

Foreign Affairs, Defence and Trade Legislation Committee
QUESTIONS ON NOTICE — 2015-16 SUPPLEMENTARY BUDGET ESTIMATES

Austrade

Q No.	Program: Division or Agency	Senator	Broad topic	Question	Proof Hansard, page & hearing date or Written Qon	Date Rec'd	Date Tabled
1.	Austrade	Wong	Match Australia Programme	<p>SENATOR WONG asked:</p> <p>Senator WONG: When are we likely to see an implementation plan for that [revised Match Australia] program?</p> <p>Ms Dawson: It is in a draft at this stage and we are just finalising it.</p> <p>Senator WONG: On notice, can I get a copy of that?</p>	Proof Hansard Page 117	14/12/15	04/02/16

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2.	Austrade	Wong	Match Australia Programme	<p>SENATOR WONG asked:</p> <p>Senator WONG: I want to go to Match Australia ... I asked you about the success of the program. You said metrics had not been finalised. Have you finalised any metrics? ...</p> <p>Ms Dawson: With the Match Australia program, we are working on a detailed implementation plan, of which the key metrics are the performance measures indicated by Mr Barty ... The number of business events that we will run around the events and particularly the number of investors, customers and clients that participate in the program, and then aligning those to some of the outcomes that Mr Barty was about to refer to ...</p> <p>Senator WONG: If 'metrics' is not the right word—I used that phrase because you use that phrase in your answer. I am interested in what your KPIs are for the program ...</p> <p>Mr Gosper: We will look at the number of events, the number of investors and companies that participated in the events and record key outcomes that we think may be associated— ...</p> <p>Senator WONG: I asked this last time and, frankly, I got a number of answers. You have given a different set of answers in the question on notice. With respect, you are now giving me a different set of propositions. I just want to understand. If a taxpayer wants to know the outcomes that are being sought, what the KPIs of this program are, what the metrics are—whatever the phrase is—what do they look at? Do they look at the <i>Hansard</i> over three estimates or is there something that is clear about what we are trying to achieve with this program and how we will assess this from a value for money perspective?</p> <p>Mr Gosper: Of course, we have an outcomes and performance statement. This is an important program so we will indicate against that the sorts of outcomes that I have suggested—the events that we conduct, the number of investors and companies that we engage and the particular outcomes that can be associated with the event.</p> <p>Senator WONG: On notice, could you report against those metrics on the Match Australia events that you provided to me?</p>	Proof Hansard Pages 116-121	14/12/15	04/02/16
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3.	Austrade	Wong	Peter Aitken – Environmental Organic Nutrients	<p>SENATOR WONG asked:</p> <p>Senator WONG: ... Previously I raised the issue of a Mr Peter Aitken with you.</p> <p>Mr Gosper: Yes, I do recall that—from South Australia. I think I wrote to you about that.</p> <p>Senator WONG: Yes, you did. He sought and obtained some advice from Austrade in relation to an export of his products to China. He is still unable to ship his products. I think the company is Environmental Organic Nutrients.</p> <p>Mr Gosper: Yes, I do recall that now.</p> <p>Senator WONG: You did send me a letter.</p> <p>Mr Gosper: Yes, I did and I am just retrieving a copy of it now.</p> <p>Senator WONG: Yes, I am too. You refer to a paid service agreement in the last paragraph on the first page.</p> <p>Mr Gosper: This presumably would be an agreement that Austrade makes with someone to deliver a service.</p> <p>Senator WONG: Is this a regular thing? Do you enter into many of these agreements?</p> <p>Mr Gosper: Yes, we do fee for service of a number of million dollars a year. I cannot tell you off the top of my head precisely how many.</p> <p>Senator WONG: Are you able to provide me with a copy of a template of such an agreement?</p> <p>Mr Gosper: Yes, we can give you that on notice.</p> <p>Senator WONG: Is it on a website?</p> <p>Mr Gosper: Yes, I think so. We can give you that.</p> <p>Senator WONG: Just give me the link on that—the fee schedule and warranties provided.</p> <p>Mr Gosper: Yes, we can give you that.</p> <p>Senator WONG: So is there a fee schedule and there is a warranty?</p> <p>Mr Gosper: There is a fee schedule, yes.</p>	Proof Hansard Page 121	14/12/15	04/02/16
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4.	Austrade	Wong	Peter Aitken – Environmental Organic Nutrients	<p>SENATOR WONG asked:</p> <p>Senator WONG: Mr Gosper, you asserted, I think, that the lack of a defined service agreement may have resulted in incomplete advice to my constituent about the extent of Austrade services and an incomplete understanding on his part, et cetera. Can I ask: why did you never seek to enter an agreement with EON over the three-year period between 2012 and 2015?</p> <p>Mr Gosper: I do not think I have got a copy of the letter, Senator. I think it was probably a mistake on our part not to be more definitive about expectations under such an arrangement—if I can recall the letter.</p> <p>Senator WONG: I think the proposition is that you did not make that offer, or you did not indicate that this service was available on a paid basis—a paid service agreement. If that is the case, do you know why that would be?</p> <p>Mr Gosper: I would have to refresh my memory, Senator, but I do not know why it would have been. I think it was probably, as I said, something where we were not clear about relative expectations that should have been had in that circumstance.</p>	Proof Hansard Page 121	14/12/15	04/02/16
5.	Austrade	Wong	Peter Aitken – Environmental Organic Nutrients	<p>SENATOR WONG asked:</p> <p>Senator WONG: Were you aware that the third company that was recommended failed to lodge any registration application on behalf of EON?</p> <p>Mr Gosper: I was, on looking into the matter, yes.</p> <p>Senator WONG: Is this consulting company still a recommended referral on your list?</p> <p>Mr Gosper: I would have to check on that. I would assume not.</p> <p>Senator WONG: On what basis?</p> <p>Mr Gosper: The basis that you have just indicated, Senator.</p> <p>Senator WONG: Did you know that before this constituent matter was raised?</p> <p>Mr Gosper: I believe not.</p> <p>Senator WONG: Why would that be?</p> <p>Mr Gosper: I do not know whether the people in China were aware of that, but I was not. I can find that on notice.</p>	Proof Hansard Page 122	14/12/15	04/02/16

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6.	Austrade	Wong	Peter Aitken – Environmental Organic Nutrients	<p>SENATOR WONG asked:</p> <p>Senator WONG: Obviously this is a matter that the constituent continues to be very concerned about. There has been no success rate or conversion rate—there is no practical result for this exporter.</p> <p>Mr Gosper: I understand that.</p> <p>Senator WONG: Is there anything further that you can provide me with, perhaps outside of this forum—on notice?</p> <p>Mr Gosper: I will give some thought to that, Senator, whether I can.</p>	Proof Hansard Page 122	14/12/15	04/02/16
7.	Austrade	Wong	Budget Measure - Free Trade Agreements Promotion	<p>SENATOR WONG asked <u>about</u>:</p> <p>In relation to the Free Trade Agreements Promotion Budget Measure: Can you provide a complete breakdown of the \$20 million budgeted for promotional activities in 2015-16. This should include: expenditure to date; planned expenditure for the current financial year; and provide a breakdown for all activities and related components.</p>	Proof Hansard Pages 122-124	14/12/15	04/02/16
8.	Austrade	Wong	Budget Measure - Free Trade Agreements Promotion	<p>SENATOR WONG asked <u>about</u>:</p> <p>In relation to the Free Trade Agreements Promotion Budget Measure and the decision to bring forward funds of \$6m from 2016-17: Can you outline the sequence of events in relation to the decision to bring forward funding. This should include: date of the SDCC request to bring forward funds; date/timing of Austrade’s assessment that the program would achieve its objectives more readily if the advertising were done over a shorter period of time; date of the media company recommendation to bring forward spend; and date on which the final decision was made.</p>	Proof Hansard Pages 124-127	14/12/15	04/02/16

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9.	Austrade	McEwen	Tourism Research Australia – Forward Work Programme	<p>SENATOR MCEWEN asked:</p> <p>Senator McEWEN: In the interim period [while the review of the Tourism Research Advisory Board is being completed], who or what is managing the functions of the board?</p> <p>Mr Boyer: The board's function is largely to look at the forward research agenda for Tourism Research Australia. We have a range of other mechanisms that we have been employing to ensure that industry and the state and territory tourism organisations have an opportunity to contribute towards that forward work plan.</p> <p>Senator McEWEN: Is there a written agenda that you could provide?</p> <p>Mr Boyer: We have a written forward work program. Would that be useful? I will probably provide it on notice if that is okay.</p>	Proof Hansard Page 128	01/12/15	04/02/16
10.	Austrade	McEwen	Tourism Research Advisory Board	<p>SENATOR MCEWEN asked:</p> <p>Senator McEWEN: So there are no fixed terms for [Tourism Research Advisory] board positions?</p> <p>Mr Boyer: No, not as far as I am aware.</p> <p>Senator McEWEN: If there is a different answer to that—</p> <p>Mr Boyer: I will take it on notice.</p>	Proof Hansard Page 129	01/12/15	04/02/16
11.	Austrade	Brown	Funding Programmes	<p>Can the following updates be provided for each discretionary grant program in the portfolio:</p> <ul style="list-style-type: none"> 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 	Written QoN	14/12/15	04/02/16

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12.	Austrade	Brown	Tourism Demand Driver Infrastructure Program (TDDI)	<p>a) How is the success of this program measured?</p> <p>b) How many applications were received for this program?</p> <p>c) What was the application process for proponents? Did they apply to the state government?</p> <p>d) If yes, who decided which projects would then be proposed to the Federal Government? Please name the relevant Minister or Department.</p> <p>e) How many projects have been approved under this program to date?</p> <p>f) 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.</p> <p>g) What is the total expenditure to date for this program.</p> <p>h) How much funding remains unallocated. Please provide a breakdown by state.</p> <p>i) Have any public transport projects been funded under this program?</p> <p>j) 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)</p>	Written QoN	07/12/15	04/02/16
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13.	Austrade	Brown	Cadbury	<p>a) Where is the \$16 million originally allocated to Cadbury now located? Is it still with Austrade?</p> <p>b) p.40 of answers to Questions on Notice from last estimates states that the new arrangements ‘could attract up to \$72 million in public and private funding’. How much public and private funding has been ‘attracted’ to date?</p> <p>c) What is the source of this funding? Please detail.</p> <p>d) If none, what processes are underway to secure such funding? Please provide a detailed explanation.</p> <p>e) How much time has now passed since the day of the original announcement by Tony Abbott for \$16 million for the Cadbury factory?</p> <p>f) Have any projects been announced from this potential \$72 million fund? If so, please detail project name, proponent, address, state, federal electorate, project description, commonwealth contribution, details of any other funding including source, total project cost, 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.</p> <p>g) If no projects have been announced, when will they be?</p>	Written QoN	07/12/15	04/02/16
14.	Austrade	Brown	Australia Week Events	<p>a) How is the success of Australia Week events measured?</p> <p>b) What are some of the ‘lessons learnt’ from 2014-15 events?</p> <p>c) What will be done differently for future Australia Week events?</p> <p>d) Can Austrade provide an update on the forward events schedule for all planned Australia Week events across the forward estimates?</p> <p>e) Who makes the final decision as to which international events Austrade and Tourism Australia is represented at? How much involvement will Minister Robb and Minister Colbeck have in these decisions?</p> <p>f) Will Australia be represented at 2017 Astana in Kazakhstan? If yes, how much funding has been set aside? If not, why not.</p>	Written QoN	14/12/15	04/02/16

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15.	Austrade	Brown	Tourism Refund Scheme	<p>a) Have discussions regarding the TRS progressed since last estimates? Please provide a full update.</p> <p>b) 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.</p>	Written QoN	07/12/15	04/02/16
16.	Austrade	Brown	ABS Survey of Tourist Accommodation	<p>a) Has funding been secured for the 2015-16 Survey of Tourist Accommodation?</p> <p>b) If so, please provide a full breakdown of funding.</p> <p>c) If not, please advise if Minister Robb or Minister Colbeck has made any representations to the ABS or the relevant minister in relation for the need to continue the Survey in 2015-16?</p> <p>d) Page 63 of the previous estimates answers refers to 'underspends and cost reductions' being used to fund the 2014-15 Survey. What were these?</p>	Written QoN	07/12/15	04/02/16
17.	Austrade	Brown	Stakeholder Meetings	Which tourism stakeholders has Austrade met with since last estimates? Please list meeting date, company/organisation, nature of meeting and topics discussed.	Written QoN	07/12/15	04/02/16
18.	Austrade	Brown	Aquis Project	<p>a) What is the current status of the Aquis project in Cairns?</p> <p>b) What is the expected construction start date for this project?</p> <p>c) What is the estimated completion date?</p> <p>d) If project is awaiting relevant approvals, please detail those approvals.</p> <p>e) Has the Minister or Austrade met with Wanda Group or any of its representatives since last estimates? If so please detail date, attendees, location and nature of the meeting.</p>	Written QoN	14/12/15	04/02/16
19..	Austrade	Brown	Tourism Research Australia Staffing	<p>a) How many FTE staff are employed at TRA? Please provide a list by role, level, function, section.</p> <p>b) Please provide an organisational chart</p> <p>c) Who is the current Chair of TRA?</p>	Written QoN	07/12/15	04/02/16
20.	Austrade	Brown	Tourism Division Staffing	<p>a) How many FTE staff are employed in the Tourism Division of Austrade? Please provide a list by role, level, function, section.</p> <p>b) Please provide a list of all staffing changes including overall numbers, date, reason since 7 September 2013.</p> <p>c) Please provide an organisational chart.</p>	Written QoN	07/12/15	04/02/16

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21.	Austrade	Brown	Research	<p>a) Please detail the forward publishing schedule for all research and survey publications in 2015-16 including Tourism Research Australia.</p> <p>b) Have there been any changes to the expected publication schedules since last estimates?</p> <p>c) If yes, please detail with original expected publication date and actual publication date.</p> <p>d) 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.</p>	Written QoN	14/12/15	04/02/16
22.	Austrade	Brown	Tourism Research Advisory Board	<p>a) Have there been any changes to membership since last estimates?</p> <p>b) Please provide current membership list.</p> <p>c) When was the last meeting & what was discussed?</p> <p>d) What are the current research priorities? When will these next be reviewed?</p>	Written QoN	07/12/15	04/02/16
23.	Austrade	Brown	Public Transport	Last estimates Austrade provided an Answer to a Question on Notice stating 937,000 international visitors used public transport during the year ending September 2014. Please provide further details including state by state figures and transport type.	Written QoN	07/12/15	04/02/16
24.	Austrade	Brown	Tourism Ministers' Meeting	<p>a) What dates have Tourism Ministers Meetings been held since last estimates? Please provide location, time, place, attendees and agenda as well as minutes.</p> <p>b) Please provide forward schedule for meetings for 2016.</p> <p>c) How many Tourism Ministers Meetings has Minister Colbeck attended since his appointment?</p> <p>d) What was the outcome of the presentation at the Tourism Ministers meeting in August 2015 as detailed at Answer 21(j) in previous answers?</p>	Written QoN	07/12/15	04/02/16

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25.	Austrade	Brown	National Tourism Incident Response Plan (NTIRP)	<ul style="list-style-type: none"> a) Has the plan been activated since last estimates? If so please detail date, nature of event, duration, action taken. b) How often is the plan reviewed? c) Who are the reviews conducted by? d) When was the NTIRP last updated? e) What amendments were made f) Who is responsible for updating the plan? 	Written QoN	07/12/15	04/02/16
26.	Austrade	Brown	Australian Standing Committee on Tourism (ASCOT)	<ul style="list-style-type: none"> a) Who attended the last meeting of ASCOT? What date was this held? If this changed from 13 November 2015, why? b) What was discussed? c) What were the outcomes? d) Have there been any changes to membership since the last estimates? e) When will the next meeting be? Please provide forward schedule of meetings. f) Has the Tourism 2020 plan been finalised and endorsed at the Tourism Ministers Meeting? 	Written QoN	07/12/15	04/02/16
27.	Austrade	Brown	Tourism Major Project Facilitation service	<ul style="list-style-type: none"> a) How many projects currently being facilitated? What progress has been made since last estimates? b) How many of these projects are under now construction? c) 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. 	Written QoN	07/12/15	04/02/16
28.	Austrade	Brown	Entrepreneurs' Infrastructure Programme	<ul style="list-style-type: none"> a) Has further funding been made available per last estimates answers for inclusion of tourism in the EIP? b) How many northern tourism operators have expressed interest in the EIP per last estimates answers? c) When will northern tourism operators be able to apply for the EIP? What are the criteria? d) Please detail the application process. 	Written QoN	07/12/15	04/02/16

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29.	Austrade	Brown	Tourism Research Committee (TRC)	<ul style="list-style-type: none"> a) How is success of the committee measured? b) What were the outcomes of the meeting on 7 & 8 May 2015? What actions have been taken as a result? c) Please detail any changes to membership since the last estimates? d) Please provide the forward schedule of meetings for 2016. 	Written QoN	07/12/15	04/02/16
30.	Austrade	Brown	Tourism Careers Promotion Roundtable	<ul style="list-style-type: none"> a) What were the outcomes of the 16 February 2015 meeting? b) What actions have been taken as a result of that meeting to date? c) What actions are yet to be implemented and when will these take effect? Please detail. d) What is the function of the committee? e) When will the committee cease? f) Who made the decision for the committee to cease g) What is the total expenditure related to this committee? Please provide a full breakdown including travel costs, hospitality etc. 	Written QoN	14/12/15	04/02/16

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31.	Austrade	Brown	Approved Destination Status (ADS)	<p>a) How many inbound tour operators (ITOs) and tour guides are currently registered with ADS?</p> <p>b) As a percentage of registered ITOs and tour guide, what is the breach</p> <p>c) How many tours did ITOs and tour guide conduct under ADS in:</p> <ul style="list-style-type: none"> o 2013 o 2014 o 2015 o 2016 (to date) <p>d) How many passengers undertook an ADS tour in</p> <ul style="list-style-type: none"> o 2013 o 2014 o 2015 o 2016 (to date) <p>e) How many random checks of ADS did Austrade or the relevant authority conduct in:</p> <ul style="list-style-type: none"> o 2013 o 2014 o 2015 o 2016 to date <p>f) Of these, how many were found to be in breach of the relevant codes of conduct? What was the nature of the breaches? Please detail separately for each breach.</p> <p>g) Please provide a breakdown of breaches by type, state and year.</p> <p>h) How many ‘mystery shoppers’ were engaged as part of the monitoring process in each of these years and were any breaches detected as a result?</p> <p>i) Where a tour guide is not registered with ADS and a breach is found to have occurred, what action can the Australian Government take?</p> <p>j) Have any tour guides have their ADS approval suspended or revoked since 7 September 2013? In what circumstances did each occur?</p>	Written QoN	07/12/15	04/02/16
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32.	Austrade	Brown	State of the Industry Report	<p>a) Was the State of the Industry report published in October 2015 per answers to last estimates?</p> <p>b) What date will the 2016 State of the Industry Report be published?</p>	Written QoN	07/12/15	04/02/16
33.	Austrade	Brown	Incoming Ministerial briefing	<p>a) Has Minister Colbeck been provided with an incoming ministerial briefing? What date did this occur?</p> <p>b) Please provide a copy of the written incoming ministerial briefing.</p> <p>c) Has Tourism Australia, Austrade or Tourism Australia met with Minister Colbeck since his appointment as Minister for Tourism? If so, please detail dates</p> <p>d) Has Minister Colbeck visited the offices of Austrade, Tourism Australia or Tourism Research Australia since being appointed Minister for Tourism? If yes, what dates and what was the nature of the visits?</p>	Written QoN	07/12/15	04/02/16
34.	Austrade	Brown	Charter Letter	<p>a) Has Minister Colbeck received a charter letter from the Prime Minister or is it expected that a charter letter will be received by the Minister.</p> <p>b) Can you detail the division of responsibilities between Minister Robb and Minister Colbeck on tourism matters.</p> <p>c) Are those arrangements finalised or could they change on receipt of a charter letter from the Prime Minister.</p> <p>d) Where are these arrangements recorded? Are they publicly available? If so please provide a link to locate them.</p>	Written QoN	14/12/15	04/02/16
35.	Austrade	Brown	Ministerial office budget	<p>a) What are the funding arrangements for Minister Colbeck's office?</p> <p>b) Is there a specific budget for the office? Or has a specific funding allocation been set aside within the department to meet the costs of operating the ministerial offices in the portfolio.</p> <p>c) Are there administrative arrangements that apply to these budgets? Please provide details.</p> <p>d) Can you advise the Committee of the arrangement for expenditure by Minister Colbeck or his office on hospitality.</p> <p>e) Has Minister Colbeck or his office used the office budget or directly drew on departmental funds for hospitality purposes? If so what are the details.</p>	Written QoN	07/12/15	04/02/16

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36.	Austrade	Ludwig	Departmental rebranding	<p>Has the department/Agency undergone a name change or any other form of rebranding since the leadership change in September, 2015? If so:</p> <p>a. Please detail why this name change / rebrand were considered necessary and a justified use of departmental funds?</p> <p>b. Please provide a copy of any reports that were commissioned to study the benefits and costs associated with the rebranding.</p> <p>c. Please provide the total cost associated with this rebrand and then break down by amount spent replacing:</p> <ul style="list-style-type: none"> o Signage o Stationery (please include details of existing stationery and how it was disposed of) o Logos o Consultancy o Any relevant IT changes o Office reconfiguration <p>d. How was the decision reached to rename and/or rebrand the department?</p> <p>e. Who was involved in reaching this decision? Please provide a copy of any communication (including but not limited to emails, letters, memos, notes etc) from within the department, or between the department and the government regarding the rename/rebranding.</p> <p>f. Following the changes does the department share any goods/services/accommodation with other departments?</p> <p>g. What resources/services does the department share with other departments; are there plans to cease sharing the sharing of these resources/services?</p> <p>h. What were the costs to the department prior to the Machinery of Government changes for these shared resources? What are the estimated costs after the ceasing of shared resource arrangements?</p>	Written QoN	14/12/15	04/02/16
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37.	Austrade	Ludwig	Staffing - Employment of non-Australian citizens	<p>I refer you to section 22 (8) of the Public Service Act 1999 which says:</p> <p>"An Agency Head must not engage, as an APS employee, a person who is not an Australian citizen, unless the Agency Head considers it appropriate to do so."</p> <p>a) Does the department have guidelines or similar to assist Agency Heads to assess when it is appropriate to hire non-Australian citizens? If no, do individual agencies have their own guidelines? If yes to either:</p> <ol style="list-style-type: none"> i. Please provide a copy. ii. When did they come into effect? iii. Can Agency Heads decide to go against the advice? If yes, under what circumstances? <p>b) Are Agency Heads required to provide a reason to anyone for hiring non-Australian citizens? If yes:</p> <ol style="list-style-type: none"> i. Who are they required to report the reason to? ii. Does this reporting happen before or after the hire has been made? iii. Is this reason provided in writing? If no, how is it provided? iv. Can you please provide a list of reasons that have been used since the Federal election in September, 2013. <p>c) Are there any provisions to over-rule a Head of Agency's decision to hire a non-Australian citizen? If yes:</p> <ol style="list-style-type: none"> i. Who can over-rule this decision? ii. Under what circumstances can it be over-ruled? iii. How many times has this occurred since the Federal election in September, 2013. 	Written QoN	14/12/15	04/02/16
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38.	Austrade	Ludwig	Ministerial Staffing	<p>Since the leadership change in September, 2015:</p> <p>a) Has there been any change to the staffing profile of the Minister's office?</p> <p>b) Provide a list of changes to staffing numbers, broken down by classification level, and role.</p> <p>c) Please provide a break down of any redundancies that have been paid to staff who left the Minister's office since the change in leadership.</p> <p>d) Please provide the total cost of Ministerial staff salaries in the office from before the change.</p> <p>e) Please provide the total cost of Ministerial staff salaries in the office as of now.</p> <p>f) Were any staff hired for the office since the change, but have subsequently left in the time between then and now? If yes, how many? How long did each stay? What was their role?</p>	Written QoN	14/12/15	04/02/16
39.	Austrade	Ludwig	Ministerial Personalised Stationery	<p>Since the leadership change in September, 2015, how much has been spent by the Ministerial office on personalised stationery for the Minister and the Minister's staff? Please provide a cost breakdown by type of stationery purchased and the quantity of each and whether it was for the Minister or for staff.</p>	Written QoN	07/12/15	04/02/16

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40.	Austrade	Ludwig	Free Trade Advertising	<p>It has been reported that \$25 million has been budgeted for an "education campaign" to explain the free trade agreements to the public. One such report is available here:</p> <p>http://www.smh.com.au/federal-politics/political-news/government-spends-10m-spruiking-china-fta-to-australians-20150930-gjyaw6.html</p> <p>a) Apart from paid advertising, what other measures are being taken as part of this education campaign? Please provide a cost breakdown.</p> <p>b) In some of the advertisements, some of the people who appear claim that their businesses will be better off under the free trade agreements. Are any of these people paid actors or are they business owners?</p> <p>i. How were these people identified and approached to be part of the campaign?</p> <p>ii. How much were people appearing in these advertisements paid?</p> <p>c) Is there a set of objectives or criteria which it is hoped that the education campaign will achieve? If yes:</p> <p>i. What are they?</p> <p>ii. Who was involved in producing it?</p> <p>d) How is the success of the education campaign measured?</p> <p>i. Will further research be conducted to determine the effectiveness of the campaign? If yes, please detail.</p> <p>ii. Has money been put aside to study the success of the campaign? If yes, how much and how will it be spent?</p>	Written QoN	14/12/15	04/02/16
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41.	Austrade	Wong	Ministerial led business missions	<p>In relation to Questions on Notice No.9 and No.56 from Budget Estimates relating to Ministerial led business missions:</p> <p>a) The answer was incomplete.</p> <ul style="list-style-type: none"> o Will Austrade now provide a full attendee list, eg, names of corporate attendees, name of ministerial and department staff? o Can you also provide an itinerary for each ministerial business mission provided to date? <p>b) There were also discrepancies in the number of attendees. For example, the number of attendees to the Canada and US trip is stated as 18 in Answer to QoN9, but 17 in Answer to QoN56. Similarly the number of attendees on the Middle East trip is stated as 16 and 17 respectively between the two answers.</p> <ul style="list-style-type: none"> o Please explain? What are the correct numbers? <p>c) Of the listed ministerial led missions the answer only provides initial outcome results for the Australia Business Week in China and the Australia Business Week in India.</p> <ul style="list-style-type: none"> o What are the outcomes of the other missions? o Were any missions not considered successful? If so, why? 	Written QoN	14/12/15	04/02/16
42.	Austrade	Wong	Ministerial led business missions	<p>a) In relation to assessing the performance and success of a ministerial led mission, it appears that only loose qualitative measures are used.</p> <ul style="list-style-type: none"> o Has Austrade considered more robust and quantitative measures of performance outcomes for the time and public money spend on these missions? <p>b) How many business missions are scheduled for the 2015-16 financial year? What are the locations and themes of each?</p> <p>c) Are the ministerial business led missions funded out of the Budget Measure for Australia Weeks Events or elsewhere?</p>	Written QoN	14/12/15	04/02/16

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43.	Austrade	Wong	Australia Week Events	<p>In response to question on notice no. 51, Austrade advised that there would be “two Australia Week events ... every year for the next four years” and the events “will be held in China, India, the United States and in ASEAN.”</p> <p>a) On what basis were these four locations selected?</p> <p>b) Do the selected locations (China, India, US and ASEAN) complement the Government’s expenditure on promoting FTAs in Korea, Japan and China? If not, why not?</p> <p>c) What is the allocated cost of these eight events?</p>	Written QoN	14/12/15	04/02/16
44.	Austrade	Wong	Free Trade Agreement Promotion	<p>a) In relation to the Budget Measure regarding <i>Free Trade Agreement Promotion</i>, there is \$24.6 million in spending over the next 2 years on trade promotion of Australia’s free trade agreements with Korea, Japan and China.</p> <ul style="list-style-type: none"> o Does Austrade now have a program of spending of its allocated \$13.4 million in 2015-2016, and \$8.2 million in 2016-2017? If so, please describe. If not, why not? <p>b) Please provide details relating to the Government’s TV, radio and print advertising campaign to promote the North Asian FTAs, including the amount spent on the media buy for each medium, the timeframe for the advertising, the number of Target Audience Rating Points to be achieved in the media buy for each medium and the definition of the target audience.</p>	Written QoN	14/12/15	04/02/16

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45.	Austrade	Wong	Free Trade Agreement Promotion	<p>a) Who has Austrade engaged to oversee the campaign production process?</p> <ul style="list-style-type: none"> o Please provide details on the selection of this entity; o What remuneration and other fees/costs will be paid to this entity and any related entities or sub-contractors? <p>b) Where have the print advertisements been placed, for how long and at what cost?</p> <p>c) On what channels will the TV advertising campaign be aired? Will they be national and/or regional? Please provide details of the ad campaign, including channels, targeted audience, air time audience, length and costs.</p> <p>d) These TV ads will be the first time Austrade has advertised on free-to-air TV channels. Were the Government guidelines for TV advertising complied with? If so, please provide. Who approved the TV advertising?</p> <p>e) Please provide the scripting for all advertising.</p>	Written QoN	14/12/15	04/02/16
46.	Austrade	Wong	Free Trade Agreement Promotion	<p>In relation to internet and social media channels advertising utilised in the FTA Promotional activities:</p> <p>a) What are the social media channels being used?</p> <p>b) Who is the target audience for each social media channel?</p> <p>c) What is the cost of Government sponsored push advertising on personal Facebook pages?</p> <p>d) What are the google analytic statistics, or other relevant statistics, relating to the FTA Promotional social media and internet advertising?</p> <p>e) What are the performance criteria? How is the campaign tracking against those criteria?</p> <p>f) In relation to Facebook advertising, how many views and comments to date? Are the comments predominately positive or negative? If negative, will the Government continue with this channel of advertising?</p> <p>g) What is the link between individual Facebook pages and promoting Australian businesses to export to North Asian markets? Is this really the target market? Is there a different advertising agenda?</p>	Written QoN	14/12/15	04/02/16

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47.	Austrade	Wong	Free Trade Agreement Promotion	<p>What are the results of the media optimisation and effectiveness tracking research to date?</p> <p>a) Will changes be made to the advertising campaign? If so, please describe.</p>	Written QoN	14/12/15	04/02/16
48.	Austrade	Wong	FTA Grant Programme	<p>a) Please provide a status update on the newly funded FTA grant programme being administered by Austrade.</p> <ul style="list-style-type: none"> ○ In answer to question on notice no.16, Austrade advised that it was currently working on details of the new grant and Guidelines. Are these details and guidelines finalised? If so, when and please provide a copy. If not, why not? <p>b) Funding under this grants program is capped at \$1.372 million in 2015-16 with an additional \$178,000 for administration costs to manage the program.</p> <ul style="list-style-type: none"> ○ Over a quarter of the 2015-16 year has passed without one grant being awarded. When will the first grant be awarded? ○ How much of been spent/used of the administration costs for 2015-16? 	Written QoN	14/12/15	04/02/16

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49.	Austrade	Wong	Match Australia programme	<p>a) Does Austrade or the Government anticipate that the new Match Australia program will deliver at least similar if not better outcomes for Australian exporters than the ABEP program? Please explain.</p> <p>b) Austrade’s updated webpage (update Aug 2015), explains: “Match Australia – International Sports Business program is the Australian Government’s business networking program which connects Australian businesses with global partners through major sporting events.”</p> <ul style="list-style-type: none"> ○ Please describe how the Match Australia program makes such connections. ○ In relation to all Match Australia events to date, please detail what connections were made and the outcome of each. <p>c) What Match Australia programs have been held since the World Cricket event at the end of February?</p> <ul style="list-style-type: none"> ○ Please provide program, attendees and costs; as well as strategic implementation plan and goals. <p>d) What Match Australia programs are scheduled?</p> <ul style="list-style-type: none"> ○ Please provide program, invitee list and estimated costs, as well as strategic implementation plan and goals. 	Written QoN	14/12/15	04/02/16
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50.	Austrade	Wong	Appointment of new offshore Senior Investment Specialists	<p>a) In relation to the appointment of five new offshore senior investment specialists:</p> <ul style="list-style-type: none"> i. what was the advertising, recruiting and appointment process? ii. how many applicants were received for each position? iii. who has been appointed, when, where and remuneration package? iv. did the Government or Austrade make any direct recommendation for potential applicants? If so, who made the recommendation and who was recommended. v. Please provide completed conflict of interest declarations for each of the appointed specialists. <p>b) In answer to question on notice no. 53, Austrade has advised that the breakdown of the \$5.9 million budgeted amount relating to “strengthening Australia’s ability to attract foreign investment”, is as follows: Staff onshore – 14 - \$0.7m; Staff offshore – 14 - \$2.6m.</p> <ul style="list-style-type: none"> i. Why are the offshore staff costs over three times the onshore staff costs? ii. There is also a research item for \$1.5 million. What research activities are planned, and who will undertake the research? 	Written QoN	14/12/15	04/02/16
51.	Austrade	Wong	Senior Personnel Changes at Austrade	<p>a) Have there been any board or senior personnel changes at Austrade? If so, please describe.</p> <p>b) Have there been any other recent organisational changes? If so, please describe.</p>	Written QoN	14/12/15	04/02/16

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52.	Austrade	Wong	Environmental Organic Nutrients	<p>a) Please describe the “paid service agreements” that Austrade enters with clients.</p> <ol style="list-style-type: none"> i. How many of these agreements are put in place, on average, each year? ii. On what basis does Austrade determine to provide advice and service with or without an agreement? iii. What is the fee schedule? iv. What warranties are provided? v. Please provide a template copy of this agreement. vi. Why did Austrade not seek to enter such an agreement with EON at any time over the three years Austrade sought to provide export assistance to EON? <p>b) In relation to Austrade referrals made to EON, Mr Gosper explained in his letter of July 2015 that Austrade first goes “<i>through a process designed to ensure [the referral entity] can provide specialised services to Australian exporters.</i>”</p> <ol style="list-style-type: none"> i. What is involved in this “process”? ii. What companies were referred to EON? iii. Was this process followed for the three companies that were referred to EON? iv. Are these companies still on Austrade’s referral list? If not, when where they removed and why? <p>c) Did Austrade’s years of efforts have any practical results for this South Australian exporter? If not, can Austrade now facilitate export for this Australian SME exporter? Is so, how? If not, why not?</p>	Written QoN	14/12/15	04/02/16
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