

Dear Mr Dawson

Further to your recent conversation with ..... (cced), I am happy to provide you with an update on the FTA Portal.

The services expansion of the Portal is largely complete. Further expansions to include goods and services under are the TPP-11, PAFTA, Hong Kong, and IA-CEPA will be concluded as soon as possible after entry into force of these agreements.

The Portal is still being utilised very well. We estimate it has now attracted 220,000 users since its launch, with 2,600 users per week on average. The average weekly use of the Portal continues to increase steadily.

Please let me know if I can assist further.

Best,

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FTA Policy and Implementation Branch | Regional Trade Agreements Division  
Department of Foreign Affairs and Trade

Hi Andrew

Please see below

- a) How many TradeSmart Advisors exist? How many clients/companies do they service? And what's the breakdown between metro vs regional/rural areas for both # of advisors and # of clients/companies?  
**A) 29 advisers in 28 offices. 7 metro (mainland capital cities and Gold Coast); 21 offices in regional. Number of clients per year around 1,400. Client split: 650 metro; 750 regional**
- b) How many FTA seminars did Austrade run last year (about 150 by memory)? And what's the breakdown between metro vs regional/rural areas?  
**B) 108 to date since the start of the program, with 109 and 110 scheduled for next week, see attached for the breakdown of location, metro vs rural.**
- c) The 120 technical FTA training sessions were over and above the approx. 150 FTA Seminars, right?  
**C) Yes. The technical FTA training sessions (120) are different to the seminars. The FTA training sessions were delivered nationally by member-based business organisations such as chambers of commerce, industry associations, bilateral chambers, peak industry bodies, universities and TAFE colleges, through the FTA Training Provider Grant program, that Austrade administers. Twenty six grants were awarded over a two-year period.**

- d) And of the 120 technical FTA sessions, what's the breakdown between metro vs regional/rural areas?

**D) While Austrade administered the grant program, they did not deliver the technical training sessions and do not have a breakdown between metropolitan and regional training delivery.**

Austrade Brisbane  
Australian Trade Commission (Austrade)

Hi Andrew

Please find the data re the Export Market Development grant ( EMDG)  
2017-18, 2018-19 funding and forward estimates was/is \$138.9m.

The payout factor in 2017-18 , for those eligible for more than \$40,000 of reimbursement of promotional expenses, was 29 cents in the dollar. So the maximum level of reimbursement payable was \$72,000 rather than \$150,000 as provided for by the EMDG Act.

Regards

Austrade Brisbane  
Australian Trade Commission (Austrade)

Good afternoon Andrew

**Austrade's appropriation, 2015-16 to 2021-22 (\$ 000)**

Year	2015-16	2016-17	2017-18	2018-19 (current)	2019-20 (Forward estimates)	2020-21 (Forward estimates)	2021-22 (Forward estimates)
Total Dept	229,942	213,957	204,442	217,222	209,459	209,578	210,042
Operating	215,275	198,436	188,166	201,686	194,781	194,873	195,737
Dept. Capital Budget	14,160	14,526	15,176	14,135	14,178	14,205	14,305
Equity	507	995	1,100	1,401	500	500	0
Admin	140,897	140,113	140,518	140,871	138,650	137,900	137,900

- Austrade continues to deliver results for Australian exporters and international investors through our global network, commercial connections and expert market-specific advice.
- Austrade has managed efficiency dividends by looking carefully at how to implement savings in a way which limits the impact on service delivery, and ensures Austrade can continue to meet its corporate performance measures.
- In 2017-18 Austrade completed its organisational capability assessment and is implementing a transformation plan that puts our clients at the centre of everything we do, building on stronger digital services and partnership and collaboration across governments and industry.
- Client satisfaction with Austrade services has increased from 87 per cent in 2015-16 to 89 per cent in 2016-17 and 2017-18.
- In 2017-18 Austrade provided over 12,000 services to more than 4,800 Australian organisations, helping them to identify export opportunities or partnerships in overseas markets. In the same year Austrade helped facilitate 113 inward investment outcomes worth almost \$4.8 billion.

Regards

Australian Trade Commission (Austrade)



### Summary of seminars and attendance numbers: March 2015 to August 2018

Date	Month	Year	Location	State	Regional	Metro	FTA seminar number	Audience
11	March	2015	Gold Coast	QLD	Yes		1	32
13	March	2015	Bentleigh	VIC		Yes	2	54
8	April	2015	Frankston	VIC		Yes	3	47
9	April	2015	Queanbeyan	NSW	Yes		4	53
10	April	2015	Adelaide	SA		Yes	5	43
23	April	2015	Ararat	VIC	Yes		6	41
6	May	2015	Yass	NSW	Yes		7	60
18	May	2015	Rockhampton	QLD	Yes		8	25
10	June	2015	Penrith	NSW		Yes	9	116
12	June	2015	Central Coast	NSW	Yes		10	22
15	July	2015	Gladstone	QLD	Yes		11	14
16	July	2015	Townsville	QLD	Yes		12	72
22	July	2015	Hurstville	NSW		Yes	13	71
5	August	2015	Adelaide	SA		Yes	14	107
12	August	2015	Canberra	ACT		Yes	15	92
26	August	2015	Brisbane (North Lakes)	QLD		Yes	16	54
2	September	2015	Parramatta	NSW		Yes	17	59
18	September	2015	Kogarah	NSW		Yes	18	32
22	September	2015	Cronulla	NSW		Yes	19	81
24	September	2015	Henty Field Day	NSW	Yes		20	28
24	September	2015	Henty Field Day	NSW	Yes		21	
24	September	2015	Henty Field Day	NSW	Yes		22	
7	October	2015	Elmore Field Day	VIC	Yes		23	24
7	October	2015	Elmore Field Day	VIC	Yes		24	
7	October	2015	Elmore Field Day	VIC	Yes		25	

Date	Month	Year	Location	State	Regional	Metro	FTA seminar number	Audience
26	October	2015	Brisbane (South)	QLD		Yes	26	47
27	October	2015	Sunshine Coast	QLD	Yes		27	44
29	October	2015	Lismore	NSW	Yes		28	10
2	November	2015	Windsor	NSW		Yes	29	24
5	November	2015	Gosford	NSW	Yes		30	25
6	November	2015	Darwin	NT	Yes		31	31
16	November	2015	Hobart	TAS	Yes		32	20
17	November	2015	Launceston	TAS	Yes		33	17
17	November	2015	Burnie	TAS	Yes		34	14
19	November	2015	Bunbury	WA	Yes		35	23
20	November	2015	Perth	WA		Yes	36	29
27	November	2015	Geelong	VIC	Yes		37	37
4	December	2015	Bundaberg	QLD	Yes		38	25
8	March	2016	Beaumaris	VIC		Yes	39	106
10	March	2016	Berwick	VIC		Yes	40	23
11	March	2016	Ringwood East	VIC		Yes	41	42
21	March	2016	Lilydale	VIC		Yes	42	40
22	March	2016	Wollongong	NSW	Yes		43	31
23	March	2016	Tullamarine	VIC		Yes	44	74
31	March	2016	Newcastle	NSW	Yes		45	41
14	April	2016	Mornington Peninsula	VIC	Yes		46	33
18	April	2016	Orange	NSW	Yes		47	28
18	April	2016	Nowra	NSW	Yes		48	28
19	April	2016	Campbelltown	NSW		Yes	49	40
27	April	2016	Renmark	SA	Yes		50	20
27	April	2016	Perth	WA		Yes	51	85
28	April	2016	Henderson	WA	Yes		52	19
29	April	2016	Adelaide	SA		Yes	53	63
29	April	2016	Margaret River	WA	Yes		54	34
10	May	2016	Hoppers Crossing	VIC		Yes	55	14
11	May	2016	Yarraville	VIC		Yes	56	33

Date	Month	Year	Location	State	Regional	Metro	FTA seminar number	Audience
17	May	2016	Sydney	NSW		Yes	57	194
5	October	2016	Mooloolaba	QLD	Yes		58	36
2	November	2016	Melbourne	VIC		Yes	59	60
18	November	2016	Wagga Wagga	NSW	Yes		60	33
7	December	2016	Shepparton	VIC	Yes		61	25
16	January	2017	Port Macquarie	NSW	Yes		62	16
17	January	2017	Coffs Harbour	NSW	Yes		63	20
23	January	2017	Maryborough	QLD	Yes		64	16
24	January	2017	Toowoomba	QLD	Yes		65	157
3	February	2017	Hobart	TAS	Yes		66	49
20	February	2017	Kununurra	WA	Yes		67	29
21	February	2017	Darwin	NT	Yes		68	29
3	March	2017	Little Bay - Sydney	NSW		Yes	69	71
3	April	2017	Brisbane	QLD		Yes	70	156
11	April	2017	Wangaratta	VIC	Yes		71	22
12	April	2017	Albury	NSW	Yes		72	24
1	May	2017	Kadina	SA	Yes		73	2
2	May	2017	Port Lincoln	SA	Yes		74	5
3	May	2017	Mount Gambier	SA	Yes		75	13
4	May	2017	Murray Bridge	SA	Yes		76	8
12	May	2017	Mackay	QLD	Yes		77	15
28	June	2017	Merimbula	NSW	Yes		78	24
27	July	2017	Canberra	ACT		Yes	79	59
21	August	2017	Bundoora	VIC	Yes		80	101
22	August	2017	Warrnambool	VIC	Yes		81	25
23	August	2017	Devonport	TAS	Yes		82	23
31	October	2017	Geelong	VIC	Yes		83	47
1	November	2017	Ballarat	VIC	Yes		84	31
6	November	2017	Albany	WA	Yes		85	23
13	November	2017	Dalby	QLD	Yes		86	14
14	November	2017	Roma	QLD	Yes		87	7
15	November	2017	Tamworth	NSW	Yes		88	19

Date	Month	Year	Location	State	Regional	Metro	FTA seminar number	Audience
16	November	2017	Rockhampton	QLD	Yes		89	24
16	November	2017	Dubbo	NSW	Yes		90	19
17	November	2017	Emerald	QLD	Yes		91	10
17	November	2017	Parkes	NSW	Yes		92	11
21	November	2017	Cairns	QLD	Yes		93	18
24	November	2017	Sale	VIC	Yes		94	17
19	March	2018	Logan	QLD		Yes	95	43
20	March	2018	Ipswich	QLD	Yes		96	24
13	April	2018	Sydney	NSW		Yes	97	104
16	April	2018	Bendigo	VIC	Yes		98	11
17	April	2018	Swan Hill	Vic	Yes		99	6
20	April	2018	Gold Coast	QLD	Yes		100	120
30	July	2018	Melbourne	VIC		Yes	101	218
31	July	2018	Burnie	TAS	Yes		102	18
31	July	2018	Launceston	TAS	Yes		103	27
7	August	2018	Toowoomba	QLD	Yes		104	43
8	August	2018	Maroochydore	QLD	Yes		105	37
7	November	2018	Byron	NSW	Yes		106	70
8	November	2018	Mt Isa	QLD	Yes		107	15
9	November	2018	Townsville	QLD	yes		108	25
	<b>Totals</b>				<b>76</b>	<b>32</b>		<b>4379</b>