



## **AGENDA**

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

**4 JULY 2017 AT 6:30 PM**

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

#### **MEMBERS**

Cr E Gill (Chairman)  
Mayor G Aldridge (ex officio)  
Cr D Balaza (Deputy Chairman)  
Cr G Reynolds  
Cr J Woodman  
Mr Brett George (Sporting Club Representative)  
Mr Christopher Moore (Rotary Representative)  
Fr Roderick O'Brien (Community Representative)  
Mr Pat Trimboli (Service Club Representative)  
Mrs Heather Vogt (High School Representative)  
(Advisor) Professor Nigel Relph (Dep. Vice Chancellor: Int'l & Advancement, UniSA)  
(Advisor) Mr Rik Morris (Executive Director, Int'l Bus. & Gov. Relations, DPC)

#### **REQUIRED STAFF**

Chief Executive Officer, Mr J Harry  
General Manager City Development, Mr T Sutcliffe  
General Manager Community Development, Ms P Webb  
Manager Economic Development & Urban Policy, Mr G Ratsch  
PA to General Manager Community Development, Mrs B Hatswell

#### **APOLOGIES**

Apologies have been received from Mr B George, Professor N Relph, Mr R Morris and Fr R O'Brien.

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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 14 June 2017.

**PRESENTATIONS**

China Action Plan / Norman Waterhouse Lawyers Update; Sean Keenihan, Director Norman Waterhouse Lawyers

**REPORTS**

SIPSC1 Visit to Linyi ..... 7

**OTHER BUSINESS**

**CLOSE**



**MINUTES OF STRATEGIC AND INTERNATIONAL PARTNERSHIPS  
SUB COMMITTEE MEETING HELD IN COMMITTEE ROOMS, 12 JAMES STREET,  
SALISBURY ON**

**14 JUNE 2017**

**MEMBERS PRESENT**

Cr E Gill (Chairman)  
Cr D Balaza (Deputy Chairman)  
Cr G Reynolds  
Cr J Woodman  
Brett George (Sporting Club Representative)  
Christopher Moore (Rotary Representative) (*from 6.48 pm*)  
Roderick O'Brien (Community Representative)

**OBSERVERS**

Cr B Brug  
Cr S White (*from 6.50 pm*)

**STAFF**

Chief Executive Officer, Mr J Harry  
General Manager City Development, Mr T Sutcliffe  
Manager Economic Development & Urban Policy, Mr G Ratsch  
Senior Social Planner, Ms J Douglas  
Coordinator Economic Growth, Ms N Parletta  
PA to General Manager Community Development, Mrs B Hatswell

The meeting commenced at 6.34 pm.

The Chairman welcomed the members, staff and the gallery to the meeting.

**APOLOGIES**

Apologies were received from Mayor G Aldridge, Mr P Trimboli, Ms H Vogt, Professor N Relph and Mr A Kilvert.

**LEAVE OF ABSENCE**

Nil

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## PRESENTATION OF MINUTES

Moved Cr G Reynolds  
Seconded Cr J Woodman

The Minutes of the Strategic and International Partnerships Sub Committee Meeting held on 11 April 2017, be taken and read as confirmed.

**CARRIED**

## REPORTS

### SIPSC1 **Policy and Guidelines to Inform Assessment of Future Sister City Relationships Requests**

*Mr C Moore entered the meeting at 06:48 pm.*

Moved Cr J Woodman  
Seconded B George

1. That this report be received.
2. Subject to the incorporation of the following elements:
  - *Relationship plans;*
  - *Funding programs;*the Strategic and International Partnerships – Sister City and Friendship City Selection and Maintenance Policy and Procedures as set out in Attachments 2 and 3 to this Report be endorsed.
3. A further report be submitted with options for Sister Cities including minor amendments, a budget plan, two way invitation and linkage with other grants programs.

**CARRIED**

### SIPSC2 **Proposed Future Opportunities Workshop Agenda**

Moved Cr D Balaza  
Seconded Cr G Reynolds

1. That this report be received.
2. That the proposed Future Opportunities Workshop Agenda as set out in Attachment 1 to this report (Item No. SIPSC2, Strategic and International Partnerships Sub Committee, 14/06/2017) be endorsed.

**CARRIED**

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**SIPSC3 International Staff Exchange Programme with the Cities of Mobarra and Linyi**

Moved Cr D Balaza  
Seconded Cr J Woodman

1. That this report be received.
2. That a further report be prepared providing an outline of the potential risks, benefits, cost and procedures associated with the development of a staff exchange programme with the Cities of Mobarra and Linyi.

**CARRIED**

**SIPSC4 International Engagement Update, including China Action Plan**

Moved Cr J Woodman  
Seconded C Moore

**RECOMMENDATION**

1. That the information be received.

**CARRIED**

**OTHER BUSINESS**

There was no Other Business.

**CLOSE**

The meeting closed at 7.40 pm.

CHAIRMAN.....

DATE.....



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<b>ITEM</b>	SIPSC1 <b>STRATEGIC AND INTERNATIONAL PARTNERSHIPS SUB COMMITTEE</b>
<b>DATE</b>	04 July 2017
<b>HEADING</b>	Visit to Linyi
<b>AUTHOR</b>	Nina Parletta, Coordinator Economic Growth, City Development
<b>CITY PLAN LINKS</b>	1.3 Have a thriving business sector that supports community wellbeing, is globally oriented and creates job opportunities. 4.1 Strengthen partnerships that enable us to better address our community's priorities.
<b>SUMMARY</b>	This report provides options for a council-led delegation to Linyi.

### RECOMMENDATION

1. That the invitation from the City of Linyi to visit the China (Linyi) International Trade and Logistics Fair in September 2017 be declined and a letter of response is sent from the Mayor.
2. That Council aim to lead a delegation to Linyi in 2018-19 subject to:
  - the progression of current discussions with the China Council for Promotion of International Trade regarding the development of a platform for local firms to enter China through the IMC Bonded Area
  - establishing the level of business take-up of Council's international trade program; and
  - identification of the opportunities for an expanded civic relationship to support the current economic development focus of the Salisbury/Linyi Friendship City Agreement.

### ATTACHMENTS

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

1. Letter of invitation to attend the 2017 China (Linyi) International Trade and Logistics Fair

### 1. BACKGROUND

- 1.1 The City of Salisbury signed a Friendship City Agreement with the City of Linyi in November 2015 when the Mayor of Linyi, Zhang Shuping, visited Salisbury. Since that time there has been a significant deepening of the relationship between the two cities with the Mayor, Chief Executive Officer and Manager Economic Development and Urban Policy visiting Linyi in April 2016. Subsequently a government delegation from Linyi visited Salisbury on 25 July 2016 and a business delegation visited Salisbury on 15 November 2016. This resulted in the signing of an MOU between the China Council for Promotion of International Trade (CCPIT) and the City of Salisbury to develop a platform to progress trade and investment opportunities.

1.2 At its meeting on 12 December 2016, Council endorsed the following priorities for the implementation of the China Action Plan:

1. *Moving the opportunities identified with the City of Linyi forward and reaching agreement on tangible outcomes;*
2. *Establishing commercial relationships between firms in Salisbury and buyers in China, building on the linkages developed in the past year;*
3. *Enhancing the ability of the Polaris Centre to support international trade, consistent with the intent of the critical action in the City Plan;*
4. *Continued participation in State Government-led initiatives;*
5. *Development of a more formal relationship with intermediaries and government agencies managing inward investment; and*
6. *Identifying specific educational and cultural opportunities.*

*(Resolution No. 1496/2016)*

1.3 At its meeting on 24 April 2017, Council opted not to participate in the State Government-led delegation to Shandong in 2017 but resolved that:

*A further report be provided to the Sub-Committee in relation to the potential for a council-led delegation to China to provide exposure for local businesses and progress the civic relationship with Linyi.*

*(Resolution No. 1699/2017)*

## **2. REPORT**

2.1 The Cities of Salisbury and Mobarra have established a regular program of exchange with a strong focus on educational and cultural elements. The relationship with Linyi, on the other hand, has had a primary focus on business and trade which at this stage has not necessitated a need for a formal system of exchange and delegation. The visit to Linyi by the Mayor, Chief Executive Officer and Manager Economic Development and Urban Policy in April 2016 was part of a broader program of economic engagement with Shandong led by Premier Weatherill.

2.2 Since that time, Council has sought to progress commercial opportunities through the relationship with Linyi that have the potential to support business growth and investment in Salisbury. This has primarily been undertaken by engaging Norman Waterhouse to assist in establishing a relationship between Council and the CCPIT to build a platform for local firms seeking to trade into China and to broker opportunities for individual firms. At this stage a firm model to progress this has not been resolved.

2.3 Norman Waterhouse will present to the Sub-committee on their work with Council and Linyi to date as part of the July Sub-Committee meeting.

2.4 The Polaris Business and Innovation Centre has worked to engage local firms through events, export briefings and business advisory services to consider and pursue international markets (of which China is one). While some firms have started to consider international opportunities, there remains a minority of firms in Salisbury whose business strategy includes a focus on export, and even fewer on China given the nature of goods and services produced locally. This is consistent with other parts of Australia. The focus of the international trade program in the 2017-18 financial year is to work on a one to one basis with individual firms to explore specific export opportunities.



- 2.5 The City of Linyi annually invites Salisbury (and other cities Linyi has a relationship with) to attend or participate in the China (Linyi) International Trade and Logistics Fair. Council has not previously accepted those invitations to visit, primarily due to the relationship between Linyi and Salisbury being in its formative stage and the subsequent lack of business engagement and interest to underpin such a visit.
- 2.6 Council has recently received an invitation from Mayor Shuping to organise a delegation to attend the next fair that will be held from 23-25 September 2017 (provided as Attachment 1). This year's fair has a focus on materials, import commodities, wood products, household electrical appliances, kitchen bathroom supplies and e-commerce logistics.
- 2.7 In responding to Mayor Shuping's invitation, Council has three options:
- Option 1:** Decline the invitation to organise a delegation to visit the trade fair in September 2017.
- Option 2:** Accept the invitation to organise a delegation to visit during the trade fair, with the details of the itinerary and composition of the delegation to be determined.
- Option 3:** Decline the invitation to organise a delegation to visit the trade fair but plan to visit at a later stage.
- 2.8 Options 1 and 2 respond directly to the invitation to visit during the trade fair. Given we are in the early stages of Council's international trade program and the focus of the trade fair it is unlikely that a council-led delegation to the trade fair would be an appropriate vehicle to provide exposure for local businesses.
- The non-economic focus of the civic relationship with Linyi is yet to be defined due to its early focus on trade and investment, and to be consistent with the intent of the Friendship City Agreement ideally the civic relationship should be structured to support the economic development agenda. However, what that may entail is likely to be discussed at the workshop for the Sub-Committee in August. Should clarity be achieved on this matter, subsequent discussions will occur with Linyi to ascertain whether a mutual interest exists to progress the civic relationship and define and agree its objectives. .
- 2.9 Option 3 provides an opportunity for commercial and civic opportunities to be tangibly progressed, increase engagement with local firms to develop international trade capability, and build a solid model for how the CCPIT (including the IMC Bonded Area) can act as a platform for local firms to enter China. This is likely to require in-market work by staff members or a contractor to finalise. This can be funded through the existing budget allocation for the International Trade Program.
- 2.10 Resolution of these matters would establish a rationale for scheduling a Council-led delegation to Linyi. A visit to Mobara is scheduled for the 2017-18 financial year. Should Council wish to stagger the visits between Mobara and Linyi, it is suggested that Council aim to lead a delegation to Linyi in 2018-19 with funding for that visit to be considered as part of the budget process for that financial year.

**3. CONCLUSION / PROPOSAL**

- 3.1 For the reasons outlined in this report, coinciding a council-led delegation to China with the upcoming China (Linyi) International Trade and Logistics Fair is unlikely to provide appropriate exposure for local businesses or an opportunity to materially progress the civic relationship with Linyi.
- 3.2 There is value in organising a Council-led delegation to Linyi, however this value would be maximised once greater clarity is developed around the relationship with the CCPIT to progress opportunities for local firms to enter China, Council's work with local businesses to develop aspiration and capability to enter China is more advanced and opportunities for an expanded civic relationship to support the current economic development focus of the Salisbury/Linyi Friendship City Agreement are better identified.

**CO-ORDINATION**

Officer: EXECUTIVE GROUP  
Date: 27/06/2017

# 临沂市人民政府

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## 邀请函

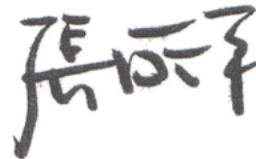
第8届中国(临沂)国际商贸物流博览会定于今年9月23日至25日在临沂举办。

博览会自2010年创办以来,已经成功举办7届,共设展位近3.66万个,参展参会157.6万人次,实现现场成交额365.4多亿元,签约合同及协议金额达2498.61亿元。大会已成为国内外各产业基地、专业市场、品牌企业搭建深度合作、互利共赢的财富桥梁。本届博览会以“商贸通五洲,大美新临沂”为主题,设有建筑材料展区、进口商品展区、木博会展区、家电厨卫展区、电商物流展区,设标准展位6000个。

我代表临沂市人民政府诚邀贵市派遣代表团参加第8届中国(临沂)国际商贸物流博览会,期待在临沂与您见面。

此致!

临沂市人民政府市长:



2017年6月8日

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(Translation)

June 8, 2017

## Letter of Invitation

The 8th China (Linyi) International Trade and Logistics Fair will be held on September 23-25 in Linyi.

Since 2010, the CLITLF has been successfully organized for seven sessions with nearly 36,600 booths and 1.58 million participants visiting. It reached on-site deal amount of 36.54 billion RMB and contract-signed or agreement amount up to 249.86 billion RMB in total. The fair has become a fortune bridge for deep cooperation and win-win results among all production bases, professional markets and brand enterprises from home and abroad. With the theme of “Trade Connecting the World, Large and Beautiful New Linyi”, this fair provides 6,000 standard booths in the five exhibition areas of building materials, import commodities, wood products, household electrical appliances and kitchen bathroom supplies and E-commerce logistics.

On behalf of Linyi Municipal People’s Government, I’d like to invite your city to organize a delegation to attend the 8th China (Linyi) International Trade and Logistics Fair. I’m looking forward to meeting you in Linyi.

Yours sincerely,

Zhang Shuping

Mayor of Linyi Municipal People’s Government