



## **AGENDA**

### **FOR STRATEGIC AND INTERNATIONAL PARTNERSHIPS SUB COMMITTEE MEETING TO BE HELD ON**

**12 JULY 2016 AT THE CONCLUSION OF THE CEO REVIEW COMMITTEE  
MEETING**

**IN COMMITTEE ROOMS, 12 JAMES STREET, SALISBURY**

#### **MEMBERS**

Cr E Gill (Chairman)  
Mayor G Aldridge (ex officio)  
Cr D Balaza  
Cr G Reynolds (Deputy Chairman)  
Cr J Woodman  
Mr Brett George (Sporting Club Representative)  
Mr Christopher Moore (Rotary Representative)  
Mr Roderick O'Brien (Community Representative)  
Mr Pat Trimboli (Service Club Representative)  
Mrs Heather Vogt (High School Representative)  
(Advisor) Mr Rik Morris (Exec Dir, Implementation & Int'l Dept,  
Premier & Cabinet)  
(Advisor) Professor Nigel Relph (Dep Vice Chancellor: Int'l &  
Advancement, UniSA)

#### **REQUIRED STAFF**

Chief Executive Officer, Mr J Harry  
General Manager, Community Development, Ms J Trotter  
General Manager City Development, Mr T Sutcliffe  
Manager Community Planning and Vitality, Mrs N Kapitza  
Manager Economic Development & Urban Policy, Mr G Ratsch  
PA to General Manager Community Development, Mrs B Hatswell

#### **APOLOGIES**

Apologies have been received from B George, Cr J Woodman, N Relph and R Morris.

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## LEAVE OF ABSENCE

## PRESENTATION OF MINUTES

Presentation of the Minutes of the Strategic and International Partnerships Sub Committee Meeting held on 15 June 2016.

## REPORTS

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## OTHER BUSINESS

## CLOSE

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|                        |   |
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| <b>ITEM</b>            | SIPSC1  |
|                        | <b>STRATEGIC AND INTERNATIONAL PARTNERSHIPS<br/>SUB COMMITTEE</b>   |
| <b>DATE</b>            | 12 July 2016  |
| <b>HEADING</b>         | Appointment of Deputy Chairman - Strategic and International Partnerships Sub Committee   |
| <b>AUTHOR</b>          | Michelle Woods, Projects Officer Governance, CEO and Governance   |
| <b>CITY PLAN LINKS</b> | 4.4 To ensure informed and transparent decision-making that is accountable and legally compliant  |
| <b>SUMMARY</b>         | In accordance with Council resolution, this report addresses the requirement for the Sub Committee to make a new appointment for the position of Deputy Chairman of the Strategic and International Partnerships Sub Committee. |

## RECOMMENDATION

1. \_\_\_\_\_ be appointed as Deputy Chairman of the Strategic and International Partnerships Sub Committee for a period of 12 months commencing 01/08/2016.

## ATTACHMENTS

There are no attachments to this report.

## 1. BACKGROUND

- 1.1 In March 2015 Cr Graham Reynolds was appointed Deputy Chairman of the Strategic and International Partnerships Sub Committee for a one year term.
- 1.2 The Sub Committee is now required to make a new appointment for this position.

## 2. REPORT

- 2.1 In March 2015 Cr Graham Reynolds was appointed Deputy Chairman of the Strategic and International Partnerships Sub Committee for a one year term.
- 2.2 The terms of reference for the Strategic and International Partnerships Sub Committee specify:
  - *Deputy Chairman will be appointed at the first meeting of the Committee for a period of 12 months, after which time the Committee will make a new 12 month appointment.*
- 2.3 The term of the current appointment expired in March 2016.

- 2.4 The Sub Committee is now required to make a new appointment for the position of Deputy Chairman of the Strategic and International Partnerships Sub Committee.

**3. CONCLUSION / PROPOSAL**

- 3.1 The Sub Committee is asked to make an appointment for the position of Deputy Chairman of the Strategic and International Partnerships Sub Committee.

**CO-ORDINATION**

|          |            |            |
|----------|------------|------------|
| Officer: | EXEC GROUP | MG         |
| Date:    | 05/07/2016 | 05/07/2016 |

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|                        |  |
|------------------------|--|
| <b>ITEM</b>            | SIPSC2   |
|                        | <b>STRATEGIC AND INTERNATIONAL PARTNERSHIPS<br/>SUB COMMITTEE</b>  |
| <b>DATE</b>            | 12 July 2016   |
| <b>HEADING</b>         | China Action Plan  |
| <b>AUTHOR</b>          | Greg Ratsch, Manager Economic Development & Urban Policy,<br>City Development  |
| <b>CITY PLAN LINKS</b> | 1.3 To have a prosperous and adaptive business sector that supports<br>community wellbeing, is globally oriented and creates employment<br>opportunities |

### RECOMMENDATION

1. That the information be received.

### ATTACHMENTS

This document should be read in conjunction with the following attachments:

1. China Action Plan - Endorsed by Council October 2015
2. Report to May 2016 Council Meeting Regarding Visit to Shandong and Linyi

### 1. BACKGROUND

- 1.1 Council previously resolved to support the development of a China Strategy. Since that time the State Government and the broader local government sector have increased their focus on increasing engagement with China.
- 1.2 At its meeting on 19 October 2015, the Policy and Planning Committee considered a draft China Action Plan and recommended to Council:
  1. *That this report be received.*
  2. *That, subject to the provision of any feedback or comments at the Policy and Planning Committee meeting on 19/10/2015, the Draft China Action Plan, as set out in Attachment 1 to this report (Item No. 1.1.7, Policy and Planning Committee, 19/10/2015) be endorsed and forwarded to the next meeting of the Strategic and International Partnerships Sub-Committee for information.*
- 1.3 Council consequently ratified this recommendation at its meeting on 24 October 2015 (Resolution # 0001/2015), noting that there were no further amendments to the China Action Plan arising from comments at the Committee or Council.

## **2. CONSULTATION / COMMUNICATION**

### **2.1 Internal**

- 2.1.1 The China Action Plan was informed by input from the Strategic and International Partnerships Sub Committee, Council's Chief Executive Officer and Community Development Department staff.

### **2.2 External**

- 2.2.1 The China Action Plan was informed by input from businesses engaged in economic activities with China, discussions with local schools about their China activities, the South Australian Government, the University of South Australia, other Councils developing relationships with China, and Austrade staff.

## **3. REPORT**

- 3.1 Council has endorsed the China Action Plan (provided as Attachment 1) and it is provided for the information of the Sub-Committee.

- 3.2 The action plan is based on the following proposed approach:

- Our strongest partnerships and our greatest ability to influence are within our own community. Equipping our community, in particular our businesses, to seek trade and investment opportunities with China is a priority. Council will do this in partnership with business.
- China is potentially a significant investment partner for our Council and our business sector. Council can clearly identify our investment priorities, partner with agencies and organisations that are resourced to seek investment and work with organisations to progress infrastructure that can lay the foundation for further investment.
- Partnerships are significant. Council will actively participate in broader partnership opportunities as well as pursue the development of our own partnerships where appropriate. We will encourage business leadership in developing commercial links and we will seek to capitalise on the presence of a large Chinese student population.
- Council will be professional in all it does in regard to China and will source appropriate expertise as required.

- 3.3 Specific actions nominated in the plan are grouped around four main areas:

- Business growth – Assist Salisbury organisations to secure business opportunities arising from China's growth.
- Attracting investment – Position Salisbury for Chinese investment; and increase the number of Chinese students living in Salisbury.
- Partnerships – Develop partnerships that have the potential to increase engagement with China; and capitalise on the presence of an international student community.
- Knowledge and professionalism – Develop Council's internal processes and approach to support deeper engagement with China.

- 3.4 In terms of monitoring and assessment, the action plan identifies that a report will be provided to Council on an annual basis outlining the activity undertaken in relation to this action plan. The early focus should be on building capability and engagement, rather than on specific sectoral or commercial outcomes with longer lead times.
- 3.5 Since the action plan has been endorsed, a number of activities have occurred including:
- Hosting a delegation from Linyi City and entering into a Friendship City relationship;
  - Visit by the Mayor, Chief Executive Officer and Manager Economic Development and Urban Policy to Linyi and identification of opportunities to progress trade, investment and cultural linkages identified (copy of report presented to Council in May 2016 provided as Attachment 2);
  - Participation in State Government-led delegation to Shandong;
  - Participation in Local Government Association Shandong Working Group including input into development of SA-SD Connect (a web-based platform to link buyers and sellers in South Australia and Shandong)
  - Holding two China business information sessions at the Polaris Centre attended by about 70 businesses;
  - Undertaking an international trade survey of local businesses in sectors likely to have the potential to export. This identified firms with an interest in exporting to China (either currently exporting or would like to) as well as identifying 17 firms who are interested in finding out about opportunities in Linyi;
  - New Initiative Bid developed and approved as part of 2016-17 budget process for an international business development program;
  - Update and translation of Makes Good Business Sense investment prospectus;
  - Regular liaison with regional Tradestart officer on linking businesses to state and commonwealth government programs;
  - Cross-local government approach to leveraging benefits of civic relationships developed with Adelaide (Qingdao), Onkaparinga (Jinan), Playford (Zibo) and Charles Sturt (Yantai);
  - Met with a Chinese investor seeking to undertake a development in Salisbury; and
  - Hosted group of China officials visiting Australia for a City Planning training event (including Vice Mayor Bian of Linyi).
- A more complete report of activities and outcomes will be presented to the Sub-Committee in November as part of the monitoring and assessment obligations outlined in the Action Plan.
- 3.6. Over the coming few months Council staff will continue to engage with businesses identified through the trade survey and it is likely that at least two delegations will seek to visit Salisbury to progress opportunities identified. Norman Waterhouse has been engaged for the next twelve months to provide support to Council in progressing this agenda given their experience in developing government-to-government linkages and achieving commercial outcomes.

**4. CONCLUSION / PROPOSAL**

- 4.1 Council has endorsed the China Action Plan. As per Council's resolution, the Action Plan has been provided to the Strategic and International Partnerships Sub-Committee for information.

**CO-ORDINATION**

Officer: EXECUTIVE GROUP  
Date: 05/07/2016



## CHINA ACTION PLAN

### INTRODUCTION

China's growing importance in the global economy has been one of the more important economic and social phenomena of the past three decades. In response, public and private sector organisations across Australia are implementing initiatives to increase the engagement of Australian citizens and organisations with those in China.

Within our community, nearly 2,000 people of Chinese heritage call Salisbury home, several of our schools teach Chinese or have well-established relationships with counterparts in China, the University of South Australia is actively increasing its level of collaboration with Chinese institutions, and a small number of firms have established trade and investment linkages.

Council recognises the challenges and opportunities that globalisation presents to our community and its economy. These will continue whether Council endorses a China Action Plan or not. However, this document aims to lay a foundation for Council to respond in a consistent and informed manner.

### COUNCIL'S INTERNATIONAL ROLE

There is no objective or strategy within Council's City Plan that explicitly addresses international partnerships. The sole objective in the City Plan containing a global context is "to have a prosperous and adaptive business sector that supports community wellbeing, is globally oriented and creates employment opportunities." This sits under a broad objective of developing capability in the business community, irrespective of a particular market focus, rather than developing municipal relationships.

Although Council's international focus has traditionally been on a sister cities arrangement (specifically with Mobara, Japan), changes in technology, public policy, business practices and decreased cost of communication and travel has meant a broader range of ways to tap into international opportunities for the benefit of our community has evolved. The name change of the former Sister Cities Sub-Committee to the Strategic and International Relations Sub-Committee is reflective of this.

Should Council consider entering into any international partnership (be that a civic relationship or otherwise), that partnership should address more than one of the following criteria:

- Provide opportunities to facilitate economic, social and cultural development connections in ways that provide benefits to communities in both Salisbury and partner locations;
- Extend existing international connections cultivated by industry, community groups, education providers and other levels of government;
- Capture and share best practice initiatives, not only for the Salisbury community but to support Council's organisational learning and processes;
- Allow businesses and organisations to create longer-term partnerships or open up new market opportunities;
- Involve locations that have successfully addressed or are facing similar issues to those in Salisbury.

It is recognised and acknowledged that a range of government, NGO, community groups and private sector organisations also have a focus on developing international partnerships. In some instances it is appropriate that Council take the lead in partnership development. In other cases it will be more appropriate to develop the capacity of members of our community to engage with these other initiatives or to support the relationships parts of our community have already established internationally. It is equally important that Council foster these local partnerships so our businesses, community members and our own organisation can benefit from the complementary work of others. Many of our businesses already trade with international partners across Asia, Europe and the Americas. Others are wanting to build trade relationships with businesses and consumers in these jurisdictions.

### **THE CHINA STORY**

The story of China's economic growth has been well told elsewhere. China is now the world's second largest economy. It is Australia's biggest two way trading partner and Australia's largest source of international students. In the last decade China experienced the fastest growth in GDP per capita of any major economy. Despite its recent "slow down" and stock market volatility, Chinese growth still provides exceptional investment and trade opportunities for Australian firms.

Yet China remains a difficult place in which to undertake trade and investment. It is a complex and challenging market in which the competition is intense. Only about 0.2% of all Australian businesses export there. Australia's merchandise exports to China have a narrow sectoral base with approximately 75% being raw minerals and resources. Chinese investment into Australia has declined and South Australia consistently attracts just 2% of inbound Chinese investment. Even with the imminent signing of a Free Trade Agreement between China and Australia, China will remain a challenging place in which to develop export markets and seek investment from.

Despite this, opportunities are being created for Australian firms as a result of economic reforms, urbanisation and demographic change. The State Government has prioritised minerals and energy, education, tourism, wine, agribusiness (including food processing), knowledge intensive services, clean technologies and advanced manufacturing as sectors in which South Australian firms have supply side strengths that align with Chinese demand.

Salisbury's industry structure indicates prospects may exist in sectors such as food processing and advanced manufacturing with niche opportunities in education, clean technology and mining services. There appears to be few local opportunities in tourism, wine and minerals. A more critical issue is that a minority of local firms are engaged with, or have an aspiration or capacity to explore international markets, let alone China.

### **EXISTING INITIATIVES**

The City of Salisbury has already undertaken a range of China initiatives including:

- Signing of a Letter of Intent to form a Friendship City relationship with Linyi (as well as hosting regular delegations from that city);
- The Mayor and Chief Executive Officer accompanying the Premier's delegation to Shandong in 2015;
- Translation of Council's investment prospectus into Mandarin;

- Active engagement with the Local Government Association to support the development of a broader local government China engagement approach;
- Organisation of seminars profiling firms that already actively building business opportunities in China;
- Supporting the establishment of a Shandong-South Australian Local Government Economic Development Cooperation Forum to strengthen two-way trade, investment and exchange.
- Providing space within the Polaris Business and Innovation Centre for State Government Tradestart officers to meet clients.
- Support for provision of a budget to survey Salisbury businesses to determine their interest in and capacity for international engagement

In addition to this there is significant activity within our community to build Chinese links and knowledge including:

- Salisbury East High School's long running sister school relationship with the Number 1 Middle School, Jiaonan, Shandong Province as well as relationships with the Zhenjiang Education Centre for International Exchange and the Changzhou Education Centre for International Exchange, both in Jiangsu Province;
- Salisbury High School's recent opening of a Confucius Chinese Classroom;
- Gulfview Heights Primary School, Salisbury Heights Junior Primary School Madison Park Junior Primary School, Madison Park Primary School and Salisbury Heights Primary School offer Chinese language programs;
- Firms such as Michells, RM Williams, Flight Training Adelaide, Futuris and Speedcast having strong commercial linkages or presence in China;
- Adelaide Produce Market has recently signed an MOU with the GuangZhou Jiangnan Fruit and Vegetable Wholesale Market;
- The University of SA's collaborative relationships with Shandong University, Tianjin University and the Beijing Normal University as well as attracting international students and researchers from China.

#### **ALLIED INITIATIVES**

A range of organisations already provide services to firms and communities seeking to develop business links with China, attract investment, learn a Chinese language or improve cultural awareness. These include:

- The Federal Government, through agencies such as the Department of Foreign Affairs and Trade and Austrade provide advice to individual organisations on trade and investment matters and assist with trade issues. Financial assistance is also available to exporters through the Export Market Development Grants program. Austrade maintains offices in twelve Chinese cities.
- The South Australian Government through agencies such as the Department of State Development and the Department of Primary Industries facilitate trade and investment activities, organise delegation visits, work with local firms to become export ready and has a sister-state relationship with Shandong Province.

- Industry associations including Food SA provide leadership in sector-specific initiatives, organise sectoral trade delegations and assist with inbound visits.
- China focussed business organisations such as the Australia China Business Council, China Business Network (SA) and China-Australia Entrepreneurs Association provide expertise and events to support businesses interested in developing trade and investment links.
- University and research organisations attract international students, provide expertise through centres such as the Australian Centre for Asian Business and the Confucius Institute and identify research collaboration opportunities.
- The private sector provides a range of services including fee for service information, trade facilitation services, legal and cultural advice, financial and freight services.

Within the local government sector, the Local Government Association of SA is undertaking a research project on the role of Councils in engaging with China and the Adelaide City Council has recently announced the formalisation of its relationship with Qingdao. Councils such as Onkaparinga Playford, Prospect and Charles Sturt have also explored initiatives to varying extents.

During the Premier's Delegation to Shandong in 2015, an MOU was signed committing to the establishment of a Shandong-South Australian Local Government Economic Development Cooperation Forum to strengthen two-way trade, investment and exchange. The agreement provides an umbrella framework for Councils to engage with Prefectures in Shandong rather than enter into unilateral relationships with individual Chinese cities. The MOU incorporates a mechanism, administered by the Local Government Association of South Australia and the Shandong Province Department of Commerce, whereby enterprises that are seeking investment, trade or other opportunities can work through Councils or Prefectures.

## ISSUES AND APPROACH

From the preceding discussions, several issues and opportunities emerge.

- Few firms are engaged in international trade and there is little aspiration among small businesses to explore international markets.
- China is large and Salisbury is small by comparison. In some instances it will make sense for Council to pursue opportunities on its own whereas in other instances it will make more sense to work more broadly to create sufficient scale.
- Council has a longstanding relationship with Linyi City that has the potential to develop further, however if it is to yield trade and investment outcomes there needs to be much stronger private sector leadership and involvement.
- Council's investment opportunities, plus those of the business, need to be better articulated in a way that is commercially robust and appealing for investors.
- A range of organisations have developed links with China or are in the process of doing so. These have developed both with and without the assistance of Government. Some of these have excellent networks and linkages

- The recent MOU signed in Shandong provides an umbrella agreement whereby local firms can seek information, linkages and investment from prefectures in Shandong.
- In the case of a relationship with an economic focus, it is necessary to recognise that finalisation of trade and investment outcomes lie outside the control of Council and may take several years to realise (and in some cases won't be publicly disclosed).
- If Council is to engage with China it needs to do so in a professional and culturally appropriate manner.

The actions in this plan support the following approach:

- Our strongest partnerships and our greatest ability to influence are within our own community. Equipping our community, in particular our businesses, to seek trade and investment opportunities with China is a priority. Council will do this in partnership with business.
- China is potentially a significant investment partner for our Council and our business sector. Council can clearly identify our investment priorities, partner with agencies and organisations that are resourced to seek investment and work with organisations to progress infrastructure that can lay the foundation for further investment.
- Partnerships are significant. Council will actively participate in broader partnership opportunities as well as pursue the development of our own partnerships where appropriate. We will encourage business leadership in developing commercial links and we will seek to capitalise on the presence of a large Chinese student population.
- Council will be professional in all it does in regard to China and will source appropriate expertise as required.

## **ACTIONS**

### **Building Capability in Small Businesses**

Our economic structure, predominantly small business, has limited aspiration and capability to access Chinese markets and secure investment. A program of activity designed to inform businesses of the opportunities, equip them with the skills and link them to appropriate expertise will be delivered through the Polaris Centre with leadership provided by the Northern Economic Leaders.

To generate sufficient scale, such activity should be delivered on a regional basis and include:

- Hosting China information sessions;
- Adding specific China business expertise to the Polaris Centre's mentoring panel;
- Identifying and providing opportunities, should they exist, for local businesses to tap into inbound delegation visits organised through State Government and other organisations??
- Building a business focus into inbound delegation visits;
- Promoting local success stories;
- Linking local firms with other business development and trade opportunities.

**STRATEGY 1: Business Growth****Assist Salisbury organisations to secure business opportunities arising from China's growth**

Complete a comprehensive survey of international trade activity and intentions of businesses within Salisbury

Deliver a program of activity through the Polaris Centre to assist businesses across northern Adelaide to export to China.

Identify and engage mentors to provide practical and focussed support to businesses seeking to engage internationally.

Establish, utilising the corporate expertise in NEL, a business to business strategy to support SMEs considering Chinese investment and trade opportunities.

Develop an ongoing program of events to raise aspirations of small businesses to consider opportunities internationally, including China.

In conjunction with the private sector and/or government, establish an in-market presence in Shandong.

Link firms with specialist organisations to identify and assist with appropriate market entry strategies.

**Position Salisbury to Attract Investment**

To enable Chinese investors to easily access information about the City of Salisbury's economy, the Makes Good Business Sense website, prospectus and supporting information has been translated into Mandarin.

Various agencies within the South Australian Government facilitate investment into this state in various sectors. Staff members in these agencies are cultivating relationships with key Chinese decision makers. Council will liaise regularly with these agencies and package information about investment opportunities within Salisbury for them to use in their discussions.

The Australian Government's Business Innovation and Investment program encourages successful business people to settle in Australia and use their proven skills to develop business activity in Australia. The program is designed to increase entrepreneurial talent and diversify business expertise in Australia. South Australia is under-represented as a settlement location of choice under this visa category. Council will work with immigration personnel in both State and Commonwealth agencies to promote opportunities in Salisbury that may appeal to potential business migrants.

China's domestic education system, while growing, continues to struggle to meet demand, leading many students to seek a high-quality education abroad. The country's middle class affluence is making an international education more accessible and this provides significant opportunities for Salisbury.

Organisations such as Flight Training Adelaide and the University of South Australia already recruit students from China. If these students are able to live locally, additional benefits will accrue to Salisbury's economy and community. The University of South Australia is committed to investigating the delivery of dedicated branded and managed student accommodation at Mawson Lakes.

In addition to the significant direct economic value to the state's economy, international education fosters stronger people-to-people links which can be used to develop future trade, investment and other opportunities; increases local exposure to Chinese culture, helping to build an Asia-aware workforce and can augment the talent pool of skilled, highly educated people in the region.

#### STRATEGY 2: Attracting investment

##### Position Salisbury for Chinese Investment

Maintain and further develop the Makes Good Business Sense website, prospectus and supporting material to target Chinese investment.

Develop comprehensive investment cases for Council priority projects where appropriate.

Liaise regularly with Invest SA, Austrade, DSD and PIRSA to develop and promote potential investment opportunities, including those within the Salisbury City Centre.

Work with migration agencies and the South Australian Government to identify opportunities to increase the rate of business migration into Salisbury.

##### Increase the number of Chinese students living in Salisbury

Work with the University of South Australia to investigate the development of high quality student accommodation at Mawson Lakes.

### Partnerships

As there is significant activity already focussed on China, working with other organisations will provide additional opportunities for Council and Salisbury's businesses and community.

The South Australian Government's commitment to deepening engagement with China is articulated in its South Australia-China Engagement Strategy. That strategy proposes actions to:

- Consolidate and promote South Australia's capability as a partner in China's social, cultural and economic development;
- Coordinate and leverage Government activity to build a trade and investment framework for business;
- Build and support China ready South Australian businesses; and
- Refocussing Government resources to support the strategy.

Council will link with the initiatives in this strategy where it is practical to do so and if benefits accrue to Salisbury's business or community as a result of such linkages.

The South Australian Government is strengthening its relationship with Shandong Province and encouraging the development of civic relationships between local government and second and third tier cities in China. The South Australian Government considers the development of civic relationships as being a 'vital' role for Councils and its China Engagement Strategy includes an action to *"collaborate with local government to establish and nurture government-to-government and city-to-city relationships in second and third tier markets."* It remains unclear, however, what this means in terms of practical support and resourcing.

Council will further its linkages with Linyi City to build on the goodwill that has developed over many years. Civic relationships can be resource intensive and will involve delegations, translation services and ongoing management. Where the benefits of a civic relationship will not be confined solely to

the City of Salisbury, funding should be sought from the state government or others to partially support the development of the relationship in a way that is beneficial to all parties.

Council will actively support the Local Government Association as it develops a platform for increasing linkages with prefectures in Shandong. Council will also work with other Councils, both regionally and more broadly on joint initiatives to build sufficient scale into locally delivered programs.

Our market analysis indicates opportunities in food processing, water, education, aviation training and property. Council will work with industry associations such as Food SA, UDIA and the Water Industry Alliance when they organise delegations to China and other nations. Council will link local organisations into these opportunities where appropriate.

An important element of any approach to deepening engagement with China is through education and cultural awareness. Several of our schools teach Chinese and have built relationships with institutions in China. Opportunities to add value to these existing initiatives will be prioritised.

#### STRATEGY 3: Partnerships

Develop partnerships that have the potential to increase engagement with China

Further develop linkages with Linyi City.

Investigate the opportunity for Northern Economic Leaders to enter into an MOU with the Linyi Municipal Bureau of Commerce.

Participate in broader initiatives to increase engagement with China

Actively contribute to the development and implementation of the MOU administered by the LGA to increase trade and investment between South Australia and Shandong prefectures.

Link with other Councils that are developing relationships with Chinese Cities, including investigating opportunities for a regional approach with the City of Playford and the City of Port Adelaide Enfield.

Match local firms with inbound and outbound trade delegations organised by industry associations.

Partner with the South Australian Government as it implements the South Australia-China Engagement Strategy.

Work with local education institutions that have a relationship with counterparts in China to explore commercial and cultural development opportunities.

Capitalise on the presence of an international student community

Actively support internships of Chinese students to help local SMEs engage with China by assisting with language, cultural understanding and in-market knowledge.

#### Build Council's knowledge and professionalism

China presents specific challenges relating to culture, scale, market entry complexity and in qualifying and quantifying opportunities. The level of expertise to understand and address these challenges is not currently available within Council but could be gained by further refining the membership of the Strategic and International Relations Sub-Committee and through accessing specific advice at key points.

#### STRATEGY 4: Knowledge and professionalism

Develop Council's internal processes and approach to support deeper engagement with China



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Further refine the membership of the Strategic and International Relations Sub-Committee to provide a high-level of strategic advice and input to Council.

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Identify and appoint, on a contract basis, an adviser to help shape Council's China programs, , raise cultural awareness within the organisation, support investment opportunities and participate in targeted business meetings/events.

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## **MONITORING AND ASSESSMENT**

A report will be provided to Council on an annual basis outlining the activity undertaken in relation to this action plan. The early focus should be on building capability and engagement, rather than on specific sectoral or commercial outcomes with longer lead times.



|                        |  |
|------------------------|--|
| <b>ITEM</b>            | GB1  |
| <b>HEADING</b>         | Visit to Shandong Province & Linyi City - April 2016   |
| <b>AUTHORS</b>         | John Harry, Chief Executive Officer, CEO and Governance<br>Gillian Aldridge, Mayor, Mayor & Elected Members  |
| <b>CITY PLAN LINKS</b> | 1.2 Be the place of choice for businesses to invest and grow within South Australia, nationally and internationally.<br>4.1 Strengthen partnerships that enable us to better address our community's priorities. |
| <b>SUMMARY</b>         | This report provides a summary of the April 2016 delegation to the Shandong cities of Jinan and Linyi.   |

## **RECOMMENDATION**

1. That the information be received.

## **ATTACHMENTS**

There are no attachments to this report.

## **1. BACKGROUND**

- 1.1 The City of Salisbury entered into a Friendship City Relationship with the City of Linyi in November 2015. The relationship seeks to promote collaboration and exchange to achieve economic, investment, cultural and education outcomes.
- 1.2 The South Australian Government notified Council of its intention to lead a business and government delegation to Shandong to mark the thirtieth anniversary of the relationship between the two states/provinces. Due to Salisbury's relationship with Linyi, a visit to Linyi was included in the itinerary.
- 1.3 At its meeting on 25 January 2016, Council endorsed the participation of the Mayor and Chief Executive in that delegation and to liaise with officials in Linyi to organise a specific program for the City of Salisbury.
- 1.4 Council's China Action Plan contains a range of actions including:
  - Further develop linkages with Linyi City;
  - Partner with the South Australian Government as it implements the South Australia-China Engagement Strategy; and
  - Actively contribute to the development and implementation of the MOU administered by the LGA to increase trade and investment between South Australia and Shandong Prefectures.

Participation in the delegation was consistent with these actions.

## **2. CEO REPORT**

- 2.1 Below is the itinerary and sites visited during the delegation:

| Date               | Appointment  |
|--------------------|--|
| Tuesday, 5 April   | Local Government briefing<br>Whole of delegation briefing with Premier Weatherill, Australia China Business Council, Minister Hamilton-Smith & Department of State Development<br>Working dinner hosted by City of Onkaparinga business delegates, Jinan Government Representatives with discussion focussing on Sponge City (waste and water management).   |
| Wednesday, 6 April | Official launch, 30th Anniversary of Shandong-Australia sister state relationship<br>South Australia Business Fair (State Government/ Business Delegates - food, wine, health, aged care, water, service businesses and agriculture).<br>Working lunch with David Garrick, Bent Creek Wines (Mawson Lakes resident)<br>Meeting with Jinan City Government (Onkaparinga roundtable) regarding water management & waste<br>30th Anniversary of Shandong-South Australia sister state dinner                        |
| Thursday, 7 April  | Travel to Linyi<br>Lunch hosted by Vice-Mayor Li – Identifying interests<br>Working site visits to<br>- Linyi City Planning Exhibition<br>- National Linyi Economic & Technological Development Zone<br>- Shandong Lingong Machinery Group<br>- Zhongtai car manufacturing facility<br>- Sino-India Software Industry Park<br>- Linyi Zoo<br>Official bilateral meeting with Mayor Zhang & senior officials<br>Evening meal hosted by Mayor Zhang Shuping  |
| Friday, 8 April    | Site Visits:<br>- Linyi Trade City (logistics)<br>- Linyi e-commerce business incubator centre<br>- Linyi University<br>- Jinluo Meat Products Group<br>- Bancheng water filtration facility<br>Formal dinner hosted by Vice Mayor Li for South Australian Government Minister Brock, Local Government Association, Local Councils and business delegates  |
| Saturday, 9 April  | Business mission visit to Linyi City Planning exhibition<br>Formal Mayoral meeting with Party Secretary Lin Feghai<br>Government presentation with Minister Brock & Mayor Aldridge<br>Launch of SA Shandong Business Platform<br>South Australia Business Fair<br>Cultural Centre - Linyi opera house, cinema & theatre<br>Linyi television tower museum and viewing platform<br>Evening meal hosted by former Vice Mayor Ms Lin (who visited Salisbury in 2012) – Director Communication and Media, Linyi City. |
| Sunday, 10 April   | Site Visits:<br>- Transport logistics company<br>- Lanling National Agricultural Centre (Agriculture/ horticulture production and research centre)<br>- Lunch hosted by Vice Mayor of Lanling County   |

| Date | Appointment  |
|------|--|
|      | <ul style="list-style-type: none"> <li>- Qingdao Jiutian Flight Academy</li> <li>- Discussions with Director of Linyi Civil Aviation Authority</li> <li>- Depart for Shanghai</li> </ul> |

2.2 The initial part of the visit was spent with the South Australian delegation in Jinan. The focus of that time were the thirtieth anniversary events marking the sister state relationship, the South Australian business fair and discussions with business and other local government bodies on ways for Council to increase trade and investment activities between South Australia and China. This included participation with the City of Onkaparinga in discussions on opportunities to work with Chinese cities on improving water management.

2.3 The local government delegation included representatives from a wide range of metropolitan and regional councils including Adelaide, Charles Sturt, Onkaparinga, Playford, Gawler, West Torrens, Barossa and Prospect. The key themes underpinning local government involvement included:

- The transformation of local and regional economies is critical to rebuilding the South Australian economy.
- Trade with China is seen as a key component of rebuilding our economy. China is Australia's number one: trading partner, destination for exports, source of imports, source of business migrants, source of tourism revenue, source of education/international students and source of new investment. It is also South Australia's most significant trading partner, taking almost one third of the SA's total exports.
- South Australia has products and services that the Chinese value and will buy.
- Equipped with detailed knowledge about their local area, Councils are ideally placed to identify and encourage local small-medium enterprises (SME's) to engage in the Chinese market, thereby creating jobs and flow-on economic benefits for their local communities.
- Councils are playing an important role in educating and building the capacity of SME's to enter the Chinese market.
- Councils are uniquely positioned to open doors for SME's who lack the scale and mass to enter the Chinese market without support and networks.
- Local Government has developed a sophisticated online platform (SASD Connect) specifically to facilitate exchange between pre-qualified South Australian businesses and Chinese businesses and investors. (this platform was launched during the visit).
- The participation of Local Government in the State's engagement with Shandong Province adds scale and depth, helps lift our State's profile, broadens the options for engagement between South Australian and Chinese businesses, and distinguishes us from other international trading destinations.

2.4 Meetings with senior government officials from the Municipal Government of Linyi were positive and productive. Key learnings obtained through site visits and discussions with officials included:

- The scale and pace of development in Linyi is impressive and will continue to grow;

- Government and firms are increasingly globally oriented and we were able to visit a range of projects where the Linyi Government has partnered with foreign governments on economic development/business growth projects;
  - A strong design focus on civic buildings, infrastructure such as bridges and streetscapes contribute significantly to the City's visual appeal;
  - Open promotion of local government strategy and growth intentions - the Linyi City Planning Exhibition impressively laid out the council's vision and directions for the city, linking them to its spatial planning framework;
  - A strong emphasis on building on Linyi's strength as a trade and distribution hub. Freight landed in Linyi can be distributed at 20-30% lower cost than competitor locations. Increasingly the city's focus on building e-commerce capability is reinforcing that role;
  - As well as building on its strengths, Linyi is focusing on nurturing six new sectors – renewable energy, information technology, transport equipment, green industries, new materials (high performance fibres, new ceramics, high purity graphite and “fine steel.”) as well as service industries; and
  - There is technology, such as trade waste treatment equipment, that could potentially be applied in Australia. An example of this was trade waste treatment equipment that could potentially address issues local food manufacturers are currently experiencing.
- 2.5 A range of opportunities at Linyi were identified. Mayor Zhang, in his formal remarks noted opportunities exist around the transfer of technology, distribution of Australian goods through Linyi, green industries particularly those related to improving air quality, cultural exchange and education exchange. This was complemented by opportunities identified during site visits and in discussion with government officials. These opportunities included:
- Establishing a Salisbury/South Australian presence within the Linyi e-commerce business centre;
  - Establishing of an export/import facility within Salisbury;
  - Establishing a point of contact in Linyi for Salisbury firms seeking to export to China to receive preliminary advice about market opportunities and potential buyers;
  - Establishing a MOU between the Linyi business alliance and Salisbury's Northern Economic Leaders to develop a structured approach to business to business activity;
  - Staff exchange between Salisbury and Linyi Governments;
  - Technology transfer in relation to water;
  - Staff and student exchange between the University of SA and Linyi University; and
  - Cultural exchange activities relating to Adelaide's festivals program.
- 2.6 While in Linyi, the South Australian business delegation led by Minister Geoff Brock joined Council for a business fair and launch of the South Australia Shandong business to business platform. This platform was developed as a result of agreements reached in the previous visit to Shandong and provides a simple mechanism for firms to identify trade opportunities. The president of the

LGA(SA) and Mayors and senior staff from Port Lincoln, Mid Murray, Murray Bridge and Mount Gambier accompanied the delegation.

### 3. MAYORAL REPORT

- 3.1 The recent trip to China was exhausting, but also an incredibly positive experience which allowed the City of Salisbury to be an active partner with the South Australian Government on the Shandong 30 year anniversary mission. The celebration of the 30 year relationship recognized that business opportunities and friendships have grown much stronger, particularly in the areas of SA Universities, food sales and aged care.
- 3.2 The City of Onkaparinga invited us to share our knowledge and company to support their discussions on their 'Sponge City' initiative. It was fabulous to be recognized by all for our reputation as a leader in the industry of water management.
- 3.3 The delegation and our role was to create opportunities for business participation and to grow our existing city relationships. The following is a list of areas of focus and core business opportunities for each city.
 

|                       |   |
|-----------------------|---|
| Adelaide City         | - Qingdao<br>- Cultural and Commercial Development          |
| City of Onkaparinga   | - Jinan<br>- Water Services/Wine/Tourism                    |
| City of Salisbury     | - Linyi<br>- Food/ Agribusiness/ Logistics<br>- Commercial  |
| City of Playford      | - Zibo<br>- Sports & Recreation Development<br>- Commercial |
| City of Charles Sturt | - Yantai<br>- Health & Aged Care<br>- Commercial            |
- 3.4 Mayors, (and/or delegates) and CEOs represented their cities and participated in many meetings with their Chinese counterparts.
- 3.5 During the business forum in Linyi, I promoted the significant opportunities in the City of Salisbury including showing a video outlining Salisbury's economic and community strengths. This video is on the City of Salisbury's 'Makes Good Business Sense' website. In discussions with business afterwards a range of property investment, timber and wine opportunities were identified and are being followed up.
- 3.6 The visit to Linyi was an experience of a lifetime. I was honoured to meet these amazing city leaders, including Mayor Zhang, who are all committed to working with our city in a close relationship promoting our Businesses, Universities and Schools.
- 3.7 We attended many formal engagements, all of which gave me the opportunity to continue to build positive relationships with Linyi representatives and to talk about the many wonderful things the City of Salisbury has to offer. Importantly Mayor Zhang and I co-hosted and gave presentations to a trade investment forum reiterating the opportunities and benefits of further developing our relationship.

- 3.8 This visit has further strengthened our Cities relationship with Linyi and has fostered what will be ongoing dialogue with Mayor Zhang and government officials. I believe that this relationship will be a positive one for Salisbury, providing the opportunity to learn and grow from one another. It is clear that the Chinese place great value on the quality of relationships between Mayors and senior dignitaries and this influences their decision making.
- 3.9 Since the visit we have received a request from Linyi to host a smaller delegation in early June and a follow-up business delegation is expected in September/October.
- 3.10 Our participation in this delegation provided the opportunity for me to represent the City of Salisbury and the Local Government sector. The existing positive relationships with Linyi and the South Australian State Government made the visit a huge success and we have built on those relationships. I was very thankful for Council's support to participate in the delegation and made the most of every opportunity to showcase our wonderful city.

#### 4. CONCLUSION / PROPOSAL

- 4.1 A significant range of opportunities were identified during the visit which will be progressed in the coming months. Spending time in Linyi has enabled strong personal relationships to be developed with senior officials and decision makers. This provides a strong foundation on which to base further exchange and activity.
- 4.2 The potential for returns arising from these opportunities is significant, but will require continued focused attention and commitment to those actions directed at driving economic and cultural outcomes and which add value to both cities.
- 4.3 Staff are currently developing an action plan to address the opportunities identified during the visit and this will be considered by Council's International Relations and Trade sub-committee.
- 4.4 Council has been advised that a small group from Linyi would like to visit Salisbury in June to progress discussions on these initiatives. This is likely to be a precursor to a larger business delegation later in the year which will have a specific focus on trade and investment. Council will work with Linyi, the State Government and the Australia China Business Council to progress those opportunities. Council is currently undertaking a survey of local firms to ascertain their interest in engaging with these opportunities.

#### CO-ORDINATION

|          |          |          |
|----------|----------|----------|
| Officer: | GMCID    | CEO      |
| Date:    | 05.05.16 | 13.05.16 |



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|                        |   |
|------------------------|---|
| <b>ITEM</b>            | SIPSC3  |
|                        | <b>STRATEGIC AND INTERNATIONAL PARTNERSHIPS<br/>SUB COMMITTEE</b>   |
| <b>DATE</b>            | 12 July 2016  |
| <b>HEADING</b>         | Request for Sister City Relationship from the City of San Agustin,<br>El Salvador   |
| <b>AUTHOR</b>          | Jane Trotter, General Manager Community Development,<br>Community Development   |
| <b>CITY PLAN LINKS</b> | 3.1 Be an adaptive community that embraces change and<br>opportunities.<br>3.4 Be a proud, accessible and welcoming community.<br>1.2 Be the place of choice for businesses to invest and grow within<br>South Australia, nationally and internationally. |
| <b>SUMMARY</b>         | The City of San Agustin in El Salvador has approached the City of<br>Salisbury to develop a Sister City Agreement. This report presents<br>their application, provides an assessment of its merit and makes a<br>recommendation for future action.        |

## RECOMMENDATION

1. The information be received
2. Staff thank the City of San Agustin for their interest in developing a Sister City relationship, and indicate that we are not in a position to enter a formalized agreement.
3. A report be prepared setting out a proposed program for a delegation visit from the City of San Agustin, including resource implications, to enable the Strategic and International Partnership Committee to determine whether an invitation for a delegation can be extended to the City of San Agustin.

## ATTACHMENTS

This document should be read in conjunction with the following attachments:

1. Sister City Questionnaire

## 1. BACKGROUND

- 1.1 The City of Salisbury has received a request for a Sister City Relationship from the town of San Agustin in El Salvador. As per our normal practice this request has been received via our Sister City questionnaire (which is attached) that has been completed by the Municipio De San Agustin.
- 1.2 The City of Salisbury currently has a Sister City relationship with Mobara in Japan and a Friendship City Relationship with Linyi City in China.

**2. CONSULTATION / COMMUNICATION****2.1 External**

- 2.1.1 The request has been received via William Herrera Molina, the Minister Counsellor from The Embassy of the Republic of El Salvador.

**3. REPORT****4. SUMMARY OF THE APPLICATION**

- 4.1 The town of San Agustin is a small municipality in the Departamento de Usulután, El Salvador with a population of 6,518 residents and covering 103.4 km<sup>2</sup>. It is 24 hours by air from the City of Salisbury.
- 4.2 The main industries within the City are agriculture and cattle raising and the City is looking for opportunities:
- 4.2.1 To share experiences and knowledge about agricultural production and cattle raising with an Australian City
- 4.2.2 For adoption of new processes of agricultural production and cattle raising, with the objective to improve both economic activities through the implementation of new techniques of production applied in both sister cities
- 4.3 The City is also interested in leveraging its other natural resources to promote tourism in the City.
- 4.4 San Agustin has Technical School of Commerce with an emphasis in Accounting. They are interested in a Sister City Agreement with Salisbury to assist in:
- 4.4.1 Motivating youth to increase their current education profile and continue their studies into higher education
- 4.4.2 Start a scholarship program to support youth of lower socio-economic backgrounds to guarantee them the opportunity to continue their studies at university after high school
- 4.4.3 Attention to educative continuity in the setting of the free declaration of illiteracy of San Agustin
- 4.4.4 Early nutrition and stimulation in the development of psychomotor skills in children under the age of five.
- 4.5 The most popular sporting activities within the City are indoor soccer for adults and futsal for young people.
- 4.6 The City hosts a range of cultural activities and festivals across the year and is home to the La Bomba springs and rivers of natural water which flow through the cantons and villages in San Agustin. From a cultural perspective the City is interested in a Sister City relationship to assist in implementation of techniques and strategies that encourage the promotion of tourism in San Agustin at national and international levels.

- 4.7 In summary the proposal from San Agustin is that

*“Basically the principle objective of the Sister City Agreement is to create a space of sharing of experiences and knowledge that permits us to apply new understandings to drive development in the people and the City of San Agustin. In general, the idea is to convert San Agustin into a competitive city with family sustainable economic development, Furthermore we hope that San Agustin can make useful contributions to the City of Salisbury, Adelaide, Australia, in regards to the topics that are deemed appropriate.”*

## **5. ASSESSMENT OF THE APPLICATION**

- 5.1 The City of Salisbury has a proportionately high number of residents from El Salvador that live within our city. As at the 2011 census there were 366 El Salvadorans in the City, which represented 48% of the South Australian El Salvadoran community. A sister city agreement with a City from El Salvador could assist this community in developing and sharing their cultural beliefs and traditions within our diverse multicultural community.
- 5.2 San Agustin is a very small municipality in El Salvador (the City Administration has only 15 employees) and has a very different industrial base to that of the City of Salisbury. There would be limited opportunities for information and knowledge sharing between the cities in relation to economic development and industrial opportunities although we could benefit from sharing of cultural experiences.
- 5.3 San Agustin is remote to Salisbury and travel between the cities would be lengthy (20 hours) and expensive. In assessing the value for money proposition, there is little evidence within the application which supports the development of a formalized Sister City agreement with San Agustin
- 5.4 Some options for consideration for the Sub Committee are
- 5.4.1 We thank the City of San Agustin for their interest in developing a Sister City Relationship, but decline with no further engagement proposed
- 5.4.2 We thank the City of San Agustin for their interest in developing a Sister City relationship, and indicate that we are not in a position to enter a formalized agreement. We could however extend an invitation for a delegation from the City to visit the City of Salisbury as a once off to share our knowledge with them around waste management, water retention/management and any other topics they would find of interest. This delegation could include a small cultural event that would engage the local El Salvadorian community.

## **6. CONCLUSION / PROPOSAL**

- 6.1 The City of Salisbury has received a request for a Sister City Relationship from the small town of San Agustin in El Salvador. The City of Salisbury has a relatively large community of residents who originate from El Salvador.
- 6.2 An assessment of the request indicates that there are limited opportunities for information and knowledge sharing between our cities in relation to economic development and industrial opportunities although we could benefit from sharing of cultural experiences.
- 6.3 It is proposed that the request for a formalized Sister City Relationship be declined but that we offer to host a one off delegation from San Agustin to share our knowledge with them around waste management, water retention/management and any other topics they would find of interest. This delegation could include a small cultural event that would engage the local El Salvadorian community.

## **CO-ORDINATION**

Officer: EXECUTIVE GROUP  
Date: 05/07/2016



## CITY OF SALISBURY

## SISTER CITY QUESTIONNAIRE

**GENERAL INFORMATION**

Name of City: San Agustín

Organisation's Address: Barrio El Centro, Municipio de San Agustín, Departamento de Usulután, El Salvador

Key Contact Person: Erika Marisol Dubón Rivera

Telephone Number: (503)2626-5085 y (503)7124-2521

Email Address: alcaldia\_sanagustin@hotmail.es

Website Address: (Facebook page) Alcaldía de San Agustín

Does your City have other Sister City Agreements: ☒ Yes ☐ No (circle)

If yes, with who? Name and Contact Details: PRÉIZERDAUL CITY HALL (LUXEMBOURG) – CONTACT DETAILS: DRA. MAUREEN ZAVALA - maureen\_zavala@yahoo.com

Approximate Travel Time by Air to your City? 24 HOURS

Closest International Airport: MONS. ÓSCAR ARNULFO ROMERO INTERNATIONAL AIRPORT (EL SALVADOR)

Distance from Airport to your City: 70.0 KM via CA-2 Highway (1h 11min drive)

Access of direct flights from Australia: (circle) Yes ☒ No

**INFORMATION ON YOUR CITY**

Location: MUNICIPIO DE SAN AGUSTIN, DEPARTAMENTO DE USULUTAN, EL SALVADOR

Population: 6,518 (According to the latest census by the National Statistics Department of 2007)

Size: 103.4 KM<sup>2</sup>

**ORGANISATION DETAILS:**

Number of Employees: 15 (FIFTEEN)

Total Annual Budget: \$ 1,491,438.00

Key Functions: Primary political administrative organisation, responsible for guaranteeing popular participation in the formation and management of local society, also in charge of the rectory and management of common local goods, in respect to national policies and rules of conduct designed for the common good, this will be achieved through a sufficient combination of both authority and autonomy.

What is the key objective(s) for a Sister City relationship with the City of Salisbury (please tick all those that are appropriate).

Economic  
Political  
Environmental

|   |
|---|
| X |
|   |
| X |

Cultural  
Education  
Other

|   |
|---|
| X |
| X |
|   |

Please detail:.....

### **ECONOMIC INFORMATION**

What are the key industries of your City?

Agriculture and cattle raising

What initiative/opportunities of an economic nature do you believe would occur as a result of a Sister City Agreement?

- Sharing of experiences and knowledge about the processes of agricultural production and cattle raising from both territories
- Adoption of new processes of agricultural production and cattle raising, with the objective to improve both economic activities through the implementation of new techniques of production applied in both sister cities.
- Provide the city of San Agustín with the knowledge, techniques and strategies necessary to take advantage of other natural resources of the land and convert them into additional economic activities, for example; the promotion of tourism in the city.

### **ENVIRONMENTAL**

What key environmental programs does your city undertake?

- Annual program for the Collection, Transportation and Final Disposal of the solid waste products of San Agustín, Usulután department.
- Administration of the Composting Factory of San Agustín, which processes all the organic waste products of the city.

What initiatives/opportunities of an environmental nature do you believe would occur as a result of a Sister City Agreement?

- Sharing of experiences from both cities in regards to the topic of solid waste product management.
- The innovation of the applied processes in the Composting Factory of San Agustín, with the objective to improve the processing of organic waste products for the production and commercialisation of organic fertilizer (compost).
- Reforestation projects in San Agustín

### **EDUCATION**

What is the profile of the Education Sector in your city? (including higher education and research institutions)

- Currently the educational profile in the municipality is the Bachillerato Técnico Comercial Opción Contaduría (Technical School of Commerce with emphasis in accounting), which is held at the National Institute of San Agustín (el Instituto Nacional de San Agustín (INSA)).

What kind of educational opportunities do you believe would occur between your City and the City of Salisbury as a result of a Sister City Agreement?

- Motivate youth to increase their current education profile, namely, generate the necessary motivation so that more youth see their education through to university level/ continue their studies through to higher education at university
- Start a scholarship program to support youth of lower socio-economic backgrounds, to guarantee them the opportunity to continue their studies at university after high school.
- Attention to educative continuity in the setting of the free declaration of illiteracy of San Agustín.
- Early nutrition and stimulation in the development of psychomotor skills in children under the age of five.

### **SPORTS**

What are the most popular sporting activities undertaken in your city?

1. Municipal Indoor Soccer Championships ( for mature aged adults) in the city of San Agustín, Usulután department
2. Municipal Futsal Championships (for young people) in the city of San Agustín, Usulután department

Please provide a brief overview of the available sporting facilities in your city:

Currently in the city the best way to describe the facilities is by the organisational level of each amateur soccer team in the canton of San Agustín; this permanent organisational level in which each team qualifies, allows the development of municipal tournaments or championships with the object to Prevent Violence in San Agustín.

What type of sporting activities/ programs could occur as part of a Sister City Agreement?

- The formation of a Soccer school in San Agustín; in which children and youth could participate from 6 years of age up until 15 years of age.
- Municipal Championships of Traditional Soccer; Indoor Soccer for Youth; Indoor Soccer for Children and Indoor Soccer for Matured Aged Adults.

### **CULTURAL OPPORTUNITIES**

Please outline a brief profile of the most popular cultural activities that occur with your City? (this can include festivals, events, tourism etc).

- Traditional festival of Summer from the 10<sup>th</sup> to the 15<sup>th</sup> of March
- Local festivals in honour of San Agustín, 28<sup>th</sup> of August
- Corn Festival, 26<sup>th</sup> of August
- Historic memorials: 1. Monument located in Catón Linares Caulotal commemorating the 600 victims of the “La Quesera” Massacre during the war in El Salvador y 2. The massacre of 80 victims in the massacre of “Los Ostorga” in the Cantón Tres Calles, San Agustín, during the war in El Salvador.
- The manmade pools in the La Bomba springs, located in San Agustín
- The manmade rivers of natural water which flow through cantons and villages in San Agustín

What benefit(s) do you believe a Sister City Agreement to your City's cultural activities?

- Implementation of techniques and strategies that encourage the promotion of tourism in San Agustín, and in this way convert the city into a tourist destination at a national level and subsequently an international level as well.
- Promotion of tourism in San Agustín at national and international levels.

**OTHER CONSIDERATIONS**

Please provide any additional information on what a Sister City Agreement could achieve between our two cities.

Basically the principal objective of this Sister City Agreement is to create a space of sharing of experiences and knowledge that permits us to apply new understandings to drive development in the people and the city of San Agustín. In general, the idea is to convert San Agustín into a competitive city with family sustainable economic development. Furthermore we hope that San Agustín can also make useful contributions to the city of Salisbury, Adelaide, Australia, in regards to the topics that are deemed appropriate.



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|                        |  |
|------------------------|--|
| <b>ITEM</b>            | SIPSC4   |
|                        | <b>STRATEGIC AND INTERNATIONAL PARTNERSHIPS<br/>SUB COMMITTEE</b>  |
| <b>DATE</b>            | 12 July 2016   |
| <b>HEADING</b>         | Mobara Educational Exchange Program and Mobara Delegation<br>2016  |
| <b>AUTHOR</b>          | Nichola Kapitza, Manager Community Planning & Vitality,<br>Community Development   |
| <b>CITY PLAN LINKS</b> | 3.4 Be a proud, accessible and welcoming community.<br>3.3 Be a connected city where all people have opportunities to<br>participate.  |
| <b>SUMMARY</b>         | The following report will provide information regarding the<br>upcoming Mobara educational exchange program and some<br>preliminary information on the delegation from Mobara that will be<br>visiting in October. |

## RECOMMENDATION

1. The program for the 2016 Mobara Educational exchange program (as set out in Attachment 1, Item SIPSC4, Strategic and International Partnerships Sub Committee, 12/07/2016) be endorsed.

## ATTACHMENTS

This document should be read in conjunction with the following attachments:

1. 2016 Mobara Student Delegation itinerary

## 1. BACKGROUND

- 1.1 One of the key objectives of this Sister Cities Agreement with Mobara is the provision of opportunities for “global education” for the youth of both cities.
- 1.2 One of the outcomes has been the provision of an annual education exchange program with students from the City of Mobara visiting Salisbury for up to one week, this usually occurring in July/August.
- 1.3 The following report will provide the itinerary for this year’s delegation who will be visiting Salisbury from 4 to 11 August 2016.

## 2. CONSULTATION / COMMUNICATION

### External

- 1.4 The planning of this visit has involved:
  - Lisa Katsikitis – Endeavour College;
  - Tammy Garrett – Tyndale Christian School;

- Paula Horskins – Salisbury East High School;
- Mr Hidenori Suzuki – representing the Mobara Board of Education; and
- Ms Rie Tamura, Planning and Policy Division, City of Mobara.

1.5 All homestay arrangements have been undertaken by Toni Lubbe, Australian Homestay Network.

## 2. REPORT

- 2.1 This years' delegation, is larger than normal and will comprise 29 students, three teachers and a tour guide (Mr Hidenori Suzuki). The delegation will arrive in Salisbury on 4 August 2016 and depart on 11 August 2016. At present the names of all delegates (with the exception of the tour guide) are unknown.
- 2.2 As with previous years the City of Salisbury is responsible for the development and funding of the educational program for the duration of the students' time in Salisbury.
- 2.3 The cost of homestays has been borne by the Mobara Board of Education. From all reports the recruitment of host families is nearly finalised and all recruited families have undergone the necessary DCSI checks.
- 2.4 Attempts were made to enable local families to register with the Australian Homestay Network to host some of these students whilst in Salisbury. Unfortunately the representative of the Mobara Board of Education only provided advice confirming the home stay agent on 26 May 2016. This didn't provide sufficient time for local families to register and undergo all required inspections and checks.
- 2.5 It is also noted that with this year's visit the Mobara Board of Education stipulated that students had to be hosted in pairs, which further precluded some families.
- 2.6 The itinerary developed provides a diverse range of activities to provide these students with a broad range of learning experiences during their week stay in Salisbury. It also includes a Civic Reception on the delegation's last night in Salisbury, at which time the corporate gifts will be presented. A copy of the program is attached to this report.
- 2.7 It is also noted that the City of Mobara will be sending a delegation to Salisbury in late October 2016. The delegation will be:
- led by Mayor Tanaka;
  - arriving in South Australia sometime during the afternoon of Friday 28 October;
  - departing sometime in the afternoon of Monday 31 October; and
  - attending this year's *Matsuri on Mobara* which will be held on Sunday 30 October.
- 2.8 The formation of the delegation is currently unknown. Emails have been sent to Mobara City Hall to obtain this information.
- 2.9 Work will commence on the development of the itinerary for this visit and will involve the Chair of the Strategic and International Partnerships Sub Committee. A further report outlining the delegation's visit will be presented to the next meeting of the Strategic and International Partnerships Sub Committee.

**3. BUDGET IMPLICATIONS**

- 3.1 Council is responsible for paying all costs (excluding homestays) associated with this delegation visit. These costs include:
- transportation of the delegation to and from the airport;
  - transportation of the delegation and payment of all entry fees incurred during the day trip; and
  - gifts for the delegation members.
- 3.2 The Manager Community Planning and Vitality will be responsible for transporting the teachers and tour guide to and from their accommodation each week day. A member of staff from the Community Planning and Vitality division will accompany the delegation on their day trip.
- 3.3 Based on previous student delegation visits the cost of delivering this program is estimated at \$5,000. This will be funded from Council's existing budget allocated for the Strategic and International Partnerships program.

**4. CONCLUSION / PROPOSAL**

- 4.1 The development of the itinerary for the 2016 student exchange program has been developed in consultation with the schools participating in this program and the Mobarra Board of Education.
- 4.2 All homestay arrangements have been undertaken by the Australian Homestay Network at no cost to Council.
- 4.3 The cost of the program, estimated to be \$5,000, will be covered by the existing budget allocation for the Strategic and International Partnerships program.
- 4.4 Work will shortly commence on the development of the itinerary for the delegation from Mobarra that will be visiting in October and will involve the Chair of the Strategic and International Partnerships Sub Committee. A further report outlining the delegation's visit will be presented to the next meeting of the Strategic and International Partnerships Sub Committee.

**CO-ORDINATION**

Officer: EXECUTIVE GROUP  
Date: 05/07/2016



| 2016 Mobara Student Delegation – 4 <sup>th</sup> to 11 <sup>th</sup> August 2016 (confirmed dates) |   |  |   |  |  |
|--|---|--|---|--|--|
| Dates  | Times   | Location   | Activity  | Key contacts for the day                       | Host family key notes  |
| Thursday 4 <sup>th</sup> August<br>Flight number QF667<br>From Sydney.                             | Arrival time 5:00pm                               | Arrival at City of Salisbury<br><b>12 James Street, Salisbury, 5108</b>                  | Collect delegation from airport and bus them to Salisbury.<br>Host families to collect students from Council. | <b>Nichola Kapitza</b><br>Mobile: 0423 783 189 | Families to collect students from 12 James street, Salisbury at <b>6:00PM</b>  |
| Friday 5 <sup>th</sup> August  | Students arrive at school between 8:30am – 9:00am | Tyndale Christian School – <b>London Drive Salisbury East, 5109</b><br><b>See Map #1</b> | Student delegates will do their performances as part of a school activity.<br>School program.                 | <b>Tammy Garret</b><br>Contact: 8250 7655      | Host families to provide packed lunch for student.<br><ul style="list-style-type: none"> <li><b>8:30am – 9:00am</b> drop students off at Reception</li> <li><b>3:00pm – 4:00pm</b> collect students from reception.</li> </ul> <b>See Map #1</b>   |
| <b>Saturday 6<sup>th</sup> August</b>  | <b>Weekend to be spent with host family</b>       |  |   |  |  |
| <b>Sunday 7<sup>th</sup> August</b>  | <b>Weekend to be spent with host family</b>       |  |   |  |  |
| Monday 8 <sup>th</sup> August  | 8:45am  | City of Salisbury Offices - <b>12 James Street, Salisbury, 5108</b>                      | Sightseeing: Gorge Wildlife Park, St Peters Cathedral, Montifiore Hill, Rundle Mall – Adelaide.               | <b>Nichola Kapitza</b><br>Mobile: 0423 783 189 | Provide packed lunch for student.<br><ul style="list-style-type: none"> <li><b>8:00am to 8:45am</b> drop students off at City of Salisbury Offices at 12 James Street, Salisbury, 5108.</li> <li><b>5:00pm</b> collect students from City of Salisbury Offices at 12 James Street, Salisbury, 5108.</li> </ul> |

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|--|--|--|--|--|--|
| Dates  | Times  | Location   | Activity   | Key contacts for the day                       | Host family key notes  |
| Tuesday 9 <sup>th</sup> August   | Students arrive at school between 8:30am – 9:00am  | Salisbury East High School - <b>50 Smith Rd, Salisbury East SA 5109</b>                    | Student delegates will do their performances as part of a school activity. School program. | <b>Paula Horskins</b><br>Phone: 8258 2070      | Provide Packed lunch for student. <ul style="list-style-type: none"> <li>• <b>8:30am – 9:00am</b> drop student off at Reception area.</li> <li>• <b>3:00pm – 4:00pm</b> collect students from reception.</li> </ul>  |
| Wednesday 10 <sup>th</sup> August  | Students arrive at school by between 8:30 – 9:00am | Endeavour College - <b>85 Mawson Lakes Blvd, Mawson Lakes SA 5095</b><br><b>See Map #2</b> | Student delegates will do their performances as part of a school activity. School program. | <b>Lisa Katsikitis:</b><br>Phone: 8368 3311    | Provide packed lunch for student. <ul style="list-style-type: none"> <li>• <b>8:20am – 8:40am</b> drop students off at Reception<br/>Host families should use the main car park (P1 on the map), entering from Mawson Lakes Boulevard.<br/>On arrival, students should meet their accompanying Japanese teachers at College Reception (front of the round building). We would love for our guests to arrive between 8:20 and 8:40am.</li> <li>• <b>3:00pm – 4:00pm</b> collect students from reception.</li> </ul> |
|  | 6:00pm   | City of Salisbury Offices - <b>12 James Street, Salisbury, 5108</b>                        | Farwell reception – Commencing at <b>6:00pm</b>  | <b>Nichola Kapitza</b><br>Mobile: 0423 783 189 | 6:00pm arrival at the John Harvey Gallery<br><br><b>NOTE:</b> we ask that host families check with their host student that they have in their possession, passport and all official documents needed to appropriately go back to Sydney.   |

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|--|---|--|--|--|---|
| Dates  | Times                                   | Location   | Activity   | Key contacts for the day                       | Host family key notes   |
| Thursday 11 <sup>th</sup><br>August<br>Flight number<br>QF740 to Sydney<br>at 7:00am               | Students to arrive at<br><b>5:00am.</b> | City of Salisbury<br>Offices - <b>12 James<br/>street, Salisbury, 5108</b> | Flying to Sydney<br>Delegation leaves<br>Salisbury and travels to<br>Airport. Depart QF740 –<br>Departure time <b>7:00am</b> | <b>Nichola Kapitza</b><br>Mobile: 0423 783 189 | Host families to drop student off at<br>City of Salisbury offices at <b>5:00am.</b> |

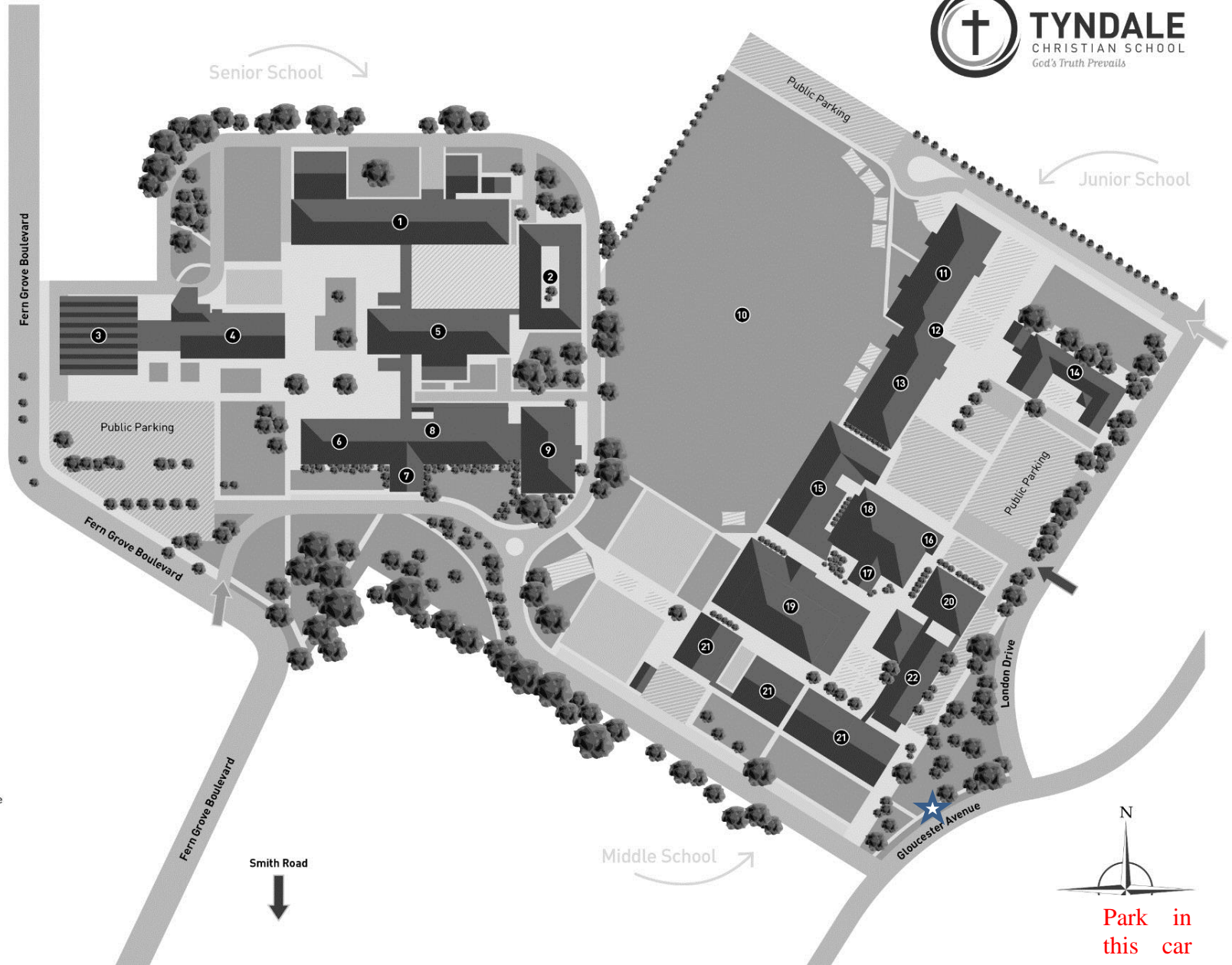
## Map #1



- Buildings
- Grass Areas
- Courts
- Shaded Areas
- Roads
- Car Parking
- Kiss and Ride
- ➔ Junior School Entrance
- ➔ Junior/Middle School Entrance
- ➔ Middle/Senior School Entrance

### Buildings

- 1 Classrooms (Block 3)
- 2 Hospitality and Visual Arts Centre (Block 9)
- 3 Gymnasium
- 4 Auditorium
- 5 Cafeteria, Staff Lounge, Aquarium, Extended Learning Centre and Uniform Shop (Block 2)
- 6 Out of School Hours Care
- 7 Main Administration Office
- 8 Senior School Office/Student Services, Mask Theatre and Art Gallery
- 9 Resource Centre
- 10 Main Oval
- 11 Classrooms (Block 9 North)
- 12 Junior School Office/Student Services
- 13 Classrooms (Block 9 South)
- 14 Reception - Year 1 Area
- 15 Special Education and Health Care Centre
- 16 Middle School Office/Student Services
- 17 Canteen
- 18 Collaborative Learning Area
- 19 Roy Magor Hall
- 20 Home Economics Centre
- 21 Classrooms
- 22 Technology Studies, Art and Science Laboratories



Park in  
this car  
park



## ENDEAVOUR COLLEGE

### DIRECTIONS AND CAR PARKING

**PICK UP/ DROP OFF ZONE**  
Northern side (adjacent UniSA)

**CAR PARKING**  
Car Parking is available in the following areas

#### **P1** Staff Car Park

**P2** UniSA Car Park  
Ticketed Parking for Students.  
Free on weekends or after 6pm weekdays.

#### **P3** Basketball Courts

**P4** SPRI Car Park  
Ticketed Parking.  
Free on weekends or after 6pm weekdays.

#### **BZ** Bus Zone

Please note the Bus Zones on the Mawson Lakes Boulevard are No Standing Zones.

