the Australian business delegation, supported by senior Government representatives, served to reinforce Australia's intent and determination to deepen trade, investment, education and tourism relationships with Indonesia. It also delivered further momentum on the business side towards the finalisation of the Indonesia-Australia Comprehensive Economic Partnership Agreement (IA-CEPA).

Further commercial outcomes are expected as delegates pursue leads and business opportunities identified during IABW.

4. The IABW tourism stream focused on identifying opportunities to attract increasing numbers of Indonesian tourists to holiday in Australia as well as opportunities for Australian businesses arising from the Indonesian Government's focus on developing ten priority tourism destinations outside of Bali.

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Question Number 54

Tourism Refund Scheme

1. Have discussions regarding the TRS progressed since last estimates? Please provide a full update.
2. Has Austrade met with any further stakeholders or third parties in relation to the TRS since last estimates? If so please list meetings with names, dates, time, location, agenda and minutes.

Answer

1. Austrade has regular engagement with government and industry stakeholders on the Tourist Refund Scheme (TRS).

The Treasury is the agency responsible for TRS policy. Further questions regarding the TRS should be directed to the Treasury.

2. Since last estimates, Austrade met with Global Blue on 10 November 2016, between 10:00am-10:45am, at 25 National Circuit, Forrest, Canberra.

The TRS was also an agenda item at the 14 February 2017 meeting of the Tourism Access Working Group (TAWG), held from 3:30pm to 5:00pm at Parliament House, Canberra. Draft meeting minutes from TAWG have been prepared but require ratification at the next TAWG to be finalised.

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Question Number 55

Stakeholder Meetings

Which tourism stakeholders has Austrade met with since last estimates? Please list meeting date, company/organisation, nature of meeting and topics discussed.

Answer

Information on official, multilateral meetings with tourism stakeholders is at **Attachment A**. Austrade officials across the organisation meet continually with tourism stakeholders on an individual basis, at conferences and other forums as part of their day-to-day operational activities. This includes meetings and forums more broadly focused on trade and investment matters (such as infrastructure investment). Sourcing details for each such meeting would entail an unreasonable diversion of resources.

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Major tourism stakeholder meetings between 21 October 2016 and 2 March 2017

Date	Company/Organisation	Nature of meeting	Topics discussed
26/10/2016	<p>Tourism Research Roundtables are chaired by Tourism Industry Councils. Attendees included Austrade, state tourism organisations, Tourism Australia, industry associations, operators, researchers and academics. Secretariat support provided by Austrade officials. This was the final roundtable for 2016.</p> <p>Location: Roma, QLD</p>	Government, industry and academia forum to discuss tourism research	Stocktake of current tourism research, identification of gaps and priorities and establishment of a National Approach to Tourism Research
10/11/2016	<p>Tourism and Hospitality Labour and Skills Roundtable was established in 2016 to connect industry with government to develop strategies to contribute to a sustainable tourism workforce. The Roundtable comprises stakeholders from the Australian and state and territory governments and industry. The Roundtable was chaired by Austrade in its inaugural year and will be chaired by an industry member in its second year.</p>	Government and industry communication forum to collaborate on labour and skills issues in the tourism industry.	The five established working groups of the Roundtable agreed to deliver a list of recommendations to respond to key industry issues. Working groups provided a combination of short and long term recommendations for governments and industry to action. These recommendations were given to tourism Ministers at the Tourism Ministers Meeting in February 2017.
25/11/16	<p>Australian Standing Committee on Tourism (ASCOT) chaired by Austrade, attended by CEOs of State Tourism Organisations and Deputy Secretary level representatives from tourism policy departments, Tourism Australia and Department of Foreign Affairs and Trade.</p> <p>Location: Gold Coast, QLD</p>	Bi-annual meeting of Commonwealth and state and territory officials to progress the Tourism 2020 strategy.	Tourism 2020, regional tourism, the collaborative economy, long-term accommodation data collection strategy, tourism and the arts, tourism and major events, investment and regulatory reform.
7/12/2016	<p>ADS Advisory Panel is an industry meeting Chaired by Austrade in regards to the administration of the Approved Destination Status (ADS) Scheme. Members include Department of Immigration and Border Protection, Tourism Australia, industry associations, state tourism organisations and inbound tourism operators who are ADS approved. Secretariat support provided by Austrade officials.</p> <p>Location: Sydney, NSW</p>	Government – industry forum to discuss the administration of the ADS scheme and initiatives to improve the ADS scheme.	Updates provided on ADS visa statistics, the new Compliance Monitoring Agency, Tour Guides and general industry updates.

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Date	Company/Organisation	Nature of meeting	Topics discussed
9/12/2016	<p>Tourism Visa Advisory Group is led by the Department of Immigration and Border Protection. Members include industry associations, airlines, state tourism organisations, Austrade, Department of Foreign Affairs and Trade and Tourism Australia representatives.</p> <p>Location: Canberra, ACT</p>	Government - industry forum to discuss issues impacting on Australia's visa regime from a tourism perspective.	Visitor visa statistics, Visitor visas, Work and Holiday visas statistics, updates on visa products and traveller enhancements (SmartGate).
13/12/2016	<p>National Passenger Facilitation Committee attendees included representatives from: Department of Immigration and Border Protection (DIBP); Department of Health; Australian Chamber National Tourism Council; Australian Border Force; Brisbane Airport Corporation; Australian Airports Association; Department of Agriculture and Water Resources; Canberra Airport; Board of Airline Representatives; Department of Infrastructure and Regional Development; Cairns Airport; Virgin Australia; Office of Transport Security; Perth Airport; Airport Coordination Australia; Department of Foreign Affairs and Trade; Adelaide Airport Ltd; Tourism and Transport Forum; New Zealand High Commission; QANTAS; International Air Transport Association; Australian Federal Police; Sydney Airport Corporation; Department of Finance; and Northern Territory Airports.</p> <p>Location: Canberra, ACT</p>	Government and industry committee on passenger facilitation and border processing issues.	Main topics of discussion included current DIBP operational and policy issues, and the future direction of technology at Australia's borders.
17/1/2017	<p>Regional Tourism Infrastructure Investment Strategy discussion.</p>	Commonwealth and State and Territory Government teleconference to discuss the objectives of the Regional Tourism Infrastructure Investment Strategy and associated timeframes.	Discuss piloted regions for each state and territory, and the population of implementation plan templates.

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Date	Company/Organisation	Nature of meeting	Topics discussed
14/2/2017	Tourism Access Working Group (TAWG) meeting attendees included: The Treasurer; Minister for Immigration and Border Protection; Australian Airports Association; Sydney Airport; Melbourne Airport; Hobart Airport; Qantas; Board of Airline Representatives of Australia; Tourism and Transport Forum; Australian Tourism Export Council; Australian Chamber – Tourism; Australian Federation of Travel Agents.	Meeting with airports, airlines, and tourism industry associations to discuss tourism access issues. Co-chaired by the Minister for Trade, Tourism and Investment, and the Minister for Infrastructure and Transport.	Discussions focussed on aviation access, passenger facilitation technology, visas, and border fees and charges which can impact on the international competitiveness of the tourism industry. Trans-Tasman access arrangements were raised by industry

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Question Number 56

Tourism Research Australia

1. How many FTE staff are employed at TRA? Please provide a list by role, level, function, section.
2. Please provide an organisational chart
3. Who is the current Chair of TRA?

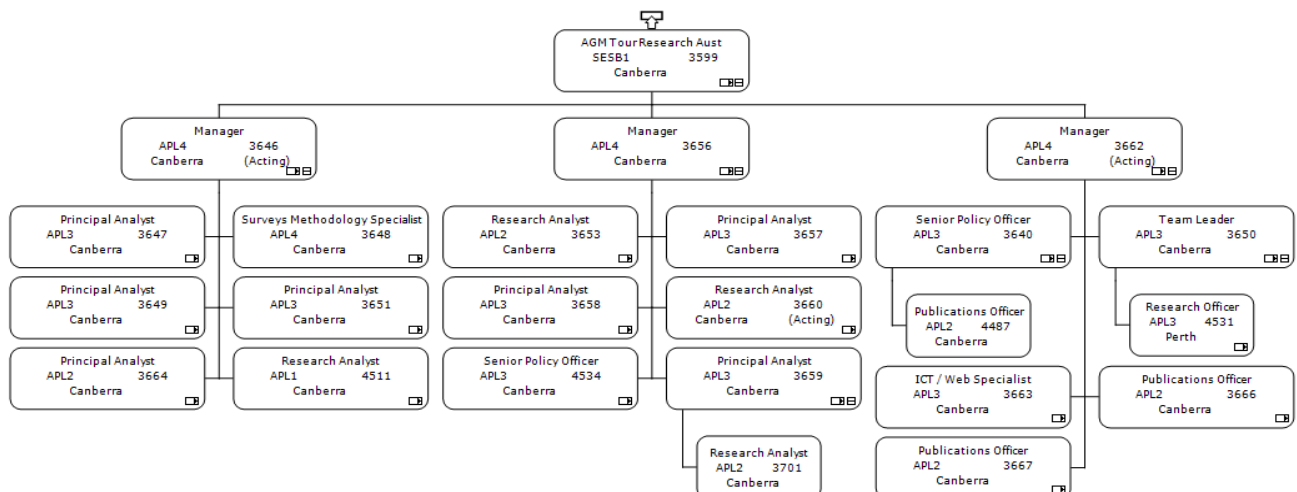
Answer

1. As at 28 February 2017, 20.72 FTE staff were employed within Tourism Research Australia Branch in the Tourism Division of Austrade. This number includes non-ongoing and ongoing staff but excludes inoperative employees, contractors and board members.

Job Title	APL 1	APL 2	APL 3	APL 4	SESB 1	SESB2	Total
AGM Tour Research Aust					1		1
ICT / Web Specialist			1				1
Manager				3			3
Principal Analyst			6.8				6.8
Publications Officer		2.6					2.6
Research Analyst	0.4	3					3.4
Senior Policy Officer			1.92				1.92
Surveys Methodology Specialist				1			1
Total FTE	0.4	5.6	9.72	4	1		20.72

2. Organisation Chart as at 28 February 2017 (includes part-time positions).

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3. Ms Janice Wykes, Assistant General Manager, is the current chair of Tourism Research Australia.

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Question Number 57

Staffing

1. How many FTE staff are employed in the Tourism Division of Austrade? Please provide a list by role, level, function, section.
2. Please provide a list of all staffing changes including overall numbers, date, and reason since the October Estimates.
3. Please provide an organisational chart.

Answer

1. As at 28 February 2017, 51.08 FTE staff were employed within the Tourism Division of Austrade. This number includes non-ongoing and ongoing staff but excludes inoperative employees, contractors and board members.

Branch/Job Title	APL1	APL2	APL3	APL4	SESB1	SESB2	Total
Tourism Executive/Support	1	1	1			1	4
Administration Assistant	1						1
Executive Assistant		1					1
Executive Officer			1				1
General Manager Tourism						1	1
Tourism Policy & Operations	1	9.36	10.2	4.8	1		26.36
AGM Tourism Policy					1		1
Manager				4.8			4.8
Policy Officer		9.36					9.36
Senior Policy Officer			9.2				9.2
Support Officer	1						1
Team Leader			1				1
Tourism Research Australia	0.4	5.6	9.72	4	1		20.72
AGM Tour Research Aust					1		1
ICT / Web Specialist			1				1
Manager				3			3
Principal Analyst			6.8				6.8
Publications Officer		2.6					2.6
Research Analyst	0.4	3					3.4
Senior Policy Officer			1.92				1.92
Surveys Methodology Specialist				1			1
Total FTE	2.4	15.96	20.92	8.8	2	1	51.08

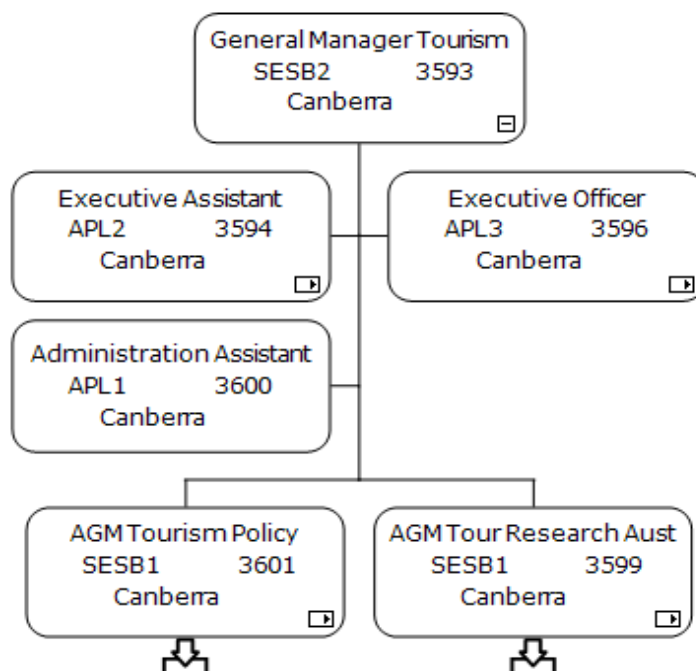
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2. Staffing changes between 31 October 2016 and 28 February 2017:

Month/Year – Type of Movement	No of Employees
February 2017	3
Ceased	1
Commenced	2
January 2017	6
Ceased	1
Promotion within Tourism	4
Transfer within Austrade	1
November 2016	3
Commenced	2
Transfer within Austrade	1
Grand Total	12

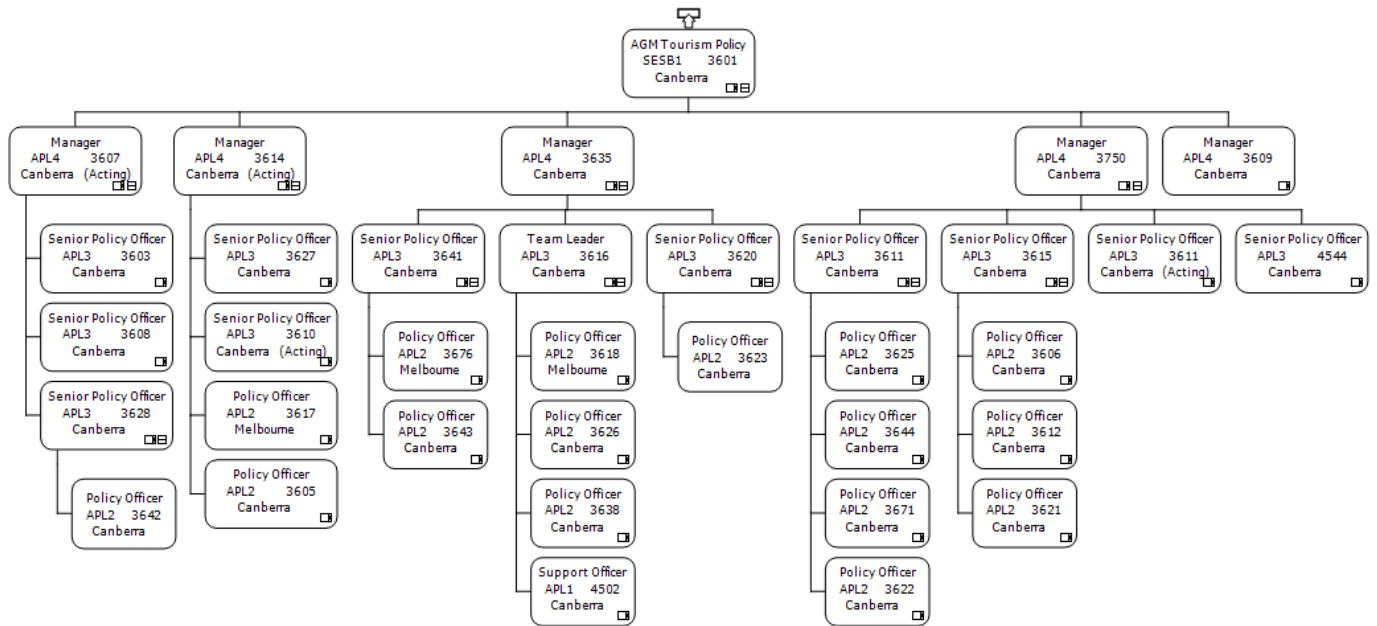
3. Organisation Charts as at 28 February 2017:

Tourism Division

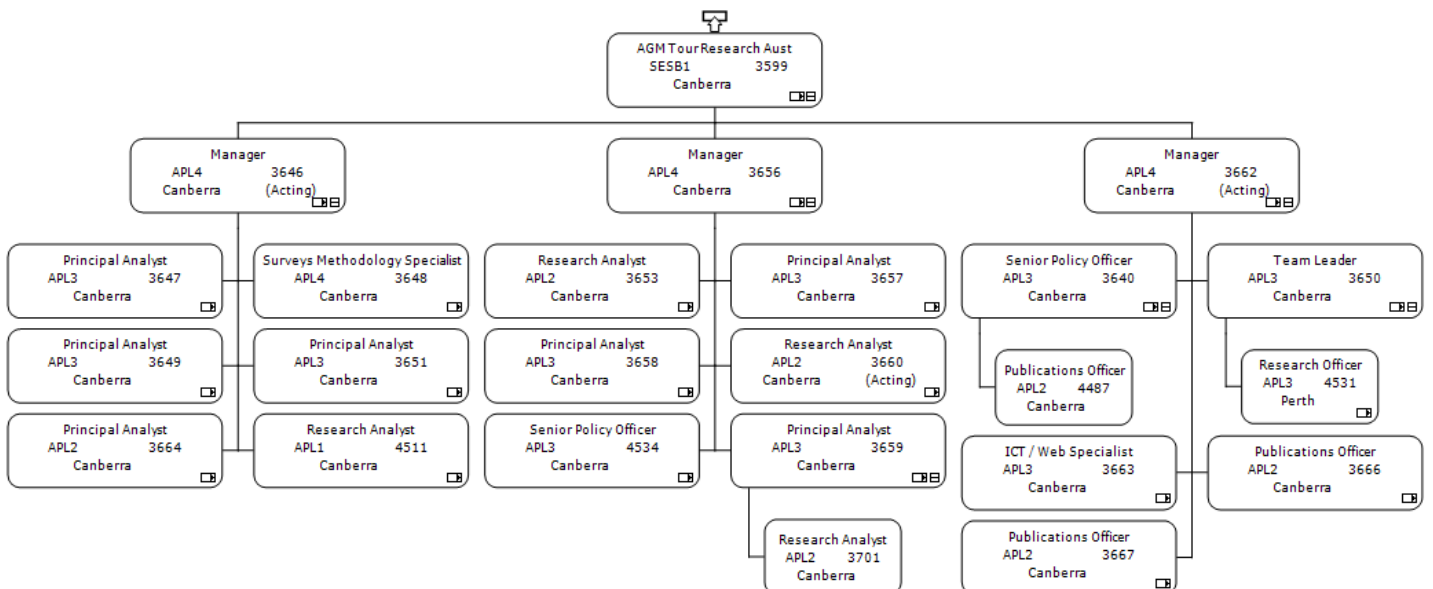


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Tourism Research Australia



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Question Number 58

Research and survey publications

1. Please detail the forward publishing schedule for all research and survey publications in 2017 including Tourism Research Australia.
2. Have there been any changes to the expected publication schedules since last estimates?
3. If yes, please detail with original expected publication date and actual publication date.
4. Does Austrade or Tourism Australia anticipate any additional delays to publications over the next year aside from those detailed in last estimates answers? If so, please detail publication, reason, and expected length of delay.

Answer

1. The following table outlines Tourism Research Australia's publication releases for 2017:

	SCHEDULED PUBLIC RELEASE DATE
FEBRUARY 2017	
State of the Industry	9 February 2017
MARCH 2017	
International Visitors in Australia: Year Ending December 2016	15 March 2017
Travel by Australians: Year Ending December 2016	29 March 2017
MAY 2017	
State Tourism Satellite Accounts, 2015-16	May 2017
JUNE 2017	
International Visitors in Australia: Year Ending March 2017	7 June 2017
Travel by Australians: Year Ending March 2017	21 June 2017
JULY 2017	
Tourism Forecasts 2017	July 2017
AUGUST 2017	
State Tourism Forecasts 2017	August 2017
SEPTEMBER 2017	
International Visitors in Australia: Year Ending June 2017	6 September 2017
Travel by Australians: Year Ending June 2017	20 September 2017
DECEMBER 2017	
International Visitors in Australia: Year Ending September 2017	6 December 2017
Travel by Australians: Year Ending September 2017	20 December 2017

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2. No, there have not been changes to Tourism Research Australia's original expected publication schedules since last estimates.
3. Not applicable.
4. No, Tourism Research Australia does not expect any additional delays to publications over the next year.

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Question Number 59

Tourism Research Advisory Board

1. What equivalent, if any, exists for the Tourism Research Advisory Board, which was wound up in May 2016?
2. On what other, if any, occasions do the following prior members of the TRAB meet collectively to discuss research and growing tourism in Australia:
 - a. Austrade
 - b. Tourism Research Australia
 - c. Tourism Australia
 - d. Australian Bureau of Statistics
 - e. State tourism organisations
 - f. Tourism industry organisations
 - g. Academia
 - h. Private sector representatives.
3. Who is now responsible for providing the Government with ‘high-level leadership and oversight of research related to the Australian tourism industry’?

Answer

1. The TRAB has been replaced by industry led Research Roundtables held annually across Australia.
2. In 2016, ten Research Roundtables were held, with over 200 representatives attending. The attendees covered:
 - a. Austrade
 - b. Tourism Research Australia
 - c. Tourism Australia
 - d. Australian Bureau of Statistics
 - e. State tourism organisations
 - f. Tourism industry organisations
 - g. Academia
 - h. Private sector representatives.
3. The Research Roundtables now provide insights to TRA and the Tourism Research Committee who use this information to feed recommendations to the Australian Standing Committee on Tourism and develop work programs under the National Approach to Tourism Research.

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Question Number 60

Australian Standing Committee on Tourism (ASCOT)

1. Who attended the last meeting of ASCOT? What date was this held?
2. What was discussed?
3. What were the outcomes?
4. Have there been any changes to membership since the last estimates?
5. What progress was made in terms of developing a definition of regional dispersal, and analysing regional dispersal by key markets, as indicated in answers to QON from last Estimates?
6. Has a Terms of Reference for a review of Tourism 2020 been developed, as indicated in answers to QON from last Estimates?
7. When will the next meeting be? Please provide forward schedule of meetings.

Answer

1. The last ASCOT meeting was held on 25 November 2016. A list of attendees is at **Attachment A**.
2. ASCOT discussed: the implementation strategy for the Regional Tourism Infrastructure Investment Attraction Strategy; tourism research needs; the Tourism and Hospitality Labour and Skills Roundtable; and the collaborative economy. Industry representatives also attended for part of the meeting to discuss what the next long term tourism strategy should look like.
3. ASCOT agreed:
 - to work with stakeholders across government and industry to address regulatory reform relating to the Regional Tourism Infrastructure Investment Attraction Strategy
 - more information was required on a sustainable long-term solution for an accommodation data collection
 - Austrade would work with State Tourism Organisations and Tourism Industry Councils in future consultation relating to the research framework
 - to continue consultation on the collaborative economy principles.
4. No.
5. Tourism Research Australia has developed a definition of dispersal or visitation outside of major cities. A paper was sent to ASCOT on 21 November 2016 with the definition. The paper included analysis of regional dispersal by key markets.
6. Yes.
7. The next meeting will be held on 19 May 2017 in Sydney.

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ATTACHMENT A

ASCOT, 25 November 2016 – attendees

CHAIR		
Aust Govt	Ms Jane Madden	Executive Director, Tourism, International Education and Programs, Austrade
MEMBERS		
Aust Govt	Mr Daniel Boyer	General Manager, Tourism Division, Austrade
	Mr Dan Williams	Assistant General Manager, Tourism Policy and Operations, Austrade
	Mr David Smith	Manager, Strategic Research and Analysis, Tourism Research Australia, Austrade
	Mr Robert Owen-Jones	Assistant Secretary, Australian Competitiveness Branch, Department of Foreign Affairs and Trade (DFAT)
	Ms Karen Halbert	Executive General Manager, Corporate Affairs, Government and Industry, Tourism Australia (TA)
	Ms Katherine Droga	A/g Executive General Manager, International, TA
	Mr Tim Mahony	Manager, Government and Media Relations, TA
ACT	Ms Jo Verden	Deputy Director, Visit Canberra
NSW	Ms Sandra Chipchase	Chief Executive Officer, Destination NSW
	Ms Simonne Shepherd	General Manager, Industry Partnerships and Government Policy, Destination NSW
	Ms Fiona Lansdown	Director, Western Sydney and Visitor Economy, NSW Department of Premier and Cabinet
	Mr Justin Koek	Principal Policy Officer, NSW Department of Premier and Cabinet
NT	Ms Angela Collard	Executive Director, Tourism NT Operations
QLD	Ms Therese Phillips	Director, Destination Partnerships, Tourism and Events Queensland
	Ms Gayle O'Brien	General Manager, Policy and Planning, Tourism, Department of Tourism, Major Events, Small Business and the Commonwealth Games
SA	Mr Rodney Harrex	Chief Executive Officer, South Australian Tourism Commission
TAS	Mr John Fitzgerald	Chief Executive Officer, Tourism Tasmania
	Ms Jacqui Allen	Deputy Secretary, Department of State Growth
VIC	Mr John Dalton	Director, Tourism, Events and Visitor Economy, Visit Victoria
	Ms Melanie De Souza	Director, Marketing, Visit Victoria
WA	Mr Gwyn Dolphin	A/g Chief Executive Officer, Tourism WA
	Mr Campbell Fletcher	Policy and Planning Manager, Tourism WA
GUEST SPEAKERS		
Industry	Ms Margy Osmond	Chief Executive Officer, Tourism and Transport Forum (TTF)
	Mr David Sheldon	Chair, Australian Regional Tourism Network (ARTN)
	Mr John Hart	Chair, Australian Chamber – Tourism (ACCI)
	Mr Peter Shelley	Managing Director, Australian Tourism Export Council (ATEC)
SECRETARIAT		
Aust Govt	Ms Megan Street	A/g Team Leader, Strategic Policy, Austrade
	Ms Cathy Dorman	Policy Officer, Strategic Policy, Austrade
OBSERVER		
Aust Govt	Mr Phil Georgios	A/g Manager, Transport and Access, Austrade

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Question Number 61

Tourism Major Project Facilitation service

1. How many projects currently being facilitated? What progress has been made since last estimates?
2. How many of these projects are under now construction?
3. Please provide detailed updates on the status of all projects utilising the service including project name, proponent name, value of project, expected start and completion date and funding partners.

Answer

1. Six. Construction of the Cairns Aquarium is now nearly complete. The Pacificus project is progressing.
2. One.
3. Project name: Cairns Aquarium
Proponent name: Cairns Aquarium and Reef Research Centre
Value of project: \$50 million
Expected start and completion dates: construction is underway, completion is expected in mid-2017.

Project name: Pacificus
Proponent name: Eaton Place Pty Ltd
Value of project: \$950 million
Expected start and completion dates: dependent on the achievement of requisite approvals.

Project name: Ella Bay Resort
Proponent name: Ella Bay Pty Ltd
Value of project: \$1 billion
Expected start and completion dates: dependent on the achievement of requisite approvals.

Project name: Turtle Street Resort
Proponent name: QRE Pty Ltd
Value of project: \$130 million
Expected start and completion dates: dependent on the achievement of requisite approvals.

Project name: Brampton Island Resort
Proponent name: Brampton Enterprises
Value of project: \$50 million
Expected start and completion dates: dependent on the achievement of requisite approvals.

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Project name: Toondah Harbour

Proponent name: Walker Group Holdings Pty Ltd

Value of project: \$1.3 billion

Expected start and completion dates: dependent on the achievement of requisite approvals.

Disclosure of funding arrangements is a matter for project proponents.

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Question Number 62

Tourism Research Committee (TRC)

1. When was the last committee meeting? What actions have been taken as a result?
2. Please detail any changes to membership since the last estimates?
3. Please provide the forward schedule of meetings for 2017.

Answer

1. The last Tourism Research Committee (TRC) meeting was held in Perth on 29-30 September 2016. Actions included enhancements to the National and International Visitor Surveys, developing and submitting applications for the Destination Visitor Survey program, and broad agreement on a National Approach to Tourism Research.
2. There have been no membership changes since the last estimates.
3. The next meeting is scheduled for Adelaide on 6-7 April 2017. The location and timing of a second meeting in 2017 have not yet been determined.

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Question Number 63

Ministerial visits

Has Minister Ciobo visited the offices of Austrade or Tourism Research Australia since the last Estimates? If yes, what dates and what was the nature of the visits?

Answer

The Hon Steven Ciobo MP, Minister for Trade, Tourism and Investment, addressed Austrade's Canberra staff (including Tourism Research Australia staff) on 28 November 2016. The Minister provided positive feedback from Australian businesses on Austrade's work and offered his thanks for the support the organisation provided to his office during 2016.

The Minister also visited Austrade's Sydney office on 16 January 2017 to meet with the newly appointed CEO.

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Question Number 64

Tourism 2020

1. The most recent State of the Industry Report released in February, indicates that while there was a positive growth (1.2 per cent) for the employment target, it has only reached 27 per cent of its overall target.
 - a. Has this figure been updated since the report was released?
 - b. What strategies, including employment plans, are in place to assist with meeting this target?
 - c. Has there been any communication with other departments about encouraging jobs growth in this field?
 - d. Will this target be reached by 2020?
 - e. What collaboration with industry has occurred to ensure all Tourism 2020 targets are met?
2. What will the process be for developing the next stage of the tourism strategy post 2020?
3. What lessons have been learned from *Tourism 2020* that will assist in developing the next stage of the strategy?

Answer

1.
 - a) No. This figure is current and based on available data. Six times as many tourism jobs were created between 2013-14 and 2015-16 compared to 2011-12 and 2013-14.
 - b) Labour growth has been achieved through close inter-governmental engagement to attain Chefs on the Skilled Occupation List in 2014, extend the Working Holiday Maker Visa to allow applicants in northern Australia to work in tourism business for longer, and expand the Entrepreneurs Program and Australian Small Business Advisory Service to allow tourism businesses in northern Australia access to management advice and support.
 - c) Yes.
 - d) Tourism Research Australia track labour force data using the Tourism Satellite Account which is compiled by the Australian Bureau of Statistics.
 - e) Austrade engages closely with tourism industry peak bodies regarding the implementation of *Tourism 2020*.
2. This is a decision for the Government.
3. The Australian National Audit Office will table a report on Strengthening Australia's Tourism Industry by May 2017. This report has explicitly examined the development and implementation of *Tourism 2020*.

Question Number 65

Regional Dispersal

1. Has the Minister requested a briefing on regional dispersal? Has he provided any direction to Austrade on possible ways to grow regional tourism?
2. The communique from the October Tourism Ministers Meeting states: 'Regional Tourism Infrastructure Investment Attraction Strategy – Ministers agreed to support a Regional Tourism Infrastructure Investment Attraction Strategy that has been developed to attract foreign direct investment'. What steps have been taken to progress this?
3. What, if any, cross-department communication has occurred to discuss infrastructure investment to support regional tourism?

Answer

1. Austrade and Tourism Australia briefed the Minister for Trade, Tourism and Investment, the Hon Steven Ciobo MP, on the *Regional Tourism Infrastructure Investment Attraction Strategy* in October 2016. At the 14 October 2016 Tourism Ministers' Meeting, state and territory tourism ministers agreed to support the *Regional Tourism Infrastructure Investment Attraction Strategy* at the request of the Minister.
2. The 'Establishment and Project Planning' phase of the five-year *Regional Tourism Infrastructure Investment Attraction Strategy* commenced in October 2016. This has included the development of regional business cases for each jurisdiction, led by the Australian Standing Committee on Tourism. Work is also underway across Australian, state and territory government agencies to develop action plans to guide the implementation of the Strategy in each jurisdiction.
3. On Tuesday 17 January 2017, Austrade and Tourism Australia chaired a meeting with state and territory government agencies focused on the roll-out of the *Regional Tourism Infrastructure Investment Attraction Strategy* across chosen regions. Jurisdictions were advised that implementation plans would include consideration of the infrastructure investment necessary to support regional tourism.

Question Number 66

Tourism Access Working Group

1. What role has the TAWG played in advancing the objectives of Tourism 2020?
2. What involvement will it have in developing and advancing the objectives of the next stage post 2020?
3. The Austrade website lists some achievements of TAWG - all three of these (the Mapping Paper, the Regional Airports report and the Trans-Tasman project report) were completed during the term of the former Labor Government. What are some of TAWG's more recent achievements?
4. The TAWG membership is composed of serious stakeholders who play a dominant role in the tourism industry in Australia. What avenues exist to pursue recommendations put forward by the members?
5. Could you provide the forward meeting schedule for 2017?

Answer

1. The Tourism Access Working Group (TAWG) is a forum for tourism stakeholders to discuss with responsible Ministers tourism access matters pertinent to facilitating growth in the tourism industry, consistent with the objectives of *Tourism 2020*.
2. The next long term tourism strategy beyond 2020 will be developed in consultation with a wide range of government and industry stakeholders, including TAWG members.
3. TAWG is an effective vehicle for industry engagement on tourism access issues. TAWG's targeted focus on transport and access policy facilitates strategic and relevant dialogue between industry and Government. Recent TAWG discussions have resulted in tangible outcomes for the tourism industry, including the development of a 'Growth Potential for Foreign Airlines' table and the establishment of a regular stakeholder forum on Australia's bilateral air services negotiations.
4. Action items and outcomes from TAWG discussions are monitored by the TAWG secretariat. TAWG provides direct access to ministers for industry to present industry views and advocate pursuit of various recommendations.
5. There are no firm meeting dates for TAWG currently scheduled for the remainder of 2017.

Question Number 67

Government expenditure on tourism

1. What, if any, mechanism is in place to avoid duplication of spending in tourism by the different levels of government?
2. Do you know how much local governments spend on tourism? If so, what is this figure?
3. Do you know how much state and territory governments spend on tourism? If so, what is this figure?
4. Do you know when the joint report on local government spending in tourism will be released?

Answer

1. Each level of government is responsible for determining allocation of funding for tourism initiatives. The Australian Government and state and territory governments coordinate tourism initiatives of national significance through the Tourism Ministers' Meetings and the Australian Standing Committee on Tourism.
2. Local Governments are responsible for determining their own funding for local tourism initiatives. Some state and territory governments require local governments to publish annual budget statement. A recent estimate from work commissioned by the Australian Regional Tourism Network (ARTN) is that in 2015–16 local governments in Australia spent an estimated \$373 million on the operation of visitor information centres, events, festivals, promotion, marketing and development of tourism.
3. State and territory governments are responsible for determining their own funding for tourism initiatives. Each state and territory government outlines this in their annual budget statements. Austrade does not have a current figure.
4. The Australian Regional Tourism Network (ARTN) has commissioned a report titled 'Contribution of Local Government to the Australian Tourism Industry'. The report is expected to be publicly released by the ARTN in the first half of 2017.

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Question Number 68

Survey of Tourism Accommodation (STA)

At the last Senate Estimates it was advised proof of concept had been received by the Minister and that it would be considered by Tourism Ministers at the Tourism Ministers Meeting on 24 February 2017.

- a. Is there a solution for the STA yet? If so, what is it?
- b. If yes, what is the time frame for delivery of the STA? When will it be published?
- c. If no, when can we expect an outcome?

Answer

- In recent years the Survey of Tourism Accommodation was user funded and delivered by the Australian Bureau of Statistics (ABS). The ABS has indicated that, due to higher statistical priorities, it does not propose to conduct the Survey of Tourism Accommodation in 2017 or subsequent years.
- Austrade released an Approach to Market (ATM), to deliver a tourist accommodation data collection, on AusTender on 1 June 2016.
- The matter is under consideration by Governments.

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Question Number 69

Australian-China Year of Tourism

1. How much are both AusTrade and Tourism Australia spending on promoting the Australia-China Year of Tourism?
2. What is the overall budget? Can you provide a breakdown of costs for all events associated with the China-Australia Year of Tourism as well as promotions and marketing?

Answer

1. Over the course of the calendar year, Tourism Australia will spend close to \$25 million in promoting Australia to China through its marketing campaigns.

To date, Austrade has spent approximately \$31,000 on-shore and off-shore.

2. Costs associated with YOT activities are being met within the existing budgets of Austrade, Tourism Australia and the Department of Foreign Affairs and Trade. Key events are being aligned around planned, pre-existing activities to maximise benefit and minimise additional expenditure.

Costs will be met from Australian embassy resources and from the agency/departmental budgets within Australia.

Question Number 70

Growth in employment due to increased tourism numbers

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Senator CAROL BROWN: Obviously, as Mr O'Sullivan and you have indicated, there has been a substantial increase in international visitor numbers, an increase in domestic overnight visitors and an increase in total visitor spend, but there is that issue in terms of the growth in employment. That is what I want to have a chat about.

Mr Boyer: Sorry, I am having trouble finding the right figures. I know that growth has been reasonably strong. After being flat at the beginning of the strategy we have seen an additional 28,000 jobs created over the last two program years from 2013-14 to 2015-16, from memory— if that figure is wrong, I will correct it on notice.

Answer

Tourism Research Australia have confirmed that an additional 28,200 jobs were created over the last two program years, increasing from 552,000 in 2013–14 to 580,200 in 2015–16.

Question Number 71

Tourism Demand Driver Infrastructure Fund – funding into regional areas

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Senator CAROL BROWN: Thank you. Do any funding programs exist to grow and encourage regional tourism specifically?

Mr Boyer: Well, the Tourism Demand-Driver Infrastructure Program is our only source of funding. That is, like the Tasmanian tourism election commitments, a national partnership agreement between the Australian government and state and territory governments. States and territories under that program identify a range of projects that are meant to help improve infrastructure on the supply side around tourism. A lot of that funding—and I would have to take on notice exactly how much—is focused on regional areas. The process around TDDI is the assumption that states and territories know best which regions to invest that money in, and that tends to be the focus of it. But I will take on notice exactly what proportion goes into regional areas.

...

Senator CAROL BROWN: How much money is in that?

Mr Boyer: That is around \$43 million over four years.

Senator CAROL BROWN: How much of that goes to the regions?

Mr Boyer: That is what I have taken on notice.

Senator CAROL BROWN: So you do not know that offhand?

Mr Boyer: No, not the proportion.

Answer

Of the \$30.1 million TDDI funding committed to date, \$23.6 million has been committed to projects in regional areas.