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## Report

on

# Trade Mission to Hong Kong, the Republic of Korea and the United States of America

by

**The Honourable Peter Beattie MP  
Premier of Queensland and Minister for  
Trade**

**30 April – 14 May 2007**

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## OBJECTIVES

- To reinforce at senior government and commercial levels the high priority the Queensland Government places on trade and investment relationships with Hong Kong, Korea and the United States of America.
- To strengthen relationships with key government, business and community leaders in Hong Kong, Korea and the United States of America, particularly in regions where Queensland has formal relationships in place.
- To promote Queensland as an attractive trade and investment destination and to encourage growth in Queensland exports to Hong Kong, Korea and the United States of America, especially in knowledge-intensive sectors including education and training, infrastructure services, medical technology, biotechnology, aviation and aerospace, creative industries (including Queensland Indigenous art) and renewable energy and environment services.
- To support Queensland exhibitors at *BIO2007* in Boston, USA.
- To strengthen linkages with leading research institutions in Hong Kong, Korea and the United States of America in the areas of climate change and biotechnology.
- To follow-up and further develop opportunities identified in previous missions to Hong Kong, Korea and the United States of America.
- To boost Queensland's Sister State relationship with South Carolina.

## OFFICIAL DELEGATION MEMBERS: HONG KONG

The Honourable Peter Beattie MP	Premier of Queensland and Minister for Trade
Associate Professor Heather Beattie	Coordinator of Teaching and Learning Deputy Head of School School of Nursing University of Queensland
Mr Ross Rolfe	Director-General Department of the Premier and Cabinet
Mr Simon Lee	Commissioner Queensland Government Trade and Investment Office, Hong Kong
Mr Rob Whiddon	Chief of Staff Office of the Premier of Queensland and Minister for Trade
Mrs Bronwyn Davies	Protocol Officer Department of the Premier and Cabinet
Plain Clothes Senior Constable Mark Draper	Queensland Police Service

## OFFICIAL DELEGATION MEMBERS: KOREA

The Honourable Peter Beattie MP	Premier of Queensland and Minister for Trade
Associate Professor Heather Beattie	Coordinator of Teaching and Learning Deputy Head of School School of Nursing University of Queensland
Mr Ross Rolfe	Director-General Department of the Premier and Cabinet
Mr Matthew Kang	Commissioner Queensland Government Trade and Investment Office, Seoul
Mr Rob Whiddon	Chief of Staff Office of the Premier of Queensland and Minister for Trade
Mr Paul Buggy	Regional Director Korea Tourism Queensland
Mrs Bronwyn Davies	Protocol Officer Department of the Premier and Cabinet
Detective Sergeant Michael Kelly	Queensland Police Service
Plain Clothes Senior Constable Mark Draper	Queensland Police Service

## OFFICIAL DELEGATION MEMBERS: UNITED STATES OF AMERICA

The Honourable Peter Beattie MP	Premier of Queensland and Minister for Trade
Associate Professor Heather Beattie	Coordinator of Teaching and Learning, Deputy Head of School School of Nursing University of Queensland
The Honourable John Mickel MP	Minister for State Development, Employment and Industrial Relations
Mr Ross Rolfe	Director-General Department of the Premier and Cabinet
Mr Bob McCarthy (Boston only)	Director-General Department of State Development
Sir Leo Hielscher AC	Chairman Queensland Treasury Corporation
Mr Andrew Craig	Commissioner Queensland Government Trade and Investment Office – The Americas
Mr Rob Whiddon	Chief of Staff Office of the Premier of Queensland and Minister for Trade
Mr Damien Perriman	Deputy Commissioner Queensland Government Trade and Investment Office – The Americas
Ms Elouise Campion (Boston only)	Media Advisor Office of the Minister for State Development, Employment and Industrial Relations
Mrs Bronwyn Davies	Protocol Officer Department of the Premier and Cabinet

Mr Jason Mullen	Business Development Manager Queensland Government Trade and Investment Office – The Americas
Ms Tina Radburn	Business Development Manager Queensland Government Trade and Investment Office – The Americas
Detective Sergeant Michael Kelly	Queensland Police Service
Plain Clothes Senior Constable Mark Draper	Queensland Police Service

## BUSINESS DELEGATION MEMBERS: HONG KONG

Mr Paul Bredereck	Chief Executive Officer Aviation Australia
Mr Lionel Freedman	Chief Executive Officer Quantum BioEnergy Pty Ltd
Professor Michael Good	Director Queensland Institute for Medical Research
Ms Suzanne Nation	Director Wedgetail Ridge Estate

## BUSINESS DELEGATION MEMBERS: KOREA

Mr David Chester	Managing Director Magic Millions Sales Pty Ltd
Mr Chris Freeburn	Director Royal Brisbane International College
Mr Lionel Freedman	Chief Executive Officer Quantum BioEnergy Pty Ltd
Professor Paul Greenfield	Senior Deputy Vice-Chancellor University of Queensland
Ms Michelle Lee	Chief Executive Officer Royal Brisbane International College
Mr Patrick McGuire	Managing Director Marketplace Communications
Ms Suzanne Nation	Director Wedgetail Ridge Estate
Professor Lars Keld Nielsen	Chair of Biological Engineering University of Queensland
Mr Jong Bou Park	Business Development Manager Quantum BioEnergy Pty Ltd

## BUSINESS DELEGATION MEMBERS: UNITED STATES OF AMERICA

Mr Peter Bond	Managing Director Linc Energy
Ms Eleanor Davidson	General Manager Meridien
Professor Paul Greenfield	Senior Deputy Vice-Chancellor University of Queensland
Mr Bruce Hawker	Managing Director Hawker Britton
Mr David Henry	Director Springfield Corporation
Mr John Hocken	Managing Director ComEnergy
Mr John Kelly	Queensland Brain Institute University of Queensland
Ms Fiona Kennedy	Director of Marketing and Communications University of Queensland
Mr Patrick McGuire	Managing Director Marketplace Communications
Mr Mark Nolan	Director Hawker Britton
Hon Santo Santoro	
Mr Michael Stephenson	Director Four Communications Group
Mr Mark Stockwell	Director Stockwells Building & Development
Mr Geoff Thomas	Chairman Australian Capital Home Loans
Ms Adrienne Ward	Managing Director Fresco Consulting

## BIO 2007 DELEGATION MEMBERS

Ms Bronwyn Allan	Marketing & Communication The University of Queensland
Mr Peter Allen	Partner, Allens Arthur Robinson
Professor Peter Andrews	Chief Scientist of Queensland, Australia Queensland Government
Dr Victor Argæt	Partner, Davies Collision Cave
Professor Vicky Avery	Head, Discovery Biology Eskitis Institute for Cell and Molecular Griffith University
Dr James Aylward	Director, Oncolin Pty Ltd
Dr Vaughan Barlow	Patent Attorney Pizzeys Patent and Trade Mark Attorneys
Mr David Beins	Chief Executive Officer Bio-Layer Pty Ltd
Dr Craig Belcher	Manager, Innovation and Commercial Development Uniquet Pty Limited
Dr Mark Blaskovich	Chief Operating Officer Mimetica Pty Ltd
Mrs Margaret Brown	Partner, Minter Ellison
Dr Peter Cassidy	Chief Scientific Officer Mimetica Pty Ltd
Ms Catherine Challen	Biotech Analyst Cm Capital Investments
Mr Steven Chambers	Business Development Manager Griffith University
Dr Steve Clark	Secretary & Chief Operating Officer Queensland Institute of Medical Research
Professor Peter Coaldrake	Vice Chancellor Queensland University of Technology

Mr Neill Colledge	Chief Executive Officer Queensland Biocapital Fund
Mrs Tina Connell-Clark	Executive Support Queensland Institute of Medical Research
Ms Fiona Corrie	Business Development Manager Alchemia Ltd
Professor James Dale	Managing Director & Chief Scientific Officer Farmacule
Dr Gerard Davis	Chief Executive Officer Catapult Genetics
Dr Stephen Dueker	President, Vitalea
Mr Kris Dyszynski	VP Business Development Alchemia Ltd
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Mr Russell Griggs	Postgraduate & Marketing University of Queensland
Dr Gerald Haaïma	Head, Business Development Queensland Institute of Medical Research

Dr Louise Hafner	Associate Professor Queensland University of Technology
Dr Mark Harrison	Research Fellow Queensland University of Technology
Dr Mark Harvey	Investment Manager Cm Capital Investments
Mr David Henderson	Managing Director Uniquist Pty Ltd
Ms Linda Heron	Executive Officer Queensland University of Technology
Dr Carrie Hillyard	Partner, Cm Capital Investments
Mr Justus Homburg	Chief Executive Officer Progen
Mr Don Home	Incitive
Mr David Hughes	General Manager, BioPharmaceutics Australia Department of State Development
Mr Terry Hurst	General Manager Q-Pharm Pty Ltd
Dr Peter Isdale	Chief Executive Officer IMBcom Pty Ltd
Mr Mark Jacobs	Director, Office of Biotechnology Queensland Government
Professor Lesley Johnson	Deputy Vice Chancellor (Research) Griffith University
Mr Nigel Johnson	Operations Manager Tissue Therapies Ltd
Mr John Kelly	Deputy Director, Queensland Brain Institute University of Queensland
Ms Rose-Anne Kelso	Director, Implicit Bioscience Pty Ltd

Professor Fiona Kennedy	Director of Marketing and Communications, University of Queensland
Mr Neil Leggett	Chief Executive Officer & Managing Director Agenix
Professor Melissa Little	Nephrogenix, Institute for Molecular Bioscience The University of Queensland
Mr Andrew Loch	Chief Executive Officer Glykoz
Dr Joanna Maldonado-Saldivia	Commercialisation Associate Uniquet Pty Limited
Dr Peter Matlock	Director Vitalea
Mr Michael McArdle	Manager, Office of Research Queensland University of Technology
Mr Vincent McFarlane	General Manager The Wesley Research Institute Ltd.
Mr Patrick McGuire	Managing Director Marketplace Communications Pty Ltd
Dr Steven Mercer	Chief Executive Officer Tissue Therapies Limited
Mrs Catherine Mickel	Queensland Government Department of State Development
Dr Dean Moss	Group Manager Technology Commercialisation Uniquet Pty Limited
Prof Colleen Nelson	Chair in Prostate Cancer Queensland University of Technology
Ms Annita Nugent	Manager, Innovation and Commercialisation Development Uniquet Pty Ltd
Mr Jerry Okikawa	President, Okikawa and Associates

Mr Greg Orders	GM, Contract Services BioPharmaceuticals Australia (Progen)
Professor Norman Palmer	Pro-Vice Chancellor, Research & Innovation Division James Cook University
Mr Mario Pennisi	Chief Executive Officer Queensland Clinical Trials Network, Inc
Mrs Rose-marie Pennisi	Business Development Manager Tetra Q
Mrs Deirdre Perkins	Chief Executive Officer Perkins Resources
Dr Ian Poiner	Chief Executive Officer Australian Institute of Marine Science
Dr Chris Prideaux	Deputy Chief Livestock Industries Commonwealth Scientific and Industrial Research Organisation
Professor Ron Quinn	Director, Eskitis Institute for Cell & Molecular Therapies Griffith University
Dr Mark Radford	Chief Executive Officer & Managing Director Symbiosis Group Limited
Mr Garry Redlick	CEO, Implicit Bioscience Pty Ltd
Dr Peter Riddles	Director, Office for Commercialisation Griffith University
Ms Helen Roberts	Director, Clinical and Commercial AGEN Biomedical Ltd
Dr Gregor Rozenberg	Senior Investment Officer Queensland Government
Professor Arun Sharma	Deputy Vice-Chancellor Research and Commercialisation Queensland University of Technology
Dr Jeffrey Smith	President BioAssayLINK Pty Ltd

Professor Maree Smith	Executive Director Tetra Q
Dr Peter Smith	Director of Commercialisation Alchemia Ltd
Mr Ian Steinhardt	BD Manager Q-Gen BioPharmaceuticals Australia (Q-Gen)
Dr Dan Syrdal	Executive Director Implicit Bioscience Pty Ltd
Mr Alvin Tan	Sales & Marketing BSD Robotics
Dr Peter Twine	Chief Executive Officer CRC Sugar Biotechnology
Professor Zee Upton	Program Leader, Tissue Repair & Regeneration Queensland University of Technology
Dr joanne Voisey	Research Associate Queensland University of Technology
Dr Patricia Walicke	Consultant Queensland Clinical Trials Network Inc
Professor Tony Webber	Chief Executive Officer Clinical Network Services
Mrs Valerie Webber	Director, Clinical Network Services
Professor Ian Wronski	Executive Dean of the Faculty of Medicine, Health & Molecular James Cook University
Dr Clarissa Wynne	Patent & Trade Mark Attorney Cullen & Co.
Professor Ross Young	Executive Director, IHBI Queensland University of Technology

# **BRIEFING INFORMATION**

**The following briefs formed the basis of my  
presentation on behalf of Queensland at meetings  
held as part of the Trade Mission**

## SMART QUEENSLAND: SMART STATE STRATEGY 2005-2015

The first Smart State Strategy was launched in 1998 with a strong focus on building Queensland's scientific community and research base and in driving the growth of emerging technology-intensive industries such as biotechnology and information and communications technology (ICT). Between 1998 and 2004, the Government committed more than A\$2.4 billion to Smart State initiatives including the establishment of a number of world class research institutes:

- Institute of Molecular Bioscience (University of Queensland);
- Queensland Brain Institute (University of Queensland);
- Australian Institute for Bioengineering and Nanotechnology (University of Queensland);
- Institute for Health and Medical Innovation (Queensland University of Technology);
- Institute for Glycomics (Griffith University);
- Eskitis Institute for Cellular and Molecular Therapies (Griffith University);
- Centre of Excellence in Engineered Fibre Composites (University of Southern Queensland); and
- Creative Industries Precinct (Queensland University of Technology).

### Smart Queensland: Smart State Strategy 2005-2015

*Smart Queensland: Smart State Strategy 2005-2015* was released in April 2005 and extends the earlier focus on research and technology to accelerate the transformation and diversification of the Queensland economy into a globally connected knowledge-based economy. The two key areas of focus of the expanded Smart Queensland Strategy are accelerating innovation and investing in skills and education.

*Smart Queensland* strengthens the Smart State focus on investment in innovation, primarily through a A\$200 million Innovation Funds program. This fund is a central component of Smart Queensland and is the focus on building collaborative efforts across the Queensland research base. The package includes:

- A\$128 million over four years for the Innovation Building Fund, to support the establishment of new research infrastructure or equipment. This is a competitive funding program which seeks proposals for collaborative projects involving co-investment from a range of sources, including philanthropic sources, industry and Government agencies and partnering with research organisations;
- A\$60 million to support collaborative research projects under the Innovation Projects Fund. The Innovation Projects Fund provides assistance to partnerships between research organisations and national or international industry and/or research partners to undertake 'near to market' research which will result in the development of a commercial product or process or public good within four years; and
- A\$12 million to the Innovation Skills Fund to attract and retain high quality researchers at all stages of their careers to work in Queensland.

In addition to the Innovation Funds commitments, the Government has committed:

- A\$290 million to the establishment of two cross-disciplinary research precincts in the form of an Eco-sciences Precinct and a Health and Food Sciences Precinct which are

both scheduled for completion in 2009 and will bring together the research capabilities of a number of Queensland Government agencies and the Commonwealth Scientific and Industrial Research Organisation (CSIRO);

- A\$1.1 billion to Education and Training Reforms for the Future, and A\$1 billion to SmartVET initiatives to enhance the State's vocational education and training system; and
- in order to speed up the conversion of research into marketable products, the Queensland Government has established several investment funds to support early stage investment in high technology and biotechnology start-up companies, established a A\$100 million Queensland Biocapital Fund and established the Australian Institute for Commercialisation.

#### Priority Industries

Smart Queensland commits to 'priority' industry sectors which are of particular importance to the strengthening and diversification of Queensland's economy including:

- ICT;
- business services;
- food and agribusiness;
- aviation and aerospace;
- environmental technologies;
- creative industries;
- biotechnology;
- pharmaceuticals and nutraceuticals; and
- advanced manufacturing.

A wide range of policies and programs are being progressed to address the sustainable use of natural resources and to minimise environmental impacts. These include the establishment of an International Water Centre, a range of water and energy initiatives and support for research through a number of Queensland Government funded organisations such as the Sustainable Minerals Institute, the Centre for Low Emission Technology and the investigation of opportunities for the development of Clean Coal Technologies.

Most recent is the Government's commitment to establishing the Queensland Climate Change Centre of Excellence (QCCCE). QCCCE will bring together the scientific knowledge and expertise of staff from the departments of Natural Resources and Water, Primary Industries and Fisheries and the Environmental Protection Agency. The QCCCE will have links to national climate change policy initiatives. It will develop national and international links with climate researchers to ensure Queensland benefits from global research on climate change and, importantly, will apply this knowledge at a regional level.

#### Benefits and outcomes

Building on the Queensland Government's successful management of the economy, the Smart State Strategy has reaped demonstrable benefits for Queensland industry:

- economic growth in Queensland averaging 4.9% per year, one of the fastest growing regions in the OECD and exceeding the Australian average economic growth rate of 3.5% per year;

- the creation of 395,000 new jobs in Queensland, equivalent to 27% of all new jobs in Australia; and
- a decline in the unemployment rate from 8.4% in 1998 to the recently announced rate of 4.1%, the lowest rate in more than 25 years.

The Smart State Progress Report 2006/07, the first report to provide data across a range of indicators measuring Queensland's Smart State progress includes innovation-specific indicators of Smart State success such as:

- since 2000, Queensland's knowledge-intensive exports have grown at double the rate for the rest of Australia, increasing by 8.2% per year on average compared to 4.1% average annual growth nationally.
- business expenditure on research and development has grown at an average rate of 13.6% in Queensland in the period 1994/95 to 2003/04, compared with average annual growth of 8.4% for Australia as a whole.
- the percentage of national venture capital invested in Queensland firms has more than doubled in the period 2001/02 to 2004/05.

#### The future

Success over the long term rests on Smart Queensland setting a vision and direction that is shared by all Queenslanders. In recognition of this, the Queensland Government has undertaken the following initiatives:

- established the Smart State Council, an advisory council of highly credentialed representatives of the business and research communities to provide regular advice on impediments to and opportunities for continued success of the Smart State;
- maintains the Smart State website which is an electronic portal keeping Queenslanders informed of new events, developments and opportunities for public involvement;
- sponsors a wide range of annual events and festivals which invite Queenslanders to share ideas about the Smart State and to celebrate their achievements; and
- investigating a number of initiatives to further engage the community in the vision, benefits and opportunities of Smart State through its response to the Smart State Council report on 'Engaging with the Community in the Smart State'.

(Source: Smart State Strategy team, Department of the Premier and Cabinet)

## **DRIVING EXPORT GROWTH FOR QUEENSLAND: 2006-2011**

The Queensland Government's export strategy *Driving Export Growth for Queensland: 2006 - 2011* (the Strategy) is the Queensland Government's forward plan to support Queensland's overseas export growth and diversify the State's export base.

The whole-of-Government Strategy builds on the strengths of the State's traditional industries, while helping to diversify the export base through tailored assistance for emerging industries. The Strategy focuses on support for Queensland companies to build long term sustainable export growth and strategies for increasing knowledge-intensive exports.

The Strategy has three parts:

- Driving smart exports;
- Driving the Queensland brand internationally; and
- Exporters in the driving seat.

### **DRIVING SMART EXPORTS**

Knowledge-intensive industries are the fastest growing sectors internationally. Export development programs, tailored to Queensland companies using technology and a skilled-up workforce, are helping to expand exports of innovative services and goods in target smart export sectors.

These smart sectors include ICT and creative industries, education and training, manufacturing, mining technologies, equipment and services, marine, aviation and aerospace, health, medical and biotechnology, agribusiness and food, environment and professional services, tourism and tourism services and international development business.

### **DRIVING THE QUEENSLAND BRAND INTERNATIONALLY**

The Queensland Government continues to lead the way in strengthening Queensland's export profile, helping to open doors in new and emerging markets and diversify Queensland's exports in mature markets. Target export markets include the United States, Japan, Latin America, Korea, Middle East, China, Europe and Russia, India, South-East Asia, the Pacific and Taiwan.

New dedicated export strategies for China, India and the Middle East will be released in 2007 and the Queensland Government is raising the State's profile overseas with a *Trade Queensland* marketing campaign for the Queensland Government's overseas trade network rolled out from early 2007.

Under the Strategy, Queensland's global footprint continues to expand with additional Queensland Government overseas representation including:

- New trade representation in Abu Dhabi (United Arab Emirates) and Riyadh (Saudi Arabia). Queensland is the first Australian state or territory to appoint a full time representative in Abu Dhabi. Queensland is also the first Australian state or territory to appoint a trade and investment representative in Saudi Arabia;
- Two new business advisers appointed in Guangzhou, Guangdong Province, China;

- An additional export adviser appointed to the Queensland Government office in Bangalore (India) and an export adviser servicing Queensland's mining related interests in Jamshedpur (India);
- Two new export advisers appointed, and the extension of an Agricultural Export Adviser, to the Queensland Government office in Seoul (Korea);
- The appointment of an export adviser for Vietnam;
- New Tourism Queensland representation in Osaka (Japan) and Mumbai (India) and appointment of a new Regional Director - China in the Tourism Queensland office in Shanghai (China); and
- A review of extended trade representation in the United States.

## **EXPORTERS IN DRIVING SEAT**

A range of new services delivered across the State are supporting established and new exporters and helping to build export capability and sustained export growth, including:

- New *Export Advisory Service*, established in 2006, is delivering targeted export advice and services through the State Development Centres;
- New *Getting Export Smart* skills development program is being rolled out from February 2007 State-wide;
- New *Exporter Development Program* jointly delivered by the Queensland Government, Austrade and industry partners;
- Mentoring for Export program linking companies with export specialists;
- Financial support for exporters, including Export Manager program;
- Exporter networks including for the Middle East as well as the environment industry;
- Queensland Government export portal providing easy access to information on export services and export development programs; and
- 'Young Export Entrepreneur of the Year' category in the Premier of Queensland's Export Awards 2007.

## **TARGETS AND PROGRESS**

The Queensland Government has set two key targets to help drive Queensland's export growth:

- A growth figure for knowledge-intensive exports of 30 per cent over the life of the strategy, to over A\$4 billion per year by 2011. This target focuses on 'smart' export sales; and
- To deliver by 2011, 600 new exporters and subsequent export deals by these new exporters by working with Austrade under the New Exporter Development program. This target represents a greater focus on not only supporting companies to make their first export sale but to assist them become sustainable exporters through support for further export sales.

Knowledge-intensive services and goods are those that are relatively intensive in their inputs of technology and human capital. Queensland is tracking well, leading Australian States in the growth of knowledge-intensive exports. Preliminary data shows that over the

past 5 years to 2005-06, Queensland increased its knowledge-intensive exports by 53% – well ahead of any other Australian state and the overall Australian growth of 18.3%. Compared to New South Wales and Victoria, Queensland has had outstanding success in increasing the level of exports, but we are coming from a much lower base than the southern States.

## THE SOUTH EAST QUEENSLAND INFRASTRUCTURE PLAN AND PROGRAM 2005-2026

South East Queensland (SEQ) is the fastest-growing metropolitan region in Australia. Around 1000 people move to the region every week. By 2026, this corner of the world will be home to almost four million people. Although this new growth brings opportunities, it also brings its own challenges. Specifically it is estimated that the region will need some 575,000 new dwellings and 425,000 new jobs over the next 20 years.

(Source: Queensland's Future Population, 2006 Edition, Planning Information and Forecasting Unit, Department of Local Government, Planning, Sport and Recreation).

The Queensland Government, in partnership with the South East Queensland local governments, confronted these challenges in June 2005 by releasing the *South East Queensland Regional Plan 2005-2026* (the SEQ Regional Plan). Designed to sustainably manage growth over the next two decades, this plan protects more than 80 per cent of the region from future urban development - ensuring SEQ remains one of the most liveable urbanised areas in the world, while catering for strong population growth and future prosperity. Key to achieving these outcomes is strategic long-term planning of infrastructure provision throughout the region.

To complement and support the SEQ Regional Plan, the *South East Queensland Infrastructure Plan and Program* (the SEQ Infrastructure Plan) was first released in April 2005. The Queensland Government has made a ten-year commitment to fund the necessary regional infrastructure that supports growth in SEQ. The SEQ Infrastructure Plan also identified infrastructure requirements for a further 10 years.

This commitment to infrastructure was vital in providing certainty to state agencies, local governments, the private sector and the general community about the priorities and timing for major infrastructure investment in SEQ. The commitment ensures infrastructure in the region is better planned and coordinated to achieve the maximum impact for the least cost. This is integral in ensuring the SEQ Regional Plan delivers its outcomes and will substantially increase the ability of the region to meet development changes over the next 20 years. The SEQ Infrastructure Plan details more than 350 projects, including the planning, design, construction and proposed investigations necessary in order to implement the SEQ Regional Plan. No government in Australia has ever done this.

SEQ Infrastructure Plan illustrates the Queensland Government's commitment to planning and delivering high-calibre infrastructure that enhances the livability and competitiveness of the region. The proposed infrastructure projects, coupled with the State's healthy business environment, growth potential and favourable investment regime, deliver attractive commercial propositions for companies looking to invest. The SEQ Infrastructure Plan was not a once-off publication. To ensure it remains on track and relevant to the region's needs, the Queensland Government tracks implementation of the plan as a key priority, ensuring projects meet their objectives and are delivered on time and on budget.

The SEQ Infrastructure Plan is updated annually. The 2006 edition, the *South East Queensland Infrastructure Plan and Program 2006-2026*, was released in May 2006. The 2006 SEQ Infrastructure Plan increased the Queensland Government's estimated investment in infrastructure to approximately A\$66 billion, including A\$1.1 billion for additional projects and two new infrastructure categories: vocational education and training and regional sport and recreation.

The A\$66 billion of infrastructure outlined in the Plan, includes almost A\$42 billion in road and public transport projects, A\$5 billion in social and community infrastructure, an expected A\$5 billion in water infrastructure projects, A\$4 billion on energy networks (over the next five years), and A\$10 billion in expected outlays on energy networks (beyond the first five years). This is an increase of around 20 per cent on the investment outlined in the 2005 SEQ Infrastructure Plan.

Delivering the unprecedented infrastructure program set out in the SEQ Infrastructure Plan presents unique challenges for both the Queensland Government and the construction industry. Established in 2006 within the Office of the Coordinator-General, the Program Management Office (PMO) now operates within the Department of Infrastructure to oversee implementation of the program and to work closely with all government agencies and the private sector to facilitate the roll-out of infrastructure. The PMO operates as a partnership between the Queensland Government, Arup Project Management and the Peron Group. The PMO conducts the role by:

- Monitoring the implementation process and providing quarterly reports to the Queensland Government;
- Developing and setting best practice standards in project management;
- Resolving delivery issues and impediments and building on opportunities;
- Generating agency and industry readiness to delivery the program; and
- Promoting wide community awareness of the program.

The SEQ Infrastructure Plan is integral to ensuring the SEQ Regional Plan delivers a sustainable future for SEQ. Together, these plans are at the forefront of regional planning in Australia and are fine examples of Smart State planning. Together, these plans will shape the way SEQ grows over the next two decades - how it will look and work as a region, and how people will live in it. The plans will help build a better future for SEQ.

(Source: Office of Urban Management, Department of Infrastructure)

## INVEST QUEENSLAND POST LAUNCH STRATEGY

Measures adopted as part of this strategy include the creation of a standalone website that provides pertinent investment information, a national advertising campaign to promote Queensland as an investment destination and the creation of promotional materials and collateral.

These measures have revitalised efforts to attract investment to Queensland. The *Invest Queensland Post Launch Strategy* aims to build and expand upon the *Invest Queensland Strategy* and will provide further impetus to the campaign.

As part of the Strategy, Investment Officers have embarked on a proactive campaign to pursue investment at the international, national and local level. Investment Officers will pursue this investment through a targeted program including:

- international and interstate visits to targeted companies:
  - Interstate – Queensland presence at the Australian International Airshow 2007, in Avalon, Victoria, to promote Queensland's capabilities in the aviation and aerospace sector, and to target national and international companies attending the show;
  - International - Attendance at SIAL Shanghai and Hofex Hong Kong, both exhibitions to be held in May 2007, to target companies in the Food and Agribusiness Sector and the Dubai International Airshow, in November 2007, to target companies in the aviation and aerospace sector.
- electronic direct marketing campaigns;
- visiting journalists program;
- site Selection Consultant engagement program;
- building an easily recognisable corporate identity and promoting it internationally; and
- an ongoing marketing campaign focused on key target industries as outlined in the Smart State Strategy including:
  - ICT;
  - business services;
  - food and agribusiness;
  - aviation and aerospace;
  - environmental technologies;
  - creative industries;
  - biotechnology;
  - pharmaceuticals and nutraceuticals; and
  - advanced manufacturing.

These activities will be carefully managed to ensure that they link with the programs being undertaken by Invest Australia (the Australian Government's Investment Unit) and support the strong in market efforts of the Queensland Government's global network of *Trade Queensland* offices.

Further, in order to ensure effective profiling of the above activities, they will be conducted under the new "Invest Queensland" branding. Leveraging off Invest Australia it is intended that "Invest Queensland" will generate an increased level of international market awareness and interest in the State's unique selling propositions for business, industry and scientific institutions.

The effectiveness of the strategy will be evaluated through a number of quantitative and qualitative measures, predominately the generation of investment leads and a commensurate increase in the number of strategically important investment successes.

The *Invest Queensland Post Launch Strategy* provides the Queensland Government with a strategic framework to build upon the ongoing campaign and focus on the international arena in order to achieve a significant increase in inward investment to Queensland.

(Source: Investment Queensland, Department of State Development).

## QUEENSLAND'S CAPABILITIES IN THE SPORT SECTOR

### Sports and tourism facilities - development and operations

- Queensland businesses have been involved in the development of high-profile sports facilities throughout the world. Recent and current projects include international sports arenas and world class golf courses. Queensland business played a major role in the design and development of operational plans for Olympic Park and Darling Harbour for the Sydney 2000 Olympics and the new Suncorp Stadium in Brisbane, e.g. Signage: Albert Smith Signs; Architectural Design: HOK and Weathered Howe; Sports Venue Services: Ogden IFC.
- Queensland sport and tourism facilities capabilities include:
  - construction, project and cost management;
  - consulting;
  - architectural design;
  - engineering;
  - facility management; and
  - facilities and catering suppliers.

### Sports goods

- Queensland manufacturers have provided a vast range of goods to international standards. These goods are as diverse as:
  - fibreglass sport bike wheels and high performance racing skis;
  - recreational surf skis and wave reducing lane ropes;
  - uniforms;
  - sun and other protective gear; and
  - catering equipment, ankle supports and training aids.
- Sporting goods falls into the following four categories;
  - boats, yachts and leisure crafts;
  - sport clothing, footwear and accessories;
  - sports equipment and supplies; and
  - merchandise.

### Sports services

- Training and competition programs, both domestic and international, have been developed for competitors, coaches, officials and volunteers in a variety of sports including surfing, baseball, golf, swimming, weightlifting, hockey, scuba diving, futsal (indoor soccer) and horse racing. The delivery of the training programs includes coaching clinics, training CDs and manuals, simulations and specific event preparation camps. Training can be provided at both the group and individual levels.

- Sporting services falls into the following categories:
  - training and competition;
  - professional - legal, marketing, etc;
  - sports education and training; and
  - sports tourism.
- For example, pre games training in Queensland for the 2000 Sydney Olympics for a variety of sporting events involved 179 teams from 48 countries totalling 2500 athletes. The economic benefit from trial camps and pre games training for Queensland was estimated at A\$36 million. (Source: Queensland Olympic 2000 Final Report, Department of Tourism, Racing and Fair Trading).

#### Major events

- Some of the most outstanding achievements in Queensland include the Commonwealth Games in 1982, World Expo 88, the Goodwill Games 2001, and the annual Gold Coast Indy 300. Over the last 25 years Queensland has invested in more than 60 major events producing an economic impact in excess of \$500 million.
- Major events fall into the following categories:
  - sponsorship and marketing; and
  - sports events organisation.

#### Equine

- Australia ranks second in the world for the number of racehorses, stallions, mares and foals bred. The value of the industry in Australia has been estimated to be worth A\$8.4 billion per annum. The overall market value is made up of A\$4.8 billion racing and wagering, A\$3 billion breeding, owning and training, and A\$0.6 billion recreation and sport (Source: Equine Investment Development Strategy. Pacific South West Strategy Group 2005).
- Queensland accounts for 21 per cent, or A\$1.7 billion of Australia's market and is emerging as the fastest growing state for equine activities. This is evidenced by the rapidly growing success of horse sales events, newly established thoroughbred training centres, equine medical facilities, quality equestrian and polo centres and a host of industry investment and product innovations that are upgrading an already strong equine business market.

#### Gold Coast IndyCar Grand Prix

- The Gold Coast IndyCar Grand Prix has been regarded as one of the most significant international sport events in Australia since its inception in 1991. The opening round of the 1991 World Series was the first IndyCar race to be held outside North America and was a first for Australia.
- The 2003 IndyCar Grand Prix generated a total economic and tourism impact value of A\$50.4 million in Queensland (Source: www.indy.com.au, Economic and Tourism Impact Study, 2003).
- The 2005 attendance was the highest in the IndyCar Grand Prix's 15-year history, attracting 316,459 people over the four days.

#### Successful Queensland Companies in the Sports Sector

- The Albert Smith Group has been operating in Queensland since 1873. They specialise in the fabrication and presentation of signs and displays for a wide range of clients. The Albert Smith Group provided signage for the Sydney 2000 Olympic Games.
- The HOK Sport Venue Event company is an internationally renowned architectural practice devoted to creating exceptional public assembly facilities. The company has grown from a small regional base into one of the world's most prolific sports and venue design firms. HOK redeveloped Suncorp Stadium in 2003.
- Ogden IFC is a total facilities services management company that is able to offer all the services necessary to support the broad variety of activities that comprise the management and operations of today's public assembly facilities. Ogden IFC was engaged as a consultant on the Beijing National Stadium, a major venue for the Beijing 2008 Olympic Games.
- AntiWave has been providing aquatic equipment for the pool for over 30 years with product ranging from racing lanes and water polo goals to storage reels and starting blocks. Equipment supplied by AntiWave was first used in Olympic competition in Munich in 1972 and has supplied equipment to most Olympic Games including the Sydney 2000 Olympic Games.
- Rebound Ace Sports continues to lead the world in developing, manufacturing and exporting the latest surface technology for court related sports. Tennis court surfaces were supplied by Rebound Ace for the Sydney 2000 Olympic Games.
- Hart Sport is Australia's premier supplier of sports equipment and team wear. Based in Brisbane, Hart Sport has supplied numerous schools, associations and organisations with their sporting requirements.

## QUEENSLAND CREATIVE INDUSTRIES

The creative industries sector is growing faster globally than any other economic sector. The Queensland Government leads Australia in creative industries policy and practice – we are the only state government to have a dedicated creative industries strategy, Creativity is Big Business. Our goal is to increase the export earnings and overall profitability of this sector.

Queensland's creative industries are presently worth \$3.4 billion per year, generate \$1.1 billion in annual exports, and employ 67,000 people. (Source: CIRAC (QUT) and SGS Economics and Planning, Mapping Queensland's Creative Industries: Economic Fundamentals (Australia: 2005) – based on ABS data). There are currently 25,000 creative industries businesses operating in Queensland. This represents a five year growth rate of 4.6%, compared with a national growth rate of 3.7% for creative industries. (Source: Australian Business Register Figures, as at April 2006. Published as part of the Creative Industries National Mapping Study by CCI, the ARC Centre of Excellence for Creative Industries and Innovation).

In 2004, there were 28,000 people employed in the creative industries (Source: Australian Bureau of Statistics). After only 2 years (by 2006) employment growth in the sector had already surpassed the 5-year target (set by the Premier in 2004) to 67,000.

### Success stories

- Queensland is a major player in the Australian digital interactive games industry, with job numbers having grown by 60% since 2003 to the current workforce of over 620 people. Leading industry award-winning Australian games developers Auran, Krome Studios and Pandemic are all based in Brisbane and almost 40% of all Australian game workers are based in Queensland.
- Burberry Productions has almost completed a world-first 40-part A\$24 million 3D animation television series, at the Warner Bros studio complex at Coomera. Based on Graeme Base's hugely successful children's book, *Animalia*, much of the innovative animation, music, sound and post-production for the series has been provided by Queensland talent and facilities. The Queensland Government through the Pacific Film and Television Corporation provided excellent incentives for the production to be based in Queensland.
- The Queensland Government facilitates showcases here and overseas to promote Queensland writers, musicians and artists to the world market. To date we have facilitated over A\$1.4 million in overseas commercial deals for Queensland creative businesses, including:
  - US film, film optioning and/or publication or representation deals for authors including Nick Earls, Rebecca Sparrow, Louise Cusack, Pamela Rushby, Tiana Templeman;
  - European tour and licensing deal for contemporary music band Soma Rasa;
  - US licensing deals for Resin Dogs; and
  - UK representation for writers Sue Gough, Prue Mason.

### What are the 'creative industries'?

The Queensland Government has identified the following as key business areas in the creative industries sector:

- architecture, visual arts and design;
- film, television and entertainment software (including animation and games);
- advertising, graphic design and marketing;
- writing, publishing and print media;
- music composition and production; and
- performing arts.

### How does the Queensland Government work with creative industries?

The Queensland Government invests significantly in creative industries through building infrastructure. Other examples include:

- the Millennium Arts Project – a \$260 million, five-year initiative to upgrade and expand new cultural facilities across Queensland, including the new Queensland Gallery of Modern Art and the State Library;
- a \$5 million investment to refurbish Griffith University's film school; and
- a \$15 million investment in Australia's first dedicated Creative Industries Precinct situated in the Kelvin Grove Urban Village in Brisbane.

The Queensland Government initiates projects to develop export capabilities and sales. Projects include:

- Queensland Architecture to Asia – to increase Asian export markets for Queensland architecture;
- Queensland Design project – to increase sales of Queensland furniture design; and
- International Showcases – to increase export sales for Queensland writers, musicians and visual artists.

The Queensland Government builds business capacity in creative industries. Initiatives include:

- targeted business training programs and resources; and
- targeted grants programs.

### What are our goals for the future?

- to significantly increase the profitability of Queensland's creative industries; and
- to significantly increase export sales for Queensland's creative industries.

(Source: Creative Industry Sectoral Development, DSD)

## QUEENSLAND GAMES INDUSTRY

### Queensland Government Assistance to the sector

The Trade and International Operations Division has been assisting the Queensland Games sector gain a better understanding of the North and East Asian Electronic game markets through initiatives in the Multi-Market Electronic Games Export Project. These initiatives have included:

- Virtual Trade Mission (Korea)
- Trade Mission to Japan - August/September 2006
- Business Matching in multiple markets (Korea, China, Japan)
- Research (Korea, Japan)

This project has delivered strategic research into the Korean and Japanese electronic games sector which has identified potential market entry strategies for Queensland's games companies to pursue in these markets.

In 2006 Queensland hosted the inaugural Game Connect: Asia Pacific conference in Brisbane on 30 November to 2 December. The Trade and International Operations Division hosted a delegation of five Chinese Electronic Game developers and publishers plus one Korean company, NCSoft the largest online publisher in the Korean market.

Queensland is now home to more than 60% of Australia's Electronic Games Industry, with over 600 people already employed across more than 18 local games companies, and many more organisations providing related services such as music and animation, Queensland is the epicentre of games development in Australia.

The Queensland Games sector includes companies such as Krome Studios who have developed Australia's most popular console game, *"Ty the Tasmanian Tiger"*, which has exported two million units over three years, making it one of the TOP 20 games worldwide.

Local game companies are attracting some of the world's most creative game developers who are working with the latest technology to develop the next evolution in electronic entertainment.

The Queensland's Game development capability is strongly focused towards the development of games for consoles; this is for PS2 and XBOX. These consoles have either limited or no ability to connect to the internet to play online games. Previously PC games developed in Queensland were for use offline.

The "next generation" platforms of Nintendo Wii, PS3 and XBOX 360 are now primarily designed with the ability to access the internet and play games online. Electronic games now being developed in Queensland for these new platforms, such as *Fury* by the Auran Group, are more focused towards the Massively Multiplayer Online Role Playing Game (MMORPG), which is the most popular genre of game in Asia and particularly Korea.

Queensland developer Auran is currently pursuing opportunities in the Korean market.

Queensland Games blockbusters include:

Company	Title	Platform
Auran Group	Dark Reign	PC
	Fury (to be released in 2007)	Online (MMORPG)
Krome Studios	TY the Tasmanian Tiger	PS2/XBOX
THQ	SpongeBob SquarePants	PS2/XBOX
The Creative Assembly	Rome: Total War	PC

## QUEENSLAND MARINE INDUSTRIES

- Queensland is Australia's largest boat building State. It is home to marine industry firms specialising in the design, building and maintenance of vessels ranging from small recreational boats, motor cruisers, commercial and defence vessels through to luxury super yachts.
- Marine industries also cover related equipment and component manufacturing such as trailers, electronics and specialised marine equipment.
- Service industries, which rely on marine demand, include retail, distribution, brokerages and marinas. Recently established, integrated marine precincts provide for clustering of the complete range of manufacturing and related services for marine industries with waterfront access and marina berths.
- In 2005-06 marine industries across mainly coastal Queensland directly employed over 11,000 persons and contributed turnover of \$2.6 billion to the State's economy. With marine related exports valued at \$400 million (\$190 million from sale of boats alone), Queensland manufacturers produced two-thirds of all recreational boats exported from Australia.
- The quality of boats and ships manufactured in Queensland is increasingly being recognised by the marine industry worldwide. The standard of work being produced in Queensland, from design through to manufacture, has led to a range of innovative products, produced either in a production line or custom built mode.

### Strengths

- Expertise in the manufacture, refit and maintenance of high quality vessels, including super yachts;
- Home to marine industry specialists that design and service recreational, luxury, commercial and naval boats and ships and infrastructure requirements;
- Supported by a highly technical workforce trained to international standards;
- Established and emerging marine precincts;
- Extensive range of first class commercial and club marinas and port infrastructure throughout coastal Queensland; and
- Proven reputation as an exporter of marine products including ships, boats, design, chandlery supplies and infrastructure planning and design.

### Queensland Quick Facts

- 7,400 kilometres of coastline;
- World class sailing grounds, including the Great Barrier Reef;
- Two-thirds of Australian built recreational boats are sold as exports are from Queensland;
- Rapidly expanding super yacht development opportunities; and
- World class marine infrastructure throughout coastal Queensland.

(Source: Marine Industries Sectoral Development, Department of State Development)

## QUEENSLAND'S MINING EQUIPMENT, TECHNOLOGIES AND SERVICES

The mineral resources industry contributes significantly to Queensland's total exports and the State is also an international leader in mining services, extraction and processing equipment. Export opportunities are derived from the State's domestic 'proving ground' for new technologies, world class mining research and development capabilities, leading occupational health and safety programs, internationally recognised training programs and the location in Queensland of several of the world's largest engineering firms.

World class expertise and new technology underpins the growth in Queensland's exports of mining services in areas such as contract mining; drilling and exploration; chemicals and explosives; scientific technology, research and measurement; mining related transport services; environment and waste services; education and training; remote location accommodation and catering; and information technology. Today, several of Queensland's ICT firms are supporting leading international mining firms in such markets as Indonesia, the Philippines, Thailand, Malaysia, Papua New Guinea, Latin America, Saudi Arabia, China, Canada and South Africa.

The Queensland Government continues to work with research and industry partners to build the State's international reputation for product quality, environmental sustainability, mine safety and innovative solutions for mine productivity. Queensland boasts a large number of research facilities, such as the CRC for Coal in Sustainable Development and the Safety in Mines Testing and Research Station (SIMTARS). The Queensland Government is working with industry partners to contribute to the international development of clean coal technology as a significant contribution to the global climate change response, as well as sustaining Queensland's exports of coal.

The Queensland Government supports a number of major export initiatives for mining equipment, technologies and services through its work with industry, regional partners and through the global network of *Trade Queensland* offices.

In 2006, the Queensland Government extended its major multi-year strategic export project to support export growth in Latin America. This includes contracting in-market specialists in markets with the greatest growth, including Brazil, Chile, Peru and Mexico, and developing strong strategic relationships with large Latin American corporations, such as Chilean copper giant, Codelco.

The Queensland Government has developed significant strategic relationships in Brazil, including signing a Memorandum of Understanding on mining cooperation with the state of Minas Gerais.

China and India remain key target markets for mining equipment technologies and services. Under the new whole-of-Government export strategy *Driving Export Growth for Queensland: 2006-2011*, the Queensland Government will undertake Strategic Export Projects to advance export sales. New Caledonia, Papua New Guinea, the Philippines, Vietnam, Indonesia and Russia (including Sakhalin Island) are important markets for Queensland exporters. These projects will either be developed through collaboration with global mining companies or through direct exports of specialised skills, technology and equipment into the market.

The Queensland Government continues to help industry grow these exports through a range of measures such as developing key relationships, including with the Government of New Caledonia on training including mining training and promoting Queensland's mining capabilities in Russia, at events such as *Australia Week in Moscow*.

The Queensland Government will continue to promote Queensland's capabilities in international mining journals, at international forums including trade expos and through the network of Queensland Government Trade and Investment Offices using the *Trade Queensland* branding. A key initiative will be to promote, in targeted overseas markets, the 2007 *Queensland Mining Equipment, Technology and Services Export Directory* CD.

#### Export growth drivers

##### **Queensland global**

- Implementation of Strategic Export Projects assisting Queensland firms develop exports of mining equipment and technologies to Latin America (Chile, Brazil, Peru and Mexico), India and New Caledonia. This will involve both specialised trade missions and targeting of key buyers for inbound missions to Queensland. Export opportunities in China, Papua New Guinea and Russia will also be targeted.
- Negotiation of a Statement of Cooperation with the Government of New Caledonia in a range of sectors, including in mining training.
- Appointment of additional Export Advisers in key markets for Queensland exports, including China and India, to support export initiatives to expand export sales of mining equipment, technologies and services. Export Advisers will provide business matching support and market intelligence.
- Launch of the new Latin America Mining Initiative (LAMI), focusing on the key markets of Chile, Brazil, Peru and Mexico. Exporters will be assisted by a network of in-market facilitators, attraction of inbound buyers from Latin America and targeted trade missions. Target areas under this strategy include equipment and machinery leasing, installation, maintenance and services; engineering, surveying and related services; education and training, management and technical training services; environmental consulting, management and technologies; and processing technologies for copper, iron and gold.
- Promotion, of the 2007 *Queensland Mining Equipment, Technology and Services Export Directory* CD through the global network of *Trade Queensland* offices.

##### **In Queensland**

- Promotion of the Export Manager program to give targeted companies access to specialist support for export planning and implementation of export strategies.
- Establishment of an Industry Links Program, a virtual centre of excellence, assisting relationship building between international contacts and Queensland organisations with an interest in natural resource management. (Source: *Driving Export Growth for Queensland: 2006-2011*)

### Queensland Research Initiatives

Queensland based research initiatives include:

- Cooperative Research Centre (CRC) for Black Coal Utilisation,
- CRC for Coal in Sustainable Development,
- CRC for Mining Technology and Equipment, which is regarded as one of Australia's most successful research centres for research quality and industry application.
- Australian Centre for Mining Environmental Research (ACMER),
- Safety in Mines Testing and Research Station (SIMTARS),
- Sustainable Minerals Institute (SMI), incorporating the Centre for Mined Land Rehabilitation (CMLR), and
- Julius Kruttschnitt Mineral Research Centre (JKMRC).

(Source: Export Capability Branch, Trade and International Operations Division, DPC)

## OVERVIEW OF QUEENSLAND'S RENEWABLE ENERGIES SECTOR

The Queensland Government strongly supports the development of a renewable fuels industry based upon ethanol and biodiesel, to help reduce the State's reliance on petroleum. The expansion of Queensland's ethanol industry will create jobs, particularly in regional areas, contribute to sustainability, reduce reliance on fossil fuels and diversify and strengthen Queensland's economy and increase its export base.

Queensland is well positioned to reap the benefits of increased production of ethanol utilising its established sugar and grain industries. There is an opportunity for the Queensland Government to lead the way in the environmentally sustainable production of ethanol for Australian and overseas markets given Queensland's competitive advantage as Australia's largest exporters of sugar (producing 95% of the country's raw sugar).

The Queensland Government implemented the *Sugar Industry Reform Act* in 2004 to assist with the removal of many of the restrictions preventing the Queensland sugar industry from embracing value added technologies such as ethanol production. Initiatives under the Act included Queensland Government's support for E10 trials and establishing the A\$10 million Sugar Industry Innovation Fund (to supplement the Commonwealth's A\$440 million Australian sugar industry reform package). Recent amendments to the Queensland sugar industry regulation through the *Sugar Industry Reform Act 2004*, have significantly widened opportunities for the industry to explore production of alternative products from sugar and cane.

### Queensland's capabilities in Ethanol sector

Renewable fuels are the way of the future and ethanol is presently the leading international alternative to fossil fuels. Export markets and demand are increasing as a growing number of governments around the world adopt policies involving the mandated use of ethanol in fuel. Currently in Australia approximately 154 million litres of ethanol is produced nationally per annum. Queensland currently has 3 ethanol plants located at Sarina (CSR Distilleries), Rocky Point (Heck Group) and Bundaberg (Bundaberg Sugar). A number of Queensland companies are exploring options for establishing new ethanol plants and distributing ethanol in Queensland.

The *Queensland Ethanol Industry Action Plan* was implemented to enable Queensland to secure a place in world ethanol by:

- raising public awareness of and confidence in ethanol blended fuels;
- increasing domestic demand and export capacity;
- creating links between industry and the Queensland Government to promote a market for ethanol;
- assisting the development of retail and distribution networks.

The Queensland Government was the first institutional buyer of an ethanol petrol blend (E10) in December 2001 and supports the use of E10 through its vehicle and fuel procurement policies and practices.

The Queensland Government has provided financial and promotional support for E10 trials in Queensland since 2001. The Government also amended the *Environmental Protection Regulation* in 1998 to provide an appropriate relaxation of petrol vapour pressure limits in South East Queensland to accommodate ethanol use. The Queensland Government has

implemented research and development initiatives to develop new technology aimed at facilitating more efficient use of biomass (waste from sugar cane) to generate renewable energy.

(Source: Queensland Ethanol Industry Blueprint)

#### Environmental Impact

Research has indicated that use of ethanol significantly reduces harmful car emissions that contribute to air pollution. The main environmental benefits of using ethanol-blended petrol are reduced vehicular tailpipe emissions of carbon monoxide, total hydrocarbons, 1-3 butadiene, benzene, toluene and xylenes and in some cases nitrogen oxides.

Further acknowledged environmental benefits include the fact that ethanol has a high oxygen content and octane ratings. Higher octane fuels result in a higher proportion burn and reduced smog causing and carbon monoxide emissions. Carbon monoxide is one of the principal vehicle pollutant emissions of most concern to human health, particularly in high-density urban areas.

(Source: The Parliamentary Library, Fuel Ethanol – Background and Policy Issues)

#### Practical Examples of Renewable Energy in Queensland

##### **BP Australia**

- In March 2006, BP Australia signed a two year contract with CSR Ethanol to supply 23 million litres of ethanol for Queensland to encourage the use of alternative and renewable fuels. BP Australia recently opened an ethanol blending facility in Mackay, developed with assistance from the Queensland Government. BP announced by 2008 it is expected to deliver 200 million litres of biofuels per annum to the Australian market.

##### **Eco Tech Biodiesel Plant**

- In February 2006, the Deputy Premier, the Honourable Anna Bligh MP, announced Queensland's first commercial 'Green' diesel production facility at Narangba. The Eco Tech Biodiesel Plant will have a production capability of 30 million litres of biodiesel per annum, growing to an additional capacity of 75 million litres once at full production.
- Biodiesel is considered more environmentally friendly than petroleum diesel as it emits significantly less greenhouse gas, is biodegradable, non toxic and sulphur free. The Narangba plant uses animal fat (tallow) to produce its biodeisel. The plant will require 28,000 tonnes of tallow to meet its initial production demands, providing an important new market opportunity for the local meat industry. The fuel can be used in diesel engines with little or no modification and emits 92% less greenhouse gas.

(Source: The Department of State Development)

## CLEAN COAL TECHNOLOGY

A major by-product of the coal burning process is the emission of carbon dioxide (CO<sub>2</sub>) into the atmosphere. Worldwide, CO<sub>2</sub> emissions caused by coal-fired electricity generation represent 40% of total greenhouse gas emissions. As increased greenhouse gas levels has significant negative implications for the environment, burning coal without adding to global CO<sub>2</sub> levels is a major technological challenge.

Given Queensland's wealth of coal resources and its established coal based power generation infrastructure, Queensland will continue to be reliant on coal for the major share of its electricity generation well beyond the 21st century (coal-fired generation currently provides over 80% of Queensland's electricity). As such, the Queensland Government has taken steps to identify technological solutions that continue to increase the environmental performance of coal-fired electricity generation by investing heavily in Clean Coal Technology (CCT).

CCT refers to a range of technologies that are being developed to reduce the environmental impact of coal fired power stations. Some promising developments in CCT have been made, but much of the challenge is in commercialising the technology so that coal use remains economically competitive, despite the cost of creating an energy source that emits no waste products to pollute the environment or affect the climate.

Although advancements in CCT are also being made elsewhere in the world, notably in the US, Japan and some EU member countries, Queensland can make a legitimate claim to being a world-leader in the development of CCT.

The Queensland Government's leading role in developing Clean Coal Technologies can be divided into four key areas:

### 1. Queensland Government R&D initiatives in CCT

There are three key components to the Queensland Government's R&D initiatives in CCT:

- **Clean Coal Technology R&D Framework** – is part of the Queensland Government's commitment to proactively pursuing emerging technologies and building world-class R&D capabilities in Queensland. The framework focuses on the five areas of infrastructure, communication, strategic alliances, skills and expertise, and regulation.
- **The Centre for Low Emission Technology (cLET)** is a A\$26 million joint-venture initiative between Queensland Government, CSIRO, Stanwell Corporation, Australian Coal Research Program, Tarong Energy and UQ. cLET focuses on research and development of next generation low emission electricity generation technologies.
- The Department of State Development which supports a range of other research providers such as the Australian Research Council Centre for Functional Nanomaterials, which received a A\$1 million grant under the Smart State Innovation Funds to develop nano-structured membranes for high temperature gas separation in coal gasification and other petrochemical processes.

## 2. The Low Emissions Technology Interdepartmental Committee (LET IDC)

The Queensland Government established the LET IDC in 2003 to provide a mechanism for information flow and consultation between government departments to ensure a coordinated and agreed input into clean coal technology and other low emissions energy issues. The current focus of the IDC is to develop a regulatory framework conducive to supporting low emission technology projects and to progress the development of the Clean Coal Technology R&D Framework.

## 3. The Clean Coal Project Board

The Queensland Government established the Clean Coal Project Board in July 2006 to lead the way in clean coal technology and to administer A\$300 million of government funding. Members of the Project Board include:

- Mr Ross Rolfe, Chairman and Director-General, Department of the Premier and Cabinet;
- Professor Paul Greenfield, Senior DVC, University of Queensland;
- Mr Mark O'Neill, Executive Director, Australian Coal Association; and
- Dr Kelly Thambimuthu, CEO, cLET.

## 4. Regulatory oversight of Carbon Capture and Storage (CCS)

Work is continuing within the Department of Mines and Energy, and in coordination with other state governments, on the development of a regulatory framework to support future carbon capture and storage activities (CCS). In Queensland, CCS testing may be carried out with prior Ministerial approval under the current petroleum legislation, however there are currently no provisions for permanent storage of carbon dioxide.

A summary of CCT projects in Queensland is outlined below. These projects are in preliminary stages and are utilising a mixture of federal, state and private funding.

### 1. Fairview Coal Bed Methane Project (Zero Carbon)

The Federal Government announced a grant of A\$75 million from its Low Emissions Technology Demonstration Fund (LETDF), in October 2006, to the A\$445 million Fairview power project in Queensland. The project will extract coal bed methane (CBM) from deep coal seams and use it to fuel a new 100MW power station. A new gas turbine power plant will be built at Injune, near Roma.

The project will be conducted over the Fairview CBM field in the Bowen/Surat. It is estimated that the project will sequester 300,000 tonnes of CO<sub>2</sub>/year in deep coal seams.

The project is lead by Santos and GE. Santos has current ownership of CBM resources and storage sites, and GE will provide turbine technology and project design. Capex will invest A\$445 million including operating costs.

Investment opportunities exist, with additional funding support required from the Queensland Government with a proposal to expand the power plant up to 400mw to fully commercialise the project.

### Project Timeframe

- feasibility study completed by late 2007-early 2008;
- construction completed by late 2009;

- first power generated by early 2010; and
- demonstrations to run for 5 – 10 years.

## 2. CS Energy's Oxy-fuel Project at Callide

The Federal Government announced a A\$50 million Low Emission Technology Development Fund (LETDF) grant for an oxy-fuel demonstration project at CS Energy's Callide power station in Queensland. The A\$188 million project will produce a CO<sub>2</sub>-rich exhaust gas stream, making capture much more cost-effective.

Following the announcement of the A\$50 million LETDF grant, future work will focus on finalising the design and construction of the new oxy-fuel demonstration plant.

The project will be lead by CS Energy and numerous Japanese partners. Schlumberger will provide technical input into the project design and Capex will provide A\$188 million, including A\$1.5 million towards the feasibility study.

Potential investment opportunities exist as there is a current shortfall in funding for the project and support is required from the Queensland Government and the coal industry.

### Project Timeframe

- feasibility study completed by April 2007;
- construction of oxy-fuel boiler by late 2008;
- develop CCS facilities by 2008-09;
- commence operations 2009; and
- the demonstration will run for 3 years.

## 3. ZeroGen

ZeroGen Pty Ltd, a wholly owned subsidiary of Stanwell Corporation, is proposing to build and operate a world-first clean coal power commercial-scale demonstration project in Central Queensland investigating the viability of integrating coal-based gasification to produce low emission electricity with carbon capture and storage.

ZeroGen will deliver significant economic and social benefits such as positioning Queensland and Australia as a world leader in clean coal technology research and development which will be increasingly in demand in a carbon constrained world and creating new investment and job creation opportunities in clean coal technologies.

Following concept studies in 2002 and 2004 and a range of expert peer reviews, a feasibility study is currently underway to investigate the economic, environmental, social, regulatory and technical considerations of this demonstration facility. Stanwell is currently managing the feasibility study with the EIS/drill program under the Project Development Agreement with the DPC. Shell International will provide the technical input into coal gasification and geosequestration under a Framework Agreement that was signed on July 2006. Capex has estimated A\$1 billion, plus estimated net operating costs of A\$76m per year over the 10 years of operation.

### Project Funding

- The Queensland Government has committed A\$300 million from the Future Growth Fund, including A\$100 million for the feasibility study and drill testing programs
- Shell will have the option to acquire 10% equity in this project, exercisable at any time after the completion of the drilling program in June 2007;
- ZeroGen made an application to the Federal Government for special funding support of A\$400 million in a business case lodged on Feb 2007 with a decision pending until May 2007
- ZeroGen is currently seeking funding support from the Australian Coal Association through the A\$300 million Coal 21 fund.

Potential investment opportunities exist with the project seeking additional funding for development and operation, including potential international equity partners; management of IP generated by the project subject to current agreements.

### Project Timeframe

- drill testing program to be completed by late 2008;
- a detailed feasibility study and EIS (as a 'significant project' under the State Development and Public Works Act) to be completed by October 2008;
- project approval by early 2009;
- construction completed by early 2011; and
- the demonstration will run until 2021.

### 4. Underground Coal Gasification (UCG)

Linc Energy and Ergo Exergy worked closely together on the initial development of gas production at Linc's Chinchilla Underground Coal Gasification (UCG) site. However, Linc Energy and Ergo Exergy formally terminated their agreement over the provision of UCG services on 3 November 2006.

In December, Linc Energy announced the signing of two strategic alliances with leading Russian institutions - the Skochinsky Institute of Mining in Moscow and its parent organisation, the Scientific-Technical Mining Association (STMA). The Skochinsky Institute will provide consultation and engineering services to Linc Energy, including relevant UCG technology transfer and training, teaming up with senior Linc Energy engineers in the development of the UCG process.

Ergo Exergy has also announced it will cooperate with Cougar Energy (Australia) in the development of UCG projects in Queensland and other states using coal resources on tenements controlled by Cougar Energy.

Linc Energy is preparing to install a 40 megawatt hybrid generator that exhibits characteristics of both coal-fired and gas-fired generation.

(Source: Clean Coal & Emerging Industries, Department of State Development)

## CLIMATE CHANGE DEBATE AND QUEENSLAND

Climate change is expected to have a number of potential impacts including warmer temperatures, rising sea levels, changes in rainfall patterns and increased storm and cyclone intensity in Queensland. These impacts may present a range of challenges for the environment, community and economy given the State's coastal proximity, the significance of its agricultural industries and fisheries, and the fragile biodiversity of ecosystems such as the Great Barrier Reef.

The Queensland Government is strongly committed to proactively addressing the issue of climate change and has recently announced several policies relating to aspects of the problem, including policies aimed at mitigating the environmental impact of coal use, support for a national emissions trading scheme and setting up the Queensland Climate Change Centre of Excellence (QCCCE).

These policies are broadly consistent with the principles outlined in the Queensland Greenhouse Strategy (2004), a coordinated Queensland Government response to address greenhouse gas emissions and respond to climate change. Future Queensland Government responses to the climate change problem will be coordinated by the new Future Strategies Division within the Department of the Premier and Cabinet.

The Queensland Government's policy on climate change attaches a very significant priority to stimulating research and investment in renewable technologies, innovative carbon capture technology and clean coal technologies that maximise the economic benefits from Queensland's coal reserves.

The most common definition of climate change relates to changes in climatic conditions attributable to global warming. Often, the terms climate change and global warming are used interchangeably.

The level of carbon dioxide in the atmosphere is currently at its highest with the biggest source of CO<sub>2</sub> emissions being the generation of energy. Coal-fired electricity generation is the world's most prevalent energy source (roughly 40%) and the producer of considerably more pollutants than any other fossil fuel.

More than 80% of Queensland's electricity comes from burning coal, which is approximately twice the world average. As a result, Queensland emissions levels are relatively high, with the state responsible for approximately 26% of Australia's total CO<sub>2</sub> emissions (note that this figure is from 1999, the last year state-level emissions data across sectors was available).

The last Department of Natural Resources and Mines survey of Queensland's coal reserves in 2003 estimated the state had 32.7 billion tonnes of coal. Last financial year, Queensland exported 171 million tonnes of coal. The value of coal, coke and briquettes exported was A\$14.5 billion. Coal is more than four times as valuable to the state economy than the next largest identified commodity group (meat and meat preparations, A\$3.3 billion).

In the absence of mature zero emission technologies for base load generation, there is no quick fix, especially for a fast growing State like Queensland which has such a large amount of existing invested capital. However, Queensland is putting in place the incentives and

directions which will pave the way to achieve a 60% reduction in GHG emissions by 2050.

Although there are a number of concerns regarding nuclear power, particularly relating to the safe disposal of waste, it is a much cleaner alternative to coal-fired electricity generation based strictly on CO<sub>2</sub> output. In particular, the Commonwealth Government is advocating a key role for nuclear power in supplying Australia's future energy needs, claiming this will reduce Australia's dependence on fossil fuels such as coal and reduce CO<sub>2</sub> emissions and subsequent effects on global climate.

On 6 June 2006, the Australian Prime Minister, the Honourable John Howard MP, announced the appointment of a taskforce to undertake a comprehensive review of uranium mining, value-added processing and the contribution of nuclear energy in Australia in the longer term. The Uranium Mining, Processing and Nuclear Energy Review was released by the Commonwealth Government on the 28 December 2006. The review indicated that there would be a prohibitive cost attached to nuclear energy of between 20% - 50% above the cost of coal-fired electricity for a number of years, however it considered that the relative cost competitiveness of nuclear power versus alternative sources of power would improve in the next decade.

Although the Queensland Government has introduced a law to Parliament banning the establishment of a nuclear industry in this State (The Nuclear Facilities Prohibition Act 2007) you announced in early April 2007 that you would drop the Queensland Government's ban on uranium mining in Queensland. Your position is conditional on the support of the Australian Labor Party National Conference in 2007 which presently has a 'no new mines policy,' and that it is only sold to countries that have signed the Nuclear Non-proliferation Treaty (NPT). Your policy shift was based on a report commissioned by the Queensland Government from the University of Queensland's Sustainable Minerals Institute (SMI) which has found uranium mining and nuclear power would not threaten the future of the state's coal industry.

Another significant development in the Queensland Government's climate change policy was signalled by your recent support for progressing plans for a national emissions trading scheme. At the recent Council for the Australian Federation meeting in Sydney on 9 February 2007, you were signatory to a landmark Declaration on Climate Change. In a historic move, the Council agreed to progress a national emissions trading scheme. The Queensland Government's policy on emissions trading has been formed in the context of maintaining its strong commitment to the development of CCT and other renewable energies, and the state's support for an emissions trading scheme is subject to six principles:

1. Commonwealth participation is essential;
2. A very significant priority is the need to stimulate research and investment in renewable technologies, innovative carbon capture technology and clean coal technologies that maximise the economic benefits from Australia's plentiful coal reserves;
3. Permit auction revenues should be divided among states and territories in a way that produces equitable outcomes;
4. Energy-intensive, trade-exposed industries should be protected from the impact of the scheme while competing nations are not subject to commensurate

emissions reduction policies;

5. The scheme design addresses the issue of providing greater long-term certainty for investors in energy and energy-intensive industries; and
6. The scheme must be implemented as a part of a coherent package of measures, including those in sectors not initially covered by the trading scheme.

(Source: Future Strategies Division, Department of the Premier and Cabinet)

## **QUEENSLAND BIOTECHNOLOGY OVERVIEW**

### **BIO**

- The annual BIO convention is the most significant international biotechnology trade and investment conference, attracting around 20,000 delegates from 62 countries.
- The Queensland delegation is usually attended by 50-70 industry representatives.
- Queensland has participated at each BIO since 1999. BIO participation is an integral part of the Queensland Government's international marketing and promotion of our biotechnology industry.
- Queensland delegates have consistently reported strong potential for collaborations and out-licensing of their technologies as a result of attendance at BIO.

### **Queensland's Biotechnology Industry**

- Queensland's biotechnology industry currently comprises around 88 companies and 68 biotechnology-related research institutes. Combined, these organisations employed over 5,200 people and generated an estimated \$690 million in revenues in 2004/05.
- Although small in comparison with major international players such as the United States, Queensland is uniquely and competitively positioned compared with most other regions in the world. The State's strong science and research base, world-class infrastructure, natural mega biodiversity, tropical location, and the Government's proactive approach to regulation gives Queensland a global advantage.
- Queensland's competitive biotechnology advantages are its:
  - dynamic institutes and a growing industry generating a substantial intellectual property resource
  - access to an impressive R&D skills pool
  - highly developed infrastructure (discovery R&D, and preclinical/clinical research & trials)
  - strong government leadership/support
  - geographic proximity to Asian markets
  - competitive first world economic, regulatory and lifestyle environment.
- Queensland's rich biodiversity is also a natural advantage. Queensland is Australia's most naturally diverse State. Queensland has five World Heritage listed areas including Fraser Island, the Great Barrier Reef and the Wet Tropics. One hectare of the Daintree Rainforest in Queensland's far north is home to more flowering tree species than in all of North America. Significantly, more than 80 percent of Australia's species are found nowhere else on earth.
- In the three key biotechnology sectors, Queensland's strengths are:
  - Health and Medical – tropical disease treatment and prevention, cancer, genomics and bioinformatics, drug design and development, stem cells and clinical research
  - Agriculture – high value tropical crop development, animal diagnostics, therapeutics and vaccines, and molecular farming/plant bio-factory

- Environment and Industrial – biofuels and bio-products, molecular farming, bioremediation, and waste and wastewater management.

### Queensland's Biotechnology Strategy

- In 2005, the Queensland Government announced its ten-year biotechnology strategic plan, *Queensland Biotechnology Strategic Plan 2005-2015: Biotechnology – Setting New Horizons*, that is establishing Queensland as:
  - a key centre in health and medical biotechnology in the Asia Pacific, with international expertise in tropical health;
  - the global hub for tropical and sub-tropical agricultural biotechnology; and
  - a centre of excellence in bioproduct development in environmental and industrial biotechnologies.
- The Plan outlines measures to assist the industry reach its projected growth of achieving \$4 billion in revenues and employing over 16,000 Queenslanders in an industry worth \$20 billion by 2025.
- The Queensland Government is currently working in collaboration with the Queensland Biotechnology Advisory Council to develop a second suite of initiatives under the Strategy. For example, real opportunities exist to:
  - establish Queensland as a world leader in the application of beef biotechnologies to create a safer and more secure food supply, and a more sustainable and cost-competitive production environment.
  - exploit the research expertise of the Queensland sugarcane industry to globally position the State at the forefront of new and innovative products, such as ethanol, biopolymers, nutraceutical and pharmaceutical products, and slowly digested sugar.
  - broaden the economic base of Queensland through biorefinery technology, utilising second generation feedstocks to produce bioproducts including biofuels, biochemical and biomaterials.

### The Global Biotechnology Industry

2005	Global	US	Europe	Canada	Qld
Revenues (\$m)	63,156*	47,790*	9,781*	2,584*	292#
R&D expense (\$m)	20,415*	15,979*	3,272*	852*	142#
Net income (loss) (\$m)	(4,388)*	(2,128)*	(1,943)	(324)*	
Number of companies	4,203	1,415	1,613	459	88
- public	671	329	122	81	8
- private	3,532	1,086	1,491	378	80

\* public company data only

# includes both public and private companies; total revenues for public companies only was \$52.4 million

(Source:

- International data – Ernst & Young, 2006, 'Beyond Borders: The Global Biotechnology Report 2006';
- Queensland data – Innovation Dynamics, 2006, 'Queensland Biotechnology Report 2006')

## 2004 Ranking of Pharma companies

Rank 2004	Company	Country	Healthcare Revenue 2004 (USD millions)	Healthcare R&D 2004 (USD millions)	Net Income/ (Loss) 2004 (USD millions)	Employees 2004
1	Pfizer	USA	52,516	7,684	11,361	115,000
2	Bristol-Myers Squibb	USA	47,348	5,203	8,509	109,900
3	GlaxoSmith Kline	UK	37,318	5,204	7,886	100,619
4	Sanofi-Aventis	France-Germany	31,615	4,927	6,526	96,439
5	Novartis	Switzerland	28,247	4,207	5,767	81,392
6	Hoffmann-La Roche	Switzerland	25,163	4,098	5,344	64,703
7	Merck & Co.	USA	22,939	4,010	5,813	62,600
8	AstraZeneca	UK-Sweden	21,427	3,803	3,813	64,200
9	Abbott Laboratories	USA	19,680	1,697	3,236	50,600
10	Johnson & Johnson	USA	19,380	2,500	2,388	43,000
11	Wyeth	USA	17,358	2,461	1,234	51,401
12	Eli Lilly and Company	USA	13,858	2,591	1,810	44,500
13	Bayer	Germany	10,554	1,299	750	113,060

(Source: Top 50 pharmaceutical companies, MedAdNews, September 2005)

Some companies (eg, Bayer) have additional chemicals revenue not included here

## 2004 Ranking of Biotech companies

Rank 2004	Company	Country	Revenue 2004 (USD millions)	R&D 2004 (USD millions)	Net Income/ (Loss) 2004 (USD millions)	Employees 2004
1	Amgen	USA	10,550.0	2,028.0	2,363.0	14,400
2	Genentech	USA	4,621.2	947.5	784.8	7,646
3	Serono	Switzerland	2,458.1	594.3	496.2	4,902
4	Biogen Idec	USA	2,211.6	687.7	25.1	4,266
5	Genzyme	USA	2,201.1	391.8	86.5	7,000
6	Chiron Corp.	USA	1,723.4	431.1	78.9	5,400
7	Gilead Sciences	USA	1,324.6	223.6	449.4	1,654
8	CSL	Australia	1,273.4	70.2	152.4	8,000
9	MedImmune	USA	1,141.1	327.3	-3.8	1,823
10	Cephalon	USA	1,015.4	274.0	-73.8	2,173
11	Millennium Pharmaceuticals	USA	448.2	402.6	-252.3	1,477
12	Genencor International	USA	470.4	75.8	26.8	1,271

(Source: Top 100 biotechnology companies, MedAdNews, July 2005)

### 2005 Ranking of Medical Device companies

Rank 2005	Company	Country	Medical Device Sales	Total Sales (USD billions)	Employees 2005
1	Johnson and Johnson	USA	\$17.7	\$51	115,600
2	GE Healthcare	USA	\$12.1	\$150	316,000
3	Medtronic	USA	\$10.1		33,000
4	Baxter International	USA	\$9.8		47,000
5	Cardinal Health	USA	\$9.8	\$74	55,000
6	Tyco Healthcare	Bermuda	\$9.5	74	247,900
7	Siemens Medical Solutions	Germany	\$9.2	74	439,400
8	Philips Medical Systems	Netherlands	\$7.5	74	164,438
9	Boston Scientific	USA	\$6.3	74	28,000
10	Stryker	USA	\$4.9		17,265
11	B. Braun	Germany	\$3.9		30,973
12	Guidant Corp.	USA	\$3.6		12,000
13	3M Healthcare	USA	\$3.5		69,315
14	Zimmer Holdings	USA	\$3.3	41	6,700
15	Becton, Dickinson & Co.	USA	\$3	41.3	25,600

(Source: *Top 30 Global Medical Device Companies*, Medical Product Outsourcing Magazine July/August 2006)

## QUEENSLAND'S BIOTECHNOLOGY STRATEGY

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  - Agriculture – high value tropical crop development, animal diagnostics, therapeutics and vaccines, and molecular farming/plant bio-factory; and
  - Environment and Industrial – biofuels and bio-products, molecular farming, bioremediation, and waste and wastewater management.
- Strategic support for industry financing, skills, infrastructure, alliances and communication will be critical in enhancing Queensland's global competitiveness and include the development of:
  - an investment and finance hub with sufficient funds and a critical mass of fund managers and analysts
  - an education and training system that generates a highly skilled, highly trained workforce
  - appropriate infrastructure to support firm establishment, growth and development
  - alliances built on mutual synergies between regions that help develop critical mass, promote technology transfer through exchange of researchers, industry personnel and students, and seed strategic projects
  - open communication and engagement between Government, industry and the community.
- Since 1998 the Queensland Government has invested over AU\$600 million in the biotechnology industry. Of that investment, more than AU\$420 million has helped establish world-class R&D infrastructure such as the Institute for Molecular Bioscience at the University of Queensland.
- Queensland Government initiatives such as the AU\$7 million BioPharmaceuticals Australia scale-up manufacturing facility and the \$5 million Queensland Clinical Trials Network are helping to translate the cutting-edge discoveries of our researchers into commercial outcomes.

- The Queensland Government is currently working in collaboration with the Queensland Biotechnology Advisory Council to develop a second suite of initiatives under the Strategy. For example, real opportunities exist to:
  - establish Queensland as a world leader in the application of beef biotechnologies to create a safer and more secure food supply, and a more sustainable and cost-competitive production environment.
  - exploit the research expertise of the Queensland sugarcane industry to globally position the State at the forefront of new and innovative products, such as ethanol, biopolymers, nutraceutical and pharmaceutical products, and slowly digested sugar.
  - broaden the economic base of Queensland through biorefinery technology, utilising second generation feedstocks to produce bioproducts including biofuels, biochemical and biomaterials.

(Source: Office of Biotechnology, Department of State Development)

# **QUEENSLAND AND AUSTRALIAN BIOTECHNOLOGY INDUSTRY STATISTICS**

## **Queensland**

As at December 2005, there were 88 core biotechnology companies in Queensland and 68 research institutes which have some involvement in biotechnology.

In the last five years, up to one third of the new biotechnology companies formed each year have been headquartered in Queensland.

There are over 330 products sold by biotechnology companies in Queensland.

In 2004/05, the estimated total income of biotechnology organisations across Queensland was A\$292 million for companies and A\$404 million for research institutes, a total of A\$696 million.

Estimated total employment across the State was 1,933 employed by biotechnology companies and 3,282 employed at biotechnology-related research institutes, a total of 5,215 people.

Queensland inventors' share of US biotechnology patents awarded to Australian inventors rose from 11.6% in 2002 to 13.7% in 2005.

Queensland's research institutes have been particularly strong in producing spin-off companies. Of the 36 spin-off companies started by research institutes in Australia in 2002/03, nine of them were started by research institutes based in Queensland (25%). This proportion increased to almost 50% in 2004/05 when six of the 13 spin-off companies started by research institutes were based in Queensland.

Queensland-based researchers lifted their publication of biotechnology-related papers from 837 in 1997 to 1,364 in 2005.

(Source: Innovation Dynamics (2006), Queensland Biotechnology Report 2006)

## **Australia**

The number of core biotechnology companies in Australia more than doubled to 427 in just five years.

Human therapeutics account for 7 per cent of core biotech companies, 16 per cent are agricultural biotech and 1 per cent are diagnostics companies.

Australia has a well-established medical device industry, a strong position in nanobiotechnology, and is internationally regarded for its expertise in stem cell research. Significant opportunities exist in cross-sectoral areas such as clinical trials, proteomics and biodiscovery.

Australia has a strong tradition in biotechnology R&D, highlighted by a number of Nobel Prizes in the areas of immunology, gastritis, anti-infectives and chemistry.

The industry has 474 therapeutic products in development.

The market capitalisation of combined biotechnology and medical device companies more than doubled to A\$26.5 billion in December 2006, up from A\$10.1 billion in December 2003.

The Economist Intelligence Unit pharmaceuticals benchmarking study of November 2005 found that Australia scored strongly on costs, most significantly against other OECD

countries such as the US, the UK, Germany and Japan. Some of the findings of the study include:

- Australia was ranked first when compared against six competitor countries, including the UK and the US, as a location to conduct clinical trials;
- Australia has clear advantages in the cost of hiring skilled labour; and
- Australia's IP protection system was ranked ahead of those of Japan, the UK and the US for its strength and balance (second only to Singapore and Germany).

(Source: Australian Biotechnology Handbook 2007, Committee Marketing Australian Biotechnology)

## **BIOPHARMACEUTICALS AUSTRALIA (BPA) QUEENSLAND SCALE-UP MANUFACTURING FACILITY**

The Queensland Government's proposed Scale-Up Manufacturing Facility BioPharmaceuticals Australia (BPA), which forms part of the Smart Queensland: Smart State Strategy 2005-2015, will manufacture small quantities of drugs and therapeutics for use in pre-clinical and clinical trials. A\$7 million has been committed to seed the stage establishment of the facility. BPA is currently seeking funding for the facility from a number of options, including Federal Government grants. It is expected that the facility will be operational by 2010-11.

BPA is capitalising on the Queensland Government's Smart State investments in the Australian Institute for Bioengineering and Nanotechnology (AIBN), Queensland Institute of Medical Research (QIMR), TetraQ, Queensland Viral Testing and Product Characterisation Centre and the Queensland Clinical Trials Network Inc by involving them in an industry network, leveraging their core competencies.

In addition, the Federal Government has earmarked up to a further A\$16 million through a competitive grant process for the establishment of a small scale mammalian cell fermentation facility in Australia. The BPA initiative seeks to secure this funding as mammalian cell fermentation will be the focus of the facility. It is expected that details of the grant will be released by the Federal Department of Industry, Tourism and Resources, in May 2007.

On 9 January 2006, Mr David Hughes was contracted as the General Manager of BPA to facilitate the establishment of the facility. Mr Hughes has worked in the biotechnology sector for the past 25 years in a range of roles including management of biotech R&D, major projects, and manufacturing operations. He recently returned from an overseas CEO position with a private biotech company.

The facility will be developed in two stages and BPA will not take on a direct role in the commercial operation of the new facility, but will provide ongoing business development and other support programs.

The first stage of the BPA initiative (the BPA Network) seeks to develop the market for contract manufacturing services whilst planning and overseeing the development of the new contract manufacturing facility (the stage 2 BPA Facility). This will involve commercial alliances with existing providers of Good Laboratory Practice (GLP) and Good Manufacturing Practice (GMP) services who see an opportunity to grow their business in a complementary fashion to the longer term objectives of BPA. Significant market intelligence has been gathered and many potential partners have indicated their interest in partnering in this initiative.

The Queensland Treasurer the Honourable Anna Bligh MP is currently reviewing the application to establish the Stage 1 entity as a company wholly owned by the Government. Cabinet is due to consider the appointment of the proposed Directors to the Stage 1 entity in May 2007.

The second stage will comprise the construction of a new state-of-the-art biopharmaceutical GMP facility in Queensland, with a likely operational start in 2010. The BPA Facility will be Australia's first fully dedicated, biopharmaceutical contract manufacturing organisation (CMO), manufacturing drugs and therapeutics to international standards, for use in preclinical and clinical trials. The BPA Facility will service the needs of the expanding global

biotherapeutic market and will focus on early stage companies that typically outsource process development and manufacturing.

Progress through the second stage will depend on negotiations with key local stakeholders and upon securing an alliance with an established contract manufacturing organisation to operate the facility.

An alliance with an established biotherapeutic CMO is a key element of the BPA Facility business model. Through such an alliance, BPA aims to leverage the reputation and track record of an established and respected operator. Mr Hughes has been establishing relationships with a number of CMOs in order to secure an alliance with one to operate the BPA Facility. Meetings with two international biotherapeutic contract manufacturing organisations are being planned during BIO 2007 in order to secure such an alliance.

The facility will specialise in produce biopharmaceuticals using mammalian cell fermentation. This primary focus is due to the immediate and unmet demand for such infrastructure as recognised at both the State and Federal levels.

A scale-up manufacturing facility will enhance the ability of Queensland and the nation to take drugs and therapeutics from the lab bench to the clinic. Only a small number of companies in Australia can do scale-up manufacturing, but none at the scale of operation or service quality level needed to properly address the current capability gap. Consequently, between A\$15 million and A\$60 million per year currently goes offshore.

(Source: Office of Biotechnology, Department of State Development, April 2007)

## **MEDIA RELEASE: QUEENSLAND COMPANY LAUNCHES NEW ERA FOR BIODISCOVERY**

Premier and Minister for Trade  
The Honourable Peter Beattie  
07/04/2007

A cutting-edge company exploring anti-cancer properties in tropical plants has become the first to be given the go ahead to collect native material from Queensland's rainforests under new biodiscovery laws.

Premier Peter Beattie today announced North Queensland-based EcoBiotics Limited had been granted a permit to take limited material from nature to create new pharmaceutical, medicinal and other products under the Biodiversity Act 2004.

"This signals the start of a new era for developing biotechnology products in the Smart State that could hold the key to unlocking new cures and treatments," Mr Beattie said.

"EcoBiotics Limited is an inspiring example of combining Smart State science with Queensland's pristine natural environment to create new healing chemicals, regional jobs and export income," he said.

"EcoBiotics has runs on the board, with trials underway into a human anti-cancer drug and a treatment for cancer in horses. It has also developed arthritis treatment products and a range of antibiotics."

Mr Beattie said EcoBiotics' work was another example of the Smart State leading the way in research and discovery, underpinned by legislation that balances this quest with the need to preserve Queensland's natural assets.

"We are the first Australian jurisdiction to develop laws governing the taking of limited native biological resources for biodiscovery purposes," he said.

"Queensland's unique biological diversity has the potential to create jobs and new industries, while developing cures and therapies that could help us enjoy longer, healthier and happier lives."

Mr Beattie said the Act balances conservation and biodiscovery.

"Under the Act the collection of samples is strictly limited and this is administered by the Environmental Protection Agency to ensure sustainability of the species being collected and their environment," he said.

"This is complemented by a comprehensive compliance code and application assessment system.

"We are driving an important new industry forward while at the same time preserving our rich diversity for future generations."

EcoBiotics Chief Executive Officer Dr Victoria Gordon said the collection permit, along with the company's biodiscovery access agreement with the Queensland Government, provided business and legal certainty for the commercialisation of products to multinational clients.

"We are keen to invest in growing our enterprise and this permit provides us with the perfect way to expand our biodiscovery activities into a broader collection area," Dr Gordon said.

"This increased biodiscovery opportunity will mean we can build our business which employs people from a range of skill bases - not just scientific."

The biodiscovery legislation meets internationally agreed requirements under the Convention on Biological Diversity for access to genetic resources.

April 7, 2007

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# AUSTRALIA–UNITED STATES FREE TRADE AGREEMENT

## BACKGROUND

- The Australia-United States Free Trade Agreement (AUSFTA) entered into force on 1 January 2005.
- 2005-06 was the first full financial year since the AUSFTA came into effect.
- Queensland's overseas goods exports to the United States of America (USA) increased from A\$1.43 billion in 2004-05 to A\$1.45 billion in 2005-06, an increase of 1.5% or A\$22 million.
- Queensland's overseas goods imports from the USA increased from A\$3.14 billion in 2004-05 to A\$3.22 billion in 2005-06, an increase of 2.4% or A\$74 million.
- The first annual AUSFTA review meeting between the Australian Government and the US Government was held on 8 March 2006.
- Federal Trade Minister the Honourable Warren Truss MP has written to the United States Trade Representative, Susan Schwab proposing that the second annual AUSFTA review meeting be held from 4–6 July 2007 in Cairns.

## ISSUES

The Queensland Government submission provided by the Premier to the Australian Government in February 2006 outlined observations from across the Queensland Government regarding the general functioning of the AUSFTA and identified a range of barriers still faced by Queensland exporters. Key barriers identified include:

- stringent quarantine arrangements and lengthy delays in the establishment of market access protocols for priority Queensland crops including mangoes, citrus, avocados and tropical fruits;
- lack of mutual recognition arrangements for service providers;
- lack of transparency for education providers; and
- complex rules of origin for manufactured goods exporters.

A letter from the Premier to Federal Trade Minister Warren Truss concerning the second annual AUSFTA review is currently being prepared.

The Department of Foreign Affairs and Trade (DFAT) advises that it does not anticipate any substantial breakthroughs from the second annual AUSFTA review.

Queensland remains considerably disappointed with the absence of any significant improvements in market access arrangements for Queensland sugar producers under the AUSFTA. The Deputy Prime Minister (and former Federal Minister for Trade) the Honourable Mark Vaile MP raised the issue of improved access to the US sugar market for Australian sugar producers at the first annual AUSFTA review meeting in 2006. However, DFAT advises that the United States Government remains unwilling to re-open the Agreement in the near term. It is noted that Australian sugar access to the United States was increased by 52,000 tonnes in the last 18 months to help relieve shortages caused primarily by Hurricane Katrina.

The AUSFTA continues to have had little impact on Queensland's trade in agriculture during the last two years. The access arrangements for beef do not appear to have facilitated any

obvious market access benefits for Queensland producers. DFAT continue to maintain that increased quotas and the progressive elimination of US tariffs on Australian beef over the next sixteen years of the agreement will eventually translate into hundreds of millions of dollars worth of extra sales to the US for Australian producers. The Queensland Government does not see any current evidence to support this view. DFAT has also advised that the Australian Government is seeking better access for retail ready lamb which was not part of the original AUSFTA.

The Queensland Government has previously expressed to the Australian Government the Queensland citrus industry's concerns about the United States' stringent market access requirements for Queensland citrus grown in black spot area orchards. The United States continues to apply an extremely high quarantine rating on citrus black spot which is disproportionate to the level of risk that citrus black spot presents for commercial trade. DPI&F are undertaking critical research on citrus black spot under the Asian Markets for Horticulture Initiative to develop management processes for a suitable market access protocol. DFAT advises that citrus is a priority product and that the Australian Government is continuing to negotiate with the US on all aspects of Queensland's citrus market access request.

The Queensland Government has previously raised specific concerns with the Australian Government concerning the lack of sanitary and phytosanitary protocols under the Agreement for fresh produce (especially avocados) and the lengthy delays in establishing protocols. DFAT advises that a Committee on Sanitary and Phytosanitary Matters, and a Standing Technical Working Group on Animal and Plant Health Measures, have been established to address a broad range of bilateral sanitary and phytosanitary matters. However protocol development continues to be a frustrating issue for industry. Currently the US are working on protocols for cherries, mangoes and litchis. Australia has requested priority for Inland citrus, stonefruit, avocados and tropical fruits.

With respect to avocados, DFAT advises that, to date, the US has not yet commenced work on a pest risk assessment. DPI&F researchers are working closely with Biosecurity Australia to develop phytosanitary management systems to meet the stringent US requirements. The Australian Government continues to engage with US officials to encourage them to progress Australia's market access requests for the priority products.

The Queensland Government has previously expressed to the Australian Government that a vast range of Queensland food products being exported to the United States still incur significant tariff costs, and that opportunities should be sought to fast track the phased tariff reduction commitments the United States Government made under the AUSFTA. DFAT has advised that it is investigating the matter.

The Queensland Government has also previously expressed disappointment that the AUSFTA failed to establish mutual recognition of professional standards and qualifications. This remains a fundamental barrier to services trade. It should be noted that a resolution was adopted by the US Conference of Chief Justices in February 2007 urging improved access for Australian lawyers seeking admission to the US, provided they pass the relevant State Bar exam.

On 11 May 2005, the US Congress passed legislation that created the new E-3 visa category, by way of changes to the *US Immigration and Nationality Act*. The E-3 Work Visa arrangements came into effect in September 2005. 10,500 E-3 visas per annum have been reserved exclusively for Australian nationals (by comparison only 900 Australians succeeded in gaining the US H-1B business visa in 2004). The E-3 visa allows Australian nationals to work for any US employer in a specialty occupation (e.g. architects,

accountants, engineers, lawyers, physicians and surgeons - not exhaustive). The "specialty" test is the same as that used in the existing H-1B business visa application process. The law requires the applicant to have: specialised skills; a bachelor's degree or higher; and a job offer from a US employer, which has to file a Labour Condition Application with the Secretary of Labour, a process similar to the existing H-1B process. Additionally, the E-3 visa affords entry for the professional worker's spouse and children (minors). Spouses are able to apply for authorisation to work in the US for any employer. Spouses and children do not count against the 10,500 per year limit. The Queensland Government has sought further concessions to broaden the categories for E-3 work visas. DFAT has advised that it would be premature to seek changes to the E-3 visa category so soon after its introduction. The US Ambassador to Australia, H.E. Mr Robert D. McCallum Jr advises that, to date, only half of the 10,500 E-3 visas available each year to Australians have been taken up.

In terms of the general functioning of the Government Procurement chapter, the Queensland Government has previously advised the Australian Government that it considers the provisions of the chapter in relation to thresholds, tendering options, exceptions and the side letter concerning supplier challenges function satisfactory. On 8 March 2007, as part of the preparations for the second annual AUSFTA review meeting, DFAT wrote to each State and Territory Government seeking briefings on issues relating to the AUSFTA Government Procurement obligations. The Queensland Government draft response indicates that all purchasing policies comply or will comply with the requirements of Government Procurement chapter. It also encourages the Australian Government to ask the US Government to encourage further sub-federal participation in the Government Procurement chapter of the agreement.

(Source: Trade Policy, Trade and International Operations Division, Department of the Premier and Cabinet, 24 April 2007)

## **SUMMARY OF THE QUEENSLAND – SOUTH CAROLINA SISTER STATE RELATIONSHIP**

On 13 May 1999, Queensland and South Carolina in the United States of America (US) signed a Sister State Friendship Agreement. The Agreement was signed by the Honourable Peter Beattie MP, Premier of Queensland and Jim Hodges, the Governor of South Carolina at that time.

Over the life of the relationship, six Memoranda of Understanding, in addition to the Sister State Agreement, have been signed covering areas such as economic cooperation, tourism and tourism student exchanges, education and educational media, and biotechnology. In addition, various collaborative projects aimed at building and strengthening educational, scientific, commercial, tourism and cultural links have been initiated.

The current mission is the fifth Queensland delegation that the Premier has led to South Carolina. Current activities under the relationship are outlined below.

### Koala Gift

As part of the Queensland State Koala Gift to Riverbanks Zoo and Garden in South Carolina, two male koalas were sourced from Japan in 2002 and two female koalas, Lottie and Killarney, were transferred from Queensland in 2003. Unfortunately, one of the males died before the females arrived and the other died after producing a joey with Lottie. The joey also died some weeks after first emerging from the pouch.

To help re-establish the breeding colony, a male koala named Great has been donated by the San Diego Zoo and arrived at Riverbanks Zoo on 12 March 2007. Great is expected to be mated with one or both of the females in the current breeding season.

To provide a further option for re-establishment of the koala colony, complete the State Gift and provide for the long term maintenance of genetic diversity, the Queensland Government has been working with the University of Queensland (UQ) to develop and refine koala artificial insemination technologies under the Koala Enhanced Genetic Exchange Program (KEGEP), with support from Riverbanks Zoo for disease research and the participation of Queensland zoos in artificial insemination trials.

Recent artificial insemination trials in Queensland have confirmed the effectiveness of chilled koala semen stored for 72 hours. This will allow enough time to ship semen to Riverbanks Zoo.

In tandem with this, the Environmental Protection Agency has been working with the Commonwealth Department of Environment and Water (DEW) to develop streamlined guidelines for the export of koala semen. These guidelines are being finalised by DEW, paving the way for an international trial.

Riverbanks Zoo has advised that United States Fish & Wildlife Service import approval may take up to six months, which will not allow a trial in the 2007 mating season. Consequently, planning is now underway for the first international trial to be conducted at Riverbanks Zoo during the 2008 breeding season commencing around March 2008.

## Science and Technology Collaborations

At BIO 2005 in Philadelphia, the Premier signed a Statement of Intent with the South Carolina Government to explore the development of biotechnology collaborations.

This agreement has prompted and facilitated various missions and exchanges between Queensland and South Carolina universities and other research institutes to explore and develop collaborative activities at an institutional level. For example, in December 2005, a South Carolina delegation visited Queensland to build on this agreement.

The Queensland University of Technology (QUT) and South Carolina's Clemson University also signed an agreement to collaborate in biotechnology and life sciences at BIO 2005. A Clemson University delegation visited Queensland in August 2006 to progress the development of a number of joint projects.

Specific collaborations under development include:

- improving the efficiency of ethanol production from woody biomass;
- developing new varieties of agricultural products through agri-genetics; and
- develop novel functional foods; and
- the Rural Technology Village – developing strategies to enable rural communities compete in the knowledge economy.

Funding applications are pending in relation to a number of projects. For example, QUT lodged an application regarding the Rural Technology Village in the 2007 call for applications for the Queensland Smart State Innovation Fund.

The Queensland Brain Institute at UQ proposes to sign a collaborative agreement with the Medical University of South Carolina during the current mission. This agreement will focus on neurotrauma and dementia.

As a result of the visit to Queensland in February 2007 by a delegation from the University of South Carolina (USC), a range of collaborations are being explored and developed including:

- an agreement with the Australian Institute for Commercialisation to provide reciprocal services to clients that will afford them a greater opportunity to commercialise their innovations in the US and Australia respectively;
- an agreement with UQ to promote research and other collaborations in relation to hydrogen energy and involve other stakeholders in each State; and
- an agreement with UQ to expand existing collaborations around evidence-based parenting and family support programs.

It is expected that a number of these will be ready for signing during the current mission.

USC has also expressed interest in collaborating with UQ's Queensland Brain Institute in neuroscience and with the Koala Study Program at UQ in disease testing and other research that would support the Koala Gift and artificial insemination activities.

The Greenwood Genetic Center is currently exploring collaborations with a number of Queensland institutes in mental retardation, birth defects and autism; and the Hollings Marine Institute is exploring prawn aquaculture links.

The South Carolina Biotechnology Incubation Program (SC BIO) has been a valuable ally in developing scientific collaborations between Queensland and South Carolina, participating in reciprocal reviews, policy debate, mentoring and grant applications. The CEO, Karl B. Kelly, has been a member of the Queensland North America Biotechnology Advisory Council since January 2004 and will be awarded the 2007 Premier of Queensland Champion Award during the current mission in recognition of his efforts in championing Queensland in the US.

SC BIO has recently instituted a program of hiring QUT graduates to undertake a two year rotation in South Carolina to support biotechnology commercialisation. The first graduate has recently commenced in his role.

### Education

In August 2000, a Memorandum of Understanding was signed to establish a Tourism and Hospitality Student Exchange Program. Under the Program, students from the College of Charleston, USC, Coastal Carolina University and Johnson & Wales University are able to undertake a semester of study in one of a number of participating Queensland universities. Reciprocal arrangements apply for Queensland students. A Griffith University student has been studying at the University of South Carolina in the first semester 2007.

USC's Moore School of Business and QUT's Faculty of Business operate an exchange program that allows postgraduate business students from each university to develop valuable overseas experience through a semester of foreign study. No students are currently under exchange but one Queensland student has already been accepted for exchange in August 2007, at which time USC students are expected to come to Queensland.

The Queensland Government has provided scholarships of \$2,000 to Queensland students participating in both of these exchange programs.

Sister School relationships continue to introduce young people in both States to the value of international links. Relationships exist between:

- Richland Northeast High School, South Carolina, and Kelvin Grove State High School, Queensland; and
- Satchel Ford Elementary School, South Carolina, and Ironside State School, Queensland.

### Trade

Queensland wine producer, Ballandean Estate Wines, continues to enjoy success in selling wines into the US market through a distribution arrangement with a South Carolina firm.

The South Carolina Department of Commerce, the South Carolina Export Consortium and other South Carolina business groups are currently promoting the State's first trade mission to Australia from 20-26 October 2007.

Leading sectors for South Carolina companies include: aircraft and parts; automotive parts and accessories; construction machinery; franchising; cosmetics and toiletries; information technology services; medical equipment; mining industry equipment; oil and gas field machinery; pollution control equipment; safety and security; and telecommunications parts and equipment.

It is planned that mission delegates will be in Brisbane for a few days at the commencement of the mission before moving on to other Australian cities. The mission is being promoted by the organisers as an opportunity to visit South Carolina's Sister State and will hopefully prompt other South Carolina officials to visit Queensland at that time to enable the development of commercial and other relationships.

The trade mission will coincide with Queensland Export Week. Delegates will be included in Export Week 2007 activities, making it a valuable opportunity to explore business links with Queensland.

#### Other Activities

The Honourable Judy Spence MP, Minister for Police and Corrective Services, visited South Carolina in 2007 accompanied by Frank Rockett, Director-General of Corrective Services, and Mr Bob Atkinson APM, Commissioner of Police. The delegation visited Charleston and Columbia for broad ranging meetings with some of South Carolina's prominent leaders and gained a broad appreciation of the Sister State relationship and discussed with their counterparts the similarities and differences between the judicial, legislative and governance systems in Queensland and South Carolina.

The Queensland delegation met with Senator John Drummond, President Pro Tempore Emeritus, South Carolina Senate; the Honorable Jean Toal, Chief Justice, South Carolina Supreme Court; Mr Joe E Taylor, Jr, Secretary of Commerce; Mr Jon Ozmint, Director, Department of Corrections; H. Dean Crisp, Columbia Chief of Police; Lindy Rinaldi, Chief of Police for the South Carolina State Ports Authority; Robert Stewart, Chief of the State Law Enforcement Division; John Durst, Honourary Ambassador for Queensland; Fred Monk, President of the South Carolina Export Consortium; Mr Mike LeFever of McAngus, Goudelock & Courie, LLC; and Mr Tom E. Persons, Sr, President and CEO of the South Carolina Technology Alliance.

Author Janette Turner Hospital was appointed as an Honorary Ambassador for Queensland in May 2004. Professor Turner Hospital, who grew up and taught in Queensland, is currently Carolina Distinguished Professor of English at the University of South Carolina. She also won a Queensland Premier's Literary Award in 2003 for her novel *Due Preparations for the Plague*.

The Richland County Public Library has established a sister library relationship with the Brisbane City Council Library Service. The partnership provides a forum for exchanging ideas and information on programs that could be expanded through joint efforts. One joint initiative, in conjunction with the Somerset County Council Libraries, Arts and Information Service in the United Kingdom, is the first 24 hour global reference service called "Answers Now-All the Time, Across the World" which went live in November 2002. To access the service, patrons can logon to one of the three libraries' web sites and are able to interact online, gaining access to information and resources 24 hours a day. (Source: International Collaborations, Trade and International Operations Division, Department of the Premier and Cabinet)



# HONG KONG

Special Administrative Region  
of The People's Republic of China

Fact Sheet

## General information:

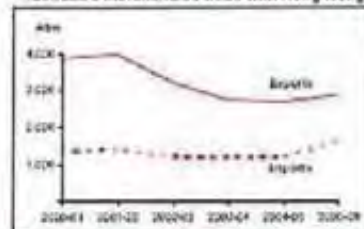
Fact sheets are updated biennially, May and September

Capital: Hong Kong  
Surface area: 1 thousand sq km  
Official languages: Chinese, English  
Population: 7.0 million (2005)  
Exchange rate: A\$1 = HK\$5.8366 (July 2008)

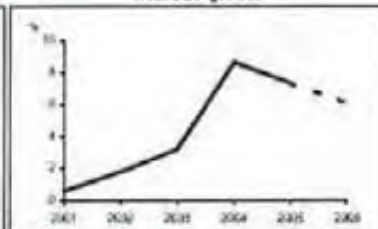
Head of State:  
H.E. President Mr Hu Jintao  
Head of Government:  
Chief Executive The Hon Donald Tsang Yam-kuen

Recent economic indicators:	2001	2002	2003	2004	2005(a)	2006(b)
GDP (US\$bn) (current prices):	106.5	103.7	108.5	105.8	177.7	188.7
GDP PPP (US\$bn) (c):	176.8	183.3	193.0	214.2	233.4	249.0
GDP per capita (US\$):	24,636	24,124	23,150	23,960	25,493	26,824
GDP per capita PPP (US\$) (c):	26,154	27,007	26,197	30,970	33,479	35,596
Real GDP growth (% change YOY):	0.6	1.8	3.2	8.6	7.3	6.0
Current account balance (US\$m):	9,765	12,412	16,469	15,728	20,276	16,431
Current account balance (% GDP):	9.9	12.0	15.1	14.8	11.4	8.7
Goods & services exports (% GDP):	159.3	149.6	171.1	190.2	197.9	207.1
Inflation (% change YOY):	-1.6	-3.0	-2.6	-0.4	0.9	2.3

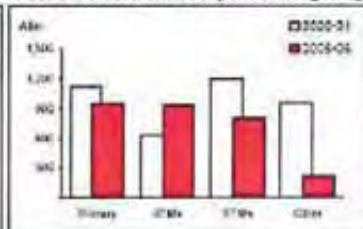
Australia's merchandise trade with Hong Kong



Real GDP growth



Australia's merchandise exports to Hong Kong



## Australia's trade relationship with Hong Kong (d)

### Australian merchandise trade with Hong Kong, 2005-06:

Exports to Hong Kong (A\$m):	2,898
Imports from Hong Kong (A\$m):	1,652
Total trade (exports + imports) (A\$m):	4,550

Total share:	Rank:	Growth (yoy):
1.8%	12th	7.0%
1.0%	20th	36.5%
1.4%	17th	16.1%

### Major Australian merch. exports, 2005-06 (A\$m):

Crustaceans	344
Zinc	334
Aluminium	249
Pearls and gems	183

### Major Australian merch. imports, 2005-06 (A\$m):

Non-monetary gold	264
Telecommunications equipment	116
Jewellery	80
Printed matter	68

### Australia's trade in services with Hong Kong, 2005-06:

Exports of services to Hong Kong (A\$m):	1,804
Imports of services from Hong Kong (A\$m):	1,618

### Total share:

3.8%
3.9%

### Major Australian service exports, 2005-06 (A\$m):

Education-related travel	600
Personal travel excl. education	330

### Major Australian service imports, 2005-06 (A\$m):

Transportation	759
Personal travel excl. education	318

## Hong Kong's global merchandise trade relationships:

### Hong Kong's principal export destinations, 2005:

1	China	44.6%
2	United States	15.9%
3	Japan	5.2%
11	Australia	1.2%

### Hong Kong's principal import sources, 2005:

1	China	44.1%
2	Japan	11.4%
3	Taiwan	7.4%
18	Australia	0.6%

Compiled by the Market Information and Analysis Section, DPAT, using the latest data from the ABS, the IMF and various international sources.  
(a) and (b) are subject to revision; (c) IMF's forecast; (d) PPP is purchasing power parity; (e) Total may not add due to rounding.

# **COUNTRY BRIEF: HONG KONG SPECIAL ADMINISTRATIVE REGION OF THE PEOPLE'S REPUBLIC OF CHINA**

## **COUNTRY OVERVIEW**

### Political

- Hong Kong is a Special Administrative Region of the People's Republic of China with a limited democracy. The Hong Kong legal system is based on English common law.
- On 1 July 1997, Hong Kong, including Hong Kong Island and the Kowloon Peninsula, reverted to Chinese sovereignty, resulting in the creation of the Hong Kong Special Administrative Region (HKSAR). This year, Hong Kong marked the 10th anniversary of the end of British colonial rule.
- Unique arrangements for the government of the HKSAR were established under the terms of the 1984 Sino-British Joint Declaration and 1990 Basic Law. In accordance with the principle of 'one country, two systems', Hong Kong maintains a high degree of autonomy in all matters except foreign affairs and defence.
- The Basic Law grants Hong Kong a prescribed autonomy to maintain and develop international relations and to conclude and implement agreements with states, regions and relevant international organisations in, among others, the economic, trade, shipping, communications, tourism, cultural and sporting fields.
- The HKSAR Government comprises the Chief Executive, the Executive Council, the Administration, and the Legislative Council.
- Mr Donald Tsang Yam-Kuen is Hong Kong's second Chief Executive, succeeding Mr Tung Chee Hwa who resigned in July 2005 citing health reasons.
- Mr Tsang was then re-elected for the second five-year term as Chief Executive on 25 March 2007. Of 772 valid votes of the Election Committee, Mr Tsang won 649.

### Economic

- Hong Kong has long been considered a strategic entry point to the mainland Chinese market. It is a major provider of services to China and the East Asian region. It offers free flows of capital, a fully convertible currency, infrastructure and adherence to the rule of law.
- Hong Kong has an open market economy, is highly dependent on ongoing international trade, is a major international business and banking centre, and is the base for some of the region's most important corporate headquarters.
- The Hong Kong economy continues to show above-trend growth. The Gross Domestic Product (GDP) accelerated to 6.8% in the third quarter of 2006 and is forecast to be at least a respectable 4.5% in 2007.
- Manufacturing makes up some 3.2% of GDP in Hong Kong, while around 87% of Hong Kong's GDP is generated through the service industry. Hong Kong has the most advanced services sector in China and is the only international financial market in China.

### **Closer Economic Partnership Agreement with China**

- In June 2003, Hong Kong signed a Closer Economic Partnership Agreement with China, its leading trade and investment partner. The agreement, which came into effect from 1 January 2004, gave favourable treatment to Hong Kong manufacturing and service providers to access the Chinese market. It allowed for zero import tariffs on 273

products of Hong Kong origin and further liberalised 17 service sectors for Hong Kong companies who entered the mainland market. The agreement benefits Australian companies who set-up or acquire intermediate, wholly-owned Hong Kong subsidiaries for manufacturing goods that are intended for the Chinese market.

#### **The Pan-Pearl River Delta Regional Cooperation and Development Forum**

- The Pan-Pearl River Delta (pan-PRD) Regional Cooperation and Development Forum was established in June 2004 to integrate the economies of Hong Kong and southern China.
- The trend towards integration had progressed over the preceding 25 years, with many Hong Kong manufacturers moving operations into the Pearl River Delta region fuelling major economic growth. Many overseas businesses rely on the combined region of Hong Kong and the Pearl River Delta region to source, sell and manufacture their products competitively and efficiently.
- Hong Kong aims to develop finance, infrastructure, tourism, transportation and technology links within the Pearl River Delta.
- Further integration is being explored under the "9 plus 2" initiative which is working towards linking Hong Kong, the former Portuguese colony of Macao, and the nine provinces (Fujian, Jiangxi, Hunan, Guangdong, Guangxi, Hainan Island, Sichuan, Guizhou and Yunnan) in China's Pearl River Delta region. The initiative aims to establish an economic partnership to rival Shanghai and Beijing, at a time when regional trading blocs are emerging in China.

#### **QUEENSLAND – HONG KONG BILATERAL RELATIONSHIP**

##### High Level Visits

- Queensland's trade and economic ties with Hong Kong have been enhanced through regular high-level visits, including your trade missions to Hong Kong (June 2004, June 2002, and August 1998) and the visit by the Honourable Tom Barton MP as Minister for State Development in (2002), the Honourable Tony McGrady MP as Minister for Police and Corrective Services (2002); the Honourable Stephen Robertson MP as Minister for Natural Resources and Mines (2003); the Honourable Henry Palaszcuk MP as Minister for Primary Industries and Fisheries (2005); the Honourable Margaret Keech MP as Minister for Tourism, Fair Trading and Wine Industry Development (2005); the Honourable Craig Wallace MP led a Parliamentary Delegation (2005); and the Honourable Tony McGrady MP as Speaker of the Queensland Parliament (2006).

##### Community Links

- According to Census 2001, at that date there were 6,646 Hong Kong-born residents living in Queensland. (Source: Australian Bureau of Statistics)
- Hong Kong-born Mr Eddie Liu OBE OAM was one of the Australian of the Year Finalists in 2004 (Local Hero Metropolitan for Queensland - Recipient). For over 50 years Mr Liu has been a leader in the Chinese community in Queensland. He was the driving force behind the establishment of the Chinese Club of Queensland in 1952 and Brisbane's Chinatown in Fortitude Valley.

## CURRENT COLLABORATIONS

### Police

- The Queensland Police Service have been active in marketing its Management Development Program and have offered positions to Hong Kong police officers on its three week Strategic Management and Leadership courses. Sixteen Hong Kong Police station sergeants have undertaken this training in Queensland to date. Three more sergeants will undertake training in Queensland in the first half of the 2007-08 financial year, with the possibility of more in the second half of the year.

### Health

- The Queensland Institute of Medical Research (QIMR) is developing a world first human clinical trial to combat a nose and throat cancer (*Nasopharyngeal Carcinoma - NPC*) or Guangdong Cancer for the benefit of Chinese communities. QIMR seeks to establish collaborators for these trials and philanthropic seed funding. The trials will be conducted in collaboration with China and Hong Kong, including the University of Hong Kong and Queen Mary Hospital in Hong Kong.
- The Queensland Health Skills Development Centre (QHSDC) has a partnership with the Chinese University of Hong Kong for the delivery of the Basic and Advanced Skills in Intensive Care Course (BASIC) conducted in Brisbane. Faculty from the University as well as clinicians from Hong Kong attend the course.
- The QHSDC has established close working relationships with Southwest Hospital in Chongqing which is the Third Military Medical University Hospital in China with the view to collaborating on programs.

### Arts and Culture

- The Queensland Pacific Film and Television Commission recently attended Filmart, Asia's World Entertainment Market in Hong Kong during March 2006 and promoted Queensland as a destination for international film and television productions. Hong Kong is considered as a strong source of potential business for Queensland film and post-production companies.
- In August 2006, the following five Chinese films were screened at the Brisbane International Film Festival (BIFF) as part of the Spotlight on Hong Kong programs: *2 Young*, *Everlasting Regret*, *Isabella*, *Perhaps Love* and *Mongolian Ping Pong*.
- The new Gallery of Modern Art (GoMA) in Brisbane and 'The Fifth Asia-Pacific Triennial of Contemporary Art' (APT5) opened on 1 December 2006. The APT5 cinema programs were the first to be presented in the Australian Cinémathèque's purpose-built cinemas and exhibition gallery at GoMA. The programs explored the diversity of cinema practice in the Asia-Pacific region, and included an in depth showcase on Hong Kong filmmaker Jackie Chan and a major thematic film program entitled '*Hong Kong, Shanghai: Cinema Cities*'.
- The *Hong Kong, Shanghai: Cinema Cities* program is currently running from 2 March to 27 May 2007. The cinema has screened more than sixty films, presented midway between the centenaries of mainland Chinese cinema in 2005 and Hong Kong cinema in 2009. *Hong Kong, Shanghai: Cinema Cities* traces the enduring appeal of genres, stars and styles established in the golden age of Chinese cinema during the 1930s in Shanghai.

- The Australian Cinémathèque has acknowledged the generous assistance of the China Film Archive, Beijing, the Hong Kong Film Archive, Hong Kong, the Chinese Taipei Film Archive, Taipei, and the Centre de Documentation du Cinéma Chinois, Paris, in the preparation and presentation of the *Hong Kong, Shanghai: Cinema Cities* program.

#### Employment and Industrial Relations

- In September 2006, Queensland hosted a week long Occupational Rehabilitation study mission. A delegation from the Hong Kong Occupational Safety and Health Council were major contributors. The program involved planned presentations, discussions, visits and events with Government, insurer and medical experts in the fields of workers' compensation, occupational injury and workplace rehabilitation.
- In March 2006, Workplace Health and Safety Queensland (WHSQ), and the Department of Industrial Relations, hosted an incoming delegation of Inspectors from the Hong Kong Labour Department in Cairns and Brisbane. Discussions focused on safety systems to manage 'Sky Rail' cable systems in Cairns.
- The Hong Kong delegation visited Brisbane where WHSQ staff discussed items such as: amusement devices, cableway systems and control measures used in Queensland for the prevention of falls from heights within the construction industry. The delegation visited *Sea World* and reviewed the operation, maintenance and inspection processes of the amusement park and its cable way. Site visits to a number of Brisbane City construction sites were organised and the inspection of swinging stage work platforms and guardrails were carried out.

#### Communities

- The University of Hong Kong, the Hong Kong Police and a non-Government organisation in Hong Kong formed a consortium that developed a Victim Offender Mediation (VOM) project in Queensland. An academic from the University of Hong Kong, who represented the consortium, wrote to the Queensland Department of Communities in February 2007 to acknowledge Queensland's recognition and success towards the development of youth justice conferencing, and requested assistance in:
  - the VOM project where two social workers were transferred to Queensland and trained as conference convenors; and
  - the Department of Communities sent trainers and restorative justice experts to Hong Kong and conducted further lectures, seminars and training.
- The Department of Communities will offer two positions in a youth justice conferencing convenor training program in Brisbane commencing 30 April 2007 and has committed to ongoing discussions with the VOM project in relation to further assistance.
- In May 2006, a Chinese delegation, on behalf of the Social Welfare Department in Hong Kong, visited Queensland's two youth detention centres.
- This visit was part of a one week attachment program on Contemporary Management of Correctional Complexes for Young Delinquents. These delegates were employees of Corrections at the Tuen Mun Juvenile and Children Home in and included:
  - a Senior Social Work Officer/Superintendent responsible for the overall administration of the new correctional complex;
  - a Social Work Officer/Assistant Superintendent responsible for administering the operation and rehabilitation programs at the new facility; and

- a Chief Social Work Assistant responsible as a warden for care and custody of the inmates at the new facility in Hong Kong.

## TRADE OVERVIEW

- Hong Kong remains a highly significant strategic trade partner for Queensland. Hong Kong is a vital entry point for Queensland firms seeking access to the Chinese market where a large percentage of goods shipped to Hong Kong from Queensland are re-exported to China.
- During 2005-06, the Queensland Government pursued trade opportunities with Hong Kong in a number of sectors, including information and communications technologies (ICT), processed food and professional services.
- Queensland maintains a *Trade Queensland* office in Hong Kong which also covers trade and investment promotion activities in Southern China. In addition, Queensland's Special Representative to China, the Honourable Tom Burns AO, works closely with this office to pursue collaborative opportunities with Hong Kong.
- In 2005-06, merchandise exports from Queensland to Hong Kong were valued at A\$322 million. This represented approximately 11% of Australia's total merchandise exports to Hong Kong. Queensland's major merchandise exports to Hong Kong included food and live animals; manufactured goods; commodities and transactions not classified elsewhere; crude materials, inedible, except fuels; and machinery and transport equipment. (Source: Office of Economic and Statistical Research (OESR), Queensland Treasury).
- For the same period, Queensland's merchandise imports from Hong Kong totalled A\$142.5 million. Major merchandise imports included miscellaneous manufactured articles; machinery and transport equipment; manufactured goods; and chemicals and related products (Source: OESR, Queensland Treasury)

## Infrastructure

- The Sanderson Group and its Consortium is bidding for the design contracts for the Venetian Casino, Hotel and Conference Centre in Macau. The Commissioner supported Sanderson by presenting to the senior management of the Venetian Group (a major casino licensee and operator) on Sanderson's capability, accreditation in the market and reference projects as well as supporting its partnership with China Resources Group, a major listed Chinese state-owned consortium in Hong Kong is submitting a joint bid.
- HOK Sport + Venue + Event was appointed by the Hong Kong Jockey Club for a major improvement project of its racecourse at Happy Valley and was also short listed to provide a three-year contract on project management services for the Equestrian Stadium at the Hong Kong Jockey Club, an official Equestrian venue for the Beijing 2008 Olympic Games.
- Other projects also being considered by major firms and consultants (such as HOK, AHI Jensen Pty Ltd, Garden City Design Co, Skyrail, Birkdale Nursury etc), are: the West Kowloon Culture Centre project, the Ocean Park Redevelopment Project, and the Hong Kong Jockey Club master plan project in Hong Kong.
- Skyrail won a major project to design, build and operate a 5.5km cable car on Lantau Island valued at A\$160 million. Skyrail have completed the preliminary design using a 28-seater gondola for the cable car project. The cable car operation commenced in 2006.

- Queensland Rail has an established business presence in Hong Kong. Queensland Rail is an equity partner and technical advisor to the CHCQ Joint Venture (Chun Wo Holdings, Henryvicy Pty Ltd, China Railway Construction Corporation, and Queensland Rail), which won all three of the last track construction tenders in Hong Kong. The total value is over A\$270 million. The joint venture recently won construction of the Kowloon South track loop worth A\$24 million.

#### Food / Food Machinery

- Bundaberg Brewed Drinks Ltd's products are now available at the major supermarket chains and selective catering services in Hong Kong.
- Norganic Food Australia Ltd successfully entered the Hong Kong market and generated export sales of A\$17,500 for natural and organic breakfast cereals and bars. These products have been available at up-market supermarket chains in Hong Kong since October 2005.
- In August 2005 MG Kailis secured a contract to export live seafood (lobster and coral trout) to Hong Kong valued in excess of A\$2 million. According to the company, it expects to generate annual sales of A\$5 million.
- In July 2005, Barramundi Blue Aquaculture (BBA), exported organically farmed barramundi using the latest in eco-farming technology. The company secured Chef's Garden Limited, a major fresh food importer in Hong Kong as its agent. BBA now supplies weekly air shipments of fresh barramundi valued at over A\$10,000.
- Two buying missions from Hong Kong visited Queensland in 2005 and generated the following outcomes:
  - Hans Continental Smallgoods Pty Ltd secured a sales order of pork meat valued at A\$400,000 to the major supermarket chain, Park N Shop Hong Kong; and
  - OBE Beef Pty Ltd secured a sales order of organic beef to Park N Shop Supermarket, Hong Kong valued at A\$13,700.
- Austmarine Manufacturing Pty Ltd has appointed a new agent, Keogh International. The sale of three live fish tanks valued at A\$53,000 to the Hong Kong Golf Club has been secured.
- Brisbane based J W Beech Pty Ltd (Beech Oven) secured an order to supply catering equipment to Disneyland Hong Kong valued at A\$37,000. In 2006 sales of Beech Oven with Disneyland Hong Kong and the new casinos in Macau were estimated at A\$700,000.

#### Information and Communication Technology

- Vigil System secured a A\$20,000 contract in November 2005 with Kowloon Motor Bus, Hong Kong's largest bus operator, for its bus driver training program. The company is in current negotiations with other potential customers including Airport Authority and City Bus and New World First Bus.
- Global Business Expansions Pty Ltd., secured a A\$57,000 contract in March 2004 with Venetian Casino Macau to provide Workforce Management Software System. The company is pursuing the same opportunity with the other two casino operators in Macau.
- Brisbane-based companies *Global Banking & Securities Transactions (GBST)* and *Crossland Technology* have successfully established themselves in the Hong Kong

Information and Communication Technology (ICT) market and have current operations in the region. *GBST's* stockbroking software application is now used by three major stockbroking firms in Hong Kong. *GBST* is also negotiating with major international financial institutions including *Citigroup* and *CLSI*, *DBS* and *Merrill Lynch*.

### Aviation

- *Aviation Australia* is a training organisation established by the Queensland Government to support the development and growth of the aviation and aerospace industries in Queensland and more broadly across the Asia-Pacific region.
- *Aviation Australia* currently has contracts with *Cathay Pacific Airways* and *Dragonair* to train their basic aircraft maintenance engineering students. This training is conducted under approval from the local regulatory authority - Hong Kong Civil Aviation Department (HKCAD).
- *Cathay Pacific Airways* has extended this commitment to send another class of engineering cadets to *Aviation Australia's* training facilities at the Brisbane International Airport later in 2007.
- *Aviation Australia* also conducts professional development and management training for *Cathay Pacific*, and has recently submitted proposals to supply cabin crew training services to two airlines in Hong Kong.
- Future plans for *Aviation Australia* in Hong Kong are:
  - continued maintenance of relationships with HKCAD to meet compliance requirements;
  - continued training for *Cathay Pacific* and *Dragonair* to satisfy their respective requirements in engineering and professional development;
  - expanding scope of training delivery to *Cathay Pacific* and *Dragonair* in technical training;
  - developing cabin crew training services; and
  - developing other business opportunities with aerospace companies and other airlines.

### Education and Training

- Hong Kong is an important market for Queensland's Vocational and Educational Training, ELICOS, and higher education sectors. In 2006, there were 3,095 students from Hong Kong enrolled in Queensland across all sectors, which represents the sixth largest source market for Queensland.
- There was a 7% increase in Hong Kong students at Queensland universities between 2003 and 2004, from 2,682 to 2,867 students. Queensland has a comparatively small share of Australia's Hong Kong higher education students (10%), with most students going to New South Wales or Victorian universities (33% and 31% shares respectively). Hong Kong is the fifth largest source country for Queensland universities.
- Hong Kong continues to provide significant numbers of students in Queensland's Higher Education (1,681 – ranked fourth) and Vocational Education and Training Sectors (384 – ranked fifth).
- In 2006, there were 262 students from Hong Kong enrolled in the schools sector, representing an 8% increase on the previous year. ELICOS numbers from Hong Kong increased by 18% from 381 in 2005 to 449 in 2006.
- Currently, as at March 2006, 420 students from Hong Kong enrolled in the Queensland

VET sector, making Hong Kong Queensland's fourth largest source market.

- The majority of these students (1,725 or 60%) study onshore in Queensland. The remaining students either study interstate (300) or offshore (800).
- Hong Kong is the fourth largest study tours market for Education Queensland International. To date, during 2006-07, 233 schools sector study tour participants came from Hong Kong, slightly up from 197 in 2005-2006.

#### Other

- Birkdale Nursery, now known as Birkdale International, established the first-ever Queensland nursery in Zhuhai, Guangdong Province, People's Republic of China and secured a multi-million dollar contract to supply Queensland horticulture products to the Disney Theme Park in Hong Kong which opened in 2005.
- Hong Kong company Security Concepts Ltd has invested a total of A\$30 million in flat sheet glass manufacturing facilities at its 4.6 hectare site at the Yatala Industrial Estate. The company, trading as SCL Glass in Queensland, is involved in the specialist manufacture and sale of security and architectural glass. The first of four factories is being built by Queensland company Matrix Builders and Project Managers Pty Ltd at a cost of A\$4.5 million. The first stage of the project has resulted in A\$18 million of capital expenditure and the creation of 35 full-time jobs.
- The Director of the Hong Kong Trade Development Council led an Australia-New Zealand Business Association group to Queensland in March 2004, along with the Queensland Government Trade and Investment Commissioner.
- Pyrozone Manufacturing Pty Ltd who currently supply the Queensland market with fire extinguishing systems, was successful in securing a contract to supply their product to the first casino project in Macau with the Galaxy Group.

#### Tourism

- Hong Kong continues to be a major source market for Queensland tourism from Asia. Accordingly, Tourism Queensland maintains a regional office in Hong Kong with responsibility for Hong Kong and Southern China.
- The Hong Kong market is ranked just outside Queensland's top 10 largest international source markets, with around 42,800 Hong Kong residents visiting the state in the year ended December 2006. From the year ended December 2005, there was a 6% decline in the number of Hong Kong visitors to Queensland.
- In the year to December 2006, 29,957 visitors from Hong Kong nominated Queensland as their state of main stay. There was a 18.9% decline in Hong Kong visitors to Queensland between the year ended December 2005 and December 2006 (Source: Tourism Queensland).
- During February 2007 Tourism Queensland worked with *Qantas* and Tourism Tropical North Queensland, on tactical marketing campaigns that targeted free and independent travel markets. The campaigns had a combined value of A\$90,000.
- Tourism Queensland recently launched its Chinese language websites in both simplified and traditional Chinese in order to better service the China, Hong Kong and Taiwan markets. These sites will provide additional opportunities to focus on online campaigns and provide both trade and media with range of online tools to further promote Queensland's market.

- Tourism Queensland recently attended the first Tourism Australia Free and Frequent Individual Travel (FIT) mission in Hong Kong to further develop this growing market segment.
- The Australian Tourism Exchange will be held in Brisbane from 26 May to 2 June 2007. More than 16 key Hong Kong agents will be in attendance. This will include participation in pre and post familiarisations throughout the state to increase their knowledge of Queensland as a holiday destination.

(Source: International Collaborations, Trade and International Operations Division, Department of the Premier and Cabinet. Information is accurate as at March 2007)

## **MEETING WITH CATHAY PACIFIC AIRWAYS AND TOUR OF CATHAY CITY**

**Date:** Tuesday 1 May 2007  
**Time:** 9:30am – 11:30am  
**Venue:** Cathay City  
Hong Kong International Airport  
Chek Lap Kok

### **ATTENDEES**

<b>Daniel Cheung</b>	General Manager, Cathay Pacific Catering Services
<b>Dane Cheng</b>	General Manager Corporate Communication, Cathay Pacific Airways Limited
<b>Nick Rhodes</b>	Director Flight Operations, Cathay Pacific Airways Limited
<b>Olivia Kwan</b>	Corporate Communication Executive, Cathay Pacific Airways Limited

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party

### **MEETING OBJECTIVE**

- To support the Cathay Pacific Airways–Aviation Australia relationship by reaffirming the significant role of Cathay Pacific Airways' patronage in the growth of Aviation Australia's commercial business.
- To inspect, as a courtesy, Cathay Pacific Airways' world-class headquarters, Cathay City, in particular their food preparation facility.

### **DISCUSSION POINTS**

- At the meeting I highlighted that Aviation Australia has grown strongly since its establishment in 2001 and with its large clientele of major international airlines and aerospace companies including Airbus, Boeing, Emirates, Gulf Air, Qantas and Virgin Blue, is now recognised as the leading aviation technical training organisation in the Asia Pacific and one of the leading aviation maintenance training colleges in the world.
- Aviation Australia is an initiative of the Queensland Government.
- The Queensland Government's commitment to promoting the growth and development of local aviation and aerospace industries through initiatives like Aviation Australia has helped Queensland consolidate its position as Australia's Smart State.
- There has been a strong relationship between Cathay Pacific Airways and Aviation Australia, and 228 Cathay Pacific Airways and Dragonair staff have received maintenance and management training from Aviation Australia since 2002.

- In the context of Cathay Pacific Airways' reputation as one of the world's best airlines, its long-standing use of Aviation Australia as its engineering training provider has been an invaluable endorsement of Aviation Australia's capabilities and contributed significantly to the organisation's emergence as a world-leading aviation training provider.
- I commended Cathay Pacific Airways on its decision to extend its commitment to Aviation Australia by engaging it to train another class of engineering cadets at both its training facilities at the Brisbane International Airport and on-site at Cathay City later in 2007.
- I noted that Queensland is also an important source and destination market for passengers and that Cathay Pacific Airways service the market with daily flights between Hong Kong and Brisbane, as well as via Cairns two times per week.
- Cathay City, opened in 1999, is widely regarded as one of the most impressive airline facilities in the world.

## BACKGROUND

- Aviation Australia is a Queensland Government-owned training organisation that supports the development and growth of the aviation and aerospace industries in Queensland and the Asia Pacific region. The Queensland Government has provided Aviation Australia with A\$17.36 million in funding since its establishment in 2001, with a further A\$1.5 million committed in 2008.
- In the six years since its establishment, Aviation Australia has come to be recognised as the leading aviation technical training organisation in the Asia Pacific and one of the leading aviation maintenance training colleges in the world.
- While Aviation Australia was established primarily to provide a sustainable aircraft engineering training base for Qantas and other companies in South East Queensland, the organisation has sought to develop a commercial business leveraged off its core business to ensure its viability and the sustainability of services through industry cycles. Aviation Australia's commercial business generates profits that are reinvested to continue to develop its training capability and over time reduce reliance on public funding.
- A lucrative training contract between Aviation Australia and Cathay Pacific Airways was recently extended for a 12-month period. This is a key contract in Aviation Australia's commercial business.
- The contract between Aviation Australia and Cathay Pacific Airways was first established in 2002, and has been subsequently extended each year. Both parties are understood to regard the arrangement as ongoing, so this contract extension is essentially a formality.
- The initial contract was jointly entered into by Cathay Pacific Airways and China's Dragonair. As Cathay Pacific Airways completed a takeover of Dragonair in September 2006, they are now sole signatories to the training contract.
- The initial contract was to provide training to 18 Cathay Pacific Airways engineering cadets, and 3 Dragonair engineering cadets. Cathay Pacific Airways has extended this commitment to send another class of engineering cadets to Aviation Australia's training facilities at the Brisbane International Airport later in 2007. The economic value of this course, including accommodation and living expenses is approximately A\$1 million.

Please note that this figure is commercial-in-confidence and is approximate due to the difficulties associated with quantifying levels of trainee spending in Queensland.

- Cathay Pacific Airways, in 2002, was the first international airline to become an Aviation Australia customer. This was a seminal commercial relationship that established Aviation Australia's credibility in the sector— for a fledgling aviation training company, securing the backing of a reputable international airline is crucial to achieving credibility and a foothold in a highly competitive market.
- Cathay Pacific Airways is a highly reputable international airline. The Hong Kong airline is the sixth largest in the world by stock market value, serves 104 destinations in 35 countries and has 16,441 staff world-wide.
- The strong endorsement of Aviation Australia that was connoted by Cathay Pacific Airways' initial business has enabled the organisation to achieve significant growth in its commercial activities and secure the backing of several other major international aviation companies including Airbus, Boeing, Emirates, Gulf Air, Qantas and Virgin Blue.
- 228 Cathay Pacific Airways and Dragonair staff have received maintenance and management training from Aviation Australia since 2002. This training has been provided both locally in Queensland and at Cathay Pacific Airways' training facilities at Cathay City in Hong Kong.

#### Cathay City

- Cathay Pacific Airway's headquarters is known as Cathay City and is widely regarded as one of the most impressive airline facilities in the world.
- Cathay City is located on an 89-acre site at the Hong Kong International Airport at Chek Lap Kok, on the island's south east corner. Total floor area of the complex is more than 121 000 square metres, and incorporates:
  - a 23-storey, 500 room staff hotel;
  - a 10-storey, three tower office building;
  - an eight-storey Flight Training Centre that can accommodate 7 full flight simulators; and
  - a seven-storey workshop and storage building.
- The HK\$4.9 billion (A\$778 million) complex was completed in 1999.
- Cathay City's proximity to the airport was a key factor in its construction – it allowed the airline to consolidate a dozen or more facilities that had been scattered around Hong Kong onto a single site two km from the main airport terminal, where 3000 of its staff are located.
- Accommodating large numbers of itinerate staff at its primary hub city had become a significant problem for Cathay Pacific. Hong Kong is amongst the world's most expensive cities, and providing for staff to stay in the city between flights through the payment of cost-of-living allowances was proving financially prohibitive. Since the construction of the crew hotel at Cathay City, Cathay Pacific Airways saves approximately A\$62 million on cost-of-living allowance payments annually.
- The facilities at Cathay City allow baggage for all crew to be screened at the headquarters, and the hotel has its own flight security system, so crew boarding can transfer direct to the aircraft, bypassing the terminal.

- By comparison, the training facilities at Cathay City are three times the size of Aviation Australia's training facilities at the Brisbane International Airport.

## **QUEENSLAND AVIATION AND AEROSPACE INDUSTRY**

Queensland is the emerging centre for Australia's aerospace and general aviation industry, with almost 30 per cent of Australia's aviation firms located in Queensland. This growth is underpinned by the State Government's continued investment in projects and logistics that support the growth of the sector.

The total employment in the aerospace industry has been expanding at an annual average rate of 20% for the last ten years and now constitutes over 8% of the national employment base in the industry.

Over the last two years Hong Kong has become an important aviation hub for Australia. As a result, continued growth in total frequencies from Hong Kong to Australia is expected to increase which will help support continued growth in inbound tourism from Hong Kong to Australia. The Australia-Hong Kong market is Australia's 7<sup>th</sup> largest and Hong Kong is an important hub for passengers travelling to Australia from other countries.

(Source: [www.sd.qld.gov.au/aviation](http://www.sd.qld.gov.au/aviation))

### **The Queensland Aviation Strategy**

The aim of the Queensland Aviation Strategy is to promote a growing aviation industry that provides an increasing number of highly skilled jobs through direct employment. The strategy also aims to ensure appropriate aviation infrastructure, services and planning throughout Queensland.

### **Building on success**

Queensland has a strong track record of success in the aviation industry and the Queensland Government has promoted many valuable developments during recent years. There have been several important milestones in the recent development of the aviation industry in Queensland including:

- The location of the Virgin Blue headquarters in Brisbane in 2000 generating over 1000 new jobs;
- The relocation of Boeing Australia to Queensland in 1997 increasing direct employment and expanding the State's aerospace capabilities; and
- The Air Freight Council of Queensland has achieved better coordination and increases in air freight activities.

(Source: [www.sd.qld.gov.au/aviation](http://www.sd.qld.gov.au/aviation))

### **Aviation Australia**

Aviation Australia, was established by the Queensland Government in 2001. It has been the cornerstone in the Government's efforts to develop the State as an aviation and transport hub for the Asia Pacific region. Aviation Australia is one of only a few organisations in the world to be approved by the European and Hong Kong regulatory authorities, as well as Australia's Civil Aviation Safety Authority, to deliver aircraft

maintenance engineering training. (Source: <http://www.trainandemploy.qld.gov.au>)

Aviation Australia provides training for over 50 airlines and aerospace companies including: Qantas, Boeing, Cathay Pacific, Dragon Air plus regulatory authorities from a number of countries in the Asia Pacific. Aviation Australia is recognised as the leading aviation technical training organisation in the Asia Pacific, and one of the leading aviation maintenance training colleges in the world. (Source: <http://www.aviationaustralia.com.au>)

In Queensland, there are a number of regions focused on the aviation and aerospace sector including: the Brisbane Airport, Gold Coast International Airport, Amberley Aerospace Park, The Sunshine Coast region, Cairns Region, and the Wide Bay / Burnett region.

Queensland's reputation as a hub for leading edge aerospace companies is built on a number of significant capabilities including:

- aircraft and engine maintenance, repair and overhaul (including modification);
- avionics manufacture;
- maintenance, repair and overhaul and systems integration;
- aircraft structures, airframes including advanced composites and systems software;
- aeronautical design;
- manufacture and precision engineering;
- pilot training;
- skills development and training (ground and air crew);
- aerospace education;
- logistics; and
- unmanned aerial systems.

(Source: [www.sd.qld.gov.au/aviation](http://www.sd.qld.gov.au/aviation))

## **DINNER HOSTED BY QIMR**

**Date:** Tuesday 1 May 2007

**Time:** 6:30pm – 9:00pm

**Venue:** The Dynasty Club  
South West Tower  
Convention Plaza  
1 Harbour Road  
Wanchai, Hong Kong

### **OBJECTIVE**

- To acknowledge the individuals and companies who have provided funding for the world first clinical trial to defeat Nasopharyngeal Carcinoma (NPC) also commonly known as Guangdong Cancer, a virulent cancer of the nose and throat.

### **DISCUSSION POINTS**

- QIMR is developing the world first human clinical trial to defeat Nasopharyngeal Carcinoma (NPC).
- We noted the current progress of the cancer trials, noting that QIMR is working in collaboration with the University of Hong Kong and Queen Mary Hospital to transfer this treatment to deliver a world first Phase 1 clinical trial to eradicate NPC.
- I acknowledged the generous donations of some A\$1.7 million received to date from individuals and organisations including Kerry Holdings Limited – Kwok Group, which may be represented by Mr Ean Kwok, Director, Kerry Holdings Ltd, at the dinner and expressed support for this important work by QIMR and the generosity of the donors.

### **BACKGROUND**

- The Queensland Institute of Medical Research (QIMR) was first established by the Queensland Government in 1945. QIMR is one of the largest medical research institutes in the southern hemisphere and is recognised worldwide for the quality of its research. QIMR was originally established to further the study of tropical diseases in North Queensland. QIMR has broadened its scope to include the immunological, biological and molecular basis of a wide range of infectious diseases, cancers and other disorders. QIMR has also built a strong research stream in epidemiology, the study of the environmental, lifestyle and genetic factors that contribute to disease. QIMR is housed in two buildings, the Bancroft Centre and the Clive Berghofer Cancer Research Centre, located on the southern border of the Royal Brisbane Hospital complex and adjacent to the Royal Children's Hospital.
- Currently, QIMR employs over 700 scientists, students and support staff in four research divisions which include 38 separate laboratories, an Indigenous Health Program and a corporate division. QIMR has an active program for patenting and commercialisation of technologies developed within the Institute, including those developed in conjunction with academic or commercial collaborators.
- NPC is closely linked to the Epstein-Barr Virus (EBV) a common infection that affects more than 90% of the world's population. NPC is also one of the top four causes of

cancer death in the world with approximately 1000 cases reported per year.

(Source: QIMR)

- The *Trade Queensland Office* in Hong Kong arranged for the Honourable Tom Burns AO and the Honourable Tony McGrady MP to participate in meetings with QIMR during their visit to Hong Kong and China in April 2006.
- Meetings were arranged with relevant business and political leaders to discuss the Queensland Government's support of QIMR's proposals to conduct NPC trials in Hong Kong and China.
- The following outcomes resulted:
  - An anonymous donation of A\$500,000 was received from a Hong Kong philanthropist.
  - The QIMR laboratory was launched at The Second Military Medical University (SMMU) in Shanghai.
  - The NPC Advisory Board was established to raise funds from Asia for the clinical trials.
- In December 2006, Ms Michelle Lagana, Director, QIMR visited Shanghai to seek financial support for QIMR's collaborative NPC clinical trials in China.
- With the assistance of the *Trade Queensland Office* in Shanghai, Ms Lagana met with the CEO of Wuxi Suntech Power Group who established a charity foundation in The Hongkong and Shanghai Banking Corporation (HSBC). The initial feedback from Suntech regarding QIMR's project in China was very positive. QIMR is currently in the process of applying for funding from Suntech's charity fund in HSBC.
- Please note that on Wednesday 2 May 2007 you will be attending the signing between QIMR and Hong Kong University.
  - QIMR and the Hong Kong Li Ka Shing Faculty of Medicine have successfully collaborated on research projects for over 20 years and this agreement is the first to be signed between these parties.
  - QIMR has secured the \$3 million dollars required to support the phase I clinical trials that form the basis of the agreement with the Hong Kong Li Ka Shing Faculty of Medicine.
  - Upon successful completion of the Phase I clinical trials, QIMR will seek to conduct larger phase II trials in collaboration with Hong Kong Li Ka Shing Faculty of Medicine and other Universities in southern China including Sun Yat-sen University in Guangdong.
  - Activities under the agreement will be led by Professor Michael Good, who is one of Queensland's eminent medical researchers and a member of the Smart State Council.

#### Current progress of Human Cancer Trials

- QIMR has developed an immunotherapy treatment for NPC that stimulates the body's immune system to recognise and eradicate cancer cells. QIMR's cancer vaccine is non-invasive and uses T cells, specialised human immune cells that stimulate a positive immune response against cancer cells.
- QIMR is accredited by Australia's National Health and Medical Research Council

(NH&MRC), with all clinical trials conducted under the guidance of the Therapeutic Goods Administration (TGA).

- QIMR scientists are confident that this vaccine formulation, previously tested to protect animals against tumours similar to NPC, will produce a positive result. Recently, the vaccine formulation was tested in human cells and mice. The results indicated an immune response from the therapy.
- This treatment has also been trialled on other cancers including post transplant lymphoma (which results from the same virus, EBV), prostate, brain tumours and melanoma since 1996 with remarkable results.

(Source: QIMR, NPC Human Clinical Trial Progress Report)

#### Phase 1 Clinical Trial

- The Phase 1 trial will test 30 late stage NPC patients. These patients will be recruited by Professor William Wei and Dr Daniel Chua from the Department of Clinical Oncology, The University of Hong Kong.
- Blood samples will be taken from these patients and transported to QIMR in Brisbane under the supervision of Professor Denis Moss (Head, EBV Biology) and Associate Professor Rajiv Khanna (Director, Australian Centre for Vaccine Development).
- These samples will be processed within the Good Manufacturing Process (GMP) facility at QIMR. Immune cells will be grown within this facility to stimulate an immune response to EBV. When sufficient cells have been grown, they will be transported back to Hong Kong to the same patient. At present, there are no suitable facilities in Hong Kong for the growth of these cells.

#### Phase 1 to Phase 2 Clinical Trial

- Once the Phase 1 trials are conducted successfully, QIMR will plan to commence Phase 2 of the clinical trials and will test 900 patients from Hong Kong, Guangdong and Taiwan. (Source: QIMR)
- At present, QIMR have conducted 11 early stage clinical trials for cancer immunotherapies and are currently conducting a Phase 3 trial for melanoma and clinical trials to treat lymphoma, brain tumours and prostate cancer. (Source: NPC Human Clinical Trial Progress Report, QIMR)
- To assess the killer T cell immunity, several evaluation methods and technology will be used: ELISPOT technology can detect killer T cells directly from the patient's blood; MHC-peptide tetramers technology can measure total EBV cells numbers in patient's blood; and Real-time PCR technology can measure the amount of EBV DNA in the patient's blood. (Source: QIMR)

#### Current Funding Initiatives

- In 2005-06 QIMR received A\$10.5 million grant for its exported research services and attracted funding from the US, Europe and Asia. QIMR has established itself as the largest recipient of funding within Australia from the US National Institute of Health (NIH) with an annual value of A\$8.4 million. (Source: QIMR 2005-2006 Annual Report)
- Note that currently this treatment is available at no charge to patients and an estimated A\$3 million is required to fund the Phase 1 clinical trial.
- Currently A\$1.7 million has been secured from generous donations from individuals and organisations including Kerry Holdings Limited – Kwok Group. Clinical testing of this vaccine in humans will require additional financial support.

### **LIST OF ATTENDEES**

- Mr Richard Barton                      CEO, Gavin Anderson & Company (HK)
- Mr Stewart K C Cheng                Managing Director,  
Cheung Hung Development (Holdings) Limited
- Mr E.J Davison                          Partner, Kao, Lee & Yip
- Mr John Davison                        Partner, Kao, Lee & Yip
- Mr Thomas Lee                         Tom Lee Music
- Mr Henry Leung                        Senior Partner, PKF
- Dr John Nicholls                       Associate Professor, The University of Hong Kong
- Mr Kyran Sze                            Executive Director, Aedas Ltd
- Mr Chris Yeung                         Director, Victorsure Ltd
- Mr Robert Blain                        Chairman & CEO, CB Richard Ellis Limited
- Mr Ian C.W Fok                         Managing Director, Henry Fok Ying Tung Group
- Mr Morgan Parker                      President, Taubman Asia Limited
- Joe Joe Chan                            Past President, The Austrakian Chinese  
Association of Hong Kong
- Ms Angela To                           Deputy Commissioner, Queensland Government  
Trade and Investment Office, Hong Kong and South  
China
- Mr Andrew Low                         Head of Asia Corporate Finance, Macquarie Group  
of Companies
- Mr Edward Chong Pong                Executive Director, Shiu Wing Steel Limited,  
Easiatic Steel Limited
- Mr Mark Wood                          Australian Trade Commissioner (Austrade),  
Australian Consulate-General, Austrade

### **LIST OF INVITED MAJOR DONORS**

- Dr Chow Yei Ching, Chevalier International Holdings Limited
- Dr Li Dak Sum, Sharp-Roxy (HK) Limited
- Mr Ricky Ma Ching-Fat, President, Oriental Press Group Limited
- Mr and Mrs Alice Lam, High Fashion Charitable Foundation Limited (Confirmed)
- Mr Ean Kwok, Director, Kerry Holdings Limited

This dinner was an excellent initiative to thank donors and to build close relationships for the

future.

It was clear that those present were very appreciative of the invitation to attend, and considerable goodwill resulted from the evening.

## **CV OF DR CHOW YEI CHING**

Chairman and Managing Director, Chevalier International Holdings Limited

Dr Ching is the founder and Chairman of Chevalier International Holdings Limited, a public listed company in Hong Kong. He is also an Independent Non-Executive Director of Van Shung Chong Holdings Limited and Shaw Brothers (Hong Kong) Limited and a Non-Executive Director of Television Broadcasts Limited.

In 1995, Dr Chow was awarded with an Honorary Doctorate in Business Administration by The Hong Kong Polytechnic University and an Honorary University Fellow by The University of Hong Kong.

In 1996 and 1997, he was appointed as an Honorary Member of the Board of Directors by Nanjing University and was conferred an Honorary Doctorate of Laws by The University of Hong Kong.

Dr Chow also serves actively in a number of educational advisory committees and provides substantial support to The Hong Kong Polytechnic University, The University of Hong Kong and The Hong Kong University of Science and Technology in the area of R&D.

Dr Chow is a Consultative Professor of Zhejiang University and a Lecture Professor of Sichuan Union University in the People's Republic of China.

Dr Chow's enthusiasm in public services is evidenced from his appointment in 2001 as the Vice Patron of The Community Chest in Hong Kong. He was also appointed as the Honorary Consul of The Kingdom of Bahrain in Hong Kong in 2001. Dr Chow also actively participates in various professional bodies and associations on fraternal and Chinese affairs.

He is a Standing Committee Member of the Chinese People's Political Consultative Conference, Shanghai, the President of The Japan Society of Hong Kong and the Chairman of the National Taiwan University-HK Alumni Association.

In recognition of his contributions to local and overseas societies, Dr Chow was awarded honourable decorations from Britain, Belgium, France and Japan.

In 2004, Dr Chow was awarded the Gold Bauhinia Star from the Government of the HKSAR.

(Source: <http://www.chevalier.com>)

## **CV OF DR LI DAK SUM**

### **Chairman, Sharp-Roxy (HK) Ltd**

Dr Li received his Bachelor of Accounting degree from Fudan University at Chungking in 1945, and since then has pursued a highly successful career in business. In Hong Kong he is the Chairman of Sharp-Roxy (HK) Ltd and of Roxy Property Investment Co. Ltd, as well as Director of Hong Kong Television Broadcast Limited.

In Malaysia Dr Li is Chairman of Sharp-Roxy Electronics Corporation (Malaysia), Johore and Kedah. He is also Principal Shareholder of other Sharp-Roxy joint venture companies. In Singapore, Australia and New Zealand he is the Chairman of the Carlton Hotel Group.

Dr Li achieved distinction not only through his business acumen but also through his community service and his generous support of education both in Hong Kong and on the Chinese mainland. He served as Vice Chairman of the Tung Wah Group of hospitals and in capacities relating to his business and professional interests.

In 1993 Dr Li donated RMB\$500,000 (A\$78,125) and built the Ningbo city Rehabilitation Centre for the handicapped.

Dr Li has provided much of the funding towards education in particular to his previous school and university – Cheng Zhong Middle School, Shanghai and Fudan University.

- Dr Li provided Fudan University with assistance to re-establish the Department of Accountancy and a donated HK\$5 million (A\$769,230) to build the Li Dak Sum Building to meet the developmental needs of the School of Management.
- Dr Li provided additional funding of HK\$1 million (A\$153,846) to the Department of Accountancy to fund teacher development and purchase teaching equipment.

In 1994, Dr Li donated RMB\$3 million (A\$468,750) and built a student sports and cultural activities centre. He also donated RMB\$3 million (A\$461,538) to Cheng Zhong Middle School and built the Li Dak Sum Building.

Dr Li serves as a Member on the Board of Trustees at Fudan University and as Honourable President of the Alumni Association of Cheng Zhong Middle School.

Dr Li's generosity was also extended to Hong Kong institutions.

- he served as a Member of New Asia College's Board of Trustees;
- in 1979 he donated HK\$3 million (A\$461,538) to the Chinese University of Hong Kong and built the Li Dak Sum Building and in 1996 he donated HK\$1 million (\$153,846 to Foundation for Educational Development and Research.

(Source: The University of Hong Kong – Honorary University Fellowships)

## **CV OF MR RICKY MA CHING-FAT**

### **President, Oriental Press Group Ltd**

"Oriental Daily News" continues to be the best-selling newspaper in Hong Kong for the 30th consecutive year. On 16 December 1995, the daily circulation had reached 838,487 copies, a record high in Hong Kong. During the past years, "Oriental Daily News" has been keen in carrying out reforms, leading the industry in terms of reporters' equipment and reporting techniques, over-performing in editing, layout and artistic designs, and maintaining its advanced character.

In relation to charitable activities, the Group continues its sponsorship of the activity expenses of "Oriental Daily News Charitable Fund" and "The Sun Charitable Fund", including their human resources and administrative expenses, and reserves spaces in the two papers to raise funds for those in need.

In August 2006, "SHUM Ho-yin's Medical and Educational Account" was set up by "Oriental Daily News Charitable Fund", in which donations exceeding HK\$610,000 (A\$ 93,846) were raised. "Oriental Daily News Charitable Fund" and "The Sun Charitable Fund" respectively made donations of HK\$1.5 million (A\$230,769) to Pok Oi Hospital and around HK\$300,000 (A\$46,153) to over a hundred of poor students with outstanding academic and conduct performance. On 31 March 2006, the accumulated number of donors of "Oriental Daily News Charitable Fund" amounted to 592,183 with a total donation of HK\$398,092,333 (A\$61,244,974) received by the fund. A total amount of HK\$387,522,103 (A\$59,618,785) was allocated to 15,473 cases, benefiting 617,406 persons. Since its establishment in 1999 and up to 31 March 2006, the accumulated number of donors of "The Sun Charitable Fund" was 26,618 with a total donation of HK\$16,183,223 (A\$2,489,726) received by the fund. A total amount of HK\$13,986,212 (A\$2,151,724) has been allocated to 2,574 cases, and 67,583 persons have been benefited.

(Source: <http://www.finance.thestandard.com.hk>)

## **CV OF MR AND MRS LAM**

### **Managing Director and Chairman, High Fashion Charitable Foundation Limited**

Mr. Lam Foo Wah, is the Chairman and the Managing Director of the Company and a co-founder of the Group. He is also the Chairman of Theme International Holdings Limited. He oversees the Group's operations and is responsible for formulating the Group's overall policy and development. He has over 29 years' experience in the manufacturing and marketing of garments.

During the year, the Group made charitable donations totalling HK\$1,391,000 (A\$214,000) (Source: 2005 Annual Report – High Fashion International Limited)

High Fashion International Limited was founded in 1978 and is an investment holding company that is engaged in the manufacture, retailing and trading of garments. The Company is organised into two divisions; the manufacture and trading of garments and retailing of garments.

The company specialises in the manufacturing of silk and silk blended woven and knitted apparel for women and men. Its woven products include; jackets, pants, blouses, dresses, intimate apparel, shirts and coordinated sportswear.

The company manufactures for both private label customers and its own labels. The company is the largest non-state owned, vertical silk apparel manufacturer in China and was listed on the Hong Kong Stock Exchange in 1992.

(Source: [www.highfashion.com/hk](http://www.highfashion.com/hk))

## **CV OF MR EAN KUOK**

### **Director, Kerry Holdings Limited**

Mr Kuok has been with the group since 1978 and is a Director of Kerry Group Limited and Kerry Holdings Limited, the major investment holding companies of the Kuok Group based in Hong Kong. Mr Kuok is a graduate of Nottingham University with a Bachelor's degree in Economics.

Mr Kuok represents the interests of The Kerry Group a conglomerate controlled by Malaysian Chinese businessman Robert Kuok. The Kerry Group is the controlling shareholder of three listed companies in Hong Kong: Shangri-La, the Asian Luxury hotel chain; Kerry Properties; and South China Morning Post. In addition to holdings in listed companies, the Kerry Group also has substantial unlisted businesses, including an edible oils business in China; a regional logistics and warehousing business; and palm oil and sugar plantations and refineries in Southeast Asia.

(Source: <http://www.gammatelecom.com/holdings>)

## **BREAKFAST MEETING WITH CHEUNG KONG INFRASTRUCTURE LIMITED**

**Date:** Wednesday 2 May 2007  
**Time:** 8:00am – 9:15am  
**Venue:** Penthouse, 70/F Cheung Kong Centre  
2 Queen's Road Central  
Hong Kong

### **ATTENDEES**

<b>Mr Victor Li</b>	Chairman, Cheung Kong Infrastructure Holdings Limited
<b>Mr H L Kam</b>	Group Managing Director, Cheung Kong Infrastructure Holdings Limited
<b>Mr Edmond Ip</b>	Deputy Managing Director, Cheung Kong (Holdings) Limited
<b>Mr Alan A Yu</b>	Vice President and Chief Operating Officer, CK Life Sciences

The breakfast, generously hosted by Mr Li, enabled a detailed comprehensive overview of the interests of Cheung Kong in Australia, and Queensland in particular, and allowed me to detail the Government's major infrastructure priorities for the next decade.

It was agreed, at Mr Li's suggestion, that H L Kam, Group Managing Director of Cheung Kong Infrastructure Holdings Limited, would be the liaison point in future between the Company and the Queensland Government, with Mr Li copied in on all correspondence.

## **OVERVIEW OF THE NORTHERN ECONOMIC TRIANGLE BLUEPRINT**

The strategic intent of the Northern Economic Triangle Blueprint is to provide critical infrastructure to underpin private sector investment in industrial development and minerals processing over the course of the next half century.

There is a suite of projects and investigations currently being progressed by the Department of Infrastructure which will provide a solid basis on which the government can build future policy and strategy for the development of the region of North Queensland.

Already, significant challenges which need to be addressed to realise the vision of the Northern Economic Triangle have been identified. In particular, access to world competitive energy needs to be achieved if Queensland is to secure a number of current potential projects in both mining and value adding. In the medium to longer term, other challenges such as more land for industrial development and efficient transport corridors will need to be addressed.

The Queensland Government has a proven track record in facilitating the business environment to encourage private sector investment in value adding activities and accelerating economic growth in strategic areas based on competitive advantage. This has been demonstrated by the success of Gladstone in central Queensland as a world competitive location for minerals processing and chemicals manufacture and the Australia TradeCoast as a world class transport hub. Both these locations have had their success built on strategic government interventions partnered with significant private sector investments to achieve positive patterns of economic growth. The Northern Economic Triangle is an extension of this approach which will facilitate the further development of world competitive industrial precincts in north Queensland.

Government strategy implementation needs to be timely. At present, stakeholder interest demonstrates a high level of activity and investment opportunities in the region. Bowen, Townsville and Gladstone in central Queensland are under consideration by the Aluminium Corporation of China (CHALCO) as locations for an alumina refinery. In mining, new projects in excess of A\$1 billion of investment. The government has the opportunity now to explore innovative approaches to address investment impediments, particularly energy. Such strategic intervention as part of an overarching framework to create a globally attractive environment for investment will accelerate growth trends in the northern resource sector.

Queensland is an internationally recognised investment location for large-scale resource processing, mineral refining and metal smelting industries. Taking regional factors into account, the northern area of the state surrounding and including the major urban centres of Mt Isa, Townsville and Bowen, shows strength in:

- access to internationally significant raw materials (copper, lead, zinc, silver, bauxite, gold, limestone, molybdenum, oil shale, thermal and coking coal, tungsten, uranium, iron ore and coal seam gas);
- hosting world scale operations (QNI nickel refinery, Sun Metals zinc refinery and Xstrata copper refinery) and support industries; and
- availability of physical infrastructure and deep water ports at Townsville and Bowen.

In a recent benchmarking study on international attractiveness for investment in large-scale minerals processing, the Townsville region surpassed nine of the ten countries with the highest share of GDP derived from processed minerals production. (Gladstone and Townsville: international attractiveness for large-scale minerals processing, ACIL Tasman 2006) Townsville is ideally placed to maximise its development potential building on its already strong minerals processing industry.

Mt Isa, already a major mining centre based in the world class Carpentaria Minerals Province, has the potential to diversify and expand its mining and industrial base. In the longer term this would balance out cyclical impacts arising from dependency upon a narrow local economic base.

Bowen, the third urban area in the Northern Economic Triangle is ideally placed to become a new industrial hub based on its unique combination the deep water coal port of Abbot Point adjacent to large areas of land suitable for industrial development.

The Northern Economic Triangle Blueprint is intended to build on these strengths to provide economic, environmental and social benefits to the entire region of Townsville, Mt Isa and Bowen. Promoting greater industrial collaboration, value adding and seeking efficiencies in infrastructure provision and usage are a basis to build on the competitive advantages of an already successful regional economy.

The Blueprint for the Northern Economic Triangle is a strategy to provide critical infrastructure to underpin private sector investment in industrial development and minerals processing over the course of the next half century. It is designed to provide a framework for industry, government and the community working towards a common objective of development for the whole region.

The Blueprint is premised on the belief that Government's role in the strategic planning and delivery of infrastructure, investment attraction and project facilitation services can create an environment in which private sector investment will flourish. The intent of the Blueprint is to accelerate existing growth trends in the northern resources sector to levels which are globally significant in scale and scope.

The Blueprint also recognises that the future prosperity of the northern region cannot be achieved by solely focusing on economic development. The key to future success will be to focus on sustainability, with balanced priority given to economic prosperity, environmental protection and social amenity and collaboration between all stakeholders and the community.

In particular, the Northern Economic Triangle Blueprint is a strategic response by the government to:

- create a globally competitive minerals processing centre in north Queensland;
- raise the regional and international profile of the northern region based on its globally significant minerals resources and minerals processing;
- take advantage of the present global surge in demand for minerals and metals, which is expected to remain strong into the foreseeable future;
- maximise opportunities presented by large international companies such as the Aluminium Corporation of China Limited (CHALCO) and RUSAL, seeking

locations for value adding projects on the east coast of Queensland; and

- build on the current financial strength of the State and its successful track record in creating environments for industry development for example in the Gladstone region and Australia TradeCoast in Brisbane.

The Northern Economic Triangle Blueprint will deliver:

- strong economic growth, higher wages and community and social benefits based on value adding to Queensland's resources;
- environmentally sustainable and responsible development through effective planning; and
- developments that are socially acceptable to the community and which maintain community amenity.

The Department of Infrastructure is currently progressing a number of projects and investigations on which the Northern Economic Triangle Blueprint will be built.

During the first quarter of 2007 meetings will be arranged with stakeholders and members of the general community will be invited to provide views on measures that could be adopted by the State Government, Shire and City councils, and other development organisations to ensure the success of the Northern Economic Triangle as a major international hub for industrial development and resource processing.

(Source: Department of Infrastructure)

## **CV OF MR VICTOR LI**

### **Chairman, Cheung Kong Infrastructure Holdings Limited**

Mr Li attended college in the United States, earning both his Bachelor's and Master's degrees at Stanford University in California. Throughout the 1980s he worked in Canada, assisting his father with various real estate projects in Vancouver.

In 1990, Mr Li returned to Hong Kong to work for his father at Cheung Kong's central office.

Mr Li began his career with a Canadian subsidiary of Cheung Kong, Husky Energy Incorporated. He started as a Director on the board in 1987. The company performed poorly for several years in the early 1990s. After the mid-1990s, however, its performance improved. In 2001 Mr Li was promoted to co-chairman of Husky Energy. The company made a profit of A\$804 million in 2003. Husky Energy's economic success assisted Mr Li with Husky Energy's main investor, Hutchison Whampoa, another Li family business.

In 1995, Mr Li was an Executive Director at Hutchison Whampoa, and was appointed Deputy Chairman in 1999. As profits increased at Husky, so did the returns to Hutchison Whampoa.

Mr Li also served as the Director of Hopewell Holdings from 1991 to 2002. Hopewell was a Hong Kong-based company in which Cheung Kong held a minority interest.

In 1996 Mr Li was appointed Chairman of Cheung Kong Life Sciences, the pharmaceutical arm of CKI. The life sciences company enjoyed modest growth, releasing such products as VitaGain, a drink designed to strengthen the body's immune system. VitaGain's successful launch was assisted by the SARS outbreak in Asia in the spring of 2003. Cheung Kong Life Sciences had a large research and development capacity with a production capacity to match.

In 1996 Mr Li was appointed Chairman of CKI, the family's core business. CKI is a huge infrastructure conglomerate with holdings in Canada, Australia, Philippines, and the United Kingdom as well as in China and Hong Kong. In the early 2000s, the company owned quarries, tunnels, bridges, highways, electric utilities, water utilities, and cement companies. It also owned large quantities of real estate. In addition to these investments, CKI had moved into acquiring wireless network infrastructure in the third-generation wireless networks of Europe.

In 2003, Mr Li saved the bankrupt airline, Air Canada—an event that gained the attention of the North American business press. Mr Li offered the airline A\$495 million in return for a 31 percent stake in the company.

(Source: <http://www.referenceforbusiness.com/biography/F-L/Li-Victor-1964.html>)



# REPUBLIC OF KOREA

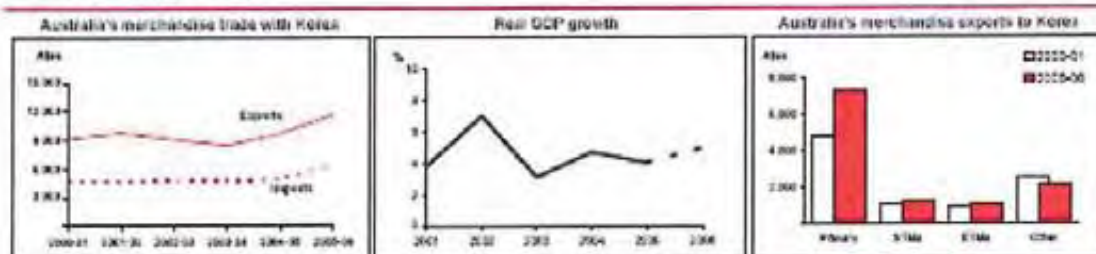
Fact Sheet

## General information:

Fact sheets are updated bi-monthly: May and September

Capital:	Seoul	Head of State and Head of Government:
Surface area:	99 thousand sq km	H.E. Mr Roh Moo-Hyun
Official language:	Korean	
Population:	45.3 million (2005)	
Exchange rate:	A\$1 = 721.5734 Won (Sept 2006)	

Recent economic indicators:	2001	2002	2003	2004	2005(a)	2006(b)
GDP (US\$bn) (current prices):	482.0	545.7	606.2	660.0	767.6	877.2
GDP PPP (US\$bn) (c):	759.8	827.0	859.9	934.2	954.4	1,095.2
GDP per capita (US\$):	10,178	11,482	12,710	14,142	16,308	18,015
GDP per capita PPP (US\$) (c):	15,046	17,368	18,180	19,430	20,590	21,877
Real GDP growth (% change YOY):	3.8	7.0	3.1	4.7	4.0	5.0
Current account balance (US\$m):	8,033	5,394	11,950	28,174	16,559	3,346
Current account balance (% GDP):	1.7	1.0	2.0	4.1	2.1	0.4
Goods & services exports (% GDP):	37.5	35.1	37.9	44.1	42.6	47.2
Inflation (% change YOY):	4.1	2.7	3.6	3.6	2.7	2.5



## Australia's trade relationship with Korea (d):

Australian merchandise trade with Korea, 2005-06:		Total share:	Rank	Growth (yoy):
Exports to Korea (A\$m):	11,715	7.7%	3rd	20.5%
Imports from Korea (A\$m):	8,490	3.9%	7th	29.7%
Total trade (exports + imports) (A\$m):	18,205	5.7%	4th	23.6%

Major Australian merch. exports, 2005-06* (A\$m):		Major Australian merch. imports, 2005-06 (A\$m):	
Coal	2,455	Passenger motor vehicles	1,076
Crude petroleum	1,365	Telecommunications equipment	887
Iron ore	1,278	Refined petroleum	636
Aluminium	741	Ships, boats & floating structures	552

\*Includes \$1.66m of confidential exports, mainly LNG, sugar & wheat, 17% of total exports

\*Includes \$1,080m of confidential exports, mainly LNG, sugar & wheat, 17% of total exports

Australia's trade in services with Korea, 2005-06:		Total share:
Exports of services to Korea (A\$m):	1,424	3.6%
Imports of services from Korea (A\$m):	351	0.9%

Major Australian service exports, 2005-06 (A\$m):		Major Australian service imports, 2005-06 (A\$m):	
Education-related travel	726	Transportation	220
Personal travel excl. education	520	Personal travel excl. education	42

## Korea's global merchandise trade relationships:

Korea's principal export destinations, 2005:			Korea's principal import sources, 2005:		
1	China	21.6%	1	Japan	18.5%
2	United States	14.5%	2	China	14.8%
3	Japan	8.4%	3	United States	11.7%
4	Australia	1.3%	4	Australia	3.6%

Compiled by the Market Information and Analysis Section, GFAT, using the latest data from the ABS, the IMF and various international sources.

(a) All recent data subject to revision; (b) IMF/EIU forecast; (c) PPP is purchasing power parity; (d) Total may not add due to rounding.

# COUNTRY BRIEF: REPUBLIC OF KOREA

## COUNTRY OVERVIEW

### Political

- Since its establishment in 1948 the Republic of Korea has maintained a presidential system (except for a brief period between June 1960 and May 1961 when a parliamentary system was in place).
- Under the presidential system, government power is shared principally by three branches: the executive (headed by a President elected for a single five year term); the legislative (a single-house National Assembly); and the judiciary.
- Under the 1987 constitution, Presidential elections are held every five years. The President, currently Roh Moo-Hyun, is only permitted to serve a single term in office; the next election is scheduled for December 2007. While the National Assembly (or parliament) is elected every four years with elections scheduled for April 2008.
- The Judicial system is comprised of three levels: the district courts, appellate courts and the Supreme Court.

### Economic

- Over the past 50 years, South Korea has turned its economy around from an impoverished, rural-based to a highly industrialised and internationally competitive economy.
- President Roh Moo-Hyun's main economic policy priorities include: reform of the *chaebol* (large conglomerates) business groups; encouraging good corporate governance and transparency; improving labour relations; and turning Korea into a business hub in North Asia. Under President Roh, there has also been significant liberalisation of South Korea's foreign exchange markets.
- The United States of America (USA) is the traditional mainstay of South Korea's international trade and financial linkages. However, Korea is beginning to diversify its international linkages by building relationships with other Asian nations. China recently became South Korea's largest trading partner, overtaking the USA as South Korea's premier export destination.
- South Korea is active in a number of international fora including: the World Trade Organisation; Asia-Pacific Economic Cooperation (APEC); Organisation for Economic Cooperation and Development (OECD); and the Association of East Asian Nations (ASEAN) Regional Forum. It holds regular consultations with Europe within the Asia-Europe Meeting.
- Since South Korea signed their first Free Trade Agreement (FTA) with Chile in 2003, they have entered into FTA's with ASEAN and Singapore. South Korea concluded an FTA with the US in April 2007 and is in current negotiations with Canada and Japan. South Korea is holding discussions with India, France, Mexico and the European Union.
- In December 2006, the Honourable Warren Truss MP, Australian Minister for Trade announced that Australia and South Korea will conduct a joint study on a possible free trade agreement.

## QUEENSLAND – KOREA BILATERAL RELATIONSHIP

- Queensland has an active relationship with South Korea which ranks among the State's top three trading partners.
- Collaborative and economic relations are fostered through a network of sister state and sister city relationships, regular high-level visits and the *Trade Queensland* office in Seoul.
- Currently, bilateral activity centres on primary industries, arts, education and tourism however, there is potential to expand into new areas such as marine services and products. Investment is particularly strong in the natural resources and mining sector.

### High Level Exchanges

- The development of the relationship between Queensland and South Korea is supported at the highest political level. Aside from your current mission, other recent high level missions to South Korea have been led by:
  - The Honourable Mike Reynolds MP, then Minister for Child Safety in July 2006;
  - The Honourable Margaret Keech MP, Minister for Tourism, Fair Trading, Wine Industry Development and Women in March 2006;
  - The Honourable Stephen Robertson MP, then Minister for Natural Resources and Mines in September 2005; and
  - The Honourable Henry Palaszczuk MP, then Minister for Primary Industries and Fisheries in May 2005.

### Formal Agreements

- Queensland has a number of agreements with South Korean regions and organisations. The highest level of these is the Sister State Agreement between Queensland and Gyeonggi Province which was signed in 1997.
- At a local level, Townsville, Brisbane and Toowoomba enjoy sister city relations with Suwon, Daejeon and Paju, respectively. Activities are also pursued at an agency or institutional level, for example the Department of Primary Industries and Fisheries (DPI&F) has an agreement with the Gyeonggi Agricultural Research and Extension Services (GARES).
- Under the Daejeon-Brisbane Sister City Memorandum of Understanding, there is strong interest from both parties to formalise an education cooperation, commencing with a short-term teacher exchange program.

### Queensland and Gyeonggi Sister State Agreement

- An action plan for 2007-2008 has been negotiated and will promote cooperation in infrastructure services; light rail; creative industries; environment management; and education and training.
- Sister State activities between Queensland and Gyeonggi Province in 2005-2006 focused on four sectors, with both regions identified as offering opportunities for increased commercial linkages. A series of short-term visitor exchanges were offered in the fields of: convention centre management; marine service and products; livestock and veterinary services; and horticulture and forestry.

- In August 2005, a delegation from the Gyeonggi Provincial Assembly visited the Queensland Parliament. The aim was to strengthen links between members and officials of the Queensland Government and the Gyeonggi Provincial Assembly.
- Two Gyeonggi Government officials visited Queensland in December 2005 on short term placements and worked alongside DPI&F for a one week period, and in May 2006, three Gyeonggi officials attended the Australian Local Government Association Annual training forum in Brisbane.
- Despite Gyeonggi having 19 Sister State Agreements with countries including Japan, China, Vietnam, Paraguay, South Africa, the United Kingdom and the USA, it values its relationship with Queensland and would be interested in doing more under the Agreement, particularly in the staff exchange area. However, resource constraints on the Queensland side have not allowed this to take place.

*Memorandum of Understanding (MOU) between GARES and DPI&F on agricultural technology*

- In March 2003, GARES and DPI&F signed an MOU that fostered the bilateral exchange of agricultural technology; developed agricultural science; and promoted mutual understanding and cooperation between the parties.
- Pursuant to this MOU, Queensland and South Korean scientists have undertaken reciprocal visits to conduct research. During these visits, discussions have taken place regarding the extension of the collaboration to focus on climate and crop modelling. In addition, the Korean Meteorological Administration has demonstrated a strong interest in Queensland's climate products. This mutual exchange of scientific activity is ongoing until December 2007, with the signing of another agreement between DPI&F and GARES proposed.

Community Links

- In 2001, there were 4,087 Korean-born people living in Queensland (Source: Australian Bureau of Statistics)

**CURRENT COLLABORATIONS**

Arts

- In 2006, the Queensland Art Gallery (QAG) established a long-term loans program with the National Museum of South Korea, Seoul.
- For the next three years, significant works of historical Asian art from this museum will feature as a core part of the Gallery's historical Asian displays. The first group of loans were unveiled for the opening of the refurbished spaces of the QAG, which coincided with the inaugural opening of the Gallery of Modern Art (GoMA) on 1st December 2006. Key representatives from the National Museum of Korea travelled to Brisbane and attended this event.
- The National Museum of Korea possesses an outstanding collection of over 150,000 historical Asian works of art. This museum is considered Korea's premiere art institution and after relocating to a new building in 2005, it is now rated as the 6th largest museum in the world.
- Two artists from Seoul, Mr Yoo Seung-ho and Mr Kwon Ki-soo, are participating in the 5th Asia Pacific Triennial, the QAG's flagship international art event which is running

from December 2006 to May 2007. Selected works by Mr Yoo Seung-ho were presented as proposed acquisitions to the Gallery's Board of Trustees in February 2007.

- The Queensland Art Gallery is developing 'Queensland Architecture to Asia', a significant exhibition and publication to be presented at the Queensland Gallery of Modern Art in the second half of 2007. The exhibition, which was developed with the support of the Department of State Development, will profile leading Queensland architectural design practices and consider sustainable architecture and urban issues in both contemporary Queensland, and within the Asia-Pacific region. Seoul is being considered as a target market for the touring exhibition.
- Queensland Ballet has been working to expand their links in Asia and have invited Ms Joo Won Kim, a principal dancer with the Korean National Ballet Company, to perform in their 2007 International Gala from the 3 - 5 August 2007. Queensland Ballet has also engaged the services of a South Korean choreographer, Ms Young Soon Hue Simon, to produce one of her works at this event.

### Sport

- During 2006, Sport and Recreation Queensland signed an agreement with Gyeonggi Province to explore sport exchanges.
- Football Queensland took an under seventeen men's team to compete in South Korea during April 2007.

### Community Engagement

- On January 2007, a delegation of three senior academics from Kyung Hee University visited the Department of Main Roads' Community and Industry Relations Unit and discussed the Department's leading role in community engagement.

## **TRADE OVERVIEW**

- Queensland has a strong trade relationship with South Korea, the State's second largest market for merchandise exports. Queensland has worked consistently to broaden the relationship through its Sister-State Agreement with Gyeonggi Province and the *Trade Queensland* office in Seoul.
- Queensland enjoys a substantial trade surplus with South Korea. In 2005-06, Queensland exports totalled A\$4.0 billion (34.1% of Australia's exports to Korea) while imports were A\$1.2 billion. (Source: Office of Economic and Statistical Research (OESR), Queensland Treasury)
- Major exports included coal (approximately 44% of total exports), metalliferous ores and scrap metal (16%), sugars, sugar preparations and honey (11%), combined confidential items of trade (11%), and meat (11%). (Source: OESR, Queensland Treasury)
- Key imports included road vehicles, petroleum, and telecommunications and sound recording equipment. (Source: OESR, Queensland Treasury).
- New export opportunities are emerging outside the resource sector with opportunities in food (processed food, food ingredients, wine, and health foods); multimedia related products and services (education programming content); websites; web-casting; games; animation; post-film production and digital and interactive television content; and marine (marina development related services).

### Services Trade

- Specific statistical data for Queensland services trade is not available at a sector level.

### Horseracing

- The deregulation of South Korea's racing market in 2002 allowed private owners to import racehorses, and South Korea is becoming a prominent buyer of Queensland horses from the *Magic Millions* auctions.
- The *Trade Queensland* office in Seoul regularly organises visits by the *Korean Racing Association* and influential South Korean private racehorse owners to *Magic Millions* sales. In the September 2006, *Magic Millions* sale, the South Korean equine delegations led by the *Trade Queensland* Office in Seoul purchased 40 horses worth A\$543,000. Since 2003, 408 Queensland horses have been purchased at a value of approximately A\$9.08 million.

### Food and Beverages

- The diminishing South Korean agricultural sector and increasing domestic demand for international products are creating new trade opportunities in the South Korean food and beverage market. For the 2005-06 period, Queensland supplied 60.6% of Australia's food and live animal exports to South Korea, valued at A\$861.1 million. In addition, Queensland supplied 97.5% of Australian sugar, sugar preparations and honey and 57.8% of Australian meat and meat preparation exports to the South Korean market.
- There is exponential growth in demand for organic, chemical-free, natural food and health food products in South Korea, presenting opportunities for Queensland companies.
- The Trade Markets and Investment Division of DPI&F and the *Trade Queensland* office in Seoul have launched a new trade initiative, called *Grow Korea*, aimed at facilitating export sales of a range of Queensland food products to South Korea, which has achieved exports of approximately A\$1.75 million to date. *Grow Korea* has achieved business facilitation outcomes with over 100 Australian and South Korean companies. Areas that have been identified as having the most potential currently are products that can display a natural ingredient and have no artificial flavourings or colourings.

### Mines and Energy

- South Korea is Queensland's second largest export market for coal, after Japan. Exports of Queensland's thermal and coking coal to South Korea have risen significantly since 1994-95. In 2004-05, exports to South Korea totalled 23.4 million tonnes, valued at A\$1.57 billion.
- South Korea has made substantial investments in Queensland's mining industry, particularly in zinc, steel and coal. Large investments have been made by *Korea Zinc*, the world's largest manufacturer of zinc metal and a leader in zinc refining technology, and *POSCO*, a leading crude steel producer.
- *SK Networks* has also expressed interest in seeking mining investment opportunities associated with coal. This company tendered for part of the Taraborah Restricted Area west of Emerald and was granted an exploration permit for coal (EPC 1010)..
- *Wonjin Pty Ltd* has expressed interest in magnesite resources in Queensland, the development of local production facilities, and in investigating possible commercial ventures with local companies.

## Education and Training

- South Korea is a significant and expanding market for Queensland education and training, being the State's second largest source country after China following deregulation of South Korea's education sector. South Korea is characterised by growing local education capacity, increasing international competition, a declining population and a pre-existing bias towards American education.
- Queensland Government initiatives in the education and training sector have included: provision of on-line vocational education and training; teacher training; development of agent networks and internship programs; establishment of a Marketing Officer for Queensland Government schools in Seoul; and in-market promotional roadshows led by the Queensland Education and Training International.
- South Korea is a priority market for Queensland, second only to China in terms of the total number of students studying in Queensland in 2006. Student enrolments across all sectors grew by more than 17% from 2005 to 2006.
- Queensland universities enrolled approximately 1,300 students from South Korea in the 2005 academic year. This was a growth of 8% over the 1,201 students from the previous year and represents approximately 30% of the 4,369 Korean university students studying at Australian universities. A large proportion of the 1,300 South Korean university students were studying and living in Queensland. Over 300 students were enrolled at Queensland universities in NSW and Victoria and around 70 studied externally (mostly living in South Korea).
- South Korea is the 10th largest source country for Queensland universities. The most popular university was Griffith University (over 500 students), followed by Central Queensland University (over 300 students), and Queensland University of Technology (over 100 students).

## Vocational Education

- The Queensland Vocational Education and Training (VET) sector, experienced strong growth of 30% in South Korea during 2005-06.
- The VET Export Office has developed a South Korean Government Internship Program to take advantage of this growing sector.
- A South Korean Junior College Internship Mission visited Queensland in July 2005. During this mission, the South Korean Junior College visited public and private Queensland Education institutions that participated in the VET Internship Program. The visiting colleges were able to form partnerships with local VET providers.
  - As a result of the partnerships developed during the mission, a total of thirty South Korean Internship students studied with Queensland VET providers in the latter half of 2005. This is a significant proportion of the 300 South Korean Internship students studying throughout the world each year.
  - In 2007, the VET Export Office in conjunction with the *Trade Queensland* Office in Seoul will revisit this project with an added dimension of outward mobility. It is anticipated that Queensland can maintain its world wide percentage of internships with the possible added bonus of Queenslanders participating in internships in South Korea.

## Tourism

- South Korea is one of Queensland's key emerging tourism markets.
- South Korea is Queensland's seventh largest international source market with around 83,700 Koreans visiting the state in the year ended December 2006, up 7% compared to the previous year. This represents around 35% of all Korean visitors to Australia. Golfing and honeymoons make Queensland a popular destination for South Korean visitors, particularly in Brisbane and on the Gold Coast.
- To further encourage air services from South Korea to Queensland, the Honourable Margaret Keech MP, Minister for Tourism, Fair Trading, Wine Industry Development and Women, presented a detailed business case to *Asiana Airlines* in March 2006. Tourism Queensland has assisted the airline to undertake a full feasibility study on the options outlined in the business case.
- To grow this market, Tourism Queensland works closely with *Korean Airlines* to operate charter flights from Seoul to Cairns. This year will be the fourth round of charter flights and will see an increase from 8 to 12 flights over a six week period, a total seat capacity of 3,552. In addition, *Korean Air* has recently increased its Seoul-Brisbane route from three to five services a week.
- In order to further promote Queensland as an Australian destination of choice to the airline, Tourism Queensland and Tourism Tropical North Queensland will partner with *Korean Airlines* and four major travel companies in South Korea in a special cooperative marketing campaign worth approximately A\$50,000 to promote the July/August 2007 charter services.

(Source: International Collaborations, Trade and International Operations Division, Department of the Premier and Cabinet. Information is accurate as at March 2007)

## **KOREA-UNITED STATES FREE TRADE AGREEMENT (KORUS-FTA)**

### **Background**

- On 1 April 2007, the United States and Korea successfully concluded a free trade agreement. The agreement is expected to be signed by President Bush in June 2007. It then goes to Congress for approval.
- The Korea-United States Free Trade Agreement (KORUS-FTA) represents the United States most commercially significant FTA in fifteen years (since the North American FTA with Canada and Mexico in 1992). It is also the largest bilateral FTA in history and the first between the United States and a major Asian trading partner.
- Korea is America's seventh largest goods trading partner. In 2006, US exports to Korea totalled US\$32.4 billion, while US imports were US\$45.8 billion.
- Under the Agreement, over US\$1 billion worth of US agricultural exports to Korea will become duty-free immediately. Most remaining agricultural tariffs and quotas will be phased in over the first ten years that the agreement is in force.
- However, Korea successfully excluded its heavily protected quota-only rice market from the FTA.
- In relation to industrial goods and consumer products, nearly 95% of bilateral trade becomes duty-free within three years of entry into force of the Agreement, with most remaining tariffs eliminated within ten years.
- The Agreement is expected to be signed by the beginning of 2008 following ratification by the US Congress.
- In 2003 Korea banned imports of US beef due to mad-cow disease. The ban specifically applied to bone-in beef (ribs) which made up most of the beef imports. Whilst the lifting of the ban was never formally addressed in the FTA negotiations, many farm-state representatives in the US Congress have pledged to vote against the agreement until South Korea removes the ban.
- Korea has deferred a decision on lifting the ban to the findings of a World Organization for Animal Health assessment on the mad-cow risk posed by US beef that is due in May 2007. Limited shipments of beef (not ribs) have resumed but are subject to strict quarantine inspection.

### **Implications for Queensland**

- Australia and Queensland beef exporters have benefited significantly from the Korean ban on US beef in 2003. Between 2003-04 and 2005-06, the value of Australia's beef exports to Korea grew by 87% and Queensland beef exports increased by 80%.
- This surge in beef exports will be curtailed should the import restrictions on US beef be relaxed as part of the KORUS-FTA process. Reflecting the likely greater competition from US beef, ABARE Economics forecasts the volume of Australian beef exports to Korea in 2007-08 to fall by 25 per cent to 120,000 tonnes.
- The proposed KORUS-FTA phases out South Korea's 40% beef tariff on US exports over a 15-year period commencing in 2008. Australian farmers will find it increasingly

difficult to compete against this steadily rising margin-of-preference for US beef in the Korean market.

- Agforce, which represents the majority of beef producers in Queensland, has recently raised concerns in the media that Australia's strong position in the Korean beef market will be eroded by the US under the KORUS-FTA.
- Agforce advocates that the Australian Government move to expedite the current study into a possible Australia-Korea FTA.
- Australia and Korea have agreed to conduct a joint study on a possible FTA with the report due at the end of 2007.
- The study is being conducted by private research organisations in both countries. Government officials will review the findings and make recommendations to their governments.
- It is important that any Australia-Korea FTA obtain the same level of market access as KORUS-FTA to ensure that trade diversion impacts (resulting from the preferential treatment of U.S. goods and services in the Korean market) are minimised.
- Queensland's goods trade with Korea reached A\$5.19 billion in 2005-06, making it the State's second largest trading partner.
- In 2005-06, Korea was Queensland's 2nd largest overseas goods export market. Queensland overseas goods exports to the Republic of Korea in 2005-06 totalled A\$4.01 billion.
- In 2005-06, the Republic of Korea was Queensland's 8th largest source of imported overseas goods. Queensland's overseas goods imports from Korea in 2005-06 totalled A\$1.18 billion.
- Korea is Australia's third most valuable export market for beef, with exports of A\$662 million in 2005-06. Queensland is Australia's largest beef exporting State, contributing A\$389 million or 59% of Australia's beef exports to Korea in 2005-06.

(Source: Trade Policy, Trade and International Operations Division, Department of the Premier and Cabinet)

Finance

**US-Korea agreement shows Australia is losing out in bilateral deals**

ROWAN CALICK CHINA CORRESPONDENT

MATP

1,550 words

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The Australian

English

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THE international trade tide is turning in a dangerous direction for Australia.

The new deal carved out by the US and South Korea last week, just minutes before President George Bush's trade negotiating powers expired, is a massive one.

Forecasts show two-way trade could surge from \$US75 billion last year to \$US100 billion (\$122 billion) in a few years.

The Wall Street Journal said: "For Mr Bush, the deal shows that the US can forge a major trade pact with another industrial power, not just the smaller economies it has so far reached deals with, such as Chile, Jordan and Australia."

Being patronised is not the worst part. It's that the agreement leaves out rice, so Koreans will thus continue to eat, as a staple, rice that costs four times the international market price.

The lesson will not be lost on South Korea's neighbours: yes, we can choose what precious sectors we protect and still make trade progress as the World Trade Organisation's Doha round continues to flounder.

The worst scenario result of such a process could be impasse on the multilateral front and progress on the regional or bilateral fronts limited to areas that can be levered open by political muscle.

The big winners of the US-Korea deal are American farmers and Korean manufacturers, especially car makers -- with a long list of exemptions and caveats which has yet to be published in detail. This matters intensely to Australia for two reasons.

First, because South Korea is our third largest export market. It's big, and could be bigger, with an economy that is advanced but still growing at 5 per cent a year. Last financial year we sold \$11.7 billion in goods there and bought in return \$6.5 billion.

Commodities, led by coal, oil, iron ore, liquefied natural gas, sugar and wheat dominate Australia's merchandise sales. Services exports comprise another \$1.5 billion -- an obvious area for potential growth.

Beef is another promising sector. But now our biggest rival, the US, has got in first, winning an end to a boycott and a steady lowering of a 40 per cent tariff. And the relationship with Korea has never warmed, remaining very remote.

This, as we have feared ever since a crushing combination of European, American and developing world intransigence halted the multilateral opening of markets, means that it will become ever harder for Australia to broaden its export base.

The big-ticket items in which Australia is among the world leaders and for which demand continues to rise -- like the resources we ship to China, for example -- will be unaffected. But for the rest the going is starting to get tougher.

The continued firm prospects for minerals effectively takes some of Australia's biggest companies out of the picture when it comes to lobbying for better trade deals.

What are the chances now of the farming, manufacturing and services sectors managing to gain better access than their rivals in other countries to our most promising markets?

The Howard Government has done its best to put them in the frame. Japan is Australia's top export destination, with \$31 billion of goods in the last financial year, and China is second, buying \$18 billion.

Free trade agreement negotiations have been under way for a couple of years with China and have just started with Japan. And the feasibility of FTA talks with South Korea is now being examined by both sides.

In all, north Asia -- including Hong Kong and Taiwan -- buys half Australia's exports. The stakes couldn't be higher for an open, trade-driven nation like ours.

The free trade purists like Professor Ross Garnaut rightly point to the major benefits coming from opening your own economy, even more than from gaining special access elsewhere.

This lesson has been taken on board over the years since Garnaut played a key role in advising the Hawke government to open the windows back in 1983 -- to the extent that, in the FTA game of tit-for-tat bargaining, we don't have so much to give away.

But our north Asian negotiating partners are likely to become less susceptible to listening to the case for openness, each time a "dirty" deal is cut, like the new one that enables Seoul to lock out efficient American rice growers.

Despite the impressive efforts put in by the Australian negotiating team with China, led by Ric Wells, and the disciplined "Australia Inc" support from most of the business world, progress has been almost imperceptible.

Chinese leaders keep stressing the "complementarity" of our economies -- code for keep shipping us your commodities; what we really want is guaranteed access and below-market prices.

China has signed a succession of dirty FTAs with eager partners that cut out whole sectors. Services and investment are usually missing entirely. And agriculture is also usually only

very partially opened, despite the Government's contradictory commitment to modernising the sector, where most Chinese are occupied.

Recently, Australian Oxfam applauded this protection of Chinese farmers, opposing Australian access to Chinese agricultural markets. There are indeed reasons to empathise with these often dirt-poor 800 million people, though whether maintaining the great wall around China's rural sector is in their long-term interests is another matter.

New Zealand will conclude its own "dirty" FTA with China before Australia. But it lacks the range of interests that Australia needs to consider and will be delighted just to get its dominant dairy industry better placed. This would of course cause our own dairy farmers grief, but that's the nature of the FTA game.

Foreign Minister Alexander Downer said in Beijing at the end of last week that in official talks the Chinese said that they, like the Australians, viewed the visit of President Hu Jintao in September -- to attend the Asia Pacific Economic Co-operation summit, followed by a state visit -- "as an opportunity to take some significant steps forward".

This would be very welcome. But it is now impossible for a deal that is truly comprehensive to be concluded by then. Downer rightly added that he had never said it would be easy. It is actually becoming harder, as trade and foreign investment slide down the list of priorities in China, whose leadership is now more focused on the domestic economy.

Downer pointed out that obtaining better access to services -- 70 per cent of the Australian economy but only 14 per cent of our total exports to China, with two-thirds coming from students -- would comprise the biggest single gain, with agriculture also especially important.

He said of the new Korea-US FTA: "We want these agreements to be comprehensive and if certain agricultural commodities are left off, that can be used by others as a precedent and doesn't make it any easier for us."

Progress with Japan could even steadily overtake that with China. But few Australian businesses are even aware we're talking to Japan -- which, bizarrely, has been all but written off by most non-resources sectors even as it approaches something of a boom.

A recent DHL survey showed that just 13 per cent of businesses knew of the Japan FTA talks, compared with 44 per cent who knew of the China negotiations. Austrade chief economist Tim Harcourt says Japan's demographics are working in Australia's favour, with the feminising of the population. "If you think Bill Clinton's 'soccer moms' were important in 1996, just wait until you see the economic and political influence of Japanese women in future years." The whole lifestyle sector, formerly closed, is being opened up to foreign trade and investment.

But the US-Korea deal is now stimulating Japan to look to talks with the US, linking the world's top two economies. Trade Minister Akira Amari compared it with the arrival of the US fleet that triggered the opening of feudal Japan in the 1850s. "It is like a 'black-ship' effect. I think it will be a stimulus to gather everyone's wisdom so that we will not be left behind as other countries pursue more and more free trade pacts."

The talks with Australia are thus increasingly being viewed in Tokyo as a valuable audition for potential negotiations with the US. Prime Minister Shinzo Abe talked of "using wisdom to be gained from a breakthrough in negotiations with Australia". But our rice growers will be lucky to get a look in.

Morgan Stanley chief economist Stephen Roach warned last week that "the US Congress now appears to be on a firm course to enact anti-China protectionist legislation. Increased trade frictions can take the world down a very slippery slope. Rising protectionist risks could well be the biggest macro event in many a year. Yet the overwhelming majority of investors remain steeped in denial."

Leading Hong Kong-based business commentator Philip Bowring said the "defensive" US-Korea deal "makes the global reform of farm trade less likely than ever".

And it has to be said: Australia's sugar-free agreement with the US hardly helped this woeful prospect.

## **MEETING WITH THE GOVERNOR OF GYEONGGI, THE HONOURABLE MOON-SOO KIM AND SIGNING OF THE 2007-08 QUEENSLAND-GYEONGGI ACTION PLAN**

**Date:** Thursday 3 May 2007  
**Time:** 9:10am – 9:30am: Meeting  
9:30am – 9:50am: Signing of Gyeonggi Action Plan  
9:50am – 10:10am: Tree Planting Ceremony  
**Venue:** Gyeonggi Province Governor's office  
63, Docheongapgil, Paldal-gu, Suwon City,  
Gyeonggi-do

### **ATTENDEES**

<b>His Excellency Mr Moon Soo Kim</b>	Governor, Gyeonggi Province
<b>Mr Tai Heon Jeon</b>	Assistant Governor for Economic and Investment Promotion
<b>Mr Young-Mok Kim</b>	Special Adviser on International Affairs to the Governor
<b>Mr Han-Seob Kim</b>	Director for International Affairs and Trade

### **Interpreter**

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party
- Professor Lars Neilson, University of Queensland
- Mr Peter Rowe, Australian Ambassador to the Republic of Korea

### **MEETING OBJECTIVES**

- To re-affirm the Queensland Government's commitment to the Sister State relationship with Gyeonggi Province.
- To sign the 2007-2008 Queensland – 2 year Gyeonggi Action Plan.
- To participate in a tree planting ceremony to celebrate the 10<sup>th</sup> Anniversary of the Queensland – Gyeonggi Sister State Agreement.

### **DISCUSSION POINTS**

- I advised Governor Kim that, like the Gyeonggi Provincial Government, Queensland is also eager to continue the Sister State relationship and achieve real and mutually beneficial outcomes.
- I indicated that the Queensland Government appreciates the valuable cooperation of the Gyeonggi Provincial Government to implement the new initiatives of the 2007-2008 Action Plan, which include a continuing commitment to education and training, as well as the inclusion of new industry sectors such as infrastructure services, creative industries and environmental services.

- This Agreement will fortify Queensland – Gyeonggi relations that will establish an effective foundation for both sides to benefit and grow together.
- Queenslanders welcome increased contact with Gyeonggi (and Korea) and that the future of this relationship lies with people to people linkages in the government, business, cultural, educational and sporting spheres as well as friendships between individuals.
- We briefly discussed the Hwaseong Marine project as a potential infrastructure project to be considered for development under the auspice of the 2007-2008 Action Plan. The Hwaseong Marine project is a marine development in Hwaseong City valued at around \$A37 million which involves a conventional port as well as marinas for leisure boats and yachts.
- I noted that a marine delegation from Hwaseong City led by Mr Chul Haeng Lee, Vice Mayor of Hwaseong City visited Queensland from 8-9 March 2007. The delegation was assisted by officers in DPC and DSD.
- Gyeonggi Assembly members of the Gyeonggi-Australia Legislation Alliance have a plan to make a reciprocal visit in the second half of 2007.
- I informed Governor Kim that Ajou University (in Suwon) already has a relationship with the University of the Sunshine Coast and that Kangnam University is in the process of establishing a formal relationship with the University of the Sunshine Coast. Ajou University and the University of the Sunshine Coast have agreed to do a 2+2 double degree program and will sign an MOU in the second half of 2007.
- Further programs are being discussed and formulated to enhance Queensland – Gyeonggi ties.
- Seventeen officials from Gyeonggi will participate in a four week English training program at UQ from 30 April 2007 and that since 2005 when the program commenced this contingent will bring the total number of participants to 90.
- The Mayor of Suwon city is planning to visit Townsville this August to celebrate its 10<sup>th</sup> anniversary of sister city establishment and to join the annual Townsville "Cultural Fest", a three day festival celebrating Townsville's richness and diversity of cultures with the participation of over 65 cultural groups in the region.
- I took the opportunity to invite Governor Kim to Queensland to celebrate the 10<sup>th</sup> anniversary of sister state establishment. It would be ideal for Governor Kim to lead the Gyeonggi delegation to Queensland in 2007 including the delegation from Suwon to Townsville. An invitation to Mayor Young Geun Choi of Hwaseong City should also be offered.
- I advised Governor Kim that whilst in Korea I would attend the signing of two collaborative agreements between the University of Queensland (UQ) and the Korea Advanced Institute of Science and Technology (KAIST) for biotechnology R&D commercialisation and between the Royal Brisbane International College (RBIC) and Kyungmin College for education services.
- I advised Governor Kim that I would be meeting with the Korean Minister for Commerce, Industry and Energy, the Honourable Mr Young-Ju Kim, to seek bilateral cooperation and collaboration in natural resource development for the sustainable supply of energy, Clean Coal Technology and the development of renewable resources including biotechnology.

## BACKGROUND

- Gyeonggi Province is located in central western Korea. It surrounds the capital city Seoul and the city of Incheon. The western part of Gyeonggi Province is located on a fertile plain along the Han River that has been settled since the prehistoric period, and the eastern part is more mountainous with less land available for cultivation, development and human habitation.
- The population of Gyeonggi Province to 2004 was 10.5 million, making it the largest local self-governing body in Korea.
- In November 1997, Queensland signed a Sister State relationship with Gyeonggi Province and started a staff exchange program in 2002. This people-to-people exchange program aims to establish lasting business and trade links between Queensland and Gyeonggi.
- Also in 1997, Townsville and Suwon, Gyeonggi's capital, signed a sister city agreement.
- 2007 marks the 10<sup>th</sup> anniversary of both relationships.
- Governor Kim was elected in July 2006.
- Information contained in the briefs for the meeting with the Minister for Commerce, Industry and Energy, as well as the briefs for the signing of the UQ-KAIST Agreement and the RBIC-Kyungmin College Agreement may be relevant for this meeting.

### Queensland/Gyeonggi Sister State Agreement

- Queensland and Gyeonggi Province signed a sister-state relationship on 3 November 1997. In April 2001 both parties signed the first Queensland–Gyeonggi Action Plan designed to tailor a program of activities that would enhance mutual understanding and linkages between the two regions.
- The 2005-06 Queensland–Gyeonggi Action Plan was signed on 21 July 2005 in Suwon. Recent outcomes of the sister state relationship include the following:
  - As part of the 2002-2005 Queensland – Gyeonggi Personnel Exchange Program, two Queensland Government Officers were hosted by the International Trade Division of the Gyeonggi Provincial Government for an 11 month rotation and two Gyeonggi Provincial Government Officers worked in the Trade and International Operations Division of the Department of State Development, Trade and Innovation for a similar period. This exchange contributed to an increase in understanding between both Queensland and Gyeonggi and fostered new person-to-person linkages between the two regions.
  - In July 2003, Minister Palaszczuk met with the Deputy Provincial Governor, Mr Jung (Dr Sohn was unavailable at this time) and senior Provincial Government staff. At that meeting, Minister Palaszczuk reiterated the Queensland Government's support for the Sister State relationship and the productiveness of the current exchanges. In response to Gyeonggi Province's focus on the environment (including tree planting programs), the Minister promoted Queensland's significant hardwood and softwood plantation projects. The possibility of joint ventures with Gyeonggi companies was also discussed.
  - An 11 member delegation of Gyeonggi Provincial Assembly members visited Queensland in early August 2005. The Delegation was briefed on the Queensland–Gyeonggi relationship, enjoyed a tour of Parliament House and attended a reception

in their honour hosted by then Acting Speaker, the Hon Jim Fouras MP.

- A five member Delegation from the Gyeonggi Women's Hall visited Brisbane from 1-2 September 2005. The Delegation had meetings at the University of Queensland, the Vocational Education and Training Export Office within the Department of Employment and Training, Women's Info Link and Office for Women and the University of the Third Age (U3A).
- Under the 2005-06 Gyeonggi-Queensland Action Plan, four sectors of activity were agreed to by both parties namely; convention centre management, marine services and products, livestock and veterinary services, plus horticulture and forestry.
  - The first exchange took place between 26-30 September 2005 when two researchers (Dr Kwon and Mr Bae) from the Gyeonggi Forestry Environment Research Centre visited Queensland. The Department of Primary Industries and Fisheries Forest Research Centre at Indooroopilly and with the Brisbane Botanic Gardens hosted the researchers.
  - The Gyeonggi Forest Research Institute has facilities in three different locations throughout Gyeonggi Province. The Institute is divided into three divisions plus one station and employs 49 people. Areas of focus include erosion, acid rain and disease and pests.
- Since 2005 Gyeonggi government officials have participated in English training programs conducted by the University of Queensland (UQ) over a 2-4 week period. Seventeen officials will participate in a four week program at UQ from 30 April 2007. This will be the sixth contingent of officials to participate since 2005, taking the number of participants to 90 and bringing the total accumulated export dollar value to A\$227,070.
- In July 2006 Gyeonggi and Queensland signed an MoU on youth sports team exchange. The MoU centres on the exchange of sport activities from each party for developing bilateral relationships and to ensure a better understanding of sports and cultural experiences in both regions. Each party will make a reciprocal visit every other year with less than 35 participants for a period of less than 10 days from 2006. Main sports activity for the exchange is to be soccer with mutual discussion to conduct exchanges in other sports including tennis, taekwondo and basketball.
  - The first visit under this MoU took place from 28 July to 4 August 2006 when the Gyeonggi youth soccer team comprising of 18 players and 4 staff visited Queensland. The Queensland youth soccer team is due to make a reciprocal visit to Gyeonggi from 6 to 14 April 2007. One Queensland referee will also accompany the team.
- The 2007-2008 Queensland-Gyeonggi Action Plan signed today will focus on infrastructure services, creative industries, environmental management, and education and training.

#### Korea's Marine Industry and Hwaseong Marine Project

- Hwaseong City, with a population of 313,500, is located on the South-West coast of Gyeonggi Province and is Gyeonggi's fifth largest city. The Hwaseong City Marine project was launched in late January 2007 on the construction site of Jeongok Port. The Governor of Gyeonggi, Mr Moon Soo Kim attended the launch.

- The Hwaseong City Marine project is the first marine leisure port project financially supported by the Korean Ministry of Maritime Affairs and Fisheries and will be developed as a model port for other city projects along the western coast of the Korean peninsula including Seoul, Hwaseong, Dangjin and Mokpo cities.
- With a budget of approximately \$A37 million including \$A20 million funded by the Korean Central Government, construction work for the Hwaseong project will include a 270 metre long breakwater, 130 metres of shore protection works as well as a 113 berth marina, a yacht clubhouse, yacht training facilities and accommodation facilities.
- The Hwaseong marine project will be one of the largest marine developments in Korea and the planned completion date is January 2009. It will become the largest marine complex in the Seoul Metropolitan and Gyeonggi Province regions. Once the marine development is completed, Hwaseong City Government will consider increasing the number of yacht berths pending the number of tourists that the development attracts.
- A marine delegation from Hwaseong City led by Mr Chul Haeng Lee, Vice Mayor of Hwaseong City visited Queensland from 8-9 March 2007. The delegation also visited New South Wales. Trade and International Operations arranged the Queensland component, which commenced with a briefing in Brisbane on Queensland marine industry capabilities by staff from Department of State Development's Marine Industries Sectoral Development Unit and the Gold Coast State Development Centre. The delegation also travelled to the Gold Coast, visiting Sanctuary Cove Village and Marina and the Gold Coast City Marina.
- Following the Hwaseong City delegation visit and subsequent discussions with Gyeonggi officials, it was mutually agreed to include infrastructure services with an emphasis on the marine sector as one of the key targets in the 2007-2008 Action Plan, under the Sister State Agreement with the Gyeonggi Government.
- Refer to the documents, *Korea's Marine Industry* and *Queensland's Marine Industries* included as attachments to this brief.

The Governor and his wife made us feel very welcome, and showed a strong commitment to the relationship with Queensland.

I came away from this visit to Gyeonggi very optimistic about the growth of that relationship at all levels, especially business links.

## **2007-2008 QUEENSLAND – GYEONGGI ACTION PLAN**

### **2007-2008 Action Plan Queensland – Gyeonggi Sister State Agreement**

The State of Queensland and the Province of Gyeonggi commit to the continued co-operation between their two regions within the framework of their Sister State relationship. The 2007-2008 Action Plan will further strengthen the Sister State relationship and build on the progress and success achieved through the previous Queensland and Gyeonggi Action Plans.

During 2007-2008, The State of Queensland and Gyeonggi Province will focus on cooperative activities in:

- Creative industries
- Environment Management
- Infrastructure services
- Education and training

Please refer to the attached Appendix for the details of the proposed program.

The designated organisations to coordinate the activities specified in this Action Plan are the Trade and International Operations Division in the Department of the Premier and Cabinet, Queensland Government and the International Trade Division of the Economy & Investment Promotion Office, Gyeonggi Provincial Government.

Both organisations will work together with public and private sector representatives from their respective regions to implement the programs in this Action Plan. Cooperation may take several forms, such as, but not limited to:

- Joint projects;
- Reciprocal trade missions;
- Exchange of ideas, information, skills and technologies; and
- Short-term visit/exchange programs.

All activities are subject to the available resources of each party. Both parties agree that they will cover their own expenses for any short-term visits/exchange programs and trade missions.

To ensure joint activities continue to align with both Queensland and Gyeonggi's priorities all activities will be reviewed annually and a new Action Plan will be signed every two (2) years subject to agreement by both participating parties.

This Action Plan is provided in duplicate in both Korean and English. Both texts are equally valid and effective.

Signed in Suwon City, Gyeonggi Province, on Thursday 3 May 2007.

The Honourable Peter Beattie MP		His Excellency Moon-soo Kim
PREMIER AND MINISTER FOR TRADE		GOVERNOR
STATE OF QUEENSLAND		GYEONGGI PROVINCE
AUSTRALIA		REPUBLIC OF KOREA

## APPENDIX

### 1. Creative Industries

The Queensland and Gyeonggi Governments will jointly explore and subsequently identify commercial opportunities for creative product and the establishment of institutional partnerships.

Action Items	Time Frame
Undertake research into market demand and commercial opportunities for Korean traditional art in Queensland and Queensland's Indigenous art in Korea	2007-08
Promote Queensland artists participation in the Gyeonggi Cultural Festival	Date determined by date of festival
Promote opportunities for technology and know-how exchanges and joint projects in the areas of digital content.	2007-08

### 2 Environmental Management

The Queensland and Gyeonggi Governments will explore opportunities for joint research projects and commercial projects relating to environmental management and environmental health, particular areas of interest are air pollution, land contamination, water recycling, environmentally-friendly energy and related biotechnology areas.

Action Items	Time Frame
Facilitate links between Queensland Government and business expertise to assist Gyeonggi Province interests that will contribute to the shared knowledge in environmental management.	Ongoing

### 3 Infrastructure Services

#### a) Marine Services and Products

The Queensland and Gyeonggi Governments will jointly explore and subsequently identify business opportunities in the field of Marine and marine products/know-how between Queensland and Gyeonggi companies.

Action Items	Time Frame
Gyeonggi Provincial Government will lead a delegation to Queensland.	2007-08
Gyeonggi Province and Queensland will discuss requirements for marine services and products and available Queensland expertise in this area.	2007-08

#### 4 Exhibition and Convention Centre Management

The Queensland and Gyeonggi Governments will jointly explore business opportunities in the field of Exhibition and Convention Centre Management in order to identify business development opportunities between Queensland and Gyeonggi companies.

Action Items	Time Frame
Explore business opportunities which could include information and personnel exchange, the promotion of exhibition and convention facilities and the development of joint business projects.	2007-08

#### 5 Education and Training

The Queensland and Gyeonggi Governments will jointly identify business opportunities in Education and Training; particular areas of interest are English language, sport, tourism and wine development and recruitment of English teachers.

Action Items	Time Frame
Government officers training programs to continue at Queensland University.	2007-08
Facilitate the placement of Gyeonggi English teachers in Queensland for short-term study tours under the Gyeonggi English Education project.	2007-08
Continue youth sport exchanges in football and explore expanding into other sports areas.	Ongoing
Combined education in the development of tourism policy and product including wine production as a tourist attraction.	2007-08
Promote opportunities for English teachers to work at Gyeonggi English Village	2007-08

#### 6 Other Sectors

The Queensland and Gyeonggi Governments will continue to progress activities under agreements which have been signed subsequent to the establishment of the Sister State relationship such as the MOU between Gyeonggi Agricultural Research and Extension Services and the Queensland Department of Primary Industries and Fisheries. As appropriate both Governments will continue joint research and business projects in horticulture and forestry.

## **KOREA'S MARINE INDUSTRY**

- Koreans' rapidly rising GDP, their gradual increase in leisure time, heightened globalisation, and greater awareness and interest in developments outside the Korean peninsula are spurring their interest in Western style leisure activities.
- Korean consumer confidence also has increased along with a sharp rise in discretionary spending for such activities as overseas travel for both business and leisure.
- Consequently the leisure marine sector is an emerging sector of interest for Queensland.
- Despite South Korea's large shipbuilding industry being recognised as a world leader, South Korea lags in leisure boat building and the related infrastructure.
- As the Korean leisure infrastructure engineering services market evolves, the demand for technically advanced services continues to rise, creating demand for creative and innovative services and technologies. Foreign engineering firms working in Korea are well positioned to expand their activities into the future.
- The Korean engineering services market will continue to require new technologies that are generally unavailable in Korea. Foreign engineering firms have been filling this important gap. Key engineering technologies that will be in demand for marine and tourism infrastructure include:
  - Engineering consulting;
  - Urban planning;
  - Project management;
  - Structural/mechanical engineering services;
  - Marina design;
  - Marina operation, management and consulting services; and
  - Marine engineering (leisure boat design and construction).
- With the further increase in the popularity of leisure sports, local governments along coastal areas of the Korean Peninsula including Dangjin, Hwaseong, Mokpo (western coast), Goseong, Masan (south coast), Yang-yang, Sokchu (east coast) cities have announced marina projects, such as the Dangjin Marine Development Project, Hwaseong City Marine Project and Masan Marine Development Project, in an effort to expand the marine tourism industry.
- Korean provincial governments, including Gyeonggi Provincial Government, have conducted feasibility studies focussing on waterfront redevelopment, fishing port development and tourist facilities in order to attract international and domestic tourists. To increase their knowledge and skills, international delegations are regularly sent to inspect existing facilities around the world.
- Recognising Queensland as a leader in the marine and leisure sector, a number of Korean local governments have sent delegations to Queensland as a part of their feasibility studies since mid 2006 including:
  - Shinan City of Jeollanam Province visited Queensland 17-21 May 2006,
  - Jeju Island Province visited Queensland 20-25 June 2006,
  - Dangjin City of Chungcheong South Province visited Queensland 19-26 November 2006,

- Gyeongsangnam Province visited Queensland February 2007, and
- Hwaseong City of Gyeonggi Province visited Queensland 8-9 March 2007.

#### **Marine delegation from Gyeongsangnam Province**

- Gyeongsangnam Province is located on the Southeast coast of the Korean peninsula, and plans are underway to develop marinas along the coastline to attract marine tourists. The greater Gyeongsangnam region includes Busan and Ulsan cities and has a population of over 10 million.
- Mr Tae Ho Kim, Governor of Gyeongsangnam Province, led a marine delegation to Australia in February 2007 that visited Sydney and the Gold Coast to inspect existing marina facilities and meet Australian marine companies. They met Queensland marine company, Riviera, on the Gold Coast and the Governor invited Riviera to visit Gyeongsangnam Province.
- Mr Ben Dozett, CEO of Riviera, seized this opportunity by conducting a market research trip to Korea (Gyeongsangnam Province) in mid March 2007. Gyeongsangnam Provincial Government showed their interest in Riviera's marine engineering technology for use in their marina project and discussed a possible joint venture between Riviera and a Korean marine company. Both parties agreed to continue discussions to seek mutual business collaborations.
- Gyeongsangnam Provincial Government expressed interest in meeting with more Queensland marine companies to expand its marine business network with Queensland and is considering sending a delegation to the Sanctuary Cove International Boat Show in May 2007.

(Source: Trade Queensland Office, Korea, Trade and International Operations Division, Department of the Premier and Cabinet)

## **QUEENSLAND MARINE INDUSTRIES**

- Queensland is Australia's largest boat building State. It is home to marine industry firms specialising in the design, building and maintenance of vessels ranging from small recreational boats, motor cruisers, commercial and defence vessels through to luxury super yachts.
- Marine industries also cover related equipment and component manufacturing such as trailers, electronics and specialised marine equipment.
- Service industries, which rely on marine demand, include retail, distribution, brokerages and marinas. Recently established, integrated marine precincts provide for clustering of the complete range of manufacturing and related services for marine industries with waterfront access and marina berths.
- In 2005-06 marine industries across mainly coastal Queensland directly employed over 11,000 persons and contributed turnover of \$2.6 billion to the State's economy. With marine related exports valued at \$400 million (\$190 million from sale of boats alone), Queensland manufacturers produced two-thirds of all recreational boats exported from Australia.
- The quality of boats and ships manufactured in Queensland is increasingly being recognised by the marine industry worldwide. The standard of work being produced in Queensland, from design through to manufacture, has led to a range of innovative products, produced either in a production line or custom built mode.

### **Strengths**

- Expertise in the manufacture, refit and maintenance of high quality vessels, including super yachts;
- Home to marine industry specialists that design and service recreational, luxury, commercial and naval boats and ships and infrastructure requirements;
- Supported by a highly technical workforce trained to international standards;
- Established and emerging marine precincts;
- Extensive range of first class commercial and club marinas and port infrastructure throughout coastal Queensland; and
- Proven reputation as an exporter of marine products including ships, boats, design, chandlery supplies and infrastructure planning and design.

### **Queensland Quick Facts**

- 7,400 kilometres of coastline;
- World class sailing grounds, including the Great Barrier Reef;
- Two-thirds of Australian built recreational boats are sold as exports are from Queensland;
- Rapidly expanding super yacht development opportunities; and
- World class marine infrastructure throughout coastal Queensland.

(Source: Marine Industries Sectoral Development, Department of State Development)

## **CV OF THE HONOURABLE MOON-SOO KIM**

Governor, Gyeonggi Provincial Government

Governor Kim was born on 27 August 1951 and is married with two children.

**Education:** School of Business Administration, Seoul National University

### **Career Experience**

July 3, 2006	Sworn in as 32nd Governor of Gyeonggi Province
1996 - 2006	Member of National Assembly (three terms) Electoral District : Sosa-gu of Bucheon City, Gyeonggi Province
1996 - 2000	Member, Environment & Labor Committee 15th National Assembly
1996 - 2004	Member, Special Committee on Budget & Accounts 15th & 16th National Assembly
1996 - 2006	Member, Korea-US Inter-Parliamentary Council
1998 - 1998	Deputy Floor Leader, Grand National Party (GNP)
2000 - 2002	Administrative Secretary, Environment & Labor Committee, 16th National Assembly
2000 - 2004	President, Study Group on Politics for the Citizens
2001 - 2002	Deputy Secretary General, GNP
2002 - 2004	Member, National Policy Committee 16th National Assembly
2002 - 2003	Chairman, Planning Committee, GNP
2003 - 2004	Chairman, External Recruiting Committee, GNP
2003 - 2004	Chairman, Nomination Screening Committee, GNP
2004 - 2006	Member, Unification, Foreign Affairs and Trade Committee, 17th National Assembly

### **Early Years: Labor and Democracy Activist**

Starting out as a student activist, Governor Moon-soo Governor Kim, now governor of Gyeonggi Province, has experienced many twists and turns, similar to Korea's turbulent course of development.

Born in 1951 in Yeongcheon, North Gyeongsang Province, Governor Governor Kim was an exemplary student who was raised by strong Confucian principles.

As he excelled in school, Governor Governor Kim was the aspiring hope for his family clan who struggled to make ends meet. But Governor Governor Kim's life underwent a major change after he opened his eyes to social injustice in high school. In his senior year, Governor Kim participated in an anti-government demonstration against the authoritarian rule of the then-military government, which caused a suspension.

He was later admitted to Seoul National University as a business major. But even after entering college, he continued to fight against the military dictatorship and worked at factories alongside blue collar workers to protect their basic rights.

As a leading labor and democracy activist, Governor Kim was subject to scores of interrogations and torture and was sentenced to prison twice for a total of three years in the 1980s.

### Enters Into Politics

After witnessing the fall of the Soviet and Eastern Europe, Governor Governor Kim began to recognise the limitations of socialism and realised that an open market economy was essential in propelling Korea's development and maintaining the nation's democracy. He then joined the party of former opposition leader Governor Kim Young-sam, which later evolved into the current main opposition party, the Grand National Party.

Governor Kim was first elected to the National Assembly in Bucheon, Gyeonggi Province in 1996 and served a total of three terms. Throughout his ten years at the Assembly, he was well known for his passionate and diligent legislative activities, having been numerous times selected as Best Assemblyman by civic groups and reporters. He has been recognised as a principled leader, steadfast defender of democracy and one of the strongest critics against the faults of the government and ruling party. But he was also one of the major leaders who called for reform within his own party.

### Becomes Defender of North Korean Human Rights

While serving as a member of the Unification, Foreign Affairs and Trade Committee at the Assembly from 2004, Governor Kim devoted himself to advocating North Korean human rights and protecting North Korean refugees. In 2005, Governor Kim showed a video of North Korean public executions in the National Assembly for the very first time and submitted the North Korean Human Rights Act to the Assembly. Still yet to be passed, the bill aims at improving the human rights conditions in the communist regime and calls for the repatriation of South Korean abductees and prisoners of war still held in the North.

### Vision as Gyeonggi Governor

Now as a leader of Korea's biggest province of 11 million people, Governor Kim is now faced with a new and challenging mandate\_ developing Gyeonggi Province as a driving force for the advancement of Korea.

Armed with the slogan, "Gyeonggi Province Opens the Future of Korea," Governor Kim is aiming to develop Gyeonggi Province into one of the major global hubs of Northeast Asia.

He has brought public attention to the "deregulation issue" of the Seoul, Gyeonggi and Incheon metropolitan area where hosts of regulations and limitations prevent investments and overall economic growth. His vision is to develop Gyeonggi Province as one of the leading global centers for both conventional and knowledge-based industries.

Other major missions he is undertaking are promoting environment-friendly development of the province and upgrading the province's public transportation system.

(Source: Trade Queensland Office, Korea, Trade and International Operations Division, Department of the Premier and Cabinet)

## **SIGNING OF AGREEMENT BETWEEN QUANTUM BIOENERGY AND ASIAN ENERGY LTD**

**Date:** Thursday 3 May 2007  
**Time:** 11.15am (Signing of Agreement)

**Venue:** Camellia Room, 2<sup>nd</sup> Floor  
The Grand InterContinental Hotel, Seoul  
159-8 Samsung-dong  
Gangnam-gu, Seoul

In a brief ceremony, I witnessed the signing of a:

### **MEMORANDUM OF UNDERSTANDING (MOU)**

#### **BETWEEN:**

Quantum BioEnergy Pty Ltd of 14/7 Traders Way, Currumbin Waters, Queensland 4223, Australia

#### **AND**

Asia Energy Co Ltd of 773-4, Yeoksam-dong, Kangnam-Gu Seoul, South Korea

I was delighted to formally witness the signing of this MOU

#### **RECITALS**

Quantum BioEnergy Pty Ltd is an Australian company specialising in the optimisation of biogas recovery and sludge reduction in high organic liquid waste streams. The company has successfully bundled together innovative global technologies including high power ultrasonics and sludge recycle systems to maximise the recovery of methane for reuse as a biofuel for power production.

Asia Energy is a major Korean gas-related, construction and renewable energy development company with an interest in procuring economically viable renewable energy sites capable of providing significant greenhouse gas abatement and attractive electricity production capacity.

#### **AGREEMENT**

The Parties have therefore agreed to work together to explore opportunities for appropriately sized sites in Korea, where the application of QBE's technology and expertise will provide commercially viable returns for the Parties on a jointly owned Build Own Operate Transfer (BOOT) basis.

#### **TERM**

The Term of the Agreement is for an initial period of 12 months and if the Parties agree the Agreement may be extended or replaced with a new Agreement at the end of the initial Term.

## **SIGNING OF AGREEMENT BETWEEN UQ AND KAIST FOLLOWED BY LUNCHEON HOSTED BY GS CALTEX**

**Date:** Thursday 3 May 2007  
**Time:** 12:00noon – 12:30pm (Signing of Agreement)  
12:30pm – 2:00pm (Luncheon)  
**Venue:** Camellia Room, 2<sup>nd</sup> Floor  
The Grand InterContinental Hotel, Seoul  
159-8 Samsung-dong  
Gangnam-gu, Seoul

### **ATTENDEES**

<b>Dr Suh Nam Pyo (and Mrs Suh Young Ja)</b>	President, Korea Advanced Institute of Science and Technology (KAIST)
<b>Dr Junggwan Kim</b>	Assistance Minister, Ministry of Commerce, Industry, and Energy
<b>Dr Sang Soo Kim</b>	Vice President, Korea Advanced Institute of Science and Technology (KAIST)
<b>Dr Hyuk Sang Kwon</b>	Dean of Public and International Relations, Korea Advanced Institute of Science and Technology (KAIST)
<b>Dr Sang Yup Lee</b>	Professor, Department of BioSystems, Korea Advanced Institute of Science and Technology (KAIST)
<b>Mr Young Sik Myung</b>	President, GS Caltex Corporation
<b>Dr Dong-Soo Hur (and Mrs Hur)</b>	Chairman & CEO of GS Caltex Corporation
<b>Dr Kwang Seok Jung</b>	Head, Value Creation Centre, GS Caltex Corporation
<b>Dr Sun Chang Kim</b>	Chairman, Korea Advanced Institute of Science and Technology (KAIST)

### **Queensland attendees:**

- The Honourable Peter Beattie MP and Official Party
- Dr Paul Greenfield, Senior Vice Chancellor, University of Queensland
- Dr Lars Nielsen, Professor, University of Queensland
- Mr Peter Rowe, Australian Ambassador to the Republic of Korea

## MEETING OBJECTIVES

- To witness the official signing of the Initiative on Further Collaborative Research between the Australian Institute of Bioengineering and Nanotechnology (AIBN) at the University of Queensland and the Institute for the BioCentury at the Korea Advanced Institute of Science and Technology (KAIST).
- To demonstrate the Queensland Government's strong commitment to supporting the development of renewable resources for energy to address climate change.
- To recognise collaborations between the parties in fostering research and development that may lead to future commercialisation opportunities in the biotechnology chemical area.
- To profile Queensland's strong capabilities in biotechnology research to GS Caltex. GS Caltex has secured a top position in the petrochemicals industry in Korea. GS Caltex understands the importance of biochemical and has started progressively investing in research and business development (R&BD) in this field under the aim of leading to the delivery of commercial outcomes from its research findings.
- To promote greater Queensland-Korea collaboration in the development of new and renewable energies including biofuels and ethanol.

## DISCUSSION POINTS

- In my remarks I congratulated Dr Suh, President of KAIST and Dr Greenfield, Senior Vice Chancellor, University of Queensland for expanding the existing agreement to take advantage of the commercialisation opportunities their research presents.
- Queensland's globally competitive sugar industries, which would provide significant opportunities for the bio-based new economy with sugarcane as a feedstock for renewable resources.
- The Queensland Government's commitment to addressing climate change with the recent creation of the Queensland Climate Change Centre of Excellence (QCCCE) within the Department of Natural Resources and Water as well as Queensland's existing Smart State research and development credentials, making Queensland a strong partner for future collaborations.
- I thanked Dr Hur, Chairman and CEO of GS Caltex, for hosting the luncheon.
- I advised Dr Hur that LG International recently relocated its Australian headquarters from Sydney to Brisbane and that you met with Mr Koo, Group Vice Chairman and CEO of LG on 18 April this year. LG International is the first Korean conglomerate to have regional headquarters in Queensland.
- I noted that GS Caltex commenced exploration and production of natural resources in 2003 and highlight Queensland's investment potential in areas such as sugar, minerals and coal.
- I advised Dr Kim that four delegates will be invited to the Queensland Government's BIO Business Reception on Saturday 5 May, from 6pm - 9pm at the Exchange Conference Centre in Boston, namely:
- I noted that I would be meeting with the Minister of Commerce, Industry and Energy, the Honourable Mr Young-Ju Kim later this afternoon where you will be discussing potential

collaborative opportunities including in biotechnology, renewable energies research, clean coal technologies and training for the mining industry.

## **BACKGROUND**

- It is predicted that over the next 25 years, the global chemical industry currently valued at US\$1,500 billion will shift from being oil based to being biomass based. The world's leading chemical companies are increasingly using biotechnology for the cost-effective production of materials such as bioplastics.
- The Korean Government is interested in exploring opportunities for establishing a bilateral science initiative. The key rationale for this initiative is to use science collaboration as a conduit connecting the Korean chemical industry with a future source of raw materials.
- From an Australian perspective, the initiative provides a means to engage in the new bio-based economy as Australia has a competitive agricultural industry as well as a strong bioscience and biomaterials research base, but limited chemical industry capacity to apply the science to achieve commercial outcomes.
- UQ and KAIST have an existing institutional agreement on research and collaboration.
- The Australian Institute of Bioengineering and Nanotechnology (AIBN), at the University of Queensland, appointed the Director of the Korean Metabolic and Biomolecular Engineering National Research Laboratory (MBEL), Professor Sang Yup Lee, as an Honourary Professor in 2004. Professor Lee joined AIBN as visiting professor for 2006-2007 to work on a joint project with the Cooperative Research Centre (CRC) for Sugar Industry Innovation through Biotechnology (SIIB).
- While KAIST is one of a handful of research centres in the world capable of delivering industrial microbial strains, UQ has world-class capabilities in the narrow field of sugarcane and metabolic engineering. The proposed alliance between UQ and KAIST will build the world-first biotechnology platform to study cells as a whole micro-organism.
- Sugarcane, a major carbon source, is recognised as sustainable renewable feedstock. This initiative will lay the foundation for the world's leading centre to focus specifically on using sugarcane as the raw material for biorefineries to produce biofuels, which is identified as the key area of opportunity for Queensland.
- The CRC SIIB has applied for a National and International Research Alliances (NIRA) grant (through the Innovations Projects Fund within the Department of State Development) together with UQ and KAIST to fund a project in this field. The Innovation Project Fund has advised the application from UQ/KAIST titled "Australian-Korea Bioproducts Initiative" is currently being assessed and it aims to have the funding outcomes approved by late April or early May 2007.
- Supporting the research by the Korean Metabolic and Biomolecular Engineering National Research Laboratory (MBEL) of KAIST, GS Caltex has expressed a strong interest in exploring the potential of using sugarcane as a feedstock for industrial biotechnology (the process by which chemicals and materials are produced through biotechnology). It is envisaged that the collaborative research findings between UQ and KAIST will be successfully applied by GS Caltex to deliver commercial outcomes.

### **GS Caltex**

- Established in 1967, GS Caltex (formerly LG Caltex) was Korea's first privatised oil

refining company and continues to play a central role in the nation's oil refining and petrochemical industries. Over the past forty years GS Caltex has expanded its business into city gas, liquefied natural gas (LNG), electric power, exploration and production and renewable energy. The company controlled assets worth 9,397 billion won (A\$12.1 billion) in 2005.

- Currently, GS Caltex has crude oil refining facilities with a capacity of 650,000 barrels a day and operates approximately 3,000 petrol stations throughout Korea.
- With the deregulation of the energy sector, GS Caltex established a private power generation company with the operation of a 500MW LNG power plant and took over the combined-heat and power plant with capacity of generating 950MW from the Korea Electric Power Company (KEPCO). In addition, GS Caltex operates a combined-cycle power plant with capacity of 1450MW utilising LNG, which supplies electric power to the capital region of Korea.
- GS Caltex entered into the business of exploration and production for natural resources in 2003 and acquired a 15% participating interest in the exploration and development project of Cambodia Block A area, located on the west coast of Cambodia. With its partners including Chevron (USA) and Mitsui (Japan), GS Caltex discovered oil in five exploration wells during the period of October 2004 to February 2005.
- Since 1989, GS Caltex invested in new and renewable energy. GS FuelCell, a subsidiary of GS Caltex established in 2000, has been developing fuel cell technologies at its research centre called the "Value Creation Centre".
- Dr Dong-Soo Hur, Chairman and CEO of GS Caltex, is the major shareholder of GS Caltex and controls the Korean company. GS Caltex has expanded its business areas into city gas, LNG, electric power, exploration & production, convenience retail, e-business, new and renewable energy, covering all energy fields and becoming a total energy service provider with global competitiveness.

(Source: [http://www.gsclttx.com/About/gc\\_Overview.asp](http://www.gsclttx.com/About/gc_Overview.asp))



ADDENDUM CONCERNING  
AUSTRALIA-KOREA INITIATIVE ON BIO-BASED CHEMICALS  
AND MATERIALS FROM RENEWABLE RESOURCES  
TO THE MEMEORANDUM OF UNDERSTANDING

BETWEEN

THE UNIVERSITY OF QUEENSLAND (UQ)

AND

KOREA ADVANCED INSTITUTE OF SCIENCE  
AND TECHNOLOGY (KAIST)

## **1. Parties**

The parties to this Agreement are

- The University of Queensland (UQ), Australia,
- Korea Advanced Institute of Science and Technology (KAIST), Korea. (collectively "Parties")

## **2. Purpose of agreement**

- 2.1 This document expresses the Parties' intent to pursue a joint initiative contemplated in the Memorandum of Understanding between The University of Queensland (UQ) and the Korea Advanced Institute of Science and Technology (KAIST) signed on September 25, 2002 ("MOU", hereinafter) and, to that effect, constitutes an addendum to the MOU ("Addendum", hereinafter).
- 2.2 The Parties agree to pursue a joint initiative under the title "the Australia-Korea Initiative on Bio-based Chemicals and Materials from Renewable Resources" ("Initiative", hereinafter).
- 2.3 Through the Initiative, the Parties will jointly develop
- platform metabolic engineering and systems biotechnological strategies for bio-based chemicals and materials production from sugarcane;
  - proprietary microbial strains producing chemicals and materials; and
  - integrated bioprocesses for the production of these chemicals and materials.
- 2.4 Through the Initiative, the Parties will engage with Australian and Korean agricultural and chemical companies to assist them with the exploration and ultimately the utilisation of modern industrial biotechnology for bio-based chemicals and materials production.

## **3. Lines of Responsibility and Reporting**

- 3.1 The Vice Chancellor and President or his appointed delegate will assume responsibility on behalf of UQ and the President of KAIST or his appointed delegate will assume responsibility on behalf of KAIST for activities under this Addendum.
- 3.2 UQ and KAIST may appoint individuals under their jurisdiction to undertake specific responsibilities within this collaboration. In that case, each will copy the letter of appointment and statement of duties involved to the other. The individuals responsible for overall supervision of the activities respectively conducted by the Parties shall be called "Director" or "Directors" hereinafter.

#### **4. Research Collaboration**

- 4.1 The UQ Director and the KAIST Director will undertake collaborative research projects and apply for external research grants or other funds to support the initiative, in addition to the support normally available through their own research funding sources.
- 4.2 Specific activities, projects, relevant funding and other matters relating to the implementation of the initiative shall be negotiated and executed under separate legally binding contracts. Until such legally binding contracts are signed, this Addendum shall not create any binding obligation on the Parties other than an obligation to negotiate in good faith such binding contracts in accordance with the letter and spirit of this Addendum.

#### **5. Visits by Academic Staff and Research Students**

- 5.1 Subject to availability of funds, UQ and KAIST will encourage visits by academic staff and research students to the partner institution, for any purpose that supports the Initiative.
- 5.2 Any visit by academic staff or students made for the purpose of the Initiative requires prior approval of UQ and KAIST and the head of the relevant institute or faculty involved. The timing and financial arrangements of a visit should be clearly defined before approval.
- 5.3 For any approved visit, the host organisational unit will provide
- suitable office space, with access to telephone, computer and internet facilities;
  - access to the library and other sources of information, and to laboratories and equipment, on the same basis as other staff and students in the host organisational unit;
  - assistance with the location and reservation of suitable accommodation for the visitor and his/her dependents, for the duration of the visit; and
  - a staff member of the host organisational unit who is willing to act as contact person and mentor to the visitor.

#### **6. Conflict of Interests**

- 6.1 The Parties agree that, as at the date of signing this Agreement, to the best of their knowledge, no conflict of interest exists or is likely to arise in relation to the intention of the Parties to cooperate under this Agreement. If during the term of this Agreement, a conflict or potential conflict of interest arises for one of the Parties, then that Party will immediately notify the other Party in writing of that conflict or potential conflict of interest.

#### **7. Duration of this Addendum**

- 7.1 Both Parties may at any time review and assess this Agreement and the actions taken under it, where necessary. Either Party may

recommend an amendment to the Agreement and such amendment shall take effect upon mutual written agreement.

- 7.2 This Addendum will be effective upon signature by representatives of both institutions for a period of five years, at which time it will be reviewed for possible renewal for further five year periods. To terminate this Agreement, either Party must give at least six months advance notice. Such termination shall not affect current students until completion of the academic program, unless agreed otherwise between the Parties.

**SIGNED FOR AND ON BEHALF OF:**

**The University of Queensland**

**Korea Advanced Institute of  
Science and Technology**

\_\_\_\_\_  
Professor Paul F. Greenfield, AO  
Senior Deputy Vice-Chancellor

\_\_\_\_\_  
Professor Nam Pyo Suh  
President

Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

**WITNESSED BY:**

**GS Caltex Corporation**

\_\_\_\_\_  
Mr Dong-Soo Hur  
Chairman and CEO

Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

## **A\$9 MILLION FOR NEW CLIMATE CHANGE CENTRE OF EXCELLENCE**

The Honourable Peter Beattie, Premier and Minister for Trade  
Thursday, 27 December 2006

Premier Peter Beattie today announced that Queensland has allocated a total of A\$9 million to establish the Queensland Climate Change Centre of Excellence - the first centre of its kind in Australia.

Mr Beattie said the new centre would establish Queensland as the leader in climate change issues.

The centre, which was a Beattie Government election commitment, will provide policy advice and scientific information on climate change and its impact on the community, the economy and the environment.

It will also provide advice about measures to further reduce and offset the State's greenhouse gas emissions.

"Queensland is headed for a hotter, drier future," Mr Beattie said.

"Annual average temperatures in the State are projected to increase by up to two degrees Celsius by 2030, while rainfall may be reduced by 15% over the same period," he said.

"We need the Queensland Climate Change Centre for Excellence to understand and prepare for these climate changes."

The A\$9 million funding includes a one-off allocation of A\$1.5 million in capital funding next year to assist in setting up the centre.

Thereafter, the centre's annual recurrent budget will be A\$7.5 million.

Mr Beattie said the centre would be a specialist unit within the Department of Natural Resources and Water.

It will bring together the scientific knowledge and expertise of staff who will come from the departments of Natural Resources and Water, Primary Industries and Fisheries and the Environmental Protection Agency.

Natural Resources and Water Minister Craig Wallace said the centre would open its doors early next year with 54 staff located at the Indooroopilly Science Centre and also in Toowoomba.

"The new centre will form links with national and international climate researchers to ensure Queensland benefits from global research on climate change, as well as having strong links with national policy initiatives" he said.

## **BEATTIE TAKES LEAD ON BIG ISSUES**

The Honourable Peter Beattie, Premier and Minister for Trade  
Wednesday, 28 February 2007

Queensland Premier Peter Beattie created a new, high-powered division in his own Department to drive innovative responses to climate change and other big challenges facing Queensland.

Mr Beattie said he would personally set the priorities for the new Future Strategies Division.

"The first tasks set for the new unit are to coordinate Queensland's response to climate change, spearhead its drive to develop clean coal technology and develop an effective emission trading scheme," Mr Beattie said.

"We can not rely on the Federal Government to provide the national leadership needed to tackle the big challenges like climate change.

"Queensland has shown enormous leadership already. We are investing heavily in clean coal technology, have agreed with other State governments to establish a national carbon trading scheme and are setting up a Climate Change Centre of Excellence.

"This new capacity in my Department will ensure we keep the momentum going, coordinate all the activities of the Queensland Government and provide the creativity and innovation needed to make things happen quickly."

The Premier announced details of the new Future Strategies Division in the Department of the Premier and Cabinet when he addressed the Economic Political Overview forum of the Committee for Economic Development of Australia in Brisbane today.

Mr Beattie said his Director-General, Ross Rolfe was leading the establishment of the new unit and staff were already hard at work attacking the climate change challenge.

"Climate Change is one of the great challenges facing Queensland and the world - it can't be ignored," Mr Beattie said.

"The Smart State will light the path to the future."

Mr Beattie said Queensland continued to demonstrate why it is the economic powerhouse of Australia. We are experiencing a great shift to Queensland in terms of economic power, population growth and intellectual dynamism.

"Queensland has emerged as the national leader on so many of the critical issues facing Australia and our new status is increasingly being reflected in national and international forums," Mr Beattie said.

The Future Strategies Division will ensure Queensland is at the forefront on a number of priority issues. It will:

- drive an ambitious forward strategy program on issues of national importance;
- aggressively represent Queensland's economic and social interests at a national level;
- develop innovative strategies and policies based on latest thinking and research; and
- identify new ways of collaboration and cooperation between jurisdictions to enhance the Australian Federation.

Some of the critical issues include:

- climate change, including emissions trading options and energy policy and the development of new clean coal technologies;
- northern economic triangle development; and reform of key social services, including a new focus on Indigenous policy.

Mr Beattie said Queensland was experiencing unprecedented economic expansion.

"This has brought enormous economic benefits and prosperity to Queensland but has also thrown up challenges," Mr Beattie said.

"We are determined to meet those challenges by providing national leadership now and into the future."

## **200 SERVICE STATIONS MAKE THE SWITCH TO SWEETER FUELS**

Joint Statement:

Premier and Minister for Trade  
The Honourable Peter Beattie

Minister for State Development, Employment and Industrial Relations  
The Honourable John Mickel

5 April 2007

Queensland motorists now have more than 200 reasons to test-drive cleaner, greener fuels when hitting the road this Easter, Premier Peter Beattie said today.

Mr Beattie said the State's emerging ethanol industry had reached a major milestone, with more than 200 Smart State service stations now providing motorists with the choice of using renewable ethanol blended fuels.

"There has been a five-fold increase in the number of services stations supplying ethanol blended fuels since the Queensland Ethanol Industry Action Plan was launched in November 2005," Mr Beattie said.

"Together, the 200 +e fuel stations now represent 16 per cent of the 1,300 service stations currently in Queensland.

"City dwellers have the greatest opportunity to purchase +e fuels with 60 per cent of the total +e service stations located in the Brisbane, Gold Coast, Sunshine Coast regions.

"The Darling Downs, a leading grain growing area, has the next highest penetration of +e fuels, with 13 per cent of service stations offering a renewable ethanol alternative to customers.

"The recent Queensland Ethanol Conversion Initiative grant to Tropic Distributors Pty Ltd, a major fuel distributor for Caltex in North Queensland, also means the +e footprint may extend beyond North Queensland to as far as Cooktown and Mt Isa.

"Through the Government's A\$7.3 million Queensland Ethanol Industry Action Plan 2005-2007, A\$4.8 million has been allocated to the Queensland Ethanol Conversion Initiative to enable independent and major retailers make ethanol blended fuels more accessible to motorists.

"The initiative has been important in assisting fuel distributors overcome the additional expense incurred for blending infrastructure, storage facilities and transport of ethanol blended fuel," he said.

State Development Minister John Mickel said the benefits of using ethanol blended fuels were also being promoted to Queensland motorists through the ongoing +e marketing campaign, which aims to educate motorists about the benefits of using renewable fuels.

"The '+e Ethanol Powered by Nature' campaign aims to increase consumption of safe, renewable ethanol blended fuel in Queensland by informing and educating motorists," Mr Mickel said.

"Independent research commissioned by the Beattie Government shows that attitudes towards ethanol blended fuel are changing. 42 per cent of survey respondents are regularly fuelling up on ethanol blended fuel and most who try the fuel use it more than once.

"60 per cent of Queenslanders also recognise the environmental benefits from using ethanol blended fuel, which is made from sugar cane or grains such as sorghum or wheat."

Mr Mickel called on Queensland's motorists to help drive this growth by filling up with ethanol blended fuel.

"The fuels are now available at 200 service stations across the State and I encourage every motorist to get out there and fill up their tank with ethanol blended fuel whenever possible."

Motorists are encouraged to check their vehicle's compatibility with ethanol blended fuel by contacting their manufacturer or visiting the Federal Chamber of Automotive Industries website [www.fcai.com.au/ethanol](http://www.fcai.com.au/ethanol)

For a list of Queensland service stations retailing ethanol blended fuel visit the 'The Ethanol Powered by Nature' website at [www.ethanol.qld.gov.au](http://www.ethanol.qld.gov.au).

Media contact: 3224 4500  
Elouise Campion 3224 6784

## **CV OF DR SUH NAM PYO**

### **President, Korea Advanced Institute of Science and Technology (KAIST)**

Dr Suh Nam Pyo was born in Korea on April 22, 1936, and immigrated to the U.S. in 1954 to join his father who was teaching at Harvard University. He completed his high school education at Browne & Nichols School before entering MIT as a freshman in 1955. He was naturalised in 1963 in Pittsburgh, PA. Suh Nam Pyo is married to Young J. Suh (née Surh). They have four daughters (Mary, Editor, New York Times; Helen, a professor at Harvard University; Grace, Senior Program Manager, IBM Foundation; and Caroline, President, Suh Films, Inc.), four sons-in-law (Peter Morgan, Dr. David L. MacIntosh, Howard Charny, and Dr. Douglas Meehan), and five grandchildren.

### **Other Accomplishments**

Dr. Suh is acknowledged as the creator of many theories such as the axiomatic design theory, the complexity theory, the delamination theory of wear. He has lectured widely on his theories and many practical applications have come from them.

In 1973, Professor Suh established the first university/industry cooperative research program at MIT known as the MIT-Industry Polymer Processing Program, which became a model in establishing similar programs at many other universities by the National Science Foundation (NSF) and in formulating the Stevenson-Wydler Innovation Act of 1981 by U.S. Congress. He has also created many polymer-processing techniques, in addition to generating many of the leading academics in the field of polymer processing. He has received many patents in polymer processing and related fields.

Among the many new materials, products and manufacturing processes invented by him are: Microcellular plastics (known as MuCell and used commercially worldwide), Mixalloy, USM high pressure foam moulding technology (used world wide), electrostatic charge-decay NDE technique, semiconductor manufacturing equipment, Low R electrical connectors, low friction surfaces, and foam/straight plastic lamination process (a major industrial product) and his innovative electrical connector design. Many of these have been commercialised.

The MIT Laboratory for Manufacturing and Productivity (of which Professor Suh was the founder and first Director until his NSF appointment) became one of the world's largest and most successful laboratories of its kind.

His inventions have become the basis for several successful commercial and industrial technologies. He founded several companies based on these technologies. Microcellular plastics are widely used worldwide (tradename: MuCell, Trexel, Inc.). Woven electrical connectors are an award winning disruptive technology, marketed by Tribotek, Inc. Software that are used in design, Acclaro, is a product of Axiomatic Design Solutions, Inc. Mixalloy was successfully developed and commercialized by Sutek, Inc.

He was the principal architect of the highly successful Five-Year Economic Plan of Korea for the Period 1980 - 1985.

Upon his appointment to the NSF by President Reagan, Dr. Suh instituted a new structure and policies for engineering education and research to prepare for a new era. His plans received strong endorsements from U.S. Congress and the Administration. Many distinguished researchers and educators joined him at NSF to implement the new programs for engineering education and research. Dr. Suh created programs for design theory and methodology, biotechnology, computer-integrated engineering, emerging technologies,

critical technologies, the Engineering Research Centers, Expedited Grants for Novel Research, Creativity Grants, and the University-Industry-Government Cooperative Program for engineering education. For his contributions, he received the Distinguished Service Award of the National Science Foundation.

As the Head of the Department of Mechanical Engineering at MIT, Professor Suh worked with his colleagues to elevate the already highest ranked department to a higher level of excellence. The educational goal of the Department is to prepare MIT students for leadership in their chosen fields. To achieve this goal, an innovative undergraduate curriculum was adopted. This curriculum incorporates many new ideas and pedagogical innovations.

Dr Suh also established the Manufacturing Institute at MIT to provide an educational mechanism for teaching engineering systems and to strengthen the interaction between MIT and industry by conducting industrially funded research in the field of large systems and by creating more effective technology transfer mechanisms. He is currently on leave from his distinguished career at the Massachusetts Institute of Technology (MIT), Cambridge, MA, where he has held positions of Director and Head of Department of various Institutes and Departments.

Previous positions held by Dr Suh include:

- Director, National Science Foundation (President Reagan's Appointee)
- Associate Professor of Engineering, University of South Carolina, Columbia, SC

Dr Suh completed his PhD at Carnegie-Mellon University, Pittsburgh, PA in 1964 and has since been awarded numerous Honourary doctorates and awards including:

- Doctor of Engineering honoris causa, The University of Queensland, Australia, May 2007
- Lifetime Achievement Award, Society of Plastics Engineers, May 2007
- Doctor Scientiarum Honoris Causa, the Technion, Israel Institute of Technology, Israel, June 2007

Dr Suh has had over 300 scholarly papers and 10 books published and over 50 US patents (and many foreign patents) awarded. He is a member of many highly prestigious boards and professional societies in his field of expertise.

(Source: Trade Queensland Office, Korea. Current at November 2006)

## **CV FOR MR JUNGWAN KIM**

**Assistant Minister, Energy & Resources Development Office, Ministry of Commerce, industry and Energy**

### **Work Experience**

Jan 2007	Energy & Resources Development Office, Ministry of Commerce and Energy (MOCIE) level bullet points	Industry
2006-2007	Director General, Bureau of Balanced Regional Industrial Development, MOCIE	
2003-2005	Director, Energy Policy Division, MOCIE	
2001-2003	Director, Electric Power Competition and Policy Division, MOCIE	
2001	Director, Power Restructuring Policy Division, MOCIE	
2000	Director, Import Policy Division, MOCIE	
1997-1999	Consultant, International Energy Agency, OECD	
1982-1996	Deputy Director, MOCIE Energy Policy Division, Overseas Resources Division Electric Power Policy, Division, & International Cooperation Division	

### **Education Background**

1993	University of Illinois, MA in Economics	
1987	Korea Advanced Institute of Science and Technology (KAIST), Master of Engineering (Management Science)	
1984	Seoul National University, Master in Business Administration	
1982	Seoul National University, BA in Business Administration	

(Source: Ministry of Commerce, Industry and Energy)

## **CV OF DR SANG-SOO KIM**

**Vice President and Professor, School of Mechanical, Aerospace & Systems Engineering, Korea Advanced Institute of Science and Technology (KAIST)**

Date of Birth : March 22, 1950

### **Research Interests**

Thermal Engineering, Aerosol Science and Technology, Air Pollution and Environmental Control, Nano/Micro Particle Dynamics, Particle Laden Flows, Laser Diagnostics, Thermodynamics

### **Education**

- B.S. Mechanical Engineering Seoul National University: 1969-73
- M.S. Mechanical Engineering University of California, Berkeley, USA: 1975-76
- PhD. Mechanical Engineering Northwestern University, USA: 1977-81

### **Experience**

Dr Kim has held numerous positions and at KAIST has held the following positions:

- Professor, Dept. of Mech. Eng., KAIST: 1983-current
- Dean of Institute Development, KAIST: 1995-97
- Dean of Research Affairs, KAIST: 2003-04
- Dean, College of Engineering, KAIST: 2004-05
- Vice President of Operations, KAIST: 2005-06
- Vice President for KAIST Institutes, KAIST: 2006-current

### **Membership**

National Academy of Engineering of Korea, ASME, AIChE, KSME, KSAE, SAREK, Combustion Institute, Korea Association for Particle and Aerosol Research(KAPAR), AAAR, JAAST, EAA

(Source: Trade Queensland Office, Korea)

## **CV OF PROFESSOR HYUK-SANG KWON**

**Dean of Public and International Relations, KAIST**

**Professor, Department of Materials Science & English, KAIST**

DOB: April 5, 1952

Major Field: Corrosion and Surface Treatments

### **Research Interests:**

Passivity, Localised and Stress Corrosion; Alloy Design for Corrosion Resistant; Alloys; Coatings and Surface Treatments; Thin Film Solid State Rechargeable Battery

### **Education**

- PhD in Metallurgy & Mat. Sci., Case Western Reserve University, 1982
- M. S. in Metallurgical Engineering, Seoul National University, 1980
- B. S. in Metallurgical Engineering, Seoul National University, 1974

### **Experiences**

- 1984 - present Professor of Materials Science & Engineering, KAIST
- 1995 - 1996 Visiting professor, The Pennsylvania State University
- 1982 - 1984 Lecturer and Research Associate, Texas A & M University
- 1980 - 1982 Research Assistant, Case Western Reserve University
- 1976 - 1980 Section head of Stainless and Tool Steels, Central Research Center, Sammi Special Steel Co.
- 1974 - 1976 Lieutenant, Korea Army Service

### **Memberships**

Korean Institute of Metals; The Corrosion Science Society of Korea; The Korean Institute of Surface Engineering; American Society for Materials-ASM International; and National Association of Corrosion Engineers

### **Professional Activities**

- Member, Board of Directors, Corrosion Science Society of Korea (1990-present)
- Member of Editorial Board, Corrosion Science Society of Korea (1985-1990)
- Member of Editorial Board, Korean Institute of Surface Engineering (1988-present)

### **Best Thesis Awards**

- The Korean Institute of Surface Engineering in 1995
- Corrosion Science Society of Korea in 1990
- Korean Institute of Metals in 1981

Publications: More than 40 publications in international journals.

(Source: Trade Queensland Office, Korea)

## **CV OF PROFESSOR SANG YUP LEE**

**Professor, Department of Chemical & Biomolecular Engineering  
Korea Advanced Institute of Science and Technology (KAIST)**

### **Positions**

- 1994-1996, Assistant Professor, Dept. Chemical Engineering, KAIST
- 1997-2002, Associate Professor, Dept. Chemical Engineering, KAIST
- 2000-present, Director, BioProcess Engineering Research Center
- 2000-present, Head, Metabolic Engineering National Research Laboratory
- 2001-present, Director, Bioinformatics Research Center
- 2002-present, Professor, Dept. Chemical & Biomolecular Engineering, KAIST
- 2003-present, Professor, Dept. BioSystems, KAIST
- 2004-present, LG Chem Chair Professor
- 2004-present, Honorary Professor of University of Queensland
- 2005-present, Adjunct Professor, Australian Institute of Bioeng. & Nanotechnology
- 2005-present, Special Advisor, Bioprocessing Technology Institute, Singapore

### **Education**

- B.S., Dept. Chemical Eng., Seoul National Univ., Seoul, Korea (1982-1986)
- M.S., Dept. Chemical Eng., Northwestern Univ., Evanston, IL, USA (1986-1987)
- PhD, Dept. Chemical Eng., Northwestern Univ., Evanston, IL, USA (1987-1991)

Professor Lee is a member of over 20 professional societies and has received over 35 honours and awards:

A summary of his publications follow:

- Refereed Journal papers: 219 papers
- Refereed Proceedings papers: 148 papers
- Conference presentations/Abstracts: 838 papers
- Plenary/Keynote/Invited Lectures/Seminars: 214 presentations
- Books, Edited books and Book chapters: 34 books/book chapters
- Essays: 56 essays
- Patents: 244 patents including 114 registered patents
- Registered programs: 6 programs
- Newspaper/TV/Scientific News/Magazine: 984 times

(Source: Trade Queensland Office, Korea)

## **CV OF MR YOUNG SIK MYUNG**

### **President of GS Caltex Corporation**

#### **Education**

1972        BS Chemical Engineering, Yonsei University

#### **Experience**

1972        Joined GS Caltex Corporation

1978        Manager, Technical Service Department

1981        Manager, Operation Department

1983        General Manager, Production Planning Department

1985        General Manager, Crude Oil Department

1989        Vice President, Crude Oil & Supply Division

1997        Senior Vice President, Crude Oil & Supply Division

1999        Senior Vice President & Plant Manager, Manufacturing Division

2000        Executive Vice President & Plant Manager, Manufacturing Division

2002        President, Manufacturing Division

2004        President & Chief Operating Officer, Manufacturing Division & Labor Relations

2005 – 2006 President, Corporate Strategy Division

2007~       President, Corporate Strategy Division & New Energy Development Centre

## **CV OF DR DONG-SOO HUR**

### **Chairman and CEO of GS Caltex**

Date of Birth: July 13, 1943

#### **Education**

1954~1960: Bosung Junior & Senior High School  
1960~1966: BS - Chemical Engineering, Yonsei University  
1961~1963: Military Service  
1966~1968: MS - Chemical Engineering, University of Wisconsin  
1968~1971: PhD - Chemical Engineering, University of Wisconsin

#### **Experience**

1971~1973: Research Engineer, Chevron Research Company, USA  
1973: Joined GS Caltex Corporation of Korea  
1973~1978: Special Assistant to Joint Representative Directors  
1978~1981: Vice President, Deputy Refinery Manager  
1982~1984: Vice President, Planning/Project & Construction  
1984~1987: Executive Vice President, Corporate Planning/Crude Oil/Supply and Distribution  
1987~1991: Executive Vice President, Planning & Manufacturing  
1991~1993: President & COO of GS Caltex Corporation  
1997~2002: Vice Chairman & CEO of GS Caltex Corporation .

2003~ current: Chairman & CEO of GS Caltex Corporation

#### **Membership**

1994.2~1995.2: Chairman of Korea Petroleum Association  
2001.1~ current: Chairman of the Korea Baduk Association  
2002.3~ current: Chairman of the Korea Business Council for Sustainable Development  
2005~ current: Chairman of the Committee on Consumer Complaints Management System  
2005~ current: Chairman of the Korea Committee on the Korea-China-Japan Business Forum  
2006~ current: Head Committee Member of the Presidential Commission on Sustainable Development  
2006~ current: Chairman of GS Caltex Foundation

#### **Awards**

1985: The Industrial Service Medal  
1995: The Order of Industrial Service Merit, Bronze Tower  
2000: The Order of Industrial Service Merit, Gold Tower  
2003: The Korea Resource Economics Association Award for Energy Entrepreneur  
2005: The Order of Civil Merit, Mugunghwa Medal  
(The Highest Medal that Korean Government can give to Korean civilian)

(Source: [http://www.gscaltex.com/About/gs\\_CeoProfile.asp](http://www.gscaltex.com/About/gs_CeoProfile.asp))

## **CV OF DR KWANG SEOK JUNG**

**Head, Value Creation Centre, GS Caltex**

### **Personal data**

- Born January 07, 1955, in Seoul (Korea).
- Married since 1982. Two sons, born 1983, 1988
- Living in Daejeon from 1996.
- Korean citizenship.

### **Education**

1961-1969 Primary and Junior High School in Seoul  
1970-1973 Seoul High School.  
1974-1978 Chemical Engineering studies at Seoul National University  
1978-1980 Master Degree. Major in Chemical Engineering at Seoul National University  
1980-1982 Master Degree. Major in Metalurgical Engineering at University of Idaho  
1982-1987 PhD work on Coal Gasification in Chemical Engineering of University of Wyoming

### **Professional Career**

1987-Present GS Caltex

(Source: Trade Queensland Office, Korea)

## **CV OF PROFESSOR PAUL GREENFIELD, AO**

**Senior Deputy Vice-Chancellor, University of Queensland, Brisbane, Australia**  
AO, BEcon Qld., BE(Hons) NSW, PhD NSW, FIEAust, FTSE, FIChemEng, MAChE

Professor Greenfield was appointed Senior Deputy Vice-Chancellor from 2002 with responsibilities for financial performance and strategic direction of the Faculties and Institutes of the University. Previously he was Deputy Vice-Chancellor (2001), Deputy Vice-Chancellor (Research) (1997-00) and Executive Dean of Engineering, Physical Sciences and Architecture (established 1997 as part of a major restructure).

After graduating Bachelor of Engineering, first-class honours in chemical engineering, from the University of New South Wales (UNSW), Professor Greenfield worked in the private sector before completing a PhD at UNSW. He worked at CSIRO before winning a three-year fellowship to the U.S. In 1975, he joined the University of Queensland as a lecturer in chemical engineering and a decade later became Head of Department and then Pro-Vice-Chancellor (Physical Sciences and Engineering) before being appointed an inaugural Executive Dean in 1997.

In January 2006 Professor Greenfield was made an Officer in the General Division of the Order of Australia for service to science and engineering, particularly through research in the areas of chemical engineering, biotechnology, wastewater and environmental management, and to the tertiary education sector.

Professor Greenfield has consulted for national and international companies and government agencies in the fields of biotechnology, wastewater management, environmental management and project evaluation. He has also served on national and international committees such as the National Greenhouse Advisory Panel (since 1994) and the DETYA High Performance Computing Interim Executive Board of Management.

Currently, he chairs the Scientific Advisory Committee overseeing the \$5.2 million Moreton Bay and Brisbane River Wastewater Management Study (since 1994); the Waste Technical Working Group, Basel Convention (since 1995); and the Advisory Board of I.P. Australia (since 1999). He is also a Director of several University companies including UniQuest Pty Ltd.

Professor Greenfield's research is recognised internationally for capacity to attract funding (more than A\$7million including A\$6.3million in competitive grants) and significance of published output. He still supervises PhD students and he is credited with more than 180 journal publications, 120 conference publications, three patents and more than 20 invited international (keynote/plenary) addresses. In 1995, he won the Chemeca Medal, awarded jointly by the Institution of Chemical Engineers and the Institute of Engineers Australia for outstanding contribution to the profession; and in 1998 he was named the Institute of Engineers "Engineer of the Year".

(Source: *Trade Queensland Office, Korea*)

## **CV OF LARS KELD NIELSEN**

### **Chair of Biological Engineering, University of Queensland**

Cand Polyt DTU, Denmark, PhD Qld, Eur Ing, M.IDA

Professor Nielsen was appointed Chair of Biological Engineering in 2005 and is a group leader in the Australian Institute of Bioengineering and Nanotechnology (AIBN).

After graduating as Cand Polyt (MSc (Eng)) from the Technical University of Denmark, Professor Nielsen completed a PhD at UQ in 1995 having spent a year teaching and supervising PhD students as well. He worked two years as a postdoctoral fellow with Professor Terry Papoutsakis at Northwestern University in Evanston, Illinois, before returning to UQ as a senior lecturer to establish a biological engineering program. In 2000, he joined the DETYA Science Lectureship program in Computational Biology, while maintaining close links to the biological engineering program. In 2005, he returned to Chair the expanded biological engineering program and, in 2006, he moved his research group to AIBN.

Professor Nielsen heads system biotechnology at AIBN, including the coming Queensland node of Metabolomics Australia funded by NCRIS. He is a program manager in the CRC for Sugar Industry Innovation through Biotechnology (CRC SIIB), responsible for industry diversification research. In this role, he organised the Sugar Industry Expert Panel in Industrial Biotechnology co-sponsored by Queensland Department of State Development. He was a member of the Department of State Development Industrial Biotechnology Working Group and has acted as a consultant to the sugar industry in this field. He is an Editorial Board Member for Bioprocess & Biosystems Engineering and on the Scientific Advisory Board for Fluxome Sciences (Lyngby, Denmark).

Professor Nielsen is internationally recognised for his work on engineering polymer production in bacteria, animal cells and plants. His work has attracted A\$7.5m in competitive research funding and led to several patents and research contracts with both local and overseas companies. He received Australian Institute of Political Science Queensland Young Tall Poppy Award in 2001.

## **MEETING WITH THE MINISTER OF COMMERCE, INDUSTRY AND ENERGY, THE HONOURABLE MR YOUNG-JU KIM**

**Date:** Thursday 3 May 2007  
**Time:** 3:00pm – 3:30pm  
**Venue:** Minister's Office  
Ministry of Commerce, Industry and Energy  
Gwacheon Government Complex  
3 Joongang-dong  
Gwachon, Gyeonggi-do

### **ATTENDEES**

<b>Mr Young-Ju Kim</b>	Minister of Commerce, Industry and Energy (MOCIE)
<b>Mr Jee In Hong</b>	Director-General, Trade Cooperation Planning
<b>Mr Seung Yoon Lim</b>	Deputy Director, Asia and Africa Division, Trade Cooperation Planning
<b>Mr Young Tae Cho</b>	Deputy Director, Mineral Resources Division, Energy and Resources Development Office
<b>Mr Man Soo Gal</b>	Assistant Director, Asia and Africa Division, Trade Cooperation Planning
<b>Ms Ko Eun Kim</b>	Interpreter

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party
- Mr Peter Rowe, Australian Ambassador to the Republic of Korea

### **MEETING OBJECTIVES**

- To impress, at a government-to-government level, Queensland's enthusiasm for facilitating Korean involvement in the State's resources sector, particularly in coal mining and exploration, and training for the mining industry.
- To promote greater Queensland-Korea collaboration in the development of new and renewable energies, particularly in biofuels.
- To invite the Minister to send invited delegates from MOCIE's BIO 2007 delegation to the Queensland Government's BIO Business Reception on Saturday 5 May 2007 in Boston.
- To promote investment in Queensland's Clean Coal Technology (CCT) projects and invite the Minister to send a delegation to Queensland to further examine opportunities.

### **DISCUSSION POINTS**

- In my meeting with the Minister, I noted that more than 98% of Korea's energy consumption depends upon imports due to the domestic absence of energy resources.

- I reinforced that the Queensland Government's approach to fostering continued growth in the Queensland-Korea trade relationship places particular emphasis on increasing Korea's involvement in the State's resources sector.
- I also noted that I would be having dinner with several major Korean companies including LG International Corporation, Korea Zinc, Wonjin Worldwide, SK Corporation and POSCO to discuss opportunities for increasing the export of resources to Korea and potential investments in Queensland mining projects.
- I noted that Korea Resources Corporation (KORES), will also be represented at the dinner and that you will be meeting its President, Mr Han Ho Lee to discuss KORES' potential involvement in coal exploration, magnesite mining and magnesia processing projects in Queensland.
- I promoted the strong potential for Queensland-Korea collaboration in mining industry skills development, noting that Queensland has strong capabilities in the development and delivery of training programs for the mining industry.
- As large consumers of coal both Queensland and Korea have an imperative to be proactive in reducing their CO<sub>2</sub> emissions.
- Queensland, as Australia's Smart State, is seeking solutions through technological innovation, particularly by prioritising research and investment in new and renewable energies and CCT.
- I commended the Minister on seeking to develop strong technological capabilities in new and renewable energies as a way to both ease its dependence on coal, natural gas and petroleum imports and reduce Korea's CO<sub>2</sub> emissions.
- We promoted the strong potential for Queensland-Korea collaboration in renewable resources such as biofuels, noting, that earlier today you attended the signing of a collaboration agreement between the University of Queensland (UQ) and the Korean Advanced Institute of Science and Technology (KAIST).
- I sought the Minister's support for the invitation extended to four delegates from the MOCIE BIO delegation to attend the Queensland Government's BIO Business Reception on Saturday 5 May 2007 from 6pm - 9pm at the Exchange Conference Centre in Boston.
- In July last year Korea became the second country to invest in the US FutureGen project. Korea pledged US\$10 million (\$A12.24 million) to help build and operate the world's first zero-emissions coal-fired power plant and will sit on a government steering committee to oversee the initiative.
- The Queensland Government is also making breakthroughs using coal based gasification and carbon capture-sequestration technologies and will begin construction of the ZeroGen zero-emission demonstration plant in mid-2008.
- I advised the Minister that Queensland has other key investment-ready CCT projects currently undergoing feasibility assessment in the State. These use different but equally innovative technologies such as CS Energy's Oxyfiring Project and the Fairview Power Project. Queensland welcomes interest from Korean investors in these projects.
- I invited the Minister to send a delegation to Queensland to examine these opportunities further.

## BACKGROUND

- The four members of the MOCIE BIO 2007 delegation invited to the Queensland Government's BIO Business Reception are:
  - Mr Ho Won Kim, Director-General, Future Growth Industries Office, Ministry of Commerce, Industry, and Energy;
  - Dr Seung-Ho Han, Director, Gangwon Regional Innovation Agency;
  - Dr In-Young Ko, President, Chuncheon Bioindustry Foundation; and
  - Mr Chung-Il Ji, President, Gangneung Marine Bio Foundation.
- The Minister has indicated that the Korean Government has a strong interest in participating in Uranium mining in Australia, and that this may be raised at this meeting.
- Queensland is estimated to have up to A\$3.2 billion in uranium deposits.
- Korea, currently 5th in the world in terms of nuclear power plant capacity, imported 3560 tonnes of uranium in 2006 from Canada, Australia and other sources. Korea is a party to the NPT as a non-nuclear weapons state. Its safeguards agreement under the NPT came into force in 1975 and it has signed the Additional Protocol in relation to this.
- In addition to nuclear energy, Korea uses a combination of thermal (coal, natural gas and petroleum) and hydroelectric capacity to meet its demand for electric power which MOCIE estimates will rise at an average annual rate of approximately 4% through to 2015.
- Securing long-term supplies of enough energy resources to support growth in electricity demand is one of Korea's greatest challenges. Korea's natural resource endowments are meagre with domestic mining activity contributing only 0.03% to GDP annually. Because of its limited indigenous mineral resources Korea relies approximately 98% on imports to meet its requirements for vital thermal energy resources such as coal, natural gas, and crude petroleum and uranium for its nuclear power generation.
- While there is no Queensland-Korea trade in natural gas, crude petroleum, or uranium, Korea is a major customer of Queensland's coal sector. Forty-four percent of Queensland's merchandise exports to Korea in 2005/06 were coal products, mainly coking and thermal coal and were worth A\$1.7 billion dollars to the State's economy. This figure is a significant percentage (28%) of the total value of coking and thermal coal imported by Korea in 2005 and illustrates not only Queensland's importance to Korea as a source market for coal but Korea's priority as an export market for Queensland.
- Energy demand is a major driver of Korea's coal imports with 67% of the coal imported by Korea used to produce electricity.
- MOCIE has interests in resources development through its ownership of KORES, a key resources supplier to the domestic electricity generation sector. You will be meeting with the President of KORES, Mr Han Ho Lee, and representatives from several other major energy resource suppliers including LG International Corporation (coal) and SK Corporation (coal and petroleum refining) at a dinner tonight hosted by the Australian Ambassador to Korea, HE Peter Rowe.
- While Korea imports 98% of its energy resources, it does have a small local mining industry based around reserves of copper, gold, iron ore, lead, silver, tin, tungsten, and zinc which contributes 0.03% of GDP. Issues associated with the mining industry's limited size (such as availability of employment and low investment in up-skilling) have

impacted on the development of its skills-base, which is insufficiently sophisticated to keep pace with global developments in mining techniques and technologies. MOCIE has signalled that education and training for the mining industry may be an area for future Queensland-Korea collaboration.

- Queensland has strong capabilities in the development and delivery of training programs for the mining industry. The Mining Industry Skills Centre, a collaborative venture between the Queensland Government and the mining industry, offers a range of services to industry organisations to assist in employee up-skilling, creating a safe and realistic training environment and enabling the transportability of skills from one mining site to the next. The services of the Mining Industry Skills Centre are fundamental to reducing the current skills shortage in Queensland's mining industry, and could potentially be used as a blueprint to address the skills shortage in the Korean mining industry. Further information on the Mining Industry Skills Centre is attached.
- MOCIE is a key agency in harmonising Korea's economic and environmental policymaking given the strong linkages between industry, energy and CO<sub>2</sub> gas emissions.
- Korea should have a particular concern for emission reduction as it is the world's tenth largest coal consuming nation and ninth largest source of CO<sub>2</sub> emissions. For years, Korea was one of Asia's fastest-growing economies but the country's rapid industrialisation was accompanied by a corresponding increase in its energy consumption and pollution levels, both of which had a detrimental effect on Korea's environment.
- Korea has ratified the Kyoto Protocol on greenhouse gas emissions, and while its status as a 'non-Annex I state' means it has not undertaken to meet specific targets, it has since developed policies that emphasise the development of more nuclear power plants before 2015 to reduce growth in CO<sub>2</sub> emissions.
- Another key response to managing Korea's CO<sub>2</sub> emissions is diversification into new and renewable energy sources. In 1987, the Korean government enacted the Promotion Law of Alternative Energy Development. Under this legislation many relevant programs have supported R&D and deployment activities in new and renewable energy areas such as solar photovoltaic (PV) power, hydrogen-fuel cells and biofuels.
- To create a market for its R&D developments in biofuels, for example, in 2006 Korea decreed that all domestic diesel must have at least 0.5% biodiesel content. That ratio is set to rise to 5% in two years, while heavy machines are expected to use up to 20% of biodiesel in their fuel blends. While the Queensland Government actively encourages the uptake of biofuels, to date it has not made their use mandatory.
- Like its nuclear energy policy, Korea's diversification into new and renewable energies policy is framed by the challenge of ensuring sustainable energy supplies in a country severely lacking domestic fossil fuels. It is hoped that new and renewable energy sources will serve the dual purpose of producing fewer CO<sub>2</sub> emissions whilst reducing Korea's long-term dependence on imported coal, gas and petroleum.
- By 2011, the Korean government hopes to have 5% of its energy needs met by these new and renewable energies, with a goal of 15% by 2030. In 2005, the rate was between 2.13%.
- Seeking a greater role for renewable and nuclear energies in the Korean energy sector is a long-term strategy. In the mid to short-term it is highly unlikely that Korea will be

able to reduce its dependence on imported fossil fuels such as coal to any significant degree.

- MOCIE is currently leading all R&D and deployment activities through its policy implementing agency, the New and Renewable Energy Centre. In the public and private sectors many research institutes such as the Korean Advanced Institute of Science and Technology (KAIST), Korea Institute of Energy Research (KIER), Korea Energy Economic Institute (KEEI) and the Korea Electric Research Institute (KERI) are working in concert to ensure that technological opportunities are commercialised and exploited. In addition, business entities are encouraged to actively participate to expand the market and to foster the relevant industry.
- Queensland can potentially contribute to new and renewable energy projects in Korea in a number of ways including research collaboration, financial investment, system design and supplying related equipment and infrastructure.
- Queensland's capabilities in new and renewable energies are primarily focused on promoting value-addition to the State's large sugar industry to become a world leader in the production of ethanol and other biofuels. Information on Queensland's renewable energy sector is attached.
- There are already signs of the potential for strong Queensland-Korean collaboration in new and renewable energies. Earlier today, you attended the signing of a collaboration agreement between UQ and KAIST, titled Australia-Korea Initiative on Bio-Based Chemicals and Materials from Renewable Resources.
- The focus of the collaboration will be to use science to link the strong petrochemical industry in Korea and the strong agricultural industry (particularly sugar) in Queensland.
- Korea's drive to diversify its energy sources as a solution to environmentally sustainable energy use however, has meant that the development of CCT and other technologies based around clean use of fossil fuels had become de-prioritised.
- While Korea is aware of global CCT developments, its understanding of the technologies is less advanced than Queensland, which has genuine claims to being a world-leader in the field.
- Driven by the lack of domestic technology development and the intensifying global and local movement for reduced CO<sub>2</sub> emissions, in June 2006 Korea became the second country, after India to join the United States in the FutureGen International Partnership. Korea has pledged US\$10 million (\$A12.24 million) to help build and operate the world's first zero-emissions coal-fired power plant and will sit on a government steering committee to oversee the initiative.
- FutureGen is seeking to use similar technologies to those planned for the Queensland Government's ZeroGen demonstration plant at Stanwell Energy Park in Central Queensland. Effectively competing against one another for the claim of 'world's first,' both plants will remove and sequester carbon dioxide while producing electricity and hydrogen, making them the environmentally cleanest fossil fuel fired power plants in the world.
- Queensland's progress in CCT however, is not limited to coal based gasification and carbon capture-sequestration technologies to be used at ZeroGen, but also include innovative solutions such as oxyfiring and carbon capture-sequestration using coal bed methane. On the basis of its growing need to mitigate the environmental impact of coal

use, but limited advancement in CCT, there may be potential to attract Korean investment in Queensland's other investment-ready CCT projects such as CS Energy's Oxyfiring Project, and the Fairview Power Project:

- CS Energy's Oxyfiring Project: A\$188 million project that seeks to retro-fit CCT technology to a coal-fired power station at Biloela in central Queensland, with the oxy-fuel process involving the replacement of air with oxygen to create concentrated stream carbon dioxide suitable for capture and storage underground; and
- the Fairview Power Project: A\$445 million project to build a commercial-scale 100MW power generation and carbon capture-storage facility based on coal bed methane (CBM) that can capture 33% of total emissions. This project will be conducted over the Fairview CBM field in the Bowen/Surat Basin in Central Queensland. It is estimated that the project will sequester 300,000 tonnes of CO<sub>2</sub>/year in deep coal seams. The project is led by Santos Ltd and General Electric (GE). Santos has current ownership of CBM resource and the storage sites. GE will provide turbine technology and project design.

## **QUEENSLAND GOVERNMENT'S MINING INDUSTRY SKILLS CENTRE**

The Mining Industry Skills Centre, formerly QMITAB, is a not for profit organisation formed in 1996 as a collaborative venture between the mining industry and the Queensland Government.

Under the Queensland Government's *Queensland Skills Plan*, key industries were identified for the formation of Centres of Excellence to provide incubators for skills development in key vocational areas not supported by the Universities.

The mining industry is one such industry that is recognised as being vital to the state's economy, and its Centre of Excellence, the Mining Industry Skills Centre is the lead agency for the development and implementation of training initiatives for the Queensland mining industry.

The Mining Industry Skills Centre aims to deliver comprehensive solutions for both industry and the Queensland Government on all matters relating to the training and development of a sustainable workforce to meet the current and future requirements of Queensland mining industry.

Currently, the Mining Industry Skills Centre offers a range of services to industry organisations to assist with employee up-skilling, creating a safe and realistic training environment and enable the transportability of skills from one site to the next.

The Centre has developed several programs and services to provide training and development opportunities for current industry employees and potential new mining personnel.

Current programs include the: Infrastructure Funding Program; Generic Induction; Simulator training; Transportability; Consultancy Services; and the Mining Industry Heartbeat Project. These services are fundamental in reducing the current skills shortage in the mining industry.

Under the *Queensland Skills Plan*, the Queensland Government is committed to providing ongoing support the Mining Industry Skills Centre.

In July 2006, the centre purchased 26 state-of-the-art simulators covering five core mining skills areas in both surface and underground mining with a grant of \$3.25 million from the Department of Employment and Training.

They offer improved capability to train and assess emergency responses to unusual mine site situations in a completely safe environment. The simulators will be used in pre-employment, operator up-skilling and refresher training programs. They will also be used in schools around the state, allowing students to virtually experience the realities of working on a mine site.

However, the Government is not alone in its commitment to increasing skills in the mining industry.

The Queensland Resources Council has been a major partner in the Mining Industry Skills

Centre and major mining companies have also shown great initiative. Xstrata opened its A\$1.2 million Skills Centre in Mount Isa in 2006, just one initiative in a two-year commitment that will see them invest A\$30 million in training by the end of 2007.

Industry partnerships like this are at the heart of the *Queensland Skills Plan*, and the Queensland Government encourages all industry bodies to work to find similarly innovative and proactive ways to tackle skills shortages.

The mining industry in Queensland generates over 38,000 direct jobs in Queensland and over 65,000 indirect jobs throughout the State.

(Source: Mining Industry Skills Centre)

### **CV OF HON YOUNG JU KIM**

#### **Minister of Commerce, Industry and Energy**

##### **Education**

1983	MBA at University of Chicago, USA
1975	B.A. in Sociology at Seoul National University, Korea

##### **Work Experience**

2007	Minister, Ministry of Commerce, Industry and Energy
2006	Minister for Government Policy Coordination, Korea
2004	Senior Secretary to the President for Economic Policy
2004	Senior Secretary to the President for Policy Planning
2003	Secretary to the President for Policy Planning
2002	Deputy Minister of Finance and Economy
2001	Secretary to the President for Policy Coordination
2001	Secretary to the President for National Policy
2000	Director General of Fiscal Policy Bureau, and Director-General of Social Development Budget Bureau, Ministry of Budget & Planning
1999	Spokesman, Ministry of Budget & Planning
1998	Director-General of Planning and Administration
1996	Assistant Secretary to the President
1986	Director, Economic Planning Board
1975	Deputy Director, Economic Planning Board

(Source: Trade Queensland Office, Korea)

## **MEETING WITH THE CHAIRMAN OF THE KOREA RACING ASSOCIATION, MR WOO-JAE LEE**

**Date:** Thursday 3 May 2007  
**Time:** 4:00pm – 4:30pm  
**Venue:** Seoul Race Park  
685 Juam-dong  
Gwacheon City, Gyeonggi-do

### **ATTENDEES**

**Mr Woo-Jae Lee** Chairman and CEO, Korea Racing Association

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party
- Mr David Chester, Managing Director, Magic Millions

### **MEETING OBJECTIVES**

- To present the Korean Racing Association (KRA) with the cup for the Magic Millions Queensland Cup (sponsored by Magic Millions), to be run at the Busan Gyeongnam Race Park on Saturday 5 May.
- To continue to strengthen Queensland's links with the KRA, the state's largest single buyer of bloodstock by volume.
- To promote Queensland's strong capacity to contribute to the ongoing development of Korea's horse racing industry, not only in the provision of high quality bloodstock, but also in ancillary equine products and services.
- To seek a briefing on the KRA's outlook for future growth, particularly given a recent stagnation in betting turnover and its plans to revive the Korean horse racing industry's recent strong development.
- To undertake a photo session with two racehorses from Queensland

### **DISCUSSION POINTS**

- I highlighted that the Magic Millions sponsorship of the Magic Millions Queensland Cup, to be run at the Busan Gyeongnam Race Park on Saturday 5 May is indicative of the high priority Magic Millions attaches to its customers in the Korea market.
- In citing the high quality, reputation for stamina and adaptability to climatic changes of Queensland bloodstock, commend the KRA on the fact that many of the horses currently being trained and raced in Korea were bred in Queensland.
- I noted that Korean buyers have purchased 408 head of horses worth A\$9.08 million since 2003 and that 153 of these were purchased at five different Magic Millions sales last year (significant because 150 horses is typical of the total imported into Korea in a year).
- I reinforced that Korea's strong interest in Queensland's high quality thoroughbreds has helped Queensland's Magic Millions achieve record sales and come to be recognised as

the Southern Hemisphere's pre-eminent events in bloodstock trading.

- I congratulated the KRA on its 2005 opening of world-class facilities at Busan Gyeongnam Race Park as it represents a significant milestone in KRA's efforts to continue the development in Korea's horse racing industry following ten years of extraordinary growth in attendance and betting.
- I took the opportunity to outline the capacity of Queensland's equine industry to contribute to the continued development of the racing industry in Korea not only in terms of bloodstock but also ancillary products and services including horse training, agistment and veterinary services.
- The Chairman indicated that he had attended the Magic Millions Carnival at the Gold Coast two years ago. He saw Queensland as a role model and as very advanced, not only for racing itself, but also for staffing and other administrative matters. He expressed appreciation for the hospitality extended to Korean MPs who had visited Queensland - it had helped immensely in getting them to understand the racing industry and its economic importance.

## **BACKGROUND**

- Magic Millions has sponsored a horse race (the Magic Millions Queensland Cup) to be run on 5 May 2007 at the Busan Gyeongnam Race Park under the stewardship of the KRA. Their sponsorship includes US\$30,000 (A\$37,000 prize money) and the provision of the Magic Millions Queensland Cup. Busan Gyeongnam Race Park is also sponsoring the event with a contribution of US\$25,000 (A\$30,000), bringing the total prize pool to US\$55,000 (A\$67,500). Saturday 5 May 2007 is a Public Holiday in Korea and is expected to attract a large crowd to Busan Gyeongnam Race Park's 30,000-capacity facilities.
- Magic Millions is an internationally renowned, Queensland-based bloodstock sales and promotions company. Established in 1986, Magic Millions sales have grown to become the Southern Hemisphere's pre-eminent events in bloodstock trading, with the 2006 Conrad Jupiters Magic Millions sales in January breaking all previous records. The event achieved a total sales turnover of A\$97 million, a 25% increase over 2005. A profile on Magic Millions is attached.
- The KRA is Korea's sole horse racing authority and is a semi-state body under the supervision of the Korean Government. The KRA manages the nation's betting systems, manages the registration of owners and licensing of trainers and jockeys, owns and operates Korea's racecourses and off-course betting centres, and owns and operates two stud farms and training centres.
- The KRA has three major racecourses: the Seoul Race Park, the Jeju Race Park, and the new Busan Gyeongnam Race Park.
- The Magic Millions Queensland Cup at Busan Gyeongnam Race Park on 5 May will be run as a sales-incentive race.
- Magic Millions pioneered the concept of sales-incentive races. This concept involves the company sponsoring races worth in excess of A\$4 million each year, in which only horses purchased from Magic Millions sales are eligible to enter. For the sponsored race in Busan, Magic Millions had denoted that only horses purchased from the Magic Millions thoroughbred Sales and Racing Carnival in September 2006 are eligible to

enter.

- While the field for the Magic Millions Queensland Cup is yet to be confirmed, there are numerous Queensland-bred, Korean-owned horses eligible for entry. A delegation of 27 Korean racehorse buyers, including members of the KRA, visited the Magic Millions thoroughbred Sales and Racing Carnival in September 2006 and purchased 40 head of horses worth approximately A\$543,000. The interest in the Magic Millions sales from Korea is the result of substantial ground work conducted by the *Trade Queensland Korea Office* working closely with Magic Millions. The September 2006 delegation to Magic Millions was led by Mr Matthew Kang, Commissioner, *Trade Queensland Korea Office*.
- Magic Millions' US\$30,000 (A\$37,000) sponsorship of the Magic Millions Queensland Cup is not overly significant in monetary terms. The KRA held a record 1420 races at its three racecourses in 2006, with average prize money of US\$73,000 (A\$90,000) more than double Magic Millions' sponsorship.
- While not monetarily significant, the gesture is an important acknowledgement of the KRA's role as Magic Millions' biggest single customer (by volume of horses sold) and is indicative of the high priority Magic Millions attaches to its customers in the Korean market. Magic Millions only sponsors two other overseas races (in Manila and Malaysia), and the Magic Millions Queensland Cup is the first Korean horse race to be sponsored by a Western company selling horses into the market.
- While Magic Millions exports thoroughbred horses to many overseas countries including South Africa, UK and Europe, United Arab Emirates, USA, Hong Kong, Singapore, Malaysia, Macau, Thailand, Japan, China, Philippines and New Zealand, it has prioritised Korea due to its strong recent growth and potential for ongoing development.
- The Korean racing industry is relatively young but is developing rapidly. Attendances at Korean races have more than doubled in the past decade, and in the ten years prior to the industry's peak in 2002, betting turnover had increased 767% to \$US7.8 billion (A\$10.6 billion). While local competition from new forms of gambling such as lotto, motorboat racing and cycle racing, along with a sluggish economy have contributed to a decline in betting turnover, various initiatives under the KRA's aggressive internationalisation strategy for Korean horse racing have stimulated strong growth in Korea's bloodstock imports.

The key drivers of growth in Queensland-Korea bloodstock trade are:

- The deregulation of the Korean horse racing industry in 2002, enabling private owners to import their own horses rather than through the KRA, which formerly imported horses and divided them up to buyers based on a lottery system;
  - The KRA's construction of its third major racecourse, the Busan Gyeongnam Race Park in Busan between August 2001 and September 2005; and
  - The removal of various export barriers to the bloodstock trade since 2003, such as Korea's quarantine restrictions on imported race horses, and the introduction of Australian tax laws exempting overseas buyers.
- It is important to note that despite an increase in trade with private Korean buyers following the deregulation of their horse racing industry in 2002, Queensland's relationship with the KRA remains central to Queensland-Korea trade in bloodstock; it is the KRA which has undertaken majority purchases of bloodstock from Queensland in the past two years, as well as ancillary products and services. Sales suggest that purchases made by private owners following industry deregulation supplement, rather than replace

purchases made by the KRA.

- The opening of the KRA's world-class Busan Gyeongnam facility in September 2005 was seen by the organisation as a key achievement in their drive to build upon the industry's rapid development and establish Korean horse racing as internationally competitive. The event greatly improved the nation's horse racing infrastructure and the resultant increase in the total number of race days staged across the nation annually, in turn created a surge of demand for quality thoroughbreds. The opening of the Busan Gyeongnam facility, which has stables for 1000 horses, is also generating demand for ancillary equine products and services, including horse training, agistment (feeding and pasture) and veterinary services. Information on Queensland's capabilities in equine products and services can be found in the attached overview of Queensland's equine industry.
- Korea imports approximately 150 horses a year to replace aged horses and poor performers.
- Although the bulk of bloodstock is sourced from the US, due to its location in the Northern hemisphere and the similarity of racetrack surfaces and climate, Queensland horses are becoming more popular in the growing Korean racing industry because of their reputation for stamina and lower costs. Queensland's equine industry is extremely well regarded in Korea for the quality of its bloodstock. More information can be found in the attached overview of Queensland's equine industry.
- Of the 138 horses imported by Korea in 2002 (the last year prior to the deregulation of its horse racing industry), 94 were from the US and 44 from Australia, mostly through Magic Millions.

Following deregulation of the horse racing industry in 2002, Queensland-Korea trade in bloodstock has boomed. The Queensland Government's strategic targeting of the market for export related projects (such as the organisation and management of inbound delegations attending the Magic Millions sales) has helped result in the sale of 408 head of horses worth A\$9.08 million since 2003. Significantly, over half of this figure (A\$4.58 million) came from the sale of 153 horses at five different Magic Millions sales in 2006.

- While reliable statistics on Korea's total thoroughbred imports for 2006 are not yet available, the volume of Magic Millions' Korean sales in 2006 (153) when compared to Korea's total annual purchases of thoroughbreds over recent years (approximately 150) strongly indicates the current strength of Queensland's bloodstock trade with Korea.

## **OVERVIEW OF MAGIC MILLIONS**

The world famous bloodstock sales and promotions company Magic Millions, continues to stand alone in the business of glamorous bloodstock sales and sales incentive races. Having led the charge for the Sale-Race concept Magic Millions annually offer races worth in excess of A\$4 million.

Magic Millions commenced business in 1986. The first sale saw a fairly moderate catalogue of 220 yearlings go under the hammer. Out of that first sale came four starters in the 1987 Golden Slipper. The first sale was a staggering success, not only because the average of \$30,000 was well above expectations, but because top racehorses emerged at an extraordinary rate from this and subsequent Sales.

After 21 years Magic Millions Sales are still today experiencing spectacular growth. In the past four years the turnover has surged from A\$80 million to A\$160 million plus, as the thoroughbred buying bench becomes increasingly global and the demand for the quality Australian product increases. Magic Millions currently sells in excess of 7000 horses a year.

The 2006 Conrad Jupiters Magic Millions sales in January broke all previous records, with a total sales turnover of A\$97 million, a 25% increase over 2005. The sale in terms of number catalogued is the largest in Australasia and is second in terms of average and aggregate.

Magic Millions continues to promote this sale to a worldwide audience with a catalogue distribution approaching 15,000. The sale attracts numerous visitors from interstate and overseas. A feature of the sale is its international flavour with buyers coming from such destinations as Hong Kong, Ireland, Korea, Japan, Singapore, Malaysia, Great Britain, Macau, South Africa and New Zealand.

The company is best known for its Gold Coast Carnival, Yearling Sale and Raceday held every January. Each year visitors from interstate and overseas are drawn to the Gold Coast event in increasing numbers.

The Magic Millions race day, highlighted by the running of the A\$1 million Conrad Jupiters 2 year old and 3 year old Classics, continues to be a stand out on both the national and international racing calendar. With a view to taking the series to the next level Magic Millions has recently announced a new race series for graduates of the yearling sales culminating in a race day at the Gold Coast in 2006, wherein prize money totalling A\$3 million will be on offer.

Private sales are conducted almost every day of the year, whether it is the private sale (not at public auction) of thoroughbreds to buyers off-shore or the fulfilling of major export orders to countries requiring bloodstock for racing and/or breeding.

Magic Millions provides a range of specialised services for the thoroughbred industry including:

- Private sales for both vendors and buyers, nationally and internationally;
- Public auctions at any approved location, nationally and internationally including fully comprehensive global marketing campaigns;
- Dispersal sales nationally and internationally;

- Pre-buying/selling inspections, pedigrees and valuation appraisals;
- Post-buying assistance with spelling, breaking in and pre-training;
- Management services for training and racing horses on behalf of foreign owners, with regular reporting;
- Expert assistance with all thoroughbred export and import requirements;
- Purchase and importation of stallions;
- Stallion shares and nominations;
- Bloodstock valuations;
- Catalogue-style pedigrees; and
- Insurance, Quarantine facilities, Airfreight and transportation.

Magic Millions conducts ongoing assessment of its international markets, maintaining personal contact with its existing clients and endeavours to foster new relationships with potential future clients. To achieve this, Magic Millions senior management team regularly meets to decide what markets need to be serviced. Each year representatives visit South Africa, Hong Kong, New Zealand, Singapore, Thailand, Macau, Korea, Japan, Malaysia, UAE, China and the Philippines. Those markets that are still relatively 'new' are visited two or even three times – South Korea and the Philippines fall into this category.

Price is a huge competitive advantage internationally, particularly when competing against Northern Hemisphere sales companies. For the same bloodlines Magic Millions is able to offer horses at a greatly reduced cost, which is partly due to the foreign exchange rate and also partly due to less buyer competition by the world's buying 'power-brokers' (who mainly attend the US and European/UK sales).

(Source: Market Strategy, Trade and International Operations Division, Department of the Premier and Cabinet)

## **OVERVIEW OF QUEENSLAND'S EQUINE INDUSTRY**

Australia ranks second in the world for the number of racehorses, stallions, mares and foals bred. The value of the equine industry in Australia has recently been estimated to be worth A\$8.4 billion per annum. The overall market value is comprised of A\$4.8 billion racing and wagering, A\$3 billion breeding, owning and training, and A\$0.6 billion recreation and sport.

Queensland accounts for 21 per cent of Australia's market and is emerging as the fastest growing state for equine activities. This is evidenced by the rapidly growing success of horse sales events, newly established thoroughbred training centres, equine medical facilities, quality equestrian, polo centres and a host of industry investment and product innovations that are upgrading an already strong equine business market.

Queensland capabilities in the provision of equine services include:

- horse training, pre-training and agistment, yearling preparation, horse dentistry, chiropractic, massage, veterinary services and rehabilitation clinic;
- manufacturing and agricultural industries that produce a large range of high quality equine ancillary products, including feed materials and nutritional supplements, horse floats, saddlery, horse exercise and training equipment, horse blankets and horse grooming equipment;
- expertise in the bio-veterinary sector where Queensland is developing products and technologies using cutting-edge gene expression technologies that enable advanced diagnostic and performance monitoring for racing and competition horses;
- a number of tertiary institutions and an international equine training centre offering a range of courses from veterinary science, animal husbandry and animal management to vocational skills training for stablehands, trackworkers, jockeys, farriers, horse breeders, breakers and trainers; and
- Queensland's well established equine industry, high quality bloodstock, ancillary products and services are highly successful and internationally respected.

A key factor in the success of the equine industry is Queensland's many competitive advantages encompassing facilities, services, industry bodies, race meetings, proximity to Asian markets and tourism.

Queensland's competitive advantages include:

- open space for operating commercial horse properties;
- South East Queensland has the best climate, soil and pasture in Australia for breeding and agistment;
- a strong equine nutrition and services industry supporting the racing and equestrian markets;
- a strong, integrated network of world-class facilities, industry bodies, events, race meetings and carnivals for showcasing Queensland's racing and equine industries to international visitors;
- proximity to emerging Asian racing and equestrian markets; and
- a business friendly investment and trading environment.

(Source: Market Strategy, Trade and International Operations Division, Department of the Premier and Cabinet)

## **CV OF MR WOO-JAE LEE**

Chairman and CEO  
Korea Racing Association

- Born in 1936
- Graduated from the Department of Veterinary Science, Seoul National University
- Graduated from the Agricultural Economy, Graduate School, Kunkook University (Master of Economy)

### **Post Positions**

- Representative for the People's Party
- Member of The Agriculture and Fishery Development committee directly responsible to the President of the Republic of Korea
- Member of the National Assembly for two consecutive terms
- Chairman of the Korean Veterinary Medical Association

### **Current Positions**

- Chairman of the boarder of directors for the Korean Social Research Centre for Agriculture and Fishery.
- Chairman and CEO of the Korea Racing Association (KRA)

## **DINNER FUNCTION HOSTED BY THE AUSTRALIAN AMBASSADOR**

**Date:** Thursday 3 May 2007  
**Time:** 6:30pm – 8:00pm  
**Venue:** Ambassador's Residence  
1-66 Sungbuk-dong, Sungbuk-gu, Seoul

### **ATTENDEES**

<b>Mr Kyung-Ho Son</b>	Chairman, Kyungdong Group (parent to Wonjin Worldwide)
<b>Mr Han-Ho Lee</b>	President, Korea Resources Corporation
<b>Mr Kil Soo Lee</b>	Vice President, Overseas Mineral Resources, Korea Resources Corporation
<b>Mr Jeong Joon Yu</b>	Executive Vice President, SK Corporation
<b>Mr Chang-Young Choi</b>	Chairman, Korea Zinc
<b>Mr Chang-Keun Choi</b>	Vice Chairman, Korea Zinc (TBC)
<b>Mr Ku-Taek Lee</b>	Chairman and CEO, POSCO
<b>Mr Young-Tae Kwon</b>	Executive Vice President, POSCO
<b>Mr Kyung-Shik Sohn</b>	Chairman, CJ Corporation (TBC)
<b>Mr Hai-Dong Kim</b>	Executive Vice President, CJ Corporation
<b>Mr Chang-Hee Lee</b>	Vice Governor, Gyeongnam Province
<b>Mr Kim Eung Sik</b>	Senior Vice President, Investment Banking Division, Hyundai Securities

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party
- Mr Peter Rowe, Australian Ambassador to the Republic of Korea

### **MEETING OBJECTIVE**

- To promote Queensland's credentials as an investment destination to representatives from six major Korean companies that have significant existing or potential trade and investment ties to Queensland. These companies are:
  - Wonjin Worldwide (magnasite mining and refractory manufacturing);
  - Korea Resources Corporation (KORES) (mining and resources);
  - SK Corporation (mining and resources);
  - Korea Zinc (zinc refining);
  - POSCO (steel manufacturing); and
  - CJ Corporation (food processing)

## DISCUSSION POINTS

- Over almost two decades of exceptional growth in Queensland-Korea trade Korea has risen from the state's fourth largest trading partner to its second largest reflecting the decades of strong economic development that has seen the country transform into one of the world's major industrial economies.
- With the exception of CJ Corporation (which is Korea's top food processing company) the remaining six companies have an important common role in securing the minerals and resources that are domestically unavailable for Korea's continuing growth as an industrialised nation.
- I highlighted Queensland's plentiful mineral resources, noting that in addition to being Australia's largest coal exporter the state is a major source of the world's zinc, magnesite, lead, silver, copper and bauxite.
- I explained how the significance of resources to the Queensland economy has led the State to develop world-class capabilities as a supplier of innovative mining services, technologies, equipment and training and that access to these capabilities can give international investors in Queensland's resources sector a competitive advantage to their mining and minerals processing operations.
- I also highlighted Queensland's robust economic credentials, noting that the State is the economic gateway into the Asia Pacific with the fastest rate of growth in Australia (63% over the past decade), the lowest rate of unemployment in Australia (presently 4.1%) and a Standard & Poor's AAA rating.
- Three of these companies (Wonjin Worldwide, KORES and SK Corporation) are involved in or considering Joint Ventures on specific projects in Queensland:
  - Wonjin Worldwide and KORES are considering a Joint Venture to construct a A\$33 million magnesia plant and a A\$20 million refractory plant in the Central Queensland region; and
  - KORES and SK Corporation both have financial stakes in two Queensland coal deposits– the undeveloped Tagora North coal deposit, and the Taroborah coal deposit in the Bowen Basin.

## BACKGROUND

- Over 80% of mineral resources on the Korean Peninsula are located in North Korea to which those in the South have no access. Reflecting Korea's meagre mineral endowments, its domestic mining activities are limited and mining contributes only 0.03% to Korea's GDP annually.
- Given the significant needs of the country's hi-tech industrial economy which is based around electronics, telecommunications, automobile production, chemicals, shipbuilding and steel, Korea is highly dependant on the importation of key industrial resources.
- With the exception of CJ Corporation (involved in food processing), all of the companies with whom you will be meeting at tonight's dinner are engaged in the global resources market in order to supply Korea's industries with minerals and resources that are domestically unavailable.
- Coal is Queensland's most abundant resource. Queensland exported A\$14.5 billion of

coal, coke and briquettes in 2005-2006, making the State Australia's leading coal exporter. Most of Queensland's coal is produced from mines in the Bowen Basin in Central Queensland. Other major coalfields are located in the Callide, Tarong, Surat and Clarence-Moreton basins in South East Queensland.

- In addition to its vast reserves of coal, Queensland has world-class deposits of a range of other resources. The Mt Isa Minerals Province is a major source of the world's zinc, silver and lead and a major producer of copper from mines such as Mt Isa, George Fisher, Century, Cannington and Ernest Henry. Cape York Peninsula hosts vast bauxite deposits in the Weipa area with current production around 12 million tonnes annually.

#### Gyeongnam Province

- Gyeongnam Province is located on the south-east coast of the Korean Peninsula bordered by the Busan Metropolitan City, the second largest city in Korea.
- The Province is driving a number of marine development projects along the coastal area under a new campaign named 'Southern Coast as a Maritime Hub' with a view to making the region a marine tourism hub. The province has an established reputation for shipbuilding with Samsung Heavy Industries, Daewoo Heavy Industries and Hyundai Heavy Industries located there.
- The Gyeongnam Provincial Government will send a marine delegation to Queensland from 23 – 27 May 2007 to attend the Sanctuary Cove Boat Show.

**CV OF MR KYUNG-HO SON**

Chairman, Kyundong Group (parent company to Wonjin Group)

**Professional Experience****Education**

Year (from-to)	Major	Name of Institution	Place (city, country)
1963.3-1967.2	Business Administration	Pusan National Univ.	Pusan, Korea
1969.8-1970.8	Business Administration	Korea Univ. Graduate School	Seoul, Korea

**Work Experience**

Period	Position	Name of Company
1991.11 - 2002.11	President. Chairman	Wonjin co., Ltd.
1994.03 - 2000.03	President. Chairman	KyungDong Boiler co., Ltd.
1992.03 -	President. Chairman	KyungDong co., Ltd.
1996.11 -	President. Chairman	Kartek co., Ltd.
1998.03 -	President. Chairman	KyungDong Citygas co., Ltd.
2002.11 -	President. Chairman	KyungDong Holdings co., Ltd.

**CV OF MR HAN HO LEE**

President, Korea Resources Corporation (KORES)

**Educational Qualifications**

1998	Graduate School of Journalism & Communication, Kyung Hee University, ROK
1988	Air War College, Maxwell AFB, Alabama, USA
1983	International Defence Management Course, Naval Postgraduate School, USA
1980	Command and Staff Course, Air University, ROK
1974	Squadron Officer Course, Air University, ROK
1969	Bachelor of Science Degree, Air Force Academy, ROK

**Professional Experience**

2006	President, Korea Resources Corporation
	Honorary Professor, Han-Suh University
2003-2005	The 28 <sup>th</sup> Chief of Staff, ROKAF

2002	Commander, Air Force Operations Command, AFB
2000	Deputy Chief of Staff, Intel. and Ops., HQ ROKAF
1998	Director, Organisation and Manpower, Ministry of National Defence
1996	Commander, Combat Development Group, ROKAF
1995	Commander, 19 <sup>th</sup> Fighter Wing, AFB
1994	Commander, 3 <sup>rd</sup> Flying Training Wing, AFB
1993	Commander, Combat Development Group, ROKAF

### **Major Awards and Decorations**

• Presidential Citation (ROK)
• Distinguished Service Award presented by Minister of National Defense
• Order of National Security Merit, Sam-Il Medal/Chun-Su Medal/Kuk-Sun Medal
• Order of Merit from USA
• Order of Merit from Turkey

### **CV OF MR KIL SOO LEE**

Vice President, Overseas Mineral Resources, Korea Resources Corporation

### **Educational Qualifications**

• Graduated from Kyung-Bok Secondary School
• Graduated Seoul National University (B.Sc. Geology)

### **Professional Experience**

2005 - present	Vice President for Overseas Mineral Resources
1998 – 2005	Director General of Overseas (Domestic) Mineral Exploration Department
1977	Commenced employment with Korea Resources Corporation

### **CV OF MR JEONG JOON YU**

Executive Vice President, Resources and International Business, SK Corporation

Jeong Joon Yu is Executive Vice President in Resources and International Business of SK Corporation, the largest oil refinery in Korea.

Mr Yu holds a degree in Business Administration from Korea University and Master of Science in Accounting from University of Illinois at Urbana-Champaign. He is also a member of AICPA.

Mr Yu began his career at Deloitte and Touche, New York as a Senior Accountant in 1987 and moved on to McKinsey and Co to help find its Seoul office in 1991. Upon successful handling of issues and projects in auditing taxation, international trades, and various management issues such as the vision and strategy, Mr Yu took a corporate planning and overseas business development role at LG from 1998 through 1999.

Upon joining SK Corporation as Head of New Business Development in 2000, Mr Yu made great achievements in Intangible-Based New Business Development, Venture Capital, B2B and Internet and Life Science. Mr Yu was appointed CFO and Head of Corporate Planning and over the subsequent three years, he was responsible for managing Finance and Accounting, Planning and Budgeting, HR, PR, IT and China Business.

Currently Mr Yu plays a key role in SK Corporation as an Executive Vice President of Resources and International Business, leading Exploration and Production, International Trading and Supply, Power and LNG, and Coal Business and developing the China Business.

#### **CV OF MR CHANG-KEUN CHOI**

Vice Chairman, Korea Zinc

Date of Birth            December 14, 1947

#### **Education**

- 1974    Bachelor of Engineering, Mining Engineering, Seoul National University
- 1977    Master of Engineering, Colorado School of Mining
- 1980    M.B.A. Columbia University, New York, U.S.A.

#### **Current Position**

**Vice Chairman, Korea Zinc Co., Ltd.**

Chairman, Korea Energy Co., Ltd.

Chairman, Korea Heavy Equip. Co., Ltd.

#### **Employment History**

- 1980 - 1984    Chief Researcher, Division of Resources Economics,  
Korean Institute of Energy & Resources
- 1984 - 1996    President, Sorin Corporation
- 1994 - 1996    Vice President, Korea Zinc Co., Ltd.
- 1996 - 2003    President, Korea Zinc Co., Ltd.
- 2003 - Present    Vice Chairman, Korea Zinc Co., Ltd.

## **CV OF MR CHANG YOUNG CHOI**

Chairman, Korea Zinc

Chang Young Choi holds a Bachelor degree in Engineering and Metallurgy from Seoul National University (1969) and a Ph.D. in Metallurgy from Columbia University in New York (1976).

Currently, Dr Choi is Chairman of Korea Zinc Company Ltd. Dr Choi is also Chairman of Sun Metals Corporation, Chairman of KZ Engineering Corporation, Chairman of Korea Nickel Corporation, Committee Member of The Korea Institute of Metals and Materials, and former Chairman of the Non-Ferrous Metallurgy Division of The Korea Institute of Metals and Materials.

From 1976 until today, Dr Choi had the following positions at Korea Zinc Company Ltd: Director from 1976 to 1980; Vice President from 1980 to 1988; President from 1988 to 1992; Vice Chairman from 1992 to February 2002.

From 1987 to 1997 Dr Choi was also President of Korea Nickel Corporation of which he became Chairman in 1997. In the same year he was also appointed Chairman of Sun Metals Corporation and in 2000 Chairman of KZ Engineering Corporation.

## **CV OF MR KU-TAEK LEE**

Chairman and CEO, POSCO

### **Educational Qualifications**

1969	B.E., Metallurgy, Seoul National University
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### **Professional Experience**

2006 - present	CEO, POSCO
2003 -2006	Chairman and CEO, POSCO
1998 – 2003	President, POSCO
1994-1998	<i>General Superintendent, Pohang Works</i>
1996-1998	<i>Senior Executive Vice President, POSCO</i>
1992 – 1996	Executive Vice President, POSCO
1990 – 1992	Senior Vice President, POSCO
1998 – 1990	Vice President, POSCO
1986 – 1988	General Manager, Corporate Strategic Planning Department
1982 – 1986	General Manager, Export Department
1969	Joined POSCO

### **Advisory Appointments**

2006 - present	<i>Vice Chairman, Korea Employers Federation (KEF)</i>
2005 - present	<i>Vice Chairman, International Iron &amp;Steel Institute (IISI)</i>
	<i>Chairman, POSCO TJ Park Foundation</i>
	<i>Chairman, Korea Invention Promotion Association</i>
	<i>Member of the Board, The National Academy of Engineering</i>

	of Korea
2004 – present	Member, International Iron & Steel Institute (IISI) Executive Committee
2003 - present	Chairman, Korea Iron and Steel Association (KOSA)
	Vice Chairman, Federation of Korean Industries (FKI)
2002 - present	Chairman, Korea-Australia Business Council of FKI
2000 - present	Chairman, Korea-Brazil Business Council of FKI

#### Awards

2007	Honorary Degree of Doctor of Science, Australian National University
2006	"Korea's 60 Frontier Engineers", Seoul National University
	Honorary Companion of the Order of Australia
2005	Og-Gwan Order of Culture Merit
1999	Gold Tower Order of Industrial Service Merit

#### CV OF MR YOUNG-TAE KWON

Executive Vice President, POSCO

#### Educational Qualifications

1975	Graduated From Hankook University of Foreign Studies
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#### Professional Experience

2006	Executive Vice President, Coal Procurement Department
2002	Senior Vice President, <ul style="list-style-type: none"> <li>Coal Procurement Dept.</li> <li>Iron Ore Procurement &amp; Raw Materials Investment Dept.</li> <li>Steel Making Raw Materials Procurement Dept.</li> <li>STS Raw Materials Procurement Dept.</li> </ul>
2000	President, POSCO Canada Ltd.
1998	General Manager, Raw Materials Division
	General Manager, Raw Materials Control Team, POSCO
1995	General Manager, Raw Materials Department, POSCO
1989	Director, POSCO Australia Pty Ltd
1987	Manager, Coal Import Sect.
1983	Manager, CTS Dept.
1982	Iron Ore Import Section
1977	Raw Materials Transportation Section
1975	Joined POSCO

**CV OF MR HAI-DONG KIM**

Executive Vice President, CJ Corporation

**Educational Qualifications**

1973	Bachelor in Sociology, Seoul National University
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**Professional Experience**

2007 - present	Executive Vice President of CJ Corp. Food Business Unit
2004	Vice President of CJ Corp. Food Business Unit
2002	CEO of Gayang Broadcasting
1999	CJ Corp. Special Promotion Business Unit
1996	CJ Corp. Seoul Business Unit (Promoted to an Executive0
1993	CJ Corp. Chungchung Business Unit
1981 - 1991	CJ Corp. Marketing and Sales (Oil, Seasoning, Meat Processing)
1978	CJ Corp. General Administration Dept of the Head Office
1975	Joongang Daily Newspaper

**CV OF MR CHANG HEE LEE, VICE GOVERNOR OF GYEONGNAM PROVINCE**

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- Born in 1951
- Graduated from the Department of Industrial Management, Han Yang University
- Received a master's degree in Political Science, Graduate School, Seoul National University
- Received a master's degree in Policymaking, Graduate School, Wisconsin State University, USA

**Past Positions**

- Legislative Researcher for the Culture, Education and Commerce, National Assembly
- Deputy Director, Administrative Management Department, Planning and Coordination Office, National Assembly
- Assigned to the National Information Services (Director General)
- Special Counsellor to the Environment and Labour Committee
- Senior Special Counsellor to the Agriculture, Forestry and Maritime Affairs and Fisheries Committee, Government Administration & Home Affairs Committee and Construction and Transportation Committee

**Current Positions**

- Vice Governor of Gyeongnam Province

## **BREAKFAST MEETING WITH KOREA AIR**

**Date:** Friday 4 May 2007  
**Time:** 7:30am – 9:00am  
**Venue:** Level 26, Club Lounge  
Grand Intercontinental Hotel  
159-8 Samseong-dong  
Gangnam-gu  
Seoul

### **ATTENDEES**

<b>K W Kang</b>	Managing Vice President, Regional Headquarters, Korean Air
<b>Jung Yung Hak</b>	Managing Vice President, Passenger Route, Management and Sales, Korean Air
<b>Hyung-Koo Lee</b>	General Manager, Route Management Team, Oceania, Korean Air

### **Queensland attendees:**

- The Honourable Peter Beattie MP and Official Party
- Mr Paul Buggy, International Operations Regional Director of Korea, India, Middle East, South Africa & Inbound, Tourism Queensland

### **MEETING OBJECTIVE**

- To encourage Korea Air to increase the frequency of its Seoul-Brisbane/Cairns service from five times per week to a daily service.

### **DISCUSSION POINTS**

- I highlighted the strong, consistent growth in tourism from Korea to Australia, noting that visitor arrivals from Korea have grown at 8% a year for the past three years.
- Attractions such as Queensland's capital city Brisbane, the beaches and nightlife of the Gold Coast and the natural wonders of Tropical North Queensland have contributed to the State holding 35% of the growing Korean tourist market to Australia.
- Total Korean visitation to Queensland has been growing at an average of 8% since 2000 and that the Queensland Government believes nine or more services per week will be required by 2015, not including Japanese and Chinese traffic (and Australian residents) that would also utilise the services.
- The current strength of the Queensland economy points to strong growth in outbound tourism, noting that the State has Australia's fastest rate of economic growth (63% over the past decade), the lowest rate of unemployment in Australia (presently 4%) and has the fastest growing population in Australia. (Source: Strategy and Coordination Unit, Trade and International Operations Division, Department of the Premier and Cabinet).

- Air access between Korea and Australia is limited, and that passengers currently arriving or departing on Korea Air must do so via Sydney or Brisbane.
- The strong commitment that Korea Air already demonstrates to the Queensland market by operating its Seoul-Brisbane service five times weekly and a seasonal charter service between Seoul and Cairns over the past three years.
- I sought advice on Korea Air's plans for increasing the frequency of its Seoul-Brisbane service from five times per week to daily, making particular reference to the airline's increased capacity for undertaking mid to long-haul flights upon delivery of 22 new aircraft by 2010.
- If Korea Air intends to increase the frequency of its current services to Australia rather than establishing new routes, the Seoul-Brisbane-Seoul service compares favourably to its Seoul-Sydney-Seoul service in terms of load factor and fixed cost per flight.
- Tourism Queensland's Seoul Office is committed to working in partnership with local and Queensland partners to provide cooperative marketing support for Korea Air's regular services to Brisbane and charter services to Cairns.
- Korea Air has the opportunity to be a dominant player at Brisbane Airport, with other Asian carriers such as Singapore Airlines, Malaysia Airlines and Thai Airways recently forced to restrict capacity to Brisbane as a result of aircraft availability issues.
- Depending on the actual number of passengers carried, an annual rebate of over A\$200,000 may be possible from Brisbane Airport Corporation on total passenger service charges.

#### **COMMENTS:**

I indicated to the Korean Air delegation that Korea is Queensland's second biggest trading partner, and we are long term friends of Korea.

Tourism is the second biggest industry in Queensland, and we are keen to ensure that appropriate infrastructure is provided, and that we seek out airline services that will help us building the industry even further.

Tourism Queensland indicated that their regional office had been in Hong Kong, but because of the size of the business in Korea, it had now moved to Seoul.

Key priorities are honeymooners, families and students.

The average stay for Koreans holidaying overseas is forty days, which is sizeable compared to other nationalities.

In July, a Korean Air charter operation will be setting, coming to Cairns in the Tropical North, and Tourism Queensland is working with four agents to increase the visibility of the service.

Recently twelve ground operators from North Queensland had travelled to South Korea to help promote the new service.

The Korean Air delegation advised that last year 12 millions Koreans had travelled abroad, with 250,000 visiting Australia.

They see Cairns as the 'most beautiful place in the world'.

Korean Air did lose money on a charter service they instituted three years ago in the summer season, but they are undertaking more market development and promotional activity and believe this should be increased by both sides.

I agreed to discuss landing charges issues with the Cairns Port Authority.

Korean Air see fuel costs remaining stable.

This year they are anticipating that 15 million Koreans will travel abroad, out of a total population of 48 million.

The holidaymakers are looking for new places to go, usually for a one to two week holiday, and Korean Air see markets such as Africa and Cairns, Queensland as likely destinations.

I indicated that we are happy to talk further with Korean Air about training issues which were raised. Korean Air sees training in English speaking countries like Australia as their preferred option.

It was agreed that Matthew Kang would provide further detailed information to Korean Air about training issues.

The Korean Air delegation indicated that Koreans like to travel to as many places as possible in the one holiday, and therefore there would be an advantage at looking at a second destination, perhaps New Zealand, in a package.

It was agreed that at least once per year a major promotional campaign regarding Queensland was needed in the Korean market.

## **BACKGROUND**

- Korea Air is the largest airline based in Korea, and one of the largest in Asia. It operates a network that links Europe, Africa, Asia, Australia and North America to its hub at Incheon International Airport near Seoul. International flights make up 53% of Korea Air's business, with the remainder made up of domestic and cargo services.
- Air access between Korea and Australia is limited. Although Korea Air serves the Queensland market well by operating services between Seoul and Brisbane five times weekly, the airline is active in only one other Australian capital city, Sydney, which is where it is regionally headquartered. An exception is the airline's seasonal charter operations between Seoul and Cairns over the previous three years.
- Korea Air increased its services to five times weekly from three times weekly in November 2006, however, from May to June 2007 the airline will temporarily revert to a three times weekly service for thirty days in order to compensate for the annual low-period in Korean tourism.
- Korea Air's Brisbane, Sydney and other services to the Oceania region (such as Fiji and Auckland) represent a small proportion of the airline's total international passenger revenues (currently 6%). By comparison, Korea Air's services to the Americas accounts for 30% of total passenger route revenue, Europe 16%, domestic services 13%, South East Asia 13%, Japan 13% and China 9%.
- Strong and consistent growth in Korean visitors to Queensland and Australia suggest that Korea Air should consider increasing its Australian services. Korea, Australia's seventh largest source market for tourists, has grown at an average of 8% a year for the past three years. This is due to a number of factors, particularly the rapid strengthening of the won, making overseas travel relatively more affordable, and the expansion of the five-day working week, which has increased leisure time for Korean tourists. Tourism Australia forecasts visitation from Korea to continue to grow at 6.7% annually to 447,000 in 2014 (Source: Tourism Queensland).

- Drawn by the attraction of Brisbane, the Gold Coast and Tropical North Queensland, the number of Korean visitors to Queensland has increased at an average annual rate higher than the Australian forecast (8%) since 2000, indicating that Queensland will increase its share of the Korean market to Australia if it maintains its current rate of growth. In 2006 Queensland hosted 35% of the total Korean market to Australia (approximately 83,700 visitors) (Source: Tourism Queensland).
- Tourism Queensland estimates that the Korean market to Queensland is growing such that nine or more services per week will be required by 2015 not including Japanese and Chinese traffic (and Australian residents) that would also utilise the services. Although most visitors to Queensland from Japan and China fly direct, a small percentage (less than 5%) choose to fly via Korea.
- Korea Air has made significant investments in its fleet since 2004, which may mean that there is scope for the airline to increase its commitment to Australia generally, and Queensland particularly, before 2010.
- The 7,701km between Seoul and Brisbane is regarded as a medium-haul distance.
- At present, approximately two-thirds of Korea Air's fleet of 101 planes are capable of undertaking medium to long-haul international flights. The airline's medium to long-haul capability will grow considerably between 2007 and 2010, when it takes delivery of 22 new aircraft (10 Boeing 777, 8 Boeing 787 'Dreamliners', 2 Boeing 737, and 2 Airbus 380). Based on model specifications, the Seoul-Brisbane route is estimated to be within range of 20 of the 22 planes on order (the exception being the short-haul Boeing 737s).
- If Korea Air's preference is for increasing the frequency of its current services to Australia, rather than establishing new routes, the Seoul-Brisbane-Seoul service demonstrates several economic efficiencies when compared to its Seoul-Sydney-Seoul service.
- An increased proportion of Koreans visiting Queensland land in Brisbane (45% up from 38% in 2000). In contrast, only 44% land in Sydney (down from 50% in 2000) (Source: Tourism Queensland).
- While Sydney's Kingsford Smith International Airport struggles with issues such as congestion and capacity restrictions, Korea Air has the opportunity to become a dominant airline at Brisbane Airport as other Asian carriers have been forced to restrict capacity to Brisbane as a result of aircraft availability issues. Examples of this include:
  - Singapore Airlines gradually reducing the number of direct services from triple to double daily over the past few scheduling periods, following Airbus 380 production delays;
  - Malaysia Airlines will replace its direct Kuala Lumpur-Brisbane service with a daily flight via Sydney; and
  - Thai Airways will be triangulating its direct Bangkok-Brisbane services with Sydney (routing Bangkok-Sydney-Brisbane-Bangkok) from June 2007.
- Tourism Queensland estimates that the fixed cost to Korea Air of operating its Seoul-Brisbane-Seoul service is almost A\$66,000 per flight less than the fixed cost of operating Seoul-Sydney-Seoul service.
- It is believed that profitability of current services could be sustained with the introduction of additional services. Tourism Queensland estimates the fixed cost of Seoul-Brisbane-

Seoul service at A\$291,000 per flight. Based on the 296 seat-capacity and likely operating costs of Korea Air's Airbus 330-300 (which are currently used on the route), the Seoul-Brisbane-Seoul service would break even at a 65% load factor.

- At present, load factors on the Seoul-Brisbane service are comfortably above 65%, with inbound and outbound load factors for the five times weekly Seoul to Brisbane services estimated at 80% and 72% respectively over the year to December 2006.
- The delivery of Korea Air's new aircraft may further improve the viability of the Brisbane-Seoul route. The 8 Boeing 787 'Dreamliners' on order were specifically selected because of aircraft cost efficiencies, as well as forecast demand for travel on mid to long-haul routes. It is unclear exactly which medium or long-haul routes Korea Air intend for the new aircraft. However Korea Air estimates that the advanced Boeing 787 'Dreamliners' will reduce fuel costs by 20% and reduce maintenance costs by 30% compared to current aircraft in use, meaning that the viability of routes serviced by these aircraft will improve.
- An additional consideration is that the Brisbane Airport Corporation has a rebate scheme which is designed to provide for additional funds for airlines to market and develop their services to and from Brisbane. Brisbane Airport rebates 50% of the passenger service charge for the passenger numbers more than 105% of the previous year. Were Korea Air to incrementally grow to a daily Seoul-Brisbane service, an annual rebate of over A\$200,000 is possible on total passenger service charges, depending on the actual number of passengers carried.

## **SIGNING CEREMONY BETWEEN THE ROYAL BRISBANE INTERNATIONAL COLLEGE AND KYUNGMIN COLLEGE**

**Date:** Friday 4 May 2007  
**Time:** 9:00am– 9:20am  
**Venue:** Grand Intercontinental Hotel Seoul  
The Iris Room, Level 2  
159-8 Samseong-Dong  
Gangnam-Gu, Seoul

### **ATTENDEES**

**Dr Moon-Jong Hong**                      President of Kyungmin College

#### **Queensland attendees:**

- The Honourable Peter Beattie MP
- Dr Heather Beattie
- Mr Ross Rolfe, Director-General, Department of the Premier and Cabinet
- Mr Rob Whiddon, Chief of Staff, Office of the Premier
- Mrs Bronwyn Davies, Protocol Queensland, Department of the Premier and Cabinet
- Mr Mark Draper, Queensland Police Service
- Mr Michael Kelly, Queensland Police Service
- Mr Lionel Freedman, Managing Director, Quantum BioEnergy Pty Ltd
- Mr JongBou Park, Business Development Manager, Quantum BioEnergy
- Mr Patrick McGuire, Managing Director, Marketplace Communications
- Ms Suzanne Nation, Director, Wedgetail Ridge Estate
- Professor Paul Greenfield, Senior Deputy Vice-Chancellor, University of Queensland
- Professor Lars Keld Nielsen, Chair of Biological Engineering, University of Queensland
- Mr Matthew Kang, Trade Commissioner, Queensland Government Trade and Investment Office, Korea
- Ms Michelle Lee, CEO and President, Royal Brisbane International College (RBIC)
- Mr Chris Freeburn, Director of Business Development, Royal Brisbane International College (RBIC)

### **MEETING OBJECTIVES**

- To view the signing of a Memorandum of Understanding (MOU) on behalf of the Queensland Government (represented by the Royal Brisbane International College).

## DISCUSSION POINTS

- I congratulated Ms Michelle Lee, the CEO of the Royal Brisbane International College (RBIC) for making this Memoranda of Understanding (MOU) happen.
- I reinforced the Queensland Government's reputation and commitment to providing high quality educational facilities through its Smart State Strategy.
- I reiterated Queensland's interest in strengthening existing links with Korea's education sector and that the attached MOU to be signed today will contribute to this.

## BACKGROUND

- RBIC located in South Bank Parklands, Brisbane, was the first training provider in Queensland and the second in Australia, to obtain vocational postgraduate accreditation in Queensland. RBIC has franchise teaching centres located in Hong Kong, Taiwan and China. (Source: [www.rbic.qld.edu.au](http://www.rbic.qld.edu.au))
- RBIC recognised future trends in world education development and has developed an innovative education concept focused upon a Global Network Education System – The Life Long Learning Centre which will meet current and future worldwide demand.
- Kyungmin College was founded in 1991. It is located in Uijeongbu City, Gyeonggi Province, Queensland's Sister State in South Korea. It offers twenty-seven majors in seven divisions such as Computer Information and Communication; Design; Architecture & Fire Protection; Tourism & Hotel Management; Social Service Administration; Communication & Performing Arts; and Wellbeing & Health. It now has 10,000 students. (Source: <http://eng.kyungmin.ac.kr>)
- The MOU aims to promote RBIC's vocational training curriculum.
- The agreement between RBIC and Kyungmin College will guarantee that a minimum of 200 Kyungmin College students will study at RBIC's Southbank campus each year. The students will study English, Business Administration and Tourism Management.
- During 2006, there were 7,599 Korean students enrolled to study in Queensland representing approximately 12% of all international student enrolments in Queensland. Approximately one third of RBIC's enrolled students are Korean. Korea is the leading growth market for education services in Queensland.
- Kyungmin sees this signing as expanding its worldwide reach.
- Australia is highly regarded, especially because of its assistance in the Korean War.

## Memorandum of Understanding

This memorandum is made on, 4<sup>th</sup> of May 2007, between Royal Brisbane International College, Australia ("**RBIC**") and Kyungmin College, Republic of Korea ("**Kyungmin**"), for a cooperative program of providing cooperative programs of study between **Kyungmin** and **RBIC**.

Both parties will participate in the export of Australia's quality educational programs in the fields of English Language, Business Administration and Tourism Management to students of **Kyungmin** as well as the recognition of **Kyungmin's** quality educational programs within the Australian Qualifications Framework.

The intent of this agreement is to further develop to global recognition of quality education for the mutual benefit of each party. This memorandum sets out herein the responsibilities of the cooperating parties as follows.

**Kyungmin** hereby agrees to the following responsibilities under the terms of this memorandum:

- To register its courses of education with the appropriate education authorities in Republic of Korea and to maintain such registration for the duration of this memorandum
- To maintain an appropriate system of quality control.
- To provide support to students in their studies and in their articulation and enrolment to **RBIC**.
- To provide a minimum cohort size of 200 students within English Language, Tourism and Business Administration programs in the first year of this agreement.
- To assist students in their application for entry into **RBIC's** courses of study.
- To provide support and assistance to students while attending **RBIC** in Australia.
- To provide appropriate conditions of employment and accommodation to English Language teachers provided by **RBIC**.

**RBIC** hereby agrees to the following responsibilities under the terms of this memorandum:

- To register its courses of education with the appropriate Australian education authorities and to maintain such registration for the duration of this memorandum.
- To maintain appropriate articulation pathways into Australian universities for graduates of its courses.
- To map **Kyungmin's** Tourism and Business Administration programs comply Australian Training Packages for the purposes of recognition and for identification of requirements for completion of AQF outcomes.
- To deliver national recognised TESOL programs at its Brisbane campus and to recruit 20 graduates of its TESOL programs for **Kyungmin** each year.
- To provide **Kyungmin** with suitable resources for the delivery and assessment of English Language programs at campus of **Kyungmin**.
- To maintain an appropriate system of quality control.
- To provide support to students in their studies.
- To deliver its English Language and Tourism programs at its campus in Brisbane or elsewhere in Australia.
- To deliver to successful graduates of its programs a recognised Award Certificate or Statement of Attainment.

### Notes

1. This memorandum will remain in force for a period of 12 months from the date stated above. The memorandum may be extended at the option of both parties.
2. No party shall assign or otherwise transfer its rights or benefits under this memorandum.
3. Amendments to this memorandum can only be made upon the written consent of all parties, unless otherwise stated herein.
4. Each party retains its right to apply its standard operating policies and procedures, including those relating to student conduct, attendance and performance.
5. Any resources or materials and related intellectual property supplied by **RBIC** to **Kyungmin** remain the property of **RBIC** and **Kyungmin** must return these to **RBIC** immediately upon the expiration or termination of this agreement.
6. Any resources or materials and related intellectual property supplied by **Kyungmin** to **RBIC** remain the property of **Kyungmin** and **RBIC** must return these to **Kyungmin** immediately upon the expiration or termination of this agreement.

### **SIGNED BY:**

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Dr. Moon Jong Hong  
Position: President  
**Kyungmin College, Republic of Korea**

Date: 4<sup>th</sup> of May 2007

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Ms. Michelle Lee  
Position: Chief Executive Officer  
**Royal Brisbane International College, Australia**

Date: 4<sup>th</sup> of May 2007

## **QUEENSLAND EDUCATION**

Asia remains Australia's main source of international student enrolments representing more than three quarters of Australia's overseas student market.

Queensland is well placed to benefit from these opportunities of expected growth in educational services, given Queensland's close proximity to growth markets of the Asian region and reputation for quality and safety.

In August 2006, a total of 35,245 international students were enrolled in Queensland on a student visa. This figure had increased by 4.8% from 33,620 student enrolments in August 2005. (Source: Queensland Education and Training International – International Students in Queensland August 2006 Report)

Queensland currently holds a 15.8% share of international student enrolments by State after New South Wales (38.7%) and Victoria (28.3%).

South Korea is expected to be among the leading growth markets for education services in Queensland. South Korea is a significant and expanding market for Queensland following deregulation of South Korea's education sector. (Source: Australian Education International Pivot Table 2006 Student Enrolments).

Korea is characterised by growing local education capacity, increasing international competition, a declining population and a pre-existing bias towards American education.

In 2006, there were 7,599 Korean students enrolled to study in Queensland representing approximately 12% of all international student enrolments in Queensland. Korea was the second highest source country for international student enrolments in Queensland following China (9,199) and beating Japan (5,200), Taiwan (4,469) and USA (3,625). Over the last 4 years, the number of Korean students studying in Queensland has grown on average by 20%. Student enrolments across all sectors grew by more than 17% from 2005 to 2006. (Source: Australian Education International Pivot Table 2006 Student Enrolments).

The majority of Korean students are enrolled in English language institutions (54%), followed by Schools (17%) and Higher Education institutions (15%).

The most popular fields of study are English language studies (4074 students), followed by multi-field education (1334 students), Business Administration and Management (790 students) and Services, Hospitality and Transport (558 students). (Source: Australian Education International Pivot Table 2006 Student Enrolments)

Besides benefiting Queensland in terms of generating direct economic benefits, the internationalisation of education also strengthens Queensland's cultural and business ties with the rest of the world.

As globalisation of trade and investment continues to increase, language training and gaining overseas educational experience have become more important to improving employment prospects. This increase in global demand for English language training and professional development and corporate training is expected to support growth in exports of education and provide opportunities for the Queensland education sector especially with South Korea.

## **CV OF DR MOON-JONG HONG**

President, Kyungmin College

### **Academic Qualifications**

1997	• B.A. in Education, Korea University, Seoul
1980	• M.A. in English Education, Korea University, Seoul
1984	• M.A in Public Administration, Harvard University
1989	• M.A. in Education, Stanford University
1992	• Doctor of Education, Harvard University
1995	• Honorary Doctor of Law, Ouchita University, USA
2000	• Honorary Doctor of Literature, Liberty University, USA
<b>Career/Memberships</b>	
1985-1991	• Principal of Kyungmin Foreign Languages High School
1991-1992	• Visiting Scholar, Tokyo University
1992-1995	• President of Kyungmin College
1996-2000	• Member of the National Assembly
1996-present	<ul style="list-style-type: none"><li>• Chancellor of Kyungmin Institution</li><li>• Kyungmin Kindergarten</li><li>• Kyungmin Middle School</li><li>• Kyungmin Girls' Middle School</li><li>• Kyungmin High School</li><li>• Kyungmin Girls' Information and Industry High School</li><li>• Kyungmin Industry High School, Kyungmin College</li></ul>

2003-2006 Member of the National Assembly

2004-2006 President of the Grand National Party of Kyunggi Province

(Source: <http://eng.kyungmin.ac.kr>)

## **CV OF MS MICHELLE LEE**

CEO, Royal Brisbane International College (RBIC)

### **Current Positions**

2001 – Present	<ul style="list-style-type: none"><li>• RBIC – CEO/President</li></ul>
	<ul style="list-style-type: none"><li>• Dynamic Management Group Pty Ltd – CEO</li></ul>
	<ul style="list-style-type: none"><li>• Queensland State Government – Queensland China Council Member</li></ul>
	<ul style="list-style-type: none"><li>• Royal Constructions Pty Ltd – Managing Director</li></ul>
	<ul style="list-style-type: none"><li>• Leeta Pty Ltd and Tinpact Pty Ltd – Managing Director</li></ul>

### **Academic Qualifications**

2006	<ul style="list-style-type: none"><li>• Candidate of Doctoral Degree of Business Administration University of South Australia</li></ul>
2000 -2001	<ul style="list-style-type: none"><li>• Master of Business Administration California University of Technology</li></ul>
1998	<ul style="list-style-type: none"><li>• QIT Bachelor of Business Computing</li></ul>
1975 – 1980	<ul style="list-style-type: none"><li>• Diploma in Business Management Taiwan Hsing-Wu Business College</li></ul>

### **Career/Positions/Memberships/Other Activities**

2001 – Present	<ul style="list-style-type: none"><li>• Honorary Advisor of Honiara City, Solomon</li></ul>
	<ul style="list-style-type: none"><li>• Honorary Advisor of Taiwanese Chamber of Commerce</li></ul>
	<ul style="list-style-type: none"><li>• Honorary President of Friends Australasian Youth Association and Professional Club</li></ul>
	<ul style="list-style-type: none"><li>• Honorary President of Friends of Chinese Youth Corporation</li></ul>
1999 – 2001	<ul style="list-style-type: none"><li>• Global Entrepreneurs Institute - President</li></ul>
1996 – 1998	<ul style="list-style-type: none"><li>• Friends of Chinese Youth Corporation</li></ul>
1986 – 2000	<ul style="list-style-type: none"><li>• AIS Global Education Centre – Managing Director</li></ul>
1986 – 1989	<ul style="list-style-type: none"><li>• Upjoin Pty Ltd – Managing Director</li></ul>
1980 – 1985	<ul style="list-style-type: none"><li>• Sing – Sing Pty Ltd – Managing Director</li></ul>

(Source: Royal Brisbane International College)

## **CV OF MR CHRIS FREEBURN**

**Director of Business Development, Royal Brisbane International College (RBIC)**

### **Current Positions**

- (Current) **Business Development Director, Royal Brisbane International College.**

Chris is one of the founding Directors and a current shareholder of RBIC, a modern campus located in Brisbane's South Bank Parklands. The campus provides a wide range of courses focusing predominantly on Business and I.T.

- (Current) **Managing Director, Computer Central.**

Chris manages Brisbane's largest privately owned computer retail store, '*Computer Central*' that supplies information technology solutions to the Queensland Government, Schools and Business's for over 15 years. '*Computer Central*' is a quality endorsed company and a signatory to the Queensland Government Information Technology Conditions (G.I.T.C.)

- (Current) **Managing Director, Integra Corporation.**

Integra Corporation is a systems integration company supplying Integra branded Personal Computers, Workstations, File servers and Notebooks and other I.T. Solutions.

- (Current) **Managing Director, Integra Phone.**

Integra Phone is an Australian based telecommunications provider offering low cost and free telephone calls through an innovative world leading VoIP Software and hardware solutions developed proudly in Australia.

- (Current) **Managing Director, Techcare Australia.**

Techcare is a Brisbane based company which provides technical support services.

(Source: Royal Brisbane International College)

## TV INTERVIEW WITH EDUCATIONAL BROADCASTING SYSTEM

**Date:** Friday 4 May 2007  
**Time:** 9:50am – 10:10am: Interview Preparation  
10:10am – 11:30am: Interview  
**Venue:** Educational Broadcasting System Studio  
463, Dogok 2-Dong  
Gangnam-gu  
Seoul

## ATTENDEES

**Ms Grace Kim** Presenter, *The World Today* of Education  
Broadcasting System (EBS) English

Interviewing:

- The Honourable Peter Beattie MP and Dr Heather Beattie

## OBJECTIVES

- To promote Queensland to a mass television audience with a particular emphasis on showcasing the State as a destination for education, tourism, and excellent quality of life.
- To broaden the Korean public's traditional perception of Queensland as a resource-rich tourist state by outlining how initiatives under the *Smart State Strategy 2005-2015* are making an important contribution to the State's economic development.
- To discuss other issues including the strength of Queensland's bilateral relationship with Korea, as the State's second largest trading partner and its ten year old Sister State relationship with Gyeonggi-do.

## BACKGROUND

- The interview will be aired through Education Broadcasting System's new channel, 'EBS English' on its program entitled, 'The World Today'. This is a 40 minute program consisting of a 20 minute interview with the Premier followed by a 15 minute interview with Dr Greenfield, Senior Vice Chancellor of UQ.
- This program will be aired between 7:00am - 8:00am during the weekday and will be repeated on Saturday and Sunday morning. It will also be serviced through EBS English's new website ([www.ebse.co.kr](http://www.ebse.co.kr)).
- 'The World Today' is a one to one discussion forum where the TV host leads and questions the guest.
- The program will be recorded and broadcast in English and will reach an audience of around 2 million viewers.
- The main target audience will be parents and decision makers, teachers, high school students, university students and adults who are interested in overseas education and international businesses.

- EBS will launch the new TV channel '*EBS English*' on 6 April 2007. This program will televise 18 hours per day in English to target and educate Korean students and adults with an interest in international affairs.
- EBS English is supported by the Korean Government's Ministry of Education and Human Resources Development as well as provincial and regional governments.
- In August 2006, the top source country of international student enrolments for Queensland was China (5,845), followed by the Republic of Korea (4,186), Japan (2,848), Taiwan (2,486) and Hong Kong (1,989). The Republic of Korea had the largest number of student enrolments in English Language Intensive Courses for Overseas Students (ELICOS) for learning English as a second language (54%) and Schools (17%). (Source: Australian Education International Pivot Table 2006 Student Enrolments)

## INTERVIEW QUESTIONS

1.	I understand that it is your second visit to Korea as Premier of Queensland. What do you think of Korea?
2.	What is the purpose of your visit to Korea this time?
3.	When Queensland was recognised as tourist destination, its slogan was ' <i>the Sunshine state</i> '. But now it has been changed to ' <i>Smart State</i> '. What is the background of the change?
4.	Once again, Queensland is well known as a tourist state. Could you tell us what the attractions of Queensland are?
5.	I feel the Queensland logo is somewhat different from what we imagine for a Government logo. Could you explain the meaning of your state logo?
6.	Personally as a politician you have been re-elected 4 times in a row as Premier of Queensland. Why do you think you make such a successful politician?
7.	Queensland has abundant resources I understand you invest and support the development and research on future energy and renewable resources. Could you tell us why?
8.	Out of all the states in Australia Queensland is considered a power station due to economic development, unemployment and population growth rate. What do you think is the key secret to success?
9.	Education and enterprise custody, are competitive in Sydney, particularly to Koreans, what do you think are the advantages of Queensland?
10.	The number of Korean students studying abroad is rising in Brisbane compared to Sydney. Why do you think more students are going to Brisbane?
11.	Could you explain to us about the excellence of universities in Queensland particularly highly ranked universities by Times magazine in 2004? Do universities in Queensland have collaborative research projects or Sister Relations with Korean universities?
12.	It is well known that Queensland is the state which constantly tries to broaden the relations with Korea in many areas. Could you tell us about the relations between Queensland and Korea?
13.	Korea and Australia have mutually complementary trade structures. As a Trade Minister what kind of strategy do you have on trade and human exchange between Queensland and Korea?

14.	Recently in Australia, especially in Queensland there were increased interests among potential Korean immigrants. Why do you think many Koreans prefer Queensland to other states of Australia?
15.	Many Korean investors have great interest in overseas investment in real estate. What do you think the future of investment in Queensland will look like?



# UNITED STATES

Fact Sheet

## General information:

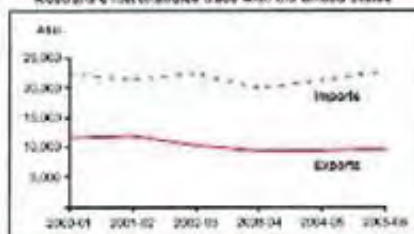
Fact sheets are updated biannually, May and September

Capital:	Washington D.C.	Head of State and Head of Government:
Surface area:	9,384 thousand sq km	President The Hon. George W Bush
Official language:	English	
Population:	298.6 million (2005)	
Exchange rate:	AS1 = US\$0.7509 (July 2006)	

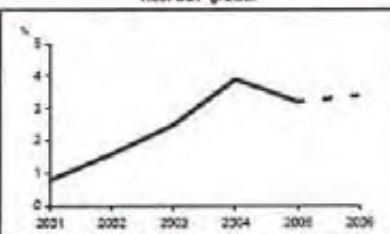
## Recent economic indicators:

	2001	2002	2003	2004	2005(a)	2006(b)
GDP (US\$bn) (current prices):	10,128.0	10,469.6	10,960.8	11,712.5	12,455.8	13,262.1
GDP PPP (US\$bn) (c):	9,985.8	10,322.6	10,817.2	11,569.5	12,277.6	12,939.3
GDP per capita (US\$):	35,506	36,336	37,666	39,663	42,000	44,315
GDP per capita PPP (US\$) (c):	35,007	35,826	37,173	39,377	41,399	43,236
Real GDP growth (% change YOY):	0.8	1.6	2.5	3.9	3.2	3.4
Current account balance (US\$m):	-368,961	-472,440	-527,523	-685,290	-791,504	-869,129
Current account balance (% GDP):	-3.8	-4.5	-4.8	-5.7	-6.4	-6.6
Goods & services exports (% GDP):	9.9	9.3	9.3	9.8	10.2	11.1
Inflation (% change YOY):	2.6	1.6	2.3	2.7	3.4	3.6

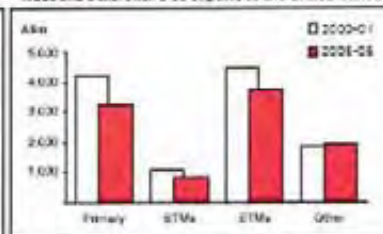
Australia's merchandise trade with the United States



Real GDP growth



Australia's merchandise exports to the United States



## Australia's trade relationship with the United States (d):

### Australian merchandise trade with the United States, 2005-06:

Exports to the United States (A\$m):	9,778
Imports from the United States (A\$m):	22,763
Total trade (exports + imports) (A\$m):	32,541

Total share:	Rank:	Growth (yoy):
6.4%	4th	3.4%
13.6%	2nd	7.0%
10.2%	3rd	5.9%

### Major Australian merch. exports, 2005-06\* (A\$m):

Bovine meat	1,161
Alcoholic beverages	667
Meat (excl. bovine)	417
Passenger motor vehicles	397

### Major Australian merch. imports, 2005-06 (A\$m):

Aircraft & parts	1,696
Measuring and controlling instruments	851
Motor vehicles for transporting goods	814
Organo-inorganic compounds	796

\*Includes confidential exports of A\$1,484m, mainly alumina, 16% of total exports.

### Australia's trade in services with the United States, 2005-06:

Exports of services to the United States (A\$m):	5,351
Imports of services from the United States (A\$m):	7,071

### Total share:

12.8%
17.2%

### Major Australian service exports, 2005-06 (A\$m):

Other business services	1,423
Personal travel excl. education	918

### Major Australian service imports, 2005-06 (A\$m):

Personal travel excl. education	1,580
Royalties & license fees	1,553

## United States' global merchandise trade relationships:

### United States' principal export destinations, 2005:

1	Canada	23.4%
2	Mexico	13.3%
3	Japan	6.1%
14	Australia	1.7%

### United States' principal import sources, 2005:

1	Canada	17.2%
2	China	14.6%
3	Mexico	10.2%
35	Australia	0.4%

Compiled by the Market Information and Analysis Section, DPAT, using the latest data from the ABS, the IMF and various international sources.

(a) All recent data subject to revision; (b) IMF forecast; (c) PPP is purchasing power parity; (d) Total may not add due to rounding.

# COUNTRY BRIEF: THE UNITED STATES OF AMERICA

## COUNTRY OVERVIEW

### Political

- The United States of America (US) is a federal republic with three branches of government which monitor each other through a system of checks and balances: the President (Executive); the Legislature (a Congress comprising the Senate and House of Representatives); and the Judiciary (the Supreme Court). Certain powers are exercised by the 50 states which are headed by an elected Governor and have their own state legislatures and judiciaries.
- George W. Bush, a Republican, was elected President in November 2000 and is serving a second four year term following his re-election in November 2004. Following the mid term elections in November 2006, the Democrats now control a majority in both chambers of Congress for the first time since the 103<sup>rd</sup> Congress in 1993-95.
- Key issues in the US include: ongoing foreign policy and domestic security broadly related to the "War on Terror" and specifically regarding Iraq, Iran and North Korea; maintaining economic performance and job growth; budgetary and tax policy; health care; and the 2008 Presidential election.

### Economic

- With a Gross Domestic Product (GDP) of US\$12,877.4 billion in 2005-06, the US is the world's largest economy and offers a large, diverse market comprising some of the world's wealthiest consumers. The US comprises many markets, reflecting the different economic, social, cultural and geographic dimensions of its many regions. Its market-oriented economy is the hub of the new 'knowledge economy', rich in knowledge, technology and intellectual capital.
- Major industries include petroleum, steel, motor vehicles, chemicals, electronics, telecommunications, food processing, consumer goods, lumber and mining. It is a leader in information and communications technology (ICT), biotechnology, and medical, aerospace and military equipment.
- Principal US export destinations in 2005 were Canada (23%); Mexico (13%); Japan (6%); China (5%); and United Kingdom (4%). Major US suppliers in the same year were Canada (17%); China (15%); Mexico (10%); Japan (8%); and Germany (5%).
- Output growth has slowed from the rapid rates of recent years. House building has declined especially sharply. But with this and other adjustments being localised and temporary, healthy growth in GDP should soon resume. Core inflation has risen, partly reflecting the flow-on of higher energy prices to other goods and services. But assuming energy prices level out, this effect will fade and inflationary pressures should subside. The federal government budget deficit has fallen but it may stay around 2% of GDP over the forecast horizon. In addition, long-term challenges of funding entitlements are becoming steadily more pressing and remain to be addressed. (OECD Economic Outlook.)
- Real GDP growth of 3.3% was forecasted for 2006 and 2.3% for 2007. (Consensus Forecasts, December 2006)

## QUEENSLAND – US BILATERAL RELATIONSHIP

- The Queensland - US relationship is currently based strongly on trade and investment. The Queensland Government's export priorities for the US market include biotechnology, ICT, creative industries (music, writing and visual art) and inbound tourism.
- Queensland also enjoys many collaborative relationships and links with the US in science and technology, education, the environment, culture, and the arts, which support Queensland Government priorities.
- The deepening relationship has been supported by Ministerial level visits and various exchanges from a diverse range of portfolios, including regular visits by Premier Beattie.
- *Advance* - Australian Professionals in America - provides mentoring, networking and professional development opportunities for Australian professionals across the US. The Queensland Government assisted in establishing the Advance Queensland network to link Queensland professionals in the US for business purposes.
- The US Mission in Australia hosts a Virtual Consulate in Brisbane which comprises a website, speaker programs, visits and consular assistance.

## Whole-of-Government Relationships

### *Queensland – Smithsonian Institution Memorandum of Understanding (MOU)*

- This MOU was signed in 2000 and has now been extended until 2010. Collaborative projects to date include: joint research into Caribbean and Indo-Pacific Reef Fishes; the Third International Canopy Conference in Cairns in 2002; the Eco-Online environmental education website; and the Queensland Museum Magnet School Program.
- An annual Fellowship Program, now entering its seventh year, enables three Queenslanders each year to undertake a research project at the Smithsonian. The Fellowships have facilitated research and collaborative links with the Smithsonian in a broad range of areas including: Asian art, new social media technologies, scientific illustration, protecting and managing marine biodiversity, folk festivals, rainforest biodiversity, brain and skull development, prehistoric marine reptiles, climate change, innovative museum practice, school outreach, indigenous knowledge management, and Queensland participation in world expos.

### *Queensland – South Carolina Sister State Agreement*

- In 1999, South Carolina and Queensland became Sister States, and various collaborative projects aimed at building and strengthening educational, economic, research and cultural links were initiated.
- Recent developments in the relationship include:
  - the gift of two female koalas from Queensland to South Carolina's Riverbanks Zoo and Garden, and financial support for koala disease research;
  - the appointment of author Janette Turner Hospital as an Honorary Ambassador for Queensland in May 2004 (Professor Turner Hospital grew up and taught in Queensland and is the Carolina Distinguished Professor of English at the University of South Carolina);

- the continuing success of Queensland wine producer, Ballandean Estate Wines, which has a distribution arrangement with a South Carolina distributor;
- university student exchanges in tourism and international business and sister-school relationships;
- strengthened links in biotechnology and the life sciences through government and institutional level agreements and associated exploratory missions;
- the University of South Carolina recently conducted a trade mission to Queensland on 5 – 7 February 2007. This mission explored research links in the fields of health sciences and hydrogen fuel; and
- there is an upcoming South Carolina trade mission to Queensland on 20-26 October 2007.

## TRADE OVERVIEW

- The US is an important trading partner for Queensland. In 2005-06, the US was Queensland's sixth largest merchandise export market with total exports valued at A\$1.45 billion. Queensland's major exports to the US included meat and meat preparations (A\$735.0 million); non-ferrous metals (A\$168.6 million); sugars, sugar preparations and honey (A\$98.6m); transport equipment excluding road vehicles (A\$80.2million); and machinery specialised for particular industries (A\$33.6 million) (OESR, Queensland Treasury).
- For the same period, the US was Queensland's second largest source of merchandise imports with total imports valued at A\$3.2 billion. Major imports included road vehicles (A\$665 million); machinery specialised for particular industries (A\$481 million); transport equipment excluding road vehicles (A\$468 million); general industrial machinery and equipment (A\$317 million); and power generating machinery and equipment (A\$195.6 million) (Source: OESR, Queensland Treasury).
- The Australia-United States Free Trade Agreement (AUSFTA) came into force on 1 January 2005. The major outcomes from the AUSFTA included: elimination of duties on over 97% of US tariff lines for Australian goods exported; improved access for Australian agricultural exports with 66% of the US agricultural tariff lines to be eliminated and another 9% going to zero by 2009; access to the US federal and some state government procurement markets; and enhanced legal protection and non-discriminatory treatment for Australian service providers to the US market.
- Economic modeling on the AUSFTA indicated that, over a twenty year period, Queensland is expected to enjoy a A\$63.4 million per annum increase to its Gross State Product. Potential AUSFTA benefits to Queensland include:
  - increased market opportunities for beef, sheep and goat meat, horticulture products, peanuts, light metals and minerals, and wine;
  - new access to the US federal and state government procurement markets; and
  - increased US investment in Queensland commodity and knowledge- intensive industries.
- The US is a target market that has been identified in the Queensland Government's Export Strategy Driving Export Growth for Queensland: 2006-2011. The strategy

supports a number of Strategic Export Projects in sectors that have begun to benefit from improved market access as a result of the AUSFTA. Export initiatives will focus on creative industries, principally music, writing and publishing and Indigenous art as well as advanced technologies including ICT and games development.

## **CURRENT COLLABORATIONS**

### Biotechnology

- Queensland maintains a *Trade Queensland* office in America that works in conjunction with the Department of State Development (DSD) to develop strategies for the Queensland biotechnology industry and has established the Queensland North American Biotechnology Advisory Council.
- To date, you have led seven Queensland delegations to the BIO Annual International Convention in the US. In June 2006, the Honourable Anna Bligh, Deputy Premier and then Minister for State Development, Trade and Innovation, led a mission of 70 biotechnology research and industry delegates to BIO 2006 in Chicago. A post conference survey of delegates indicated that early projections had generated A\$33 million in business, 184 high quality leads and 52 potential partnerships.
- A leading US-based genetics company, Sequenom, has established its Asia-Pacific regional headquarters within the Queensland Institute of Medical Research to support regional operations, distribution and training for clients and partners.
- Since 2004, the Queensland Chief Scientist and DSD's Office of Biotechnology have developed international strategic alliances with Washington State under the Queensland-Washington Technology Portal. In May 2006, the Queensland Government signed an MOU between the two States to further facilitate mutually beneficial collaboration in the development of knowledge intensive industries. Outcomes since 2004 included some 30 new collaborations in areas such as: cancer biomarkers; genomics; agbiotech; tropical diseases and vaccines; and ongoing discussions with a range of Seattle organisations in relation to Queensland's scale-up manufacturing facility.
- In June 2005, the Queensland and South Carolina Governments signed a Statement of Intent and explored the potential towards the development of alliances in the biotechnology sector. In December 2005, a biotechnology delegation from South Carolina visited Queensland to explore collaborative opportunities. In particular, a range of collaborative projects are under development by the Queensland University of Technology and South Carolina's Clemson University.
- During 2006, discussions were initiated between Queensland and the State of Iowa on possible collaborations in agricultural biotechnology and biofuels.

### Information and Communication Technology (ICT)

- A number of US ICT firms have established operations in Queensland including: Oracle's software development centre in Brisbane; IBM's Tivoli software development centre at the Gold Coast, Asia Pacific technical support centre in Brisbane, Business transformation Outsourcing Centre (Brisbane & Gold Coast) and IBM subsidiary, Internet Security Systems Security Operations Centre in Brisbane; Redhat's Asia Pacific support centre in Brisbane; and RSA Security's software development facility in Brisbane.

- Austar, partly owned by Liberty Global, Inc. in the US, is one of Australia's leading subscription providers of pay-TV, internet and mobile communications and has a National Customer Operations Centre on the Gold Coast. The Centre incorporates customer solutions and sales staff, IT, training and operations support and employs 600 staff.
- Queensland will be taking a stand at the Game Developers Conference 2007 in San Francisco to promote career potential within games development in Queensland. The industry needs to attract a higher number of skilled migrants in 2007 to ensure current growth is sustainable.

#### Creative Industries

- The Creative Industries US Export Project will continue in 2007 and include:
  - Photo LA, showcasing the work of six contemporary Queensland photographers;
  - Queensland Writers Showcase New York featuring around 10 Queensland authors;
  - MUSEXPO 2007 with three Queensland bands attending; and
  - continued work with Queensland creative industries businesses selling into the US.
- Outcomes in the US to date include: A\$1.4 million in commercials deals for Queensland creative industries businesses; five licensing and touring deals for Queensland bands attending Muxexpo under this project in 2005 and 2006; six licensing, publication and representation deals for Queensland authors through the Queensland Writers Showcase series; and one film deal for a Queensland book – the film *48 Shades* made in Queensland released in Australia in August 2006.

#### Primary Industries

- The Department of Primary Industries and Fisheries (DPI&F) has many formal and informal links with universities, research centres and companies in the US involving knowledge sharing, collaborative research, consultancies and the commercialisation of Queensland intellectual property. For example, specific programs have focused on crop improvement (cotton, peanuts, wheat, barley), animal diseases (tick fever), pest control (fly populations in feedlots), managing the impact of climate change on agriculture and licensing intellectual property (e.g. distribution of Queensland-developed strawberry varieties).
- Current collaborations include:
  - a US researcher visiting DPI&F Horticulture and Forestry Science from January - July 2007 to work on the durability of timber and it's enhancement, particularly for using lower durability plantation-grown hardwood species as a substitute for durable native forest hardwoods for timber electrical distribution poles; and
  - access to tick genomic sequence data developed by the US Department of Agriculture (USDA). DPI&F is leading the development of a new tick vaccine with the USDA as a collaborating partner in this research. The research is funded by the Beef CRC and the Department of State Development.

### Natural Resources and Energy

- A number of US companies have significant investments in the Queensland resource industries in particular coal, gold and oil shale. Most of Queensland's earthmoving, dragline and longwall mining and drilling equipment suppliers are US firms.
- In August 2006, Queensland joined the US Governor's Ethanol Coalition as an associate member. The expected outcomes are greater knowledge of public policy on ethanol in the US and how it applied in Queensland and cooperation with the US on initiatives that to encourage greater trade in ethanol as it is expected that world demand for ethanol will expand rapidly over the next few years.
- The Department of Natural Resources and Water has collaborative relationships with the USDA for the development of multi-criteria analysis software and the US Forest Service in Oregon for landscape ecology and regional planning. The USDA Australian Biological Control Laboratory is based in Brisbane.
- The Department of Mines and Energy's mine research facility, SIMTARS, has an informal relationship with the US National Institute of Occupational Safety and Health (NIOSH).

### Tourism

- The US is the fifth largest source market for Queensland with 174,392 visitors in the year ended September 2006. Visitors from the US increased 13.2% in the year ended September 2006 compared to September 2005. The US comprises 10% of international visitors to Queensland. (Source: International Visitor Survey, Tourism Research Australia).
- Tourism Queensland maintains an office in Los Angeles which undertakes a range of promotional programs in the US and the Canadian market to increase the awareness of Queensland and to stimulate sales for Queensland's tourism industry.
- The G'Day USA: Australia Week 2007 promotion was held in Los Angeles and New York on 11–20 January 2007. The event generated enormous exposure for Queensland and showcased tourism, food, wine, arts, film, fashion, Indigenous culture and trade. In the previous year, 2006, the event boasted over 7,000 participants and it reached an audience of 100 million in the US and Australia.
- Qantas offers four weekly services between Brisbane and Los Angeles. Tourism Queensland has developed a comprehensive marketing plan for Qantas with the goal of raising the services to daily frequency.

### Education

- The US is the fifth largest source of international students to Queensland. In November 2006, the number of US students enrolled in Queensland increased from 3,564 to 3,621.
- On 21 November 2006, the Office of Higher Education organised a presentation in Brisbane that was facilitated by Daniel Guhr from US-based Illuminate Consulting Group on International and Institutional Development. Topics that were presented included: the utilisation of alumni networks for international recruitment; strategic talent acquisition and international positioning; and a ten-year outlook. The presentation was attended by 80 education representatives from all sectors.

### Child Safety

- In 2004, Queensland Department of Child Safety purchased a suite of decision making tools, policies and procedures from the Children's Research Centre in Madison, Wisconsin to improve decision making in child protection.

### Other

- The US is a target market under the Department of the Premier and Cabinet's Multi-Market Manufacturing Project (MMMP), which provides in-market assistance to qualified export capable Queensland manufacturers. The project has been running for 12 months, and in the US, three Queensland firms are currently being assisted through Austrade and three projects were activated in January 2007.

(Source: International Collaborations, Trade and International Operations Division, Department of the Premier and Cabinet. Information is accurate as at April 2007)

## QUEENSLAND UNIVERSITY OF TECHNOLOGY LUNCHEON

**Date:** Saturday 5 May 2007  
**Time:** 12:30pm – 2:30pm  
**Venue:** Commonwealth Room, Sheraton Boston Hotel  
39 Dalton Street  
Boston Massachusetts 02199

### ATTENDEES

#### Queensland University of Technology

<b>Professor Peter Coaldrake</b>	Vice-Chancellor
<b>Professor Arun Sharma</b>	Deputy Vice-Chancellor (Research and Commercialisation)
<b>Professor James Dale AO</b>	Director, Centre for Tropical Crops and Biocommodities
<b>Professor Ross Young</b>	Executive Director, Institute for Health and Biomedical Innovation (IHBI)
<b>Professor Zee Upton</b>	Faculty of Science, IHBI
<b>Professor Colleen Nelson</b>	Faculty of Science, IHBI
<b>Dr Mark Harrison</b>	Faculty of Science, IHBI
<b>Associate Professor Louise Hafner</b>	Faculty of Science, IHBI
<b>Dr Joanne Voisey</b>	Faculty of Science, IHBI
<b>Mr Michael Finney</b>	Chief Executive Officer, qutbluebox
<b>Dr Paige Hilditch-Maguire</b>	Manager, Life Sciences qutbluebox
<b>Mr Michael McArdle</b>	Director, Office of Research
<b>Ms Linda Heron</b>	Executive Officer, Research and Commercialisation

#### Guest Speaker

- Dr Carol Dahl, Chief of Staff, Global Health Program and Director, Global Health Technologies, Bill and Melinda Gates Foundation.

#### Queensland attendees:

- The Honourable Peter Beattie MP, Premier of Queensland, Dr Heather Beattie and Official Party
- The Honourable John Mickel MP, Minister for State Development, Employment and Industrial Relations and Mrs Catherine Mickel
- Queensland BIO delegation

## MEETING OBJECTIVE

- To showcase the Queensland University of Technology's (QUT's) activity in biotechnology.

## DISCUSSION POINTS

- I highlighted QUT's leadership in the area of renewable biofuels. Renewable biofuels, principally bioethanol, are key components to reducing greenhouse gas emissions and reducing dependence on imported fossil fuels, and as such, investment in research in these areas has become a key global priority.
- I reiterated that the Queensland Government has long understood the importance of this research, and is a strong supporter of QUT in this area, providing support from two of its Smart State funding schemes.
- At the BIO 2004 lunch you announced the approval of funding of a A\$500,000 to QUT from the Smart State Research Facility (SSRFF) funding scheme – to enable the refurbishment of a laboratory on the Gardens Point campus and provide high quality plant growth rooms to support research into the vitro cultivation of small genetically modified plants.
- I advised also that In mid 2006, the Queensland Government approved funding of A\$3.1 million from the Smart State Innovation Building Fund (IBF) (Round 1) to QUT, for the construction of the Mackay Renewable Biocommodities Pilot Plant (MRBPP). This was the again the subject of an announcement at BIO, this time by the Deputy Premier at the BIO 2006 Luncheon.
- The Mackay Renewable Biocommodities Pilot Plant project, located at the Mackay Sugar Cooperative Association Limited's Racecourse Mill property in Mackay, is expected to offer significant short and long term net economic benefits for the State, and in particular for the Mackay region. Some of these key benefits include:
  - the creation of 78 jobs in the Mackay region in the first five years;
  - direct financial returns to millers and growers from the production and sale of higher margin, high value biocommodities (industrial chemicals derived from biomass) and biofuels in regional production plants;
  - direct financial return to the researchers and developers of new technologies from IP licensing or commercialisation income in domestic and export markets;
  - higher utilisation of Queensland's crop biomass (whole of crop utilisation); and
  - reduced lead time between research advances in sugar and direct returns to industry.
- This project was further consolidated in late November 2006 when QUT received approval for an additional A\$3.4 million in funding for the Biorefinery plant, from the Federal Government's National Collaborative Research Infrastructure Strategy (NCRIS) fund.
- Research in this area has built on research into tropical crops and biocommodities, which are products such as medical proteins, biomaterials and biofuels produced from plants. One of the principal aims of research in this domain has been the development of genetic enhancements to strengthen disease resistance of crops in third world countries, and consequently to secure these crops as major food sources in these countries.

Genetic enhancement is the modification of genes to create plants that have superior resistance to disease, and improved nutritional value, but there is a parallel stream of research that uses genetic enhancements to convert plant products (in this case, cellulose) into biofuel products such as bioethanol.

- Bioethanol is currently produced from either sucrose or hydrolysed starch. However, these crops are food sources, and to continue to use them to produce bioethanol reduces the amount of food (sugar or grains) available for both humans and livestock. Additionally, in some countries these source materials are available in quantities that are too small to make a significant impact.
- A product called cellulosic ethanol overcomes these limitations but requires the conversion of cellulose to glucose, an expensive process due to the cost of cellulase genes. A key component of QUT research in this area is to investigate ways to process sugarcane biomass to allow it to produce its own cellulases, to convert biomass to either glucose or bioethanol.
- In mid 2006, the Queensland Government approved funding of A\$3.1 million from the Smart State Innovation Building Fund (IBF) (Round 1) to QUT, for the construction of the Mackay Renewable Biocommodities Pilot Plant (MRBPP). This was the subject of an announcement by the Deputy Premier at the BIO 2006 Luncheon.
- This funding is designated for the construction of a cutting edge pilot plant and the acquisition of specialised equipment for the large-scale trialling of new production processes in the area of biocommodities.
- The Pilot Plant will facilitate the commercialisation of a range of novel biocommodities from sugar. Such biocommodities may include renewable biofuels (ethanol) and biocommodity replacements for petrochemicals currently used in the plastic, paint, adhesive and film/coating manufacturing industries and technologies.
- The facility's primary goal is to create a mechanism to speed up both extraction and processing techniques, and also the commercialisation of new products and processes across the entire sugar value chain. This will assist the Queensland sugar industry to address recent difficulties caused primarily by reductions in the world sugar price as a result of large increases in production by countries such as Brazil, in addition to providing invaluable research into ways of addressing greenhouse emissions.
- Key outputs of the MRBPP will be the production of lignin and ethanol from sugar bagasse, and the production of ethanol from molasses.
- In addition to QUT and the Queensland Government, other participants in this project are the Mackay Sugar Cooperative Association Ltd and Sugar Research Ltd.
- The Queensland Government has been a strong advocate of this research over many years, as signalled by the previous announcement at the BIO 2004 luncheon by the Premier for the approval of funding of a further A\$500,000 to QUT from the Smart State Research Facility (SSRFF) funding scheme.
- The funding announced at BIO 2004 enabled the refurbishment of a laboratory on the Gardens Point campus and provided high quality PC2 plant growth rooms that supported research into the vitro cultivation of small genetically modified plants. Various tests were performed in the laboratory and were later trialled within glasshouses.
- This project was further consolidated in late November 2006 when QUT received approval for an additional A\$3.4 million in funding for the Biorefinery plant, from the Federal Government's National Collaborative Research Infrastructure Strategy (NCRIS)

fund.

(Source: Queensland University of Technology and Office of Biotechnology, Department of State Development)

**Dr Carol Dahl – Chief of Staff, Global Health Program and Director, Global Health Technologies, Bill and Melinda Gates Foundation**

Dr Dahl spoke about the remarkable Queensland Involvement in research funded by the Bill and Melinda Gates Foundation.

The Foundation is impressive, and we should build on Queensland's current links and research work.

I took the opportunity, both privately and publicly, to invite Dr Dahl to visit Queensland.

## RUN SHEET

### QUT LUNCHEON BIO 2007

12.15	Guests begin to arrive, pre-lunch drinks are served and guests are seated.
12.30pm	<p>Premier's delegation arrives Minister's delegation arrives</p> <p><b>Professor Peter Coaldrake</b> greets the Premier and escorts to Table 1.</p> <p><b>Professor Arun Sharma</b> greets the Minister and escorts to Table 1</p>
12.45pm	<b>Professor Arun Sharma</b> to introduce himself, welcome guests, flag that the formal proceedings will be commencing shortly, and invite them to proceed with eating lunch
1.00pm	<b>Professor Coaldrake</b> to introduce himself and then introduce the Premier.
1.05pm	<p><b>The Hon Peter Beattie MP</b></p> <p>Addresses guests (speech notes to be provided separately)</p>
1.15pm	<p><b>Professor Sharma</b></p> <p>Thanks the Premier and invites guests to continue with lunch</p>
1.40pm	<p><b>Professor Arun Sharma</b> introduces keynote speaker:</p> <p>Dr Carol Dahl, Chief of Staff, Global Health Program and Director, Global Health Technologies, Bill and Melinda Gates Foundation.</p>
1.45pm	<b>Dr Dahl</b> addresses guests around a key theme
2.00pm	<p><b>Professor Arun Sharma</b> Thanks Dr Dahl</p> <p>Speaks about developments at QUT and interaction with the State and the global R&amp;D community</p>
2.10pm	<p><b>Professor Peter Coaldrake</b> Thanks guests for their attendance at the lunch and invites them to enjoy dessert and coffee</p> <p>Premier mingles with guests</p>
2.30pm	<p>Lunch concludes</p> <p>Premier's party and Minister's party departs</p>

**QUT LUNCH GUEST LIST (as at 5 April 2007)****NB this does not include QUT and Queensland Government attendees**

<b>Name</b>			<b>Company</b>
Mr	Tom	Gelineau	Sigma Aldrich
Dr	Elliot	Parks	Hamilton Bioventures - QLD NA Biotech Advisory Board
Dr	John	Holaday	Harvest Bank of Maryland - QLD NA Biotech Advisory Board
Mr	Dan	Syrdal	Heller Ehrman White & McAuliffe LLP
Mr	Gary	Redlich	Implicit Bioscience Pty Ltd
Dr	Gary	Pace	QRxPharma - QLD NA Biotech Advisory Board
Dr	Chris	Nave	Baker Heart Research Institute
Ms	Rosemarie	Pennisi	TetraQ
Prof	Maree	Smith	TetraQ
Mr	Peter	Allen	Allen, Arthur, Robinson
Ms	Winna	Brown	Ernst and Young
Ms	Margaret	Brown	Minter Ellison
Professor	Paul	Greenfield	University of Queensland
Ms	Louise	Greenfield	University of Queensland
Professor	Peter	Gresshof	University of Queensland
Dr	Peter	Isdale	IMBcom Pty Ltd
Professor	Peter	Riddles	Griffith University
Professor	Ron	Quinn	Griffith University Eskitis Institute
Associate Professor	Vicky	Avery	Griffith University Eskitis Institute
Professor	Doug	McEachern	University of Western Australia
Mr	Karl	Kelly	South Carolina Biotechnology Incubation Program
Dr	Victor	Argaet	Davies, Collerson, Cave
Professor	Robert	Henry	Southern Cross University
Mr	Steve	Williams	Southern Cross University
Dr	George	Askew	Transgenic Institute
Dr	Peter	Twine	CRC for Sugar
Mr	Steve	Mercer	Tissue Therapies
Mr	Mel	Bridges	Farmacule, Impedimed
Dr	Carrie	Hillyard	CM Capital
Mr	Mark	Saunders	Global Markets Capital Corporation

## **CV OF DR CAROL DAHL**

**Chief of Staff, Global Health Program and Director, Global Health Technologies, Bill and Melinda Gates Foundation.**

- Carol Dahl received her PhD from the University of Wisconsin-Madison with training in developmental biology, immunology and oncology. Following postdoctoral training at the Karolinska Institute in Stockholm and the Immunobiology Research Center at the University of Minnesota, she served on the faculty of the Pittsburgh Cancer Institute and the University of Pittsburgh with a research focus on natural immunity.
- From 1990 to 2001, Dr Dahl worked in several capacities at the National Institute of Health. These included serving as Assistant to the Director of the NCI, advising on technology development opportunities in support of the National Cancer Program, and as Program Director for the Sequencing Technology Branch at the National Centre for Human Genome Research. Concurrently, she also supported the development of the biotechnology portfolio of the Advanced Technology Program (ATP) in the National Institutes of Standards and Technology, Department of Commerce.
- In 1998, she guided the creation of the Office of Technology and Industrial Relations at the National Cancer Institute (NCI) and served as its first Director through 2001. During this period she established program partnerships for the NCI with National Aeronautics and Space Agency (NASA) and the Defense Advanced Research Projects Agency (DARPA). Throughout her tenure at NIH Dr Dahl received numerous awards for her work stimulating innovative DNA sequencing technology, bioengineering, bioimaging, and nanotechnology, as well as contributing to the launch of the Tumor Gene Index. From 2001 to 2003, she was Vice President for Strategic Partnerships at Biospect, Inc., a company developing technology to inform the diagnosis and clinical management of patient health.
- Dr Dahl currently directs the Global Health Technologies program at the Bill and Melinda Gates Foundation, leading efforts on the development of transforming technologies to enable revolutionary approaches to solving global health problems, platform technologies to support the development of multiple health intervention tools, and targeted studies to apply recent advances in genetics and molecular biology to global health across the range of priority health and disease areas for the Program. She also serves as Chief of Staff for the Global Health Program overseeing program coordination and operations to support the Program.

## **CV OF PROFESSOR PETER COALDRAKE**

### **Vice-Chancellor**

#### **Queensland University of Technology**

- Professor Peter Coaldrake is Vice-Chancellor of Queensland University of Technology (QUT), a position he took up in April 2003. He previously had been Deputy Vice-Chancellor in the same institution, and prior to that served for four years as Chair (CEO) of Queensland's Public Sector Management Commission, the body established by the Goss government to overhaul Queensland's public sector.
- Professor Peter Coaldrake is Chair of the Board of the Australian-American Fulbright Commission, and himself is a dual Fulbright Scholarship recipient, as a Postdoctoral Fellow in the field of politics/public policy (1980 – 1981), and as a Senior Scholar in the field of higher education policy and management (in 2001 – 2002). Professor Coaldrake is the author or editor of a number of books and monographs, including *Working the System, Government in Queensland* (University of Queensland Press, 1989), and co-author (with Lawrence Stedman) of both *On the Brink. Australia's Universities Confronting their Future* (University of Queensland Press, 1998), and *Academic Work in the Twenty-First Century* (DETYA, Occasional Paper Series 99-4).
- He is also a member of the Board of IDP Australia, a member of the Board of Directors of the Australian Vice-Chancellors' Committee, and a member of the Board of Graduate Careers Australia.

## **CV OF PROFESSOR ARUN SHARMA**

### **Deputy Vice-Chancellor (Research and Commercialisation)**

#### **Queensland University of Technology**

- Arun Sharma is the Deputy Vice-Chancellor (Research and Commercialisation) at the Queensland University of Technology. He has played a leadership role in development of national research capacity in information and communications technology.
- He was co-founder of National ICT Australia Limited (NICTA) and was the inaugural director of its Sydney Research Laboratory. Prior to NICTA, he was the Head of the School of Computer Science and Engineering at the University of New South Wales, and played an important role in establishment of the Cooperative Research Centre for Smart Internet Technology.
- His current advisory roles include the Queensland Premier's Smart State Council and the ICT Sector Advisory Committee of CSIRO.
- He was educated in the United States and India. His board memberships include Sugar Research Limited, Farmacule Bioindustries Pty Ltd, QMI Solutions, Diotech, Icon.Net Pty Ltd and Outbluebox Pty Ltd.
- He received a PhD in Computer Science from the State University of New York at Buffalo, his postdoctoral training in the Department of Brain and Cognitive Sciences at the Massachusetts Institute of Technology, and professional training as a certified instructor for the Personal Software Process from the Software Engineering Institute of Carnegie Mellon University. He received his undergraduate degree in Computer Science from the Birla Institute of Technology and Science, Pilani.

## **CV OF PROFESSOR JAMES DALE AO**

**Director, Centre for Tropical Crops and Biocommodities, QUT (incorporating SRI and Plant Biotechnology, QUT)**

- Professor Dale has been involved in biotechnology research for more than 25 years with specific interests in molecular farming and the development of industrial crops such as tobacco and sugarcane as well as the development of agronomically elite cultivars particularly through the development of transgenic disease resistance in bananas, papaya and sugarcane.
- His research team of more than 30 researchers has developed a range of biotechnology methods and products for expressing genes in transgenic plants, including bananas, sugarcane and papaya.
- Professor Dale has also led research and development programs in the international arena most of which have been based in south east Asia (Thailand, Malaysia and Vietnam) and more recently in Africa (South Africa and Uganda).
- Professor Dale has published more than 70 research papers, reviews and book chapters. He is an inventor on 9 granted patents or patent applications of which to date the most successful has been the GeneCo technology which was sold to Affymetrix.
- Professor Dale is a member of the Australian Research Council's College of Experts, the Gene Technology Technical Advisory Committee (GTTAC) of the Office of the Gene Technology Regulator and the Queensland Biotechnology Advisory Council.
- In 2004, Professor Dale was made an Officer in the Order of Australia for services to agricultural biotechnology. He is the founder and managing director of Farmacule Bioindustries, Australia's first molecular farming company. He is leading a new Grand Challenges in Global Health Project funded by the Bill and Melinda Gates Foundation focused on the Biofortification of bananas for Africa.

## **CV OF PROFESSOR ROSS YOUNG,**

**Executive Director, Institute of Health and Biomedical Innovation (IHBI), Queensland University of Technology (QUT).**

Professor Ross Young was appointed Executive Director, Institute of Health and Biomedical Innovation (IHBI), QUT, in April 2006 and he is also a Visiting Research Fellow at the Alcohol Research Center, University of California, Los Angeles.

Professor Young is a Clinical Psychologist and his research interests lie in the integration of psychological and biological risk factors in mental illness. His research includes work in substance misuse, schizophrenia, anxiety disorders and more broadly in behavioural medicine. This includes work in pharmacogenomics and the development of personalised medicine via the use of gene chips. Professor Young is widely published and has over 100 published papers in genetic, medical, psychiatric and psychological journals including Nature Medicine. He currently serves on Queensland State and Australian Bodies and Boards related to health issues.

IHBI is the largest research institute of QUT and is based in a state-of-the-art facility in Brisbane that was officially opened in October 2006. The facility was funded by a founding donation from the Atlantic Philanthropies, Queensland State Government funds and QUT funds.

IHBI has 700 members, including 300 PhD students, in six interdisciplinary research Domains: Human Health and Well-being, Medical Device, Cells and Tissue, Tropical Crops Biocommodities, Vision Improvement and Injury Prevention and Rehabilitation. IHBI research programs are funded by a variety of external sources including industry, Australian national competitive grant funds and from international funds such as The Bill and Melinda Gates Foundation.

### **CV OF PROFESSOR ZEE UPTON**

**Professor in Life Sciences, Leader of Skin and Wound Repair Program, IHBI, Queensland University of Technology**

- Dr Upton is a Professor in Life Sciences and also Leader of the Skin and Wound Repair Program within the Tissue Repair and Regeneration Domain in the QUT Institute of Health and Biomedical Innovation. This research Program currently encompasses an interdisciplinary consortium of 55 active researchers from the QUT Schools of Life, Physical and Chemical, and Mathematical Sciences and is increasingly nationally, and internationally, recognised for its cutting edge contributions to the development of smart, innovative tissue repair and wound healing solutions. In addition, Dr Upton is technical founder and Consulting Chief Scientific Officer for Tissue Therapies Limited (a QUT spin-out company).
- Dr Upton was awarded a PhD in Biochemistry from the University of Adelaide in 1994 and has developed a significant record of innovative and quality scientific research that has yielded: more than \$5.7 million in research funding has been awarded to Dr Upton as Chief Investigator from both competitive grant schemes and industry; 48 publications (with a further 6 under review); the establishment of several new innovative collaborative research projects; the successful development and mentoring of many postgraduate research students; several patents and patent applications; and the establishment and listing of a biotechnology company on the ASX. Dr Upton's diverse expertise in growth factor protein, molecular and cellular technologies underpinned her discovery of VitroGro®, a growth factor/extracellular matrix protein complex that stimulates cells to grow and migrate. The VitroGro® technology is being commercialised by Tissue Therapies Limited ([www.tissuetherapies.com](http://www.tissuetherapies.com)) for use in a number of applications including serum-free cell culture (academic and industrial sectors), wound healing and tissue engineering. Dr Upton is the recipient of the Queensland Government "2004 Smart Women – Smart State Award" in the Category of "Research Scientist" and the "2004 QUT Outstanding Academic Contribution Award".

## **CV OF PROFESSOR COLLEEN NELSON**

**Chair and Professor of Prostate Cancer Research, IHBI  
Queensland University of Technology**

Professor Colleen Nelson was appointed as Chair and Professor of Prostate Cancer Research at Queensland University of Technology in December 2006. Since 1998 she has been an Associate Professor, Urologic Sciences/Medicine at the University of British Columbia (Vancouver, Canada) and Director of the Microarray Facility of The Prostate Centre at Vancouver General Hospital. In 2003-2004, together with Dr Martin Gleave, Prof Nelson helped create The Prostate Centre's Translational Research Initiative for Accelerated Discovery and Development (PC-TRIADD) Program (more than 30 investigators and 150 staff) aimed at the rapid identification, characterization and development of novel targeted therapeutics for prostate cancer. She maintains strong collaborative links and joint appointments with The Prostate Centre. She will direct Prostate Cancer Translational Research at the Princess Alexandra Hospital.

## **MEETING WITH SPRINGFIELD LAND CORPORATION AND HARVARD MEDICAL INTERNATIONAL**

**Date:** Saturday 5 May 2007

**Time:** 3:45pm – 4:15pm

**Venue:** John Adams Room  
Boston Harbour Hotel  
Boston

### **ATTENDEES**

Mr David Henry	Director, Springfield Land Corporation
Dr Andrew Jeon	Executive Vice-President & CEO, Harvard Medical International
Dr Mehul Mehta	Vice-President Business Strategy & Development, Harvard Medical International
Dr S Bruce Dowton	Consultant

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party

### **MEETING OBJECTIVE**

- To be briefed on the progress of Springfield Land Corporation's (SLC) Health City project and their agreement with Harvard Medical International (HMI).

### **BACKGROUND**

- SLC plans the construction of a new health care model planned for Australia's largest privately owned master planned community (2,860ha), Greater Springfield.
- Greater Springfield's Health and Wellness precinct, Springfield Health City, is located adjacent to education, retail and business precincts in Greater Springfield's 320ha CBD. Springfield Health City will occupy approximately 30ha and will be a regional hub for health services to the rapidly growing population of the western corridor.
- It will include specialist medical services, aged care retirement facilities for a variety of ages, hotel, respite and hospital services. This land use model will be unique to Australia.
- As the development will include a mixture of private and public health care facilities, SLC is working with the Queensland Government and other partners (including HMI and Queensland universities) in the development of the Springfield Health City model.
- Stage One construction is expected to begin in 2008.
- SLC has signed a Letter of Agreement with HMI to provide on going services through to November 2007 to advise on the development of the Springfield Health City project at a cost of US\$775,000 (A\$938,000).

- Through this collaborative agreement, HMI is providing advisory services to SLC in connection with SLC's development of a model integrated system of healthcare delivery and medical/health sciences education for the SLC development.
- HMI has visited Queensland and met with the Deputy Premier, the Minister for Health and his Director-General to discuss their involvement in the project.
- To further these preliminary discussions, HMI will visit Queensland three times during 2007 and during that period will meet with Queensland Health, the University of Queensland (UQ) (particularly UQ Health Sciences), Queensland University of Technology, Griffith University and other stakeholders to help develop a comprehensive strategy by October 2007 for the commencement of stage one construction in 2008.

(Source: Springfield Land Corporation)

### **CV FOR MR DAVID HENRY**

Director, Springfield Land Corporation

Mr Henry joined the MUR Group in March 1987 as Development Manager.

He has had 28 years experience in building and development with specialisation in project development management.

He spent his first 10 years with the Lend Lease Group straight out of university after completing 1st Class Honours, he joined the firm of Civil & Civic Pty Ltd, the building arm and obtained a wealth of experience on projects such as QEII Hospital (Mt Gravatt), Fishermans Village (Tweed Heads), State Bank Office (Sydney), Riverside Centre (Brisbane).

He then left to join the Mur Group where the company completed a variety of projects before embarking on Springfield in 1992.

In Springfield Mr Henry has had an involvement in all the major projects to date covering Brookwater, Orion and the early infrastructure projects.

He is currently responsible for Greater Springfield CBD development, encompassing over 1,000,000m<sup>2</sup> of development opportunities together with all of the Commercial opportunities in the Greater Springfield Masterplan.

### **CV FOR DR ANDREW JEON**

Executive Vice-President & CEO, Harvard Medical International

Dr Jeon promotes HMI's mission and standards of excellence at HMS and the Harvard affiliated hospitals. As a member of the Executive Committee he provides input to the strategic direction of HMI and its programs. He interfaces with HMI's Board of Directors and the administrative and clinical leadership of the Harvard affiliated hospitals. Dr Jeon participates in the development and implementation of HMI's medical programs, as well as HMI's facility design and development teams including the recruitment of clinical leaders and hospital managers.

Dr Jeon has extensive clinical and administrative experience in planning, designing, and managing academic medical centers and hospitals in the United States and abroad.

Prior to joining HMI, he served in a number of senior administrative and clinical positions at Harvard affiliated hospitals. Most recently he was Chief, Hospital Services and Operations, Vice President of Surgical Services and Director of the Operating Rooms at Brigham and Women's Hospital. He also held the positions of Director of Ambulatory Surgical Services at the Massachusetts General Hospital and Director of Ambulatory Surgery at the Boston Children's Hospital. He is currently on the Faculty of Harvard Medical School in the Department of Anesthesiology.

He received his undergraduate degree from Bowdoin College in Brunswick Maine, his Doctor of Medicine degree from the University of Vermont and his Master of Business Administration from Harvard Business School. Dr Jeon's postgraduate medical education in the clinical specialties of Pediatrics and Anesthesia were conducted at the Massachusetts General Hospital and the Hospital for Sick Children in Toronto, Canada. He is certified in Anesthesia by the American Board of Anesthesia.

## **CV FOR DR MEHUL MEHTA**

**Vice-President Business Strategy & Development, Harvard Medical International**

Dr Mehta joined HMI in June 1998 after working with HMI as an honorary consultant for over 4 years. Dr Mehta is part of the strategic leadership group providing overall leadership and strategic direction for HMI. Dr Mehta also oversees HMI's corporate and clinical research programs internationally. In addition Dr Mehta is on staff at the Massachusetts Eye and Ear Infirmary and the Schepens Eye Research Institute.

Prior to joining HMI Dr Mehta was a consultant with McKinsey & Company, a global business consulting company. With McKinsey Dr Mehta worked with clients in the health care industry, on multiple strategic issues. His international project experience began as a member of the Schepens Retinal Associates where he was driving the Schepens group's international expansion into India.

Dr Mehta has extensive experience in the health care industry and in the provision of health care globally.

Dr Mehta received his MBBS & MS in ophthalmology from the University of Bombay. He completed his postgraduate clinical training at Harvard Medical School's Massachusetts Eye and Ear Infirmary and Schepens Eye Research Institute. He also holds a Masters in Brain and Cognitive Systems from Boston University. He has published and lectured extensively in his field.

Dr Mehta has programmatic experience in the following countries: Brazil, Costa Rica, India, Ireland, Japan, Saudi Arabia, Switzerland and United Arab Emirates

## **CV FOR DR BRUCE DOWTON**

### **Consultant**

Dr Dowton has held senior leadership positions at medical schools in USA and Australia.

From 1998 to 2005, he served as the Dean of the University of New South Wales Medical School (UNSW) in Sydney, Australia – one of Australasia's largest and most complex research intensive medical schools.

During Dr Dowton's tenure as Dean, UNSW implemented entirely new educational programs, planned major new facilities, strengthened graduate-student education and witnessed a doubling of research income. Recognizing untapped opportunities for growth of new disciplines, Dr Dowton recruited and appointed Australia's first professorial chairs in new disciplines including medical informatics, multicultural health, health and human rights.

As Chair of the Committee of Deans of Australian Medical Schools (CDAMS), Dr Dowton led a major organizational repositioning to ensure that CDAMS emerged as the peak body representing medical schools in Australia. Between 2002 -2004, Dr Dowton, at the invitation of the NSW State Health Minister, established and chaired the Medical Education and Training Council a new body chartered to completely reorganize oversight of postgraduate clinical education programs across ~60 hospitals.

From 1986 to 1998, Dr Dowton held various roles at Washington University School of Medicine in St Louis. He was Director of the Division of Medical Genetics at St Louis Children's Hospital throughout that time, leading a revitalization of the clinical, research and education dimensions of the Division. By his departure in late 1997, the Division was one of the largest clinical services in the USA, with a full complement of clinical diagnostic laboratories and a robust fellowship program. Serving as Associate Dean and Associate Vice Chancellor of Washington University, he led many significant developments in educational programs for medical students, graduate medical education and continuing medical education programs.

In Australia, Dowton led development of an innovative national system to engage medical schools with regional and rural communities and oversaw the implementation of comprehensive national educational strategies to address indigenous health concerns. In St Louis, he was the PI of a Howard Hughes Medical Institute funded initiative fostering outreach of science education to inner city high schools.

Dr Dowton holds medical degrees and a research doctorate from the University of Sydney and is trained as a clinical geneticist. He has published widely in peer-reviewed literature on biomedical scientific, clinical, education and policy topics. He has held Visiting Professorial appointments at several universities in China as well as at the University of Edinburgh and Columbia University in New York. Dr Dowton currently teaches in academic leadership programs in Australia and USA.

## QUEENSLAND BIO BUSINESS RECEPTION

**Date:** Saturday 5 May 2007  
**Time:** 6:00pm – 9:00pm  
**Venue:** The Exchange Conference Centre  
Boston Fisher Pier  
212 Northern Avenue  
Boston, MA

### ATTENDEES

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party
- Registered Queensland BIO 2007 Delegates

### MEETING OBJECTIVES

- To welcome Queensland delegates attending BIO 2007 and interact with Queensland's key international allies involved in the biotechnology industry.
- To present Queensland's biotechnology capabilities in an informal reception for approximately 250 representatives of the international biotechnology, business and investment community.
- To create an event and atmosphere where Queensland delegates can network and foster new relationships, while positioning and showcasing the Smart State and its strengths in biotechnology and life sciences.

### DISCUSSION POINTS

- In my speech I welcomed Queensland delegates to Boston and wished them every success for the BIO 2007 Annual Convention.
- I highlighted Queensland successes to date and the Queensland Government's continued commitment to supporting Queensland's biotechnology industry.

### BACKGROUND

- The theme for the Queensland Government presence at all aspects of BIO 2007, including the business reception, is—*"it's in our genes"*.
- The image portrayed from the theme is of white sand, jeans and bare feet. The beach setting aims to convey that Queenslanders are smart but relaxed and as a result, are rewarding to do business with and it promotes Queensland's fantastic weather and enviable outdoors lifestyle.
- The theme is about establishing a real point-of-difference for Queensland, and Queensland science and biotechnology. It also reiterates the Invest Queensland motto of *'the climate's great for growth'*.
- The *'it's in our genes'* theme has been extended to include *'to save lives'* for the business reception to simultaneously highlight the life-saving advances that Queensland

is making with biotechnology, and also celebrate 2007 as the Year of the Lifesaver.

- In 2004, the Australian Government announced that 2007 would be officially known as the Year of the Surf Lifesaver. The Year of the Surf Lifesaver (YSL) marks the 100<sup>th</sup> anniversary of Surf Life Saving in Australia. YSL acknowledges the fundamental role surf lifesavers play in keeping Australian beaches safe and in the formation of Australian beach culture. (Source: Surf Life Saving Queensland)
- Boston has a strong biotechnology business focus and is a major centre for medical R&D. Boston is also in close proximity to the headquarters of global pharmaceutical companies and is a significant biotechnology finance centre. Therefore, portraying Queensland as having a 'climate for biotechnology and business' is appropriate.
- A Queensland company, Firewire, manufactures innovative fibre composite surfboards, using fibre composite technology resulting in an environmentally friendly product that is more flexible, stronger, durable and lighter than traditional fibreglass models (refer to attachment at the end of this brief for information regarding Firewire Surfboards).
- Firewire will provide a surfboard as a lucky 'door' prize for the night.

(Source: Office of Biotechnology, Department of State Development)



## It's in our genes

Visit Queensland, Australia

[www.biotech.qld.gov.au](http://www.biotech.qld.gov.au)

## **QUEENSLAND BIOTECHNOLOGY RECENT SUCCESSES**

***Diamantina Institute for Cancer, Immunology and Metabolic Medicine*** – Professor Ian Frazer, Director of the Institute, was declared 2006 Australian of the Year for his role in discovering the world's first cervical cancer vaccine. Gardasil®, which is now manufactured in the United States by Merck, protects against the strains of human papilloma virus that cause 70% of cervical cancers and is marketed at girls and young women aged 9 to 26 years.

In Australia, Gardasil® is administered to school-aged girls through a school-based program under the National Immunisation Program. In the US, legislatures in roughly 20 states have introduced measures that would mandate girls have the vaccine to attend school, but none has passed so far.

### **Clinical Trials Results**

***Progen Pharmaceuticals*** – in December 2006 Progen released positive preliminary Phase II trial results against liver cancer. PI-88 delayed tumour recurrence in patients by 76% with the risk of recurrence reduced from 1 in 3 to 1 in 5. The company aims to move to Phase III trials in the near future. On the back of positive clinical trial results, Progen raised A\$20 million in underwritten capital.

***Peplin*** – in March 2007 Peplin finished enrolling for its 200-patient, US-based Phase IIb clinical trial (PEP005-006) for sunspots, also called actinic keratosis with preliminary results expected to be announced in July. All going well, Phase III clinical trials will commence in the US and Australia later this year. On the back of positive clinical trial results, Peplin raised A\$40 million from the specialist biotech investment fund MPM capital and a number of investment groups.

### **Collaborations and Agreements**

***BioLayer Corporation*** – in January 2007 BioLayer commenced a research project with California-based Beckman Coulter, one of the world's largest in-vitro diagnostic (IVD) companies, and two other projects with global diagnostic companies. BioLayer was granted a US patent in February 2007.

In March 2007 BioLayer also announced a collaboration with fellow Brisbane-based assay platform company, Cleveland Biosensors. The collaboration will potentially see BioLayer's high-tech coating used in Cleveland Biosensors' hand-held water testing device, BioFinity®.

***Tissue Therapies*** – in March 2007 Tissue Therapies signed a joint development agreement with Novozymes (headquartered in Denmark) for the development of advanced wound dressing products combining proprietary Novozymes technologies with Tissue Therapies' VitroGro® technology.

In January 2007 Tissue Therapies also signed an exclusive sales and licensing agreement with Invitrogen Corporation for the supply of products containing VitroGro® to the live cell biologic science market world-wide.

**Institute for Molecular Bioscience** – international pharmaceutical giant Pfizer is sponsoring a collaborative project with the Institute for Molecular Bioscience that uses the Institute's bioinformatics capabilities to bring to light the connectivity between the massive genomic information networks on web-accessible global databases. The Modelling and Analysis of Biological Network Activity (BioMANTA) project began in early 2007 and aims to apply Semantic Web technologies to the discovery and modelling of complex molecular interactions in the mammalian cell.

**Catapult Genetics** – in January 2007, Queensland biotech company Genetic Solutions merged with New Zealand-based Catapult to form Catapult Genetics, bringing together DNA marker technologies for both sheep (Catapult) and cattle (Genetic Solutions). The merger opens up to New Zealand farmers Queensland-based cattle DNA technologies developed by Genetic Solutions.

### **Equity Attraction**

**Protagonist** – In September 2006 Protagonist raised about A\$11.9 million (US\$9 million) to fund the development of new types of therapeutic drugs for asthma, rheumatoid and psoriatic arthritis, gastro-intestinal disorders and diabetes-related conditions. The Series A financing was led by Lilly Ventures, together with co-investors StarFish Ventures and Queensland BioCapital Funds (QBF).

**Implicit Bioscience** – has been selected by the US Defense Threat Reduction Agency as an apparent successful offeror under the 2007 Medical Science and Technology Chemical and Biological Defense Transformational Medical Technologies Initiative (TMTI). Implicit is one of five successful offerors, and the only non-US offeror so selected. The program under negotiation is a contract for the development of Implicit's clinical-stage drug IM862 (oglufanide) as a countermeasure for certain bacterial biothreats, and if awarded, will approximate AU\$20 million. It should be known in the next month or so if Implicit has been successful in obtaining this contract.

## **FIREWIRE SURFBOARDS**

A Queensland company, Firewire, manufactures innovative fibre composite surfboards, using fibre composite technology resulting in an environmentally friendly product that is more flexible, stronger, durable and lighter than traditional fibreglass models. This new technology is the result of ten years of R&D and assistance from State Government agencies, including Invest Queensland and the Gold Coast State Development Centre.

The company has received funding from the Queensland Industry Development Scheme (QIDS) used towards the development of fibre composite technology and new robotics equipment. Investors in the project included former Billabong CEO Matthew Perrin, and golfers Adam Scott and Ian Baker-Finch.

Expecting to become the largest single manufacturer of surfboards in the southern hemisphere, the company is now looking to develop a strong presence in the lucrative export markets of Europe, Japan and the United States.

The company aims to produce between 30,500 and 50,000 boards in the next 12 months. Firewire recently announced that Australian pro surfer Taj Burrows, currently world number two, will ride the boards and eight times world champion American surfer Kelly Slater is trialling them.

(Source: Invest Queensland)

## **BREAKFAST MEETING WITH QUEENSLAND NORTH AMERICAN BIOTECHNOLOGY ADVISORY COUNCIL**

**Date:** Sunday 6 May 2007  
**Time:** 8:30 am – 10:30 am  
**Venue:** John Adams Room  
Boston Harbour Hotel

### **Attendees from North American Biotechnology Advisory Council**

<b>Mr Carl Stubbings</b>	Senior Vice President, PanBio Inc
<b>Dr Dan Syrdal</b>	Attorney, Heller Ehrman White & McAuliffe LLP
<b>Ms Elissa Burke</b>	Director, 10K Consulting
<b>Mr Elliot Parks</b>	Executive Director, Life Sciences, Hamilton BioVentures
<b>Dr Gary Pace</b>	Chairman & CEO, QRxPharma
<b>Dr John Holaday</b>	Chairman of the Board, Harvest Bank of Maryland
<b>Mr Mark Saunders</b>	President, Global Markets Capital Corporation
<b>Dr Glen Begley</b>	Vice President, Global Hematology and Oncology Research, Amgen Inc
<b>Mr Michael Broder</b>	President & CEO, Brightline Media, Inc.
<b>Mr Dick Haiduck</b>	Managing Director, Burrill & Co.
<b>Mr Karl Kelly</b>	Chief Executive Officer, SC BIO
<b>Dr Paul Zorner</b>	Formerly Vice-President, Business Development, Diversa

### **Queensland attendees:**

- The Honourable Peter Beattie MP and Official Party
- The Honourable John Mickel MP, Minister for State Development, Employment and Industrial Relations
- Members of the Queensland Biotechnology Advisory Council including:
  - Professor Peter Andrews, Queensland Chief Scientist
  - Dr Peter Riddles, Director, Office for Commercialisation, Griffith University
  - Professor Ron Quinn, Director, Eskitis Institute for Cell and Molecular Therapies
  - Professor James Dale, Director, Science Research Centre, Queensland University of Technology
  - Mr Don Home, CEO, Incitive Ltd
- Mr David Hughes, General Manager, BioPharmaceuticals Australia
- Mr Mario Pennisi, CEO, Queensland Clinical Trials Network

## DISCUSSION POINTS

- In my presentation a presentation:
  - I advised of the Queensland Government's initiatives and support to encourage development in biotechnology;
  - I extended thanks to QNABAC for their continued support of Queensland companies in the U.S; and
  - I encouraged members of the QNABAC to visit Brisbane in October 2007 to participate in AusBiotech 2007.
- The meeting included an update from QBAC members on the development of their respective action plans, the BioPharmaceuticals Australia initiative and the Queensland Clinical Trials Network.

## BACKGROUND

- QNABAC was formed in 2000 and has proven to be a valuable network for the *Trade Queensland Office* in America. The QNABAC acts as an outreach to the North American biotechnology community to encourage trade, collaboration and investment with Queensland.
- The members of this Council are highly distinguished professionals with a track record of success in building biotechnology organisations. The members have committed five years under the mission of the QNABAC and have been integral in many successful initiatives for Queensland, including the review and development of the Queensland Government 10 Year Biotechnology Strategic Plan. The Council has an extensive network throughout the North American biotechnology community.
- Members of this Council have been integral in establishing agreements with Massachusetts, Washington and South Carolina, investments in Queensland, and partnering deals for Queensland companies. For example, Alchemia's ADR program with the Bank of New York and Progen's clinical trial partnership with Sanofi-Aventis.
- Members have provided advice to BioPharmaceuticals Australia, Queensland Clinical Trials Network and the Queensland BioCapital Fund. They have also provided introductions to key partners in the U.S. for these initiatives.

## **QUEENSLAND-NORTH AMERICA BIOTECHNOLOGY ADVISORY COUNCIL**

### **MEETING AGENDA**

Sunday 6 May 2007

John Adams Room, Boston Harbour Hotel

- |          |  |
|----------|--|
| 8.00 am  | Arrival/Breakfast served   |
| 8.30 am  | Welcome and Introductions (Damien Perriman – Chair)  |
| 8.40 am  | The Honourable Peter Beattie MP, Premier of Queensland   |
| 8.50 am  | Queensland Chief Scientist, Professor Peter Andrews –<br>Queensland Biotechnology Report   |
| 9.00 am  | Key Topics/Questions for Discussion: <ul style="list-style-type: none"><li>• Attraction of further investment capital</li><li>• Requirements for attracting the operations of a major international biotech company to Queensland</li><li>• The US view on Biofuels/Bioethanol</li><li>• What opportunities are there in stem cell research?</li></ul> |
| 10.00 am | Update from QBAC members on the Development of<br>Action Plans   |
| 10.15 am | Update on BioPharmaceuticals Australia/Queensland Clinical<br>Trials Network   |
| 10.30 am | Meeting Close  |

## **QUEENSLAND – NORTH AMERICA BIOTECHNOLOGY ADVISORY COUNCIL MISSION STATEMENT**

To conduct outreach into the biotechnology community in North America for the express purpose of developing greater investment, trade and collaboration ties between Queensland and the North American biotechnology community.

### **Networking**

Build new links, act as a referral network, and raise the profile of Queensland in North America. Connect Queensland and North American firms to appropriate investment and research opportunities.

### **Business Development**

Assist in the coordination of North American business development and marketing. Provide feedback on progress of action plans.

### **Mentoring**

Provide moral and professional support for Queensland firms expressing interest or entering the North American markets. Provide a guiding hand and friendly advice.

### **Industry Development**

Provide insight to promising programs of biotechnology industry development that may be adaptable to Queensland.

### **Education & Training**

Support the development of student exchanges, placements, and cooperative institutional agreements.

### **Research & Development**

Support the development of collaborative research projects between Queensland firms and Group member networks.

### **Frontiers of Science**

Provide intelligence into developing areas of biotechnology research and industry advancement. Provide insights for Queensland policymakers and biotechnology stakeholders into the shape and direction of discovery, and call attention to new research, programs, successes and areas of emerging potential.

## **CV OF MR CARL STUBBINGS**

### **Senior Vice President - US Operations, PanBio**

Carl joined Panbio in 1997 and has more than 20 years experience in sales and marketing in the health care industry with specific experience in diagnostics, nuclear medicine, life

sciences and private pathology. He heads Panbio's US subsidiary and also has overall responsibility for Europe and Latin America with a key focus on business development.

### **CV OF DR DAN SYRDAL**

#### **Attorney and Shareholder, Heller Ehrman White & McAuliffe**

Daniel Syrdal commenced with the firm in 1988 and maintains an extensive life sciences, intellectual property, and environmental practice.

Dr Syrdal recently spent several years in an in-house position with a biotechnology firm where his responsibilities included identification and evaluation of technology, negotiation and implementation of joint ventures, licensing, development agreements and directing international research and development efforts in Russia.

Dr Syrdal had primary responsibility for development and implementation of the company's international patent protection strategy. His practice now draws on this in-house experience to provide client services in the life sciences area.

Dr Syrdal represents numerous biotechnology companies in the U.S., Australia, and New Zealand, assisting them with identifying, evaluating, and implementing licensing, research and development collaboration, partnering and funding opportunities, especially as these relate to international agreements. He has organised and participated in partnering and investment forums throughout Australia and New Zealand, and has advised federal and state governments in those countries regarding the development of their biotechnology industries, including assisting both government and private industry from these countries with contacts in the U.S. biotechnology and capital investment industries.

### **CV OF MS ELISSA BURKE**

#### **Director, 10K Consulting**

Elissa has extensive knowledge and experience in Life Sciences including Pharmaceuticals, Biologicals, Diagnostics, Consumer Products and Animal Health.

Elissa holds a Bachelor of Pharmacy from the University of Queensland and has completed a Masters of Science (Hon.) in Organisational Dynamics at the University of Pennsylvania in 1996.

After six years with Sterling Winthrop in Sydney working in R & D, Operations and Quality Assurance (achieving the Australian Quality Award along the way), Elissa transferred to the firm's US headquarters in 1993. Within a year, corporate takeovers saw this 'secondment' from Sterling Australia turn into a permanent position working for two pharmaceutical giants, for Glaxo SmithKline and then for Bayer since 1995.

Elissa has held many positions at Bayer including Director of Quality, SAP/Siebel Deployment Leader North Americas and most recently a German sojourn implementing SAP/Siebel and new technologies and processes in Europe with major focus in program

management, strategy, integration and change management.

Since returning to Manhattan, Elissa has worked extensively for a number of not-for-profit organisations affiliated with opera, Australian art, health and life science, education and sport.

### **CV OF MR ELLIOT PARKS**

#### **Executive Director, Life Sciences, Hamilton BioVentures**

Dr Elliot Parks is responsible for Ventana's Life Science investments. He is well known in the Biotechnology industry and brings to Ventana his broad experiences as a distinguished researcher, a pharmaceutical executive, an entrepreneur and a life science investor. He has overseen the development of several biomedical products from inception through development and clinical trials to approval and market entry.

Dr Parks has been a member of the Ventana family for more than a decade in a variety of capacities, as advisor and venture partner before assuming his current role as managing director. He has been active in the academic and industrial biomedical community for the past quarter century and has advised a wide range of life science companies and governmental agencies in California; across the U.S; around the Pacific Rim and in Europe.

Dr Parks previously held positions as President and Chief Executive Officer of Myelos Neurosciences, as Director of the Johnson & Johnson Biotechnology Centre and as a member of the Scripps Clinic and Research Foundation.

Dr Parks has engaged in research and development in cellular and molecular biology, the translation of biomedical technology into commercial products, and the formation and growth of Life Science companies throughout his professional career. He earned his doctorate in microbiology and immunology at the University of Washington, in Seattle, and studied his post-graduate training at the Scripps Research Institute, in La Jolla.

### **CV OF DR GARY PACE**

#### **Chairman and Chief Executive Officer, QRxPharma Pty Ltd**

Dr Pace is an experienced entrepreneur and Senior Operations Manager of mid and large-scale life science ventures and companies in Australia, the USA and England. He has more than 30 years experience in the development and commercialisation of advanced technologies, spanning biotechnology, pharmaceuticals, medical devices, and food industries.

In 2003, Dr Pace was awarded a Centenary Medal by the Australian Government "for service to Australian society in research and development".

Dr Pace is currently co-founder, Chairman and CEO of QRxPharma based on technology licensed from the University of Queensland. He is an Adjunct Professor at the University of Queensland and a Visiting Scientist at the Massachusetts Institute of Technology (MIT). He

is currently a Director of the following companies: ResMed (NYSE: RMD) – sleep disordered breathing; Celsion Corporation (AMX: CLN) - thermal based therapeutics and devices; Transition Therapeutics Inc. (CDNX: TTH) – regenerative medicine; Peplin (ASX: PEP) – cancer therapeutics; Protiveris Inc. – proteomics tools; and he is a member of the Business Advisory Council of Innovation Capital a venture capital fund.

From 1995 to 2001, Dr Pace was the President and CEO of RTP Pharma Inc, a drug delivery development company and successfully sold RTP to SkyePharma in late 2001. At the same time he was co-founder and Chairman of Waratah Pharmaceuticals a spin – off from RTP and successfully merged the company with Transition Therapeutics in 2002. Dr Pace was previously the co-founder and President of Transcend Therapeutics, Inc. and the founder and Director of CTOUR A/S. He was a Senior Vice President for R&D of Clintec, a joint venture between Baxter Healthcare and Nestlé SA.

Dr Pace holds a Bachelor of Science (Hons 1) from the University of New South Wales and a PhD from the Massachusetts Institute of Technology where he was a Fulbright Fellow and General Foods Scholar. He has authored or co-authored over 45 research and review papers, patents, and co-authored the book "In Search of Health and Fitness."

Dr Pace is also an elected Fellow of the Australian Academy of Technological Sciences and Engineering.

## **CV OF DR JOHN W. HOLADAY**

### **Chairman of the Board, Harvest Bank of Maryland**

Dr John Holaday is the co-founder and Chairman of Harvest Bank of Maryland. He is the founder of EntreMed, Inc. and until his retirement in 2003, served as its President, Director and Chief Executive Officer since August 1992. In November 1995, Dr Holaday served as Chairman of the Board for EntreMed, Inc. EntreMed, became a public company in 1996 under Dr Holaday's leadership, and is a pioneering company that emphasises the discovery and development of therapeutics that inhibit blood vessel growth in cancer, blindness and heart disease. Prior thereto, from May 1989 to August 1992, he was the co-founder of Medicis Pharmaceutical Corp. where he served as the Senior Vice President for Research and Development and Member of the Board of Directors.

Medicis (MRX, NYSE) has evolved into the largest stand-alone dermatology company in the world. Dr. Holaday also founded MaxCyte, Inc. where he served as Chairman until retiring in 2003, and as a member of the Board of Directors of CytImmune Sciences, BSI Proteomics, Rexahn and LabBook.

Over the past 15 years, he has raised over A\$300 million in private and public rounds of financing for these companies, and presently holds a collective market capitalisation in excess of A\$2.5 billion.

Dr Holaday was commissioned into the US Army in 1966 and subsequently served as the Neuropharmacology Branch Chief at the Walter Reed Army Institute of Research where he served as an officer and civilian for 21 years.

Dr Holaday obtained his BS (1966) and MS (1968) from the University of Alabama, and his PhD degree with honors from the University of California, San Francisco, in 1976.

Dr Holaday's academic appointments include Visiting Associate Professor of Anesthesiology and Critical Care Medicine at the Johns Hopkins University School of Medicine and Adjunct Professor of Psychiatry at the Uniformed Services University of the Health Sciences.

Dr Holaday was elected as the Chairman of the Maryland Bioscience Alliance in April of 2000, and is a member of the American Society for Pharmacology and Experimental Therapeutics, the Society for Critical Care Medicine (Fellow, 1992), the Society for Neuropsychopharmacology (Fellow, 1989) and Sigma Xi.

He has received numerous awards, and served on the Executive Committee of BIO 2003. He holds over 30 U.S. and foreign patents and has published over 200 scientific articles and reviews, and edited five books.

## **CV OF MR MARK SAUNDERS**

### **President, Global Markets Capital Corporation**

As President of Global Markets Capital Group, Mr Saunders assists international public companies through the entire US listing process and focuses on all areas of investment banking with a specialty for corporate mergers and acquisitions.

Mr Saunders is an expert on all forms of financing available to non-US companies in the international capital markets and he has particular experience in debt and equity financing, cross border mergers and acquisitions and cross border joint ventures. He leverages his extensive contacts both on Wall Street and in the international financial markets to arrange and maximise financial opportunities for our clients with international traders, institutional public and private funds and high net worth investors.

As an attorney, Mark was General outside counsel to Citibank's ADR Division, undertaking over 300 transactions involving non-US companies listing on NASDAQ and the New York Stock Exchange.

He was head of Greenberg Traurig's International Corporate Finance Group, where he advised and assisted non-US companies to issue securities in the US capital markets, representing companies from Australia, the United States, Latin America, Europe and Asia.

Mark was also a Partner with the US law firms of Brown & Wood and Parker Chapin, specialising in securities and corporate finance.

Mark holds a Juris Doctorate from New York Law School and is a member of the New York Bar Association.

## **CV OF DR GLENN BEGLEY**

### **Vice President, Global Hematology and Oncology Research, Amgen Inc**

Amgen Inc is the world's largest biotechnology company, and is based in Thousand Oaks, California. The other research sites are in Seattle, San Francisco and Boston. Amgen is a global company with substantial clinical development, manufacturing, sales and marketing efforts outside the USA. Included among Amgen's key products are: Neupogen; Neulasta; Epogen; Aranesp; and Stemgen, molecules that were discovered and developed in Dr Begley's Department.

His research has examined factors regulating hematopoiesis and stem cells. One of his early papers first identified the human growth factor, Granulocyte-Colony Stimulating Factor (G-CSF). This was followed by studies defining CSF receptor expression and function in-vivo. He first identified the transcription factor SCL, defining its role in leukemia and essential function in developing hematopoietic stem cells. His clinical studies, demonstrating G-CSF 'mobilised' blood stem cells hasten recovery after myeloablation, have substantially impacted clinical medicine and altered the approach to bone marrow transplantation.

Dr Begley received several awards including: in 1990 he was awarded the Young Investigator of the Year Award by the Haematology Society of Australia, in 1991 the Burnet Prize for Medical Research, and in 1996 was awarded the Eric Susman Prize of the Royal Australasian College of Physicians and the Amgen Research Award from the Australian Society for Medical Research. In 1997 he was made a Fellow of the Royal College of Pathologists (UK) and Professorial Associate at the University of Melbourne. In 1998 he was a Visiting Fellow Commoner, Trinity College, University of Cambridge (UK) and appointed Senior Principal Research Fellow of the National Health and Medical Research Council of Australia.

In 2000 he was elected the first Foreign Member of the American Society for Clinical Investigation. In 2002 he was elected an Honorary Fellow of the Royal Australasian College of Pathologists.

He has published over 200 papers in scientific and medical journals

## **CV OF MR MICHAEL H. BRODER**

### **President and CEO, Brightline Media, Inc.**

Mr Broder serves as a Senior Client Consultant and manages Brightline's marketing and new business development activities. Prior to forming Brightline Media, Mr Broder served as a Strategic Communications Consultant to educational institutions, non-profit organisations, life science companies, and political candidates.

In 1998, he was appointed Communications Director for the Connecticut Republican State Central Committee and the RNC Northeast Regional Chairman. As Communications Director for the State Committee, Mr Broder was responsible for producing print and broadcast advertising; developing campaign strategy; managing State convention press operations; coordinating earned media efforts for the State Committee; statewide underticket candidates; and a number of targeted congressional races.

During the 1996 election cycle, he was employed as Political Director for Cashman & Katz Advertising and Public Relations. Clients included: Congresswoman Nancy Johnson; Governor John Rowland; Victory 96; the Connecticut Republican State Central Committee; and Congressman Chris Shays.

In 1994, Michael worked as a production assistant to Greg Stevens at Stevens, Reed, Curcio and Company (formerly Greg Stevens & Company). He also served as an assistant to Michael Deaver (former Deputy Chief of Staff to President Reagan) at Edelman Public Relations and for the Office of Political Affairs in the Bush Administration.

Mr Broder's work has received numerous awards including: Pollie, Telly, Addy, Admission Marketing Report Gold Medals, and the International Television and Video Association Award of Excellence.

He has lectured at the George Washington University's undergraduate School of Political Communications and the Graduate School of Political Management. Michael holds a B.A. in Political Communications from The George Washington University, a M.A. in Campaign Management from the Graduate School of Political Management at The George Washington University, and a J.D. from The Catholic University of America, Columbus School of Law.

#### **CV OF MR DICK HAIDUCK**

##### **Managing Director, Burrill & Co**

Richard Haiduck BS MBA  
Director, Project Management Office  
CEO - North America

Mr Haiduck is the head of Project Management in the US corporate office. He has extensive life science M&A, licensing experience as Managing Director, for Burrill & Company. Mr Haiduck spent 14 years at Abbott Laboratories and was the International Country Managing Director. Previously Mr Haiduck was responsible for Abbott's US Pharmaceutical Operations.

#### **CV OF MR KARL KELLY**

##### **Chief Executive Officer, SC Biotechnology Incubation Program (SC Bio)**

Mr Kelly directs the South Carolina Biotechnology Incubation Program, or SC Bio, supporting the creation of life science companies and the recruitment of biotech companies. The incubation program serves the state's research institutions including the Greenwood Genetic Center, Clemson, Medical University of South Carolina and University of South Carolina.

Over the past twenty-two years, Mr Kelly has served in consulting and management roles in biotech, engineering, and construction companies. His experience includes: facility planning; market analysis; project financing; real estate management; site location; scale-up/process development; and cGMP construction. His project development experience includes the United States, Europe, Caribbean, Canada, Mexico and Asia.

Mr Kelly's specific job experience includes: site/project development consulting services for Fluor Daniel; facility planning for Genentech; economic development for the Birmingham Metropolitan Development Board; and sales management for Suitt Construction. Mr Kelly received undergraduate degrees from Clemson University in 1978 and 1981. He currently resides in Greenwood, South Carolina

#### **CV OF DR PAUL ZORNER**

##### **Formerly Vice-President, Senior Director Business Development, Diversa**

Dr Zorner received his undergraduate degree from Lewis and Clark College (Ecology and Secondary Education) and his PhD in Botany. Dr Zorner received his Plant Pathology from Colorado State University. He is also Adjunct Professor of Horticulture at North Carolina State University.

Prior to joining Diversa, Paul held scientific and Senior Administrative positions with a variety of start-up and fortune 500 companies which include: CellFor Corporation (forest biotechnology); BASF (agricultural products); Mycogen Corporation (agricultural biotechnology and biopesticide development) and The Dow Chemical Company (agricultural products and industrial biotechnology).

He served as Assistant Professor of Agronomy at the University of Kentucky; Research Leader for Herbicide Discovery for The Dow Chemical Company; Manager-North American Agricultural Discovery Research for BASF Corporation; Vice-President, Product Development for Mycogen Corporation; Global Chief Scientist-Biotechnology and Bioprocessing for The Dow Chemical Company and Senior Vice-President of Operations for CellFor.

Dr Zorner's research and administrative focus has been on improving agricultural productivity, developing both chemical and biological pesticides and on the expression, production and recovery of recombinant proteins in a variety of biological organisms for use in industrial and human health applications.

Dr Zorner serves on the Board of Directors of several for-profit and 501(3)c organisations involved in agricultural and industrial biotechnology. Dr Zorner is an inventor on over 30 issued US patents. He has numerous publications and has lectured widely around the world on scientific topics.

## **BIO PUBLIC OFFICIALS RECEPTION**

**Date:** Sunday 6 May 2007  
**Time:** 5:30pm – 7:00pm  
**Venue:** John Moakley Courthouse,  
1 Courthouse Way, Boston

### **ATTENDEES**

Queensland attendees:

- The Honourable Peter Beattie MP and Dr Heather Beattie
- Mr Rob Whiddon
- Minister Mickel and Mrs Mickel

### **MEETING OBJECTIVE**

- To promote the Government's Strategic Plan for Biotechnology and its strong investment made to date to develop Queensland's biotechnology industry.
- To showcase Queensland's biotechnology capabilities.

### **ATTENDEES AT THE PUBLIC OFFICIALS RECEPTION INCLUDED:**

- Governor Patrick, Massachusetts
- Governor Acevedo-Vila, Puerto Rico
- Governor Blunt, Missouri
- Governor Doyle, Wisconsin
- Governor Fletcher, Kentucky
- Governor Daniels, Indiana
- Governor Riley, Alabama
- Governor Baldacci, ME
- Governor Carcieri, RI
- Representative Stephanie Sharp, Kansas House of Representatives
- Representative Charlice Byrd, The Georgia House of Representatives
- Representative Tim Mahoney, State of Minnesota
- Senator Chris Lauzen, Illinois State Senate
- Mayor Thomas Menino, The City of Boston
- Mayor Ardele Brede, City of Rochester, Minnesota
- Secretary Adrian Polansky, Kansas Department of Agriculture
- Secretary Nate Feltman, Department of Commerce, Indiana

- Secretary Rod Nilsestuen, Wisconsin Department of Agriculture, Trade, and Consumer Protection
- Secretary Victoria Bradshaw, California Labor & Workforce Development Agency
- Commissioner Dan McElroy, Department of Employment and Economic Development, State of Minnesota

The Governor of Massachusetts, Governor Deval L. Patrick, spoke to the function about the importance of biotechnology and his State's leadership role and plans for the future.

During the function I spoke to him privately about our biotechnology priorities, and indicated that we would like to look at collaborations in the future.

I also discussed with Lisa H. Gibson, President, Hawaii Science and Technology Council, possible collaboration between our two States in the lead up to Bio 2008.

## **BIO 2007 OFFICIAL WELCOME RECEPTION**

**Date:** Sunday 6 May 2007  
**Time:** 7:15pm – 8:30pm  
**Venue:** Quincy Market Building  
Faneuil Hall Marketplace, Boston

### **ATTENDEES**

**All registered delegates attending BIO 2007**

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party
- The Honourable John Mickel MP, Minister for State Development, Employment and Industrial Relations
- Queensland BIO delegates

### **OBJECTIVE**

- To promote the strength of the biotechnology industry in Queensland and its attractiveness as an investment location.

### **QUINCY MARKET BUILDING**

#### **History**

Quincy Market is a historic building in a shopping centre called Faneuil Hall Marketplace in downtown Boston. It was constructed 1824–1826 and named in honour of Mayor Josiah Quincy, who organised its construction without any tax or debt.

By the time Boston was incorporated as a city in 1822, downtown commercial demand grew beyond the capacity of Faneuil Hall. To provide an expansion of shop space, Quincy Market was built as an indoor pavilion of vendor stalls.

Designed by Alexander Parris, the building was built immediately east of and "behind" Faneuil Hall, which at the time sat next to the waterfront. Thus, Quincy Market was at harbour's edge at the town dock. In an early example of Boston's tendency for territorial growth via landfill, part of the harbour was filled in with dirt to provide a plot of land for the market. The commercial growth spawned by the new marketplace led to the reconstruction or addition of six city streets.

From its beginning, the Market was largely used as a produce and foodstuff shopping centre.

#### **Today**

The main Quincy Market building continues to be a source of food for Bostonians, though it has changed from grocery to food-stall fast-food and restaurants. It is a popular and busy lunchtime spot for downtown workers. In the centre, surrounding the dome, is a two-story seating area.

The open spaces at both the east and west ends of the marketplace are a common venue for various street performers, as well as street vendors. (Source:

[http://en.wikipedia.org/wiki/Quincy\\_Market](http://en.wikipedia.org/wiki/Quincy_Market))

## **VISIT TO THE AUSTRALIAN PAVILION AND TOUR OF THE EXHIBITION HALL**

**Date:** Monday 7 May 2007  
**Time:** 9:15am – 11:50am  
**Venue:** BIO Exhibit Hall  
Australian Pavilion, Booth 1515  
Boston Convention and Exhibition Centre

### **ATTENDEES**

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party
- The Honourable John Mickel MP, Minister for State Development, Employment and Industrial Relations
- Queensland BIO delegates

### **BACKGROUND**

#### Australian Pavilion

- Australia was represented at the BIO 2007 Conference and Exhibition under the "One Australia" branding (Booth 1515).
- In addition to the Queensland Government, the following Queensland organisations exhibited within the Australian Pavilion:
  - the Queensland University of Technology;
  - the University of Queensland Research Institutes (i.e. the Institute for Molecular Bioscience, the Queensland Brain Institute, the Australian Institute of Bioengineering and Nanotechnology and the Diamantina Institute for Cancer, Immunology and Metabolic Medicine) and Uniquist Pty Ltd;
  - the Queensland Institute of Medical Research; and
  - BioPharmaceuticals Australia, (incorporating its partners Q-Gen, Progen, and Agenix).
- The Queensland Clinical Trials Network (representing approximately 50 members) is exhibiting in a separate, but adjacent, location to the Australian Pavilion (Booth 1607).

#### Queensland Marketing

- Consistent with the agreed national approach of promoting Australia to the global biotechnology market, the exhibit space was branded as "One Australia". Within the Pavilion, there was a reception area at the main entrance at each end. Each participating State had a desk within the reception area, denoted by a State banner/poster behind each desk. This desk also incorporated State marketing material. In addition to the States, AusBiotech (Pavilion Manager), Austrade and Invest Australia will also have a presence in the Pavilion.

- A book and CDrom showcasing Australia's biotechnology capabilities have been produced by the Committee Marketing Australian Biotechnology (CMAB) for distribution at the Australia Pavilion. Forty-three Queensland organisations are profiled in the publication. In addition, the Queensland Government will be distributing a CDrom with visuals of key Queensland biotechnology researchers. These marketing materials will be available at the Australian Pavilion.
- The Queensland Government stand was manned by staff of the *Trade Queensland* Office - The Americas, plus staff from the Office of Biotechnology who will capture, qualify and pursue all business leads emanating from the event.
- The theme for the Queensland Government presence at all aspects of BIO 2007 including the business reception is "*it's in our genes*". This theming was incorporated in the poster behind the Queensland desk in the Australian Pavilion plus the marketing material.
- A number of associated marketing initiatives were developed for BIO 2007 with the objective of increasing awareness of Queensland's great climate for biotechnology and business. These include:
  - Advertorial space in the BIO Pre-Event Show Guide promoting Queensland's integrated approach to growing the industry – from discovery through scale-up manufacturing to clinical trials;
  - Advertorial and editorial space in the BIO 2007 Daily News repeating the messages above. The editorial space also promotes Queensland's biotechnology expertise in genomics, infectious diseases and cancer, and
  - A Queensland Business Reception (on Saturday 5 May) which links with the key marketing themes above and presents the unique positives of 'doing biotech business' with Queensland.

## QUEENSLAND EXHIBITORS - SUMMARIES

### Queensland University of Technology (QUT)

- Incorporating the ***Institute of Health and Biomedical Innovation*** and the ***Centre for Tropical Crops and Biocommodities***, QUT is focussed on biopharmaceuticals, agbiotech, medical devices and advanced diagnostics. QUT's leading research programs include:
  - Hormone Dependent Cancer
  - Infectious Diseases
  - Plant Biotechnology
  - Tissue BioRegeneration and Integration
  - Medical devices
  - Biofuels and fermentation products
  - Environmental biotechnology.
- qutbluebox Pty Ltd (BlueBox) is QUT's commercialisation company. Tissue Therapies, Agenix, Panbio and Farmacule Bioindustries are all spin-offs from QUT.

### University of Queensland

- ***Institute for Molecular Bioscience (IMB)*** – one of the Asia-Pacific region's leading research institutes. The major focus of the IMB's multidisciplinary research is to understand the information contained in the genes and proteins of mammals and thereby improve human and animal health by developing new pharmaceuticals, cell therapies and diagnostics.

The IMB's research outcomes are commercialised through IMBcom Pty Ltd ([www.imbcom.com.au](http://www.imbcom.com.au)). The IMB has generated over seven biotechnology spin-off companies including Xenome Limited which is using Australia's venomous creatures to develop therapeutics for pain, cancer and hypertension.

- ***Queensland Brain Institute (QBI)*** – a world leader in the field of discovering the cellular and molecular mechanisms which underlie the ability of the adult brain to adapt to change by generating new nerve cells and forming new functional connections.

The QBI's research areas include:

- Synaptic Plasticity
- Ageing and Brain Disorders
- Neural Plasticity
- Visual Neuroscience
- Computational Neuroscience
- Cognitive and Behavioural Neuroscience.

- **Australian Institute for Bioengineering and Nanotechnology (AIBN)** – a pioneer in one of the most dynamic fields of modern science: research at the intersection of the biological, chemical and physical sciences.

AIBN's major research is in:

- Nanotechnology-based imaging and drug delivery for therapeutic products
  - Regenerative medicine: biology, stem cells and novel scaffolds
  - Novel protein expression utilising metabolomics and systems biotechnology
  - Nanotechnology for energy and environmental applications.
- **Diamantina Institute for Cancer, Immunology and Metabolic Medicine** – a newly created institute created by the amalgamation of the Centre for Immunology and Cancer Research and the Centre for Diabetes and Endocrinology Research. Headed by Professor Ian Frazer, the Institute is strongly focussed on translational research.

Diamantina's research is divided into three major programs:

- Cancer Cell Biology – understanding the biology of cancer to develop new anti cancer therapies
- Immunology - focussing on understanding immune physiology to design better therapeutics
- Metabolism – understanding the molecular basis of metabolic disorders with a view to developing new treatment strategies for obesity, diabetes, bone and liver disease.

Research from the Institute has resulted in three spinoff companies: Adipogen Pty Ltd is developing novel treatments for obesity and the overweight; Coridon Pty Ltd is developing DNA therapies for the prevention and treatment of viral infections and therapeutic vaccines for the treatment of cancer; Dendright Pty Ltd is developing a novel treatment for autoimmune diseases.

- **Uniquet Pty Ltd** – the University of Queensland's commercialisation arm. Uniquet has generated over 20 biotechnology spin-off companies.

### **Queensland Institute of Medical Research (QIMR)**

- QIMR has a long and prestigious history in developing an understanding of the immunological, biological and molecular basis of infectious disease, cancers and immune disorders. QIMR is at the forefront in the discovery of candidate vaccine antigens and novel therapeutic drugs, vaccine production and the testing of potential vaccines and drugs at both the cellular, animal model and clinical level.

QIMR's research divisions and programs are:

- Infectious Diseases and Immunology
- Cancer and Cell Biology
- Population Studies and Human Genetics
- Therapeutic Development and Clinical Research
- Indigenous Health.

- QIMR is also home to: Q-Gen, a GMP manufacturing facility; Q-Pharm. for Phase I/II clinical trials and bioequivalence studies; and The Clive Berghofer Cancer Research Centre.

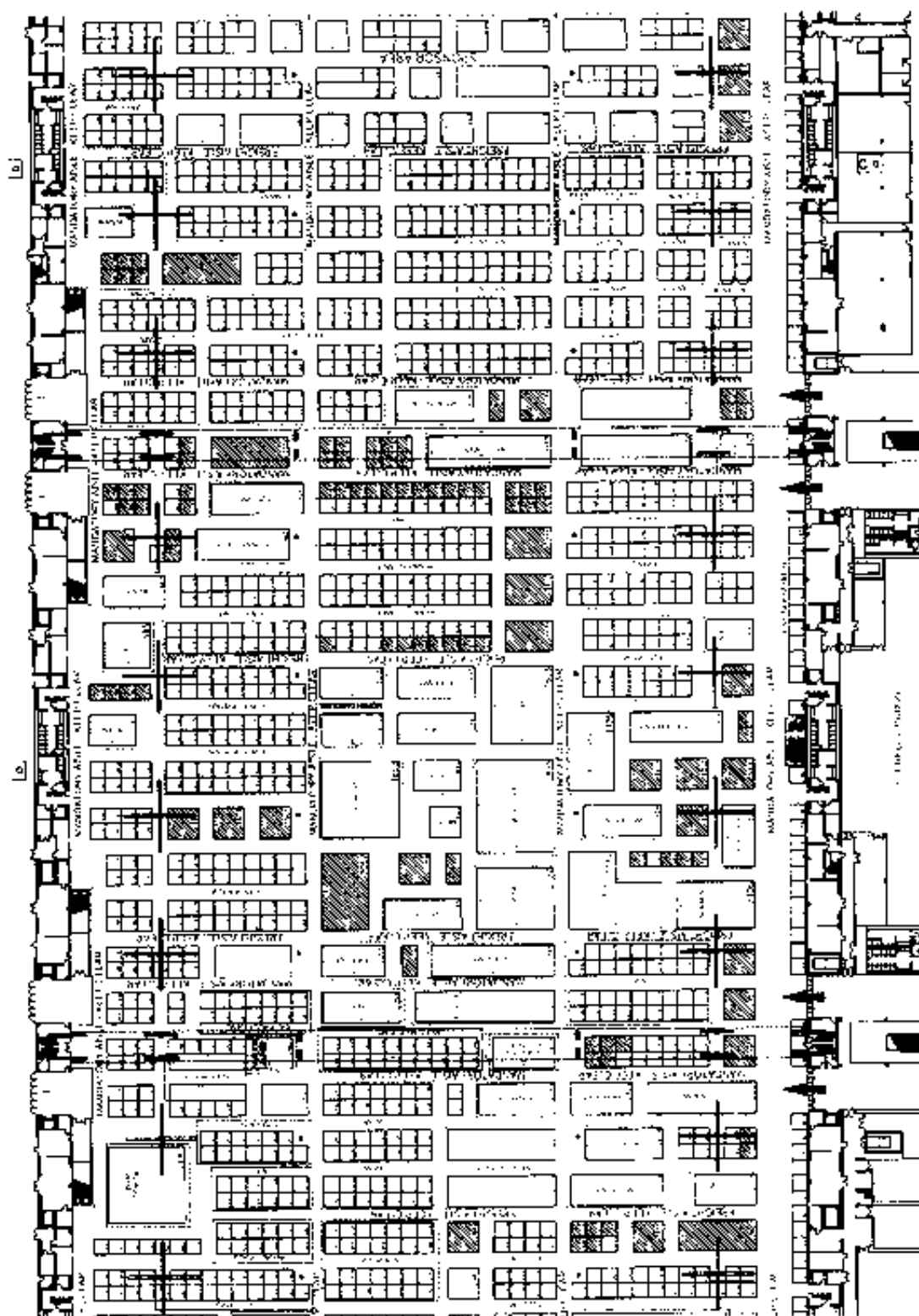
#### **BioPharmaceuticals Australia (BPA)**

- BPA is a Queensland Government initiative –aims to grow Australia's contract GMP capability for biotherapeutic products. In its first phase, BPA seeks to meet client needs through facilitating access to a network of existing contract manufacturing organisations (CMOs) such as Queensland companies Agenix, Progen and Q-Gen.
- The next step will be the development of a new multi-suite facility dedicated to contract manufacturing of biotech drugs expressed in mammalian cells. Importantly, the new GMP facility will operate in partnership with an established CMO of international standing.

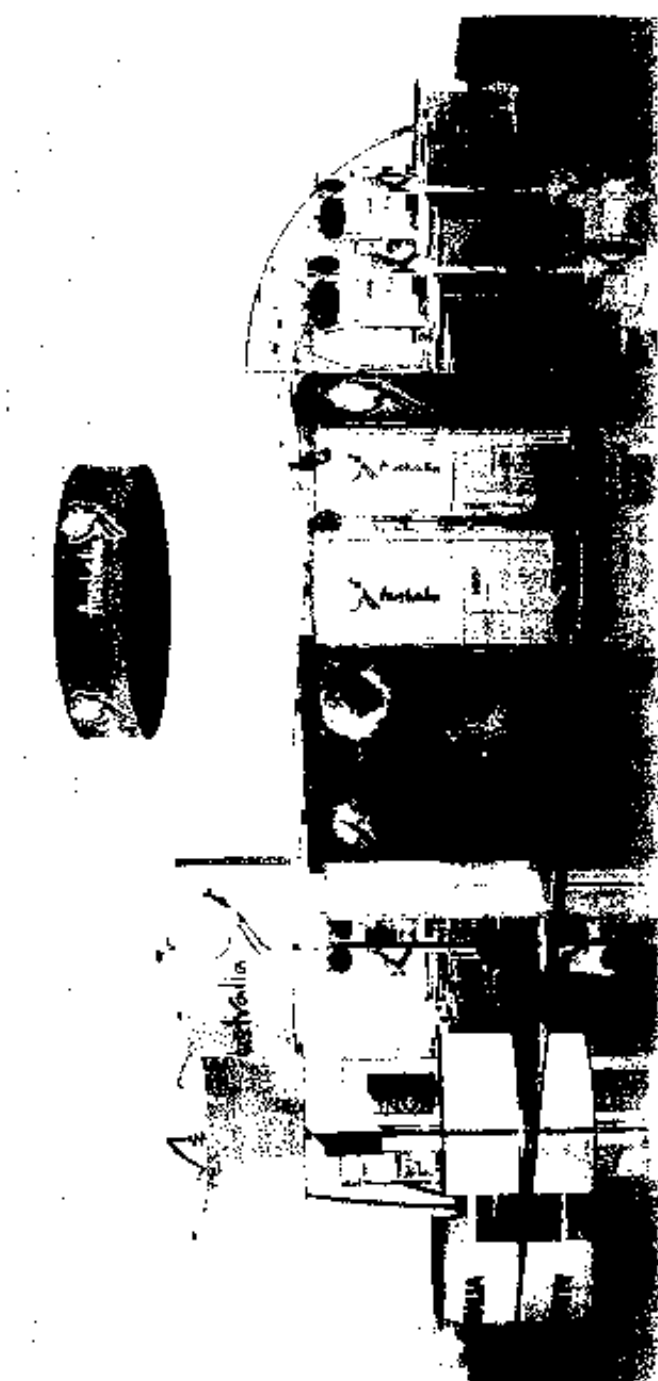
#### **Queensland Clinical Trials Network (QCTN)**

- QCTN is another Queensland Government initiative – is an independent industry association providing a visible point-of-contact for companies wanting to conduct clinical trials in Australia, linking interested entities to appropriate service providers.
- The range of services provided by QCTN's members includes: pre-clinical (with in-vivo and in-vitro toxicology services); expanded formulation services; bioassay services; central laboratories; biostatistics; data management; logistics and supply; regulatory advice; full clinical research management services, (including study design, project management, site monitoring and training); Phase I-II sites (including for bioequivalence and bioavailability studies); Phase II-IV investigational sites (including teaching hospitals); and marketing services.

# BIO 2007 EXHIBITION HALL FLOOR PLAN



## BIO 2007 AUSTRALIAN PAVILION LAYOUT



## **QUEENSLAND TREASURY CORPORATION LUNCHEON**

**Date:** Monday 7 May 2007  
**Time:** 12:00pm – 2:00pm  
**Venue:** Four Seasons Hotel  
200 Boylston Street  
Boston

### **ATTENDEES**

**Loomis Sayles**  
**Columbia Funds**  
**Putnam Investments**  
**Wellington Funds Management**  
**John Hancock Financial Services**  
**Liberty Mutual**  
**Mellon Financial Corporation**

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party
- Sir Leo Hielscher AC, Chairman, Queensland Treasury Corporation
- Mr Stephen Rochester, Chief Executive, Queensland Treasury Corporation

### **MEETING OBJECTIVES**

- To present the Queensland Government's approach to fiscal and economic management to Boston based institutional fund managers and investors and how it provides for the State's future prosperity.
- To meet with the financial community with a view to enhancing and broadening their understanding of the Queensland Treasury Corporation (QTC) and possible business opportunities in Queensland.
- To increase the appreciation of the strengths backing QTC securities (i.e. Government Guarantee, strength of Queensland's finances and the economy, liquidity etc) all of which promote the prospects for new primary issues of QTC Global and Domestic Bonds.
- To provide investors with an opportunity to hear an update first hand on Queensland's fiscal and economic standing, and details of the estimated funding requirements from senior QTC representatives.
- To gain a current understanding of the global economic environment, views of potential future scenarios and any possible impacts on Queensland's/QTC's borrowing strategies.

## DISCUSSION POINTS

In my presentation to the lunch, I:

- Introduced Queensland in the Australian context (economic, fiscal and political).
- Highlighted that the Queensland Government presents stability and longevity.
- Emphasised Queensland's investment potential by highlighting Queensland's financial and economic performance and the underlying economic indicators driving Queensland's strong, growing economy.
- Reinforced that there are many business and partnering opportunities available in Queensland and that Queensland/QTC is committed to maintaining relationships with the various financial institutions.
- Advised the market how Queensland will prudently and credibly manage and finance its (increasing) infrastructure and services spending and what this means for Queensland's fiscal position in coming years, and
- Highlighted that the Government values social and fiscal principles and transparency.

## BACKGROUND

- As part of QTC's ongoing relationship with the global financial markets, programs involving presentations and meetings with global institutional investors and QTC's Global A\$ Distribution Group are conducted both onshore and offshore to develop and maintain relationships and to ensure the market remains well informed on matters concerning Queensland and QTC.
- This meeting was targeted at informing the professional market of the 'state of play' in Queensland.
- As Queensland undertakes its infrastructure program and QTC undertakes a funding and financial risk management task at record levels, it is recognised that Queensland's fiscal and economic performance and reputation is quite significantly influenced by the various financial institutions/groups.
- Of note however, is that residual concerns remain that Queensland will accelerate the provision of infrastructure and substantially increase borrowings with the risk that as the infrastructure comes on stream the economy will slow and government revenues to service the increased cost will be constrained. Consequently, an understanding and acceptance of Queensland's strategies by the financial markets is important, as well as the opportunity to encourage further economic and infrastructure investment in Queensland.
- Queensland's position however, is still seen as more favourable than other States due to our higher history of infrastructure spending, balanced budgets and consistent fiscal rectitude.
- Deutsche Bank, a member of QTC's Global Distribution Group of bankers, and the bank that acts as QTC's US Lead Manager for its Bond and Securities programs, will assemble the investors who will be guests at the luncheon meeting. That is, the investors/institutions being invited to the luncheon, are clients of Deutsche Bank. (The Distribution Group comprises representatives from prime global financial institutions, who deal in the corporate, institutional financial markets day to day. They act as intermediaries (i.e. conduit) to institutional investors to source funding (i.e. through the

sale of QTC's Bonds). The QTC relies on the Distributor Group's relationships with investors to promote Queensland and QTC Bonds).

- Queensland, notwithstanding its economic and fiscal strength, is relatively small in world markets and needs to keep its name (and its strengths) regularly displayed. It has a good story to tell and the Boston based investors/institutions will welcome an opportunity to hear a direct report from the Premier to provide them with a better understanding of Queensland's current strengths and strategies.
- As the proposed American audience is familiar with Australia generally, more than Queensland specifically and as they invest in a global context (ie in Australia rather than in a State context), it is worthwhile for the discussion points to be introduced in the broad Australian context rather than just the Queensland context.

#### QTC's Funding Program

- The Benchmark Bond (i.e. Global and Domestic Bonds) has formed the cornerstone of QTC's funding activities since the organisation's inception in 1991. QTC's funding program comprises two distinct yet closely related components – Domestic and Global. Global Benchmark Bonds are issued exclusively to non-Australian resident investors with their principal attraction being that coupon payments are Australian interest withholding tax exempt. As the name suggests, Domestic Bonds are issued principally to onshore Australian investors.
- QTC typically classifies a Bond line as 'Benchmark' once minimum outstandings equate to A\$500 million Global and A\$1 billion Domestic. All Benchmark Bonds are distributed via QTC's financial intermediaries – the A\$ Fixed Interest Distribution Group.

#### QTC's Distribution Group

- QTC pursues a global approach to funding the State's requirements. To assist in the global distribution, pricing support and liquidity of QTC Bonds, QTC has appointed 11 leading international and domestic banks to comprise its Global Distribution Group, where they act as intermediaries (ie conduit) to institutional investors (both offshore and domestic) to source funding (i.e. via the sale of QTC's Bonds) and for information flows - thus QTC relies on the Distribution Group's relationships with institutional investors to promote Queensland and QTC Bonds. It should be noted that QTC does not source/borrow any funds direct from end investors.

#### Institutional Investors

- Investors are prime global institutions that purchase (i.e. invest in) QTC's A\$ Global and Domestic Bonds, via QTC's Fixed Interest Distribution Group (our market intermediaries). They are typically central banks, Japanese securities houses, funds and assets managers, and large global investment banks.

#### Why Meet with Institutional Investors investing in QTC Bonds and other Debt Products?

- Even though QTC issues all its bonds and other debt through select financial intermediaries (ie domestic and international banks that are members of QTC's Distribution Group) institutional investors are the ultimate source of all of QTC's and Queensland's funding. It is therefore important from both the investor's and QTC's perspective that meetings (both domestically and internationally) are conducted (or at least offered) on a regular basis.
- These meetings provide investors with an opportunity to hear first hand an update on

Queensland's fiscal and economic standing, together with details of the estimated funding requirements, from senior Queensland State and QTC representatives. From QTC's perspective, these meetings provide QTC with an opportunity to hear investors' views on markets, asset preferences, investment criteria and pricing. QTC can then take these findings into consideration when planning its future funding activities – with the objective of maximising opportunities for the State.

My Past Presentations to the financial markets with QTC:

- March 2002:
  - New York - Luncheon Presentation hosted by the American Australian Association – Presentation to QTC's US based Distribution Group of bankers.
- September 2008:
  - Hong Kong, Tokyo, and London – Keynote dinner presentations to QTC's A\$ Distribution Group based in these jurisdictions.

(Source: Queensland Treasury)

## **QUEENSLAND INVESTORS DINNER HOSTED BY THE CONSUL GENERAL**

**Date:** Monday 7 May 2007  
**Time:** 7:30pm – 9:00pm  
**Venue:** Consul-General of Australia in New York Residence  
1 Beekman Place, Apt 5C  
New York, NY 10022  
USA

### **ATTENDEES**

<b>Hon John Olsen</b>	Consul-General of Australia in New York (Host)
<b>Mrs Julie Olsen</b>	Wife of the Consul-General of Australia in New York
<b>Mark Saunders</b>	President, Global Markets Capital Corporation

### **GUESTS TO BE CONFIRMED**

<b>Ilya Oshman</b>	VP Strategic Investments, Pfizer Inc
<b>Joseph Weilgus</b>	Geller Holdings
<b>Robert Pangia</b>	Ivy Capital Partners LLC
<b>Dr Fred Aslan</b>	VP, Venrock Associates
<b>Dennis Purcell</b>	Senior Managing Director, Aisling Capital
<b>Susan Berresford</b>	President, Ford Foundation
<b>Judith Rodin</b>	President, The Rockefeller Foundation
<b>Rick Friedberg</b>	(Pre-dinner drinks only)

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party

### **MEETING OBJECTIVES**

- To promote Queensland as a desirable investment location and trade partner for the USA.
- To showcase Queensland as an investment destination and promote the Invest Queensland campaign.
- To brief attendees on the Queensland Smart State Strategy 2005-2015 and the South-East Queensland Infrastructure Plan 2005-2026.
- To promote to US biotechnology industry leaders the Queensland Biotechnology Strategic Plan 2005-2015.
- To highlight some of the ground breaking research taking place in our key research universities and promote their investment worthiness

- To promote Queensland as a custodian of unique and innovative science with a local community of entrepreneurs and investors that can partner with international capital sources.

## **DISCUSSION POINTS**

In my remarks to the dinner, I sought to:

- Promote the Invest Queensland campaign and Queensland's strengths as a location for US investment.
- Note that the Queensland Government is a pro-business government which works in partnership with the private sector and offers a secure legal system that includes copyright, patent and intellectual property protection.
- Encourage venture capitalists to consider Queensland as an investment location and promote Queensland as a hub for doing business in Australasia.
- Note that the Queensland and US economies are already well integrated, with substantial US business and investment in Queensland in many sectors (refer to US country brief).
  - Emphasise the importance of linkages between the business communities of Queensland and the US and comment that Queensland looks forward to closer engagement with the US across a broad range of market sectors from agriculture and services to creative industries and biotechnology.
- Promote Queensland's competitive advantages in tropical health and medicine and tropical agricultural biotechnology, and our natural advantages of a mega-biodiversity, tropical location and proximity to Asia-Pacific.
- Discuss Queensland's mega biodiversity and the opportunities available for US biotechnology investors.
- Highlight Queensland's strategic partnerships to assist the Government to meet its economic development objective.
- Note that research and development underpins the scientific and technological innovations that are shaping Queensland's future as the Smart State.
- Highlight the \$170 million Smart State Research Facilities Fund that helps to build world class research and technology facilities and capture the benefits of scientific discovery and innovation.

## **BACKGROUND**

### Queensland's Research Centres

- Modern Queensland has embraced science and innovation across many fields to become a major force in scientific research and innovation in the Asia-Pacific region. Today, some of the world's leading science and technology organisations are collaborating, investing and establishing operations in Queensland to take advantage of the State's highly skilled workforce, low business costs, competitive tax regime and growing research and education infrastructure.
- Strong growth in Queensland's R&D sector is backed by the State Government's support for centres of excellence and other initiatives designed to further boost the State's

research capacity, including:

- **Sustainable Minerals Institute** - The Queensland Government is assisting industry to respond to the changing needs and expectations in relation to the environmental and social responsibility of the resources sector through the establishment of the Sustainable Minerals Institute (SMI) under a cooperative agreement with the University of Queensland (UQ).
- **Queensland Centre for Advanced Technologies** - The Queensland Centre for Advanced Technologies (QCAT) is a world-class research and development facility for the mining, energy and manufacturing industries. Established as a joint venture between the Queensland Government and CSIRO, QCAT has created a critical mass of expertise that provides innovative science and engineering solutions in the areas of mineral exploration, geophysics, coal mining, coal processing, coal utilisation, minerals mining, mineral processing, mine-site rehabilitation and foundry technology.
- **Queensland Bioscience Precinct** - The Queensland Bioscience Precinct, located at the University of Queensland, possesses a unique combination of bioscience research facilities and expertise not found anywhere else in Australia.
- **Queensland Institute of Medical Research** - The Queensland Government provided funding towards establishing the Clive Berghofer Cancer Research Centre at the Queensland Institute of Medical Research.
- **Institute for Glycomics** - The Institute brings together a variety of scientific disciplines focussed on unravelling the language of carbohydrates to provide solutions to diseases that have significant impact throughout the world.
- **Centre for Immunology and Cancer Research** - The Centre for Immunology and Cancer Research at the Princess Alexandra Hospital is undertaking research into the prevention of cervical cancer.
- **Queensland Brain Institute** - The Queensland Brain Institute is a world leader in the field of discovering the cellular and molecular mechanisms which underlie the ability of the adult brain to adapt to change by generating new nerve cells and forming new functional connections. The preliminary research focus of the Institute is directed towards conducting world-class research in four major fields of neuroscience - neural cell degeneration, neural cell migration, neural cell plasticity and neural stem cells. The Queensland Government has committed \$20 million towards the establishment of the Institute in its own purpose built facility on the University of Queensland's St Lucia campus

(Source: DSD website [www.dsd.qld.gov.au](http://www.dsd.qld.gov.au))

## OUTCOMES:

Already we have received further communication from attendees seeking to discuss doing business with Queensland.

## **CV OF HON JOHN OLSEN AO**

Consul-General, Consulate-General of Australia (New York)

Mr Olsen was Premier of South Australia, Minister for State Development and Minister for Multicultural and Ethnic Affairs from November 1996 to October 2001 and was South Australia's Minister for Infrastructure from 1993 to 1996. From 1990 to 1992, Mr Olsen was appointed to the Federal Senate. Prior to that, Mr Olsen was Leader of the Opposition in South Australia from 1982 to 1990 and Chief Secretary and Minister for Police, Correctional Services and Fisheries from 1979 to 1982. He joined the South Australian Parliament in 1979, was the President of the South Australian Liberal Party from 1976 – 1979 and was awarded the US Bicentennial Fellowship in 1976. Mr Olsen was the Mayor of Kadina from 1974 – 1977 and the Past President of Kernewek Lowender.

As Premier he ushered in a period of sustained export growth in South Australia, when the State outstripped national growth. He pursued a vigorous program of economic reform through the corporatisation and privatisation of government services. This included the single largest public outsourcing project of its kind at the time in the world – the outsourcing of the State's water industry. Mr Olsen implemented and oversaw the privatisation of the State's electricity assets, a process which resulted in the reduction of State debt.

Mr Olsen also implemented an aggressive rebuilding program for South Australia. This included pursuing the construction of and contract negotiations for the Adelaide-Darwin Rail line which has recently received international acclaim as a leading private-public partnership infrastructure project. He avidly pursued and established an export industry in South Australia that continues to outstrip national trends.

Mr Olsen was Australian Consul-General in Los Angeles from 2002 to 2006.

Mr Olsen is a Fellow of the National Institute of Accountants. He and his wife Julie have three children and two grandchildren. His interests are barefoot water skiing, swimming and the gym.

### **CV OF MR MARK SAUNDERS**

President, Global Markets Capital Corporation

As President of Global Markets Capital Group, Mark is a leading investment banker to international public and private life science companies. He has a successful history of cross border mergers and acquisitions and cross border joint ventures.

Mark has significant expertise in the US listing process and in all forms of financing available to domestic and international companies. He leverages his extensive contacts both on Wall Street and in the international financial markets to maximize financial opportunities for our clients with market makers, international traders, institutional public and private funds and high net worth investors.

Mark was general outside legal counsel to Citibank's ADR Division, undertaking over 300 transactions involving non-US companies listing on NASDAQ and the New York Stock Exchange. He was head of Greenberg Traurig's International Corporate Finance Group, where he advised and assisted non-US companies to issue securities in the US capital markets, representing companies from Australia, the United States, Latin America, Europe and Asia.

Mark was also a Partner with the US law firms of Brown & Wood and Parker Chapin, specializing in securities and corporate finance. Mark holds a Juris Doctor from New York Law School and is a member of the New York Bar Association.

### **CV OF MR ILYA OSHMAN**

Vice President, Strategic Investments Group, Pfizer Inc.

Mr Ilya Oshman is a Vice President and General Manager for Pfizer's Strategic Investments Group. Ilya's previous experience includes managing European and World-Wide Marketing finance, serving as a country manager and working in business development at Pfizer.

He also served as a Senior Vice President at the US-Russia Investment Fund and was a Senior Analyst in Arthur Andersen's consulting division. He has a Bachelor's degree in Aerospace Engineering from Princeton University and a MBA/MA in International Studies from the Lauder Institute of the Wharton School at the University of Pennsylvania.

PSIG, under Mr Oshman's leadership, invests in new companies that develop or market technologies, products, or services that are aligned with and can advance commercial interests of Pfizer US Pharmaceuticals, and can generate strong financial returns

### **CV OF MR ROBERT PANGIA,**

Managing Director, Ivy Capital Partners LLC

Mr Pangia has 29 years of experience in the investment banking and private equity businesses with a particular emphasis on working with healthcare and technology companies. In 2003 he co-founded Ivy Capital Partners, the general partner of Ivy Healthcare Capital, L.P. (Fund I), a private equity firm dedicated to investing in the orthopedic space. From 1997 to 2003 Mr Pangia worked as a private merchant banker.

From 1987 until 1996, Mr Pangia worked at PaineWebber Incorporated, where he served as Executive Vice President and Director of Investment Banking. He also held a number of senior management positions including; Member of the Board of Directors of PaineWebber Incorporated, and member of the firm's executive and operating committees.

Mr Pangia is currently serving as a director for three of Ivy Fund I portfolio companies; IvyRehab Network Inc., Scandius BioMedical Inc., and Auriga Medical Products, GmbH. In addition, Mr Pangia is currently a director of McAfee Inc. (MFE), ICOS Corporation (ICOS) and Biogen Idec (BIIB). Mr Pangia has formerly served as a director of Athena Neurosciences, and Ryan, Beck Corporation. Mr Pangia received an A.B. in Economics from Brown University in 1973 and an M.B.A. with distinction from the Columbia University Graduate School of Business in 1977.

#### **CV OF DR FRED ASLAN**

Venture Partner, Venrock Associates

Fred Aslan joined Venrock in 2006 and is currently a Vice President in the New York office focused on the firm's activities in healthcare.

Prior to joining Venrock, Fred worked at Atlas Venture where he was involved in new medical device and biotechnology investments.

Prior to Atlas Venture, Fred was Director of Business Development and Head of Investor Relations for CuraGen Corporation, a public drug development company in Connecticut, where he successfully worked on in-licensing a clinical stage oncology compound, raising \$110 million in convertible debentures and securing sell-side and buy-side interest in the Company.

Before this, he worked as a management consultant in the Boston office of the Boston Consulting Group, working with biotechnology and pharmaceutical clients.

Fred received an M.D. from Yale University School of Medicine, an M.B.A. with Distinction from the Harvard Business School, and a B.S. in Biology from Duke University.

#### **CV OF MR DENNIS PURCELL**

Senior Managing Director, Aisling Capital

Mr Purcell has served as the Senior Managing Director of Fund I since February 2000. He is responsible for the management of the Partnership.

Prior to joining Fund I, Mr Purcell served as Managing Director of the Life Sciences Investment Banking Group at Chase H&Q (formerly Hambrecht & Quist, "H&Q") for over five years, and served on the Executive Committee of Hambrecht & Quist. While at Hambrecht & Quist, he was directly involved with over two hundred completed transactions and supervised over \$10 billion of financing and advisory assignments in the

pharmaceutical, biotechnology, and medical products industries. During his tenure, BioWorld and other industry publications cited H&Q as the leading underwriter of life sciences securities from 1995 through 1998.

Mr Purcell has also often been cited as one of the sector's leaders. He was honored in the "Biotech Hall of Fame" by Genetic Engineering News in June 1998 and named to the Biotechnology All-Stars list by Forbes ASAP in May 1999. Prior to joining H&Q, Mr Purcell was a Managing Director in the Healthcare Group at PaineWebber, Inc.

Mr Purcell currently serves as a director of Auxilium Pharmaceuticals, Inc., Valentis, Inc., Xanodyne Pharmaceuticals, Inc. and Bridge Pharmaceuticals, Inc. He is also a member of the Board of Directors of the Biotechnology Industry Organization (BIO) - Emerging Companies Section, The Irvington Institute, and the New York Biotechnology Association. He is a member of the Advisory Council at Harvard Medical School.

Mr Purcell received a Bachelor of Science in Economics and Accounting from the University of Delaware and an M.B.A. from Harvard University.

#### **CV OF SUSAN BERRESFORD**

President, Ford Foundation

Susan Berresford was elected president of the Ford Foundation in April 1996. At the time of her election as president, Berresford was Executive Vice President and Chief Operating Officer of the Foundation.

Berresford joined the Ford Foundation in 1970 as a project assistant in the Division of National Affairs. Between 1972 and 1980 she served as a program officer in that division. In 1980 she was named officer in charge of the Foundation's Women's programs. She became vice president for the Foundation's U.S. and International Affairs programs in 1981, and subsequently served as vice president of the Program Division in charge of worldwide programming.

Prior to joining the Foundation, Berresford served as a program officer for the Neighborhood Youth Corps from 1965 until 1967. In 1967-68, she worked for the Manpower Career Development Agency. Berresford is a Board Member of the Council on Foundations and a member of the Trilateral Commission and the American Academy of Arts and Sciences and has served on the Boards of the Chase Manhattan Corporation and the Hermine and Robert Popper Foundation.

#### **CV OF MR JUDITH RODIN**

President, The Rockefeller Foundation

Judith Rodin has served as president of the Rockefeller Foundation since March 2005. Trained as a research psychologist, Dr Rodin was previously the president of the University of Pennsylvania, and earlier the provost of Yale University.

Judith Rodin was born and raised in Philadelphia, Pennsylvania. She graduated from the

University of Pennsylvania, and received her PhD from Columbia University.

A pioneer in the behavioral medicine movement, she taught at New York University before embarking on 22 years on the faculty at Yale, where she ultimately held appointments in both the School of Arts and Sciences and the School of Medicine. Named president at Penn in 1994, she was the first woman to serve as president of an Ivy League institution.

During the decade of her leadership, Penn doubled its research funding and tripled both its annual fundraising and the size of its endowment; launched a comprehensive, award-winning and internationally acclaimed neighborhood revitalization program; attracted record numbers of undergraduate applicants and created Penn's most selective classes ever; and rose in the leading national ranking of research universities from 16th to fourth.

Dr Rodin serves on a number of leading non-profit boards, as well as on the boards of AMR Corporation, Citigroup and Comcast Corporation. She is the author of more than 200 academic articles and chapters and has written or co-written eleven books. She served on President Clinton's Committee of Advisors on Science and Technology. A member of a number of leading academic societies, including the Institute of Medicine of the National Academy of Sciences, she has received nine honorary doctorate degrees.

## **MEETING WITH W.A. STOCKWELL PTY LTD AND THE WORLD TRADE CENTERS ASSOCIATION**

**Date:** Wednesday 8 May 2007

**Time:** 9:00am – 9:30am

**Venue:** Algonquin Hotel  
59 West 44<sup>th</sup> Street  
New York

### **ATTENDEES**

Mr Guy F Tozzoli	President, World Trade Center's Association
Mr. Robert DiChiara	Executive Vice President of the World Trade Center's Association

Queensland attendees:

- The Honourable Peter Beattie MP
- Mr Mark Stockwell, Managing Director, W A Stockwell Pty Ltd

### **MEETING OBJECTIVE**

- To be briefed on the progress of the World Trade Centres Association (WTCA) proposal for the Brisbane Airport.
- To positively influence the decision of the WTCA in favour of the Brisbane Airport proposal, through support for the bona fides of Stockwell as a developer and confirm to the WTCA that the Queensland Government is a major equity holder in Brisbane Airport Corporation (BAC).

### **DISCUSSION POINT**

- Discuss Stockwell's intention to partner with the BAC in the development of an 80,000 sq m World Trade Centre (WTC) at Brisbane International Airport.

### **BACKGROUND**

- W.A. Stockwell Pty Ltd (Stockwell) entered an agreement with the Queensland Chamber of Commerce and Industry Ltd (Commerce Queensland) on 27 October 2006. This agreement allows for the transfer for the World Trade Centre rights from CQ to Stockwell.
- For the transfer to take place it requires the approval of the WTCA Board of Directors. Commerce Queensland is in the process of requesting approval for the transfer of license.
- It is Stockwell's intention to partner with the Brisbane Airport Corporation in the development of an 80,000 sq m World Trade Centre Complex at Brisbane International Airport.

- Stockwell has had several meetings with representatives from BAC including Koen Rooijmans, Managing Director and CEO, Otto Ambagtsheer, Commercial Director and Mark Willey, Executive Director Airport Planning.
- Stockwell has proposed a joint venture with the BAC for the development of the WTC at the Brisbane International Airport.
- Stockwell and the Executive Team of BAC held a workshop on 24 April 2007 in preparation for a joint submission for the proposed development to the Board of the BAC.
- BAC is supportive of the proposal and will be putting the plans to their board in May 2007. The Queensland Government is a shareholder in the BAC.
- The WTCA, established in 1970, is the licensing body for World Trade Centres globally. Following 11 Sept 2001, the headquarters is now located at 420 Lexington Ave, New York. There are licences in all continents and most major cities. The Centres are connected through a common data base of company contacts, mainly Chamber of Commerce members, for the purposes of business matching and networking activities. In markets noted as sources of cheap consumer imports, such as Taiwan, these centres have also served as rallying points for local exporters and provided exhibition space for them to display their products.
- Although there are many WTC licenses worldwide, only a relatively small number of these have been converted to physical structures. For example Sydney does not have an icon WTC, nor does Melbourne, although there was a WTC near the former Convention Centre for some years.
- Brisbane has held a license for many years without a building although there was an attempt by the Hammerson Group from the UK to develop a WTC in Eagle St during the 1980's.
- Commercially, WTCs need to be developed as traditional office buildings, with WTC naming rights and as many trade related tenants as possible. These could include forwarding agents, trade consultants, international trading companies, foreign consular offices and local State and Federal Government trade development representative offices.
- A WTC at Brisbane Airport could be a key milestone in the development of the "Airport City" and more broadly the Australia Trade Coast. However it would be a commercial project attended by some risk as to client take-up.

### **OUTCOME:**

The WTCA was extremely supportive of the venture, and advised that their Board had approved the transfer of the WTC licence from Commerce Queensland to Stockwell.

The now await the payment of the appropriate fee and furnishment of required documentation.

### **CV FOR MR MARK STOCKWELL**

Managing Director

W.A. Stockwell Pty Ltd

In 1992 Mark was appointed as the Managing Director of W.A. Stockwell Pty Ltd, after his retirement from a career as an elite swimmer, representing Australia in the 1984 Olympics and 1986 Commonwealth Games.

Since his appointment, Mark has been the main driving force behind the steady growth and commercial focus of Stockwell.

Mark has seen the company diversify to include industrial, retail, commercial and residential development. His primary focus has been the management of the risk associated with the development and construction business of Stockwell.

Mark has been quick to identify opportunities in the retail market and Stockwell currently owns Shopping Centres throughout regional Queensland in Sarina, Baramba, Murgon, Mackay, Noosa and Ipswich. 'Stockwell Property Management' manages these centres.

Mark is also a Director of Splash Leisure Pty Ltd, which is a leisure provider and facility manager for several leisure centres in Brisbane. Industry superannuation fund SUNSUPER is a partner with Stockwell in Splash. Splash, in joint venture with Macquarie Bank, recently managed the assets for Macquarie Leisure.

(Source: Stockwell Website)

### **CV FOR MR ROBERT DICHIARA**

Executive Vice President

World Trade Centers Association, New York

Mr. Robert DiChiara is the Executive Vice President of the World Trade Centers Association, New York. Mr DiChiara has been directly involved in the aftermath of the World Trade Center incidents of 1993 and 2001.

## **PRESENTATION AND LUNCH WITH THE AMERICAN AUSTRALIAN ASSOCIATION AND THE EARTH INSTITUTE**

**Date:** Tuesday 8 May 2007  
**Time:** 12:00pm – 2:00pm  
**Venue:** News Corporation Headquarters  
1211 Avenue of The Americas  
New York  
US

### **ATTENDEES**

Some 35 guests attended, including:

<b>Mr Malcolm Binks</b>	Chairman, American Australian Association
<b>Ms Frances Cassidy</b>	President, American Australian Association
<b>Mr Peter Chernin</b>	President and Chief Operating Officer, News Corporation
<b>Professor Jeffrey Sachs</b>	Director, The Earth Institute, Columbia University
<b>Professor Lee Bollinger</b>	President of Columbia University
<b>Dr Stephen Zebiak</b>	Director-General, International Research Institute for Climate and Society

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party

### **MEETING OBJECTIVE**

- To promote Queensland Government initiatives aimed at mitigating climate change, particularly those in clean coal technology (CCT) development, through an address to corporate and environmental leaders in New York.
- Both the US Head of Xtrada Coal and I addressed the delegation.

### **DISCUSSION POINTS**

- I thanked the American Australian Association (AAA), News Corporation, and Columbia University's Earth Institute and World Leader's Forum for supporting this event, noting that Queensland recognises the importance of stimulating and participating in international discussion and dialogue on climate change.
- I stressed that Queensland shares the concern of the US and the rest of the international community regarding long term changes in climate and weather.
- Queensland is experiencing the worst drought on record and that South East Queensland is facing a serious water shortage.
- I recognised the contribution that The Earth Institute makes to international research in climate change and other matters of sustainable development, particularly in topics

relevant to Queensland such as carbon cycles and energy, water access and safety, and climate change.

- The Queensland Government has recently allocated A\$9 million to establish the Queensland Climate Change Centre for Excellence (QCCCE) to provide policy advice and scientific information on climate change and its impact on the community, the economy and the environment, the first of its kind in Australia.
- The Queensland Government's scientific understanding of climate change is bolstered by its network of partnerships with leading research institutions around the globe, including the Hadley Centre for Climate Change Research in the UK and the University of KwaZulu Natal in South Africa.
- Queensland shares the US's approach to climate change, by finding solutions that realise the promise of technology and ensure the widest-possible global participation.
- Queensland, like the US, is highly dependent on coal as both an economic and energy resource.
- As Australia's Smart State, Queensland is demonstrating leadership in identifying smart, viable and innovative solutions to the climate change issue by prioritising research and investment in renewable technologies, innovative carbon capture technology and CCT.
- The Queensland Government has earmarked A\$300 million to develop CCT, and has made significant progress in a number of projects, particularly its ZeroGen Project.
- The Queensland Government's ZeroGen Project will attempt to build a A\$1 billion world first demonstration plant that will demonstrate the viability of integrating coal based gasification and carbon capture and storage.
- The US is, with Queensland, at the forefront of the drive to make the environmentally cleanest fossil fuel-fired power in the world, with the US Government's FutureGen Project seeking to use similar technologies to those planned for the ZeroGen Project.

## **BACKGROUND**

- This address organised by the American Australia Association (AAA), was hosted by News Corporation at its New York Headquarters, and was supported by Columbia University's Earth Institute and its World Leaders Forum.
- The AAA has long been regarded as an important ally for the Queensland Government in the US. Although the AAA has invited you to speak at various events, due to scheduling issues, this is the first time that you have attended an event organised by the AAA.
- Columbia University, under its 'World Leaders Forum' program, regularly hosts a wide range of governmental leaders, influential citizens, and intellectuals from many nations to examine global challenges and explore cultural perspectives. In the past year the World Leaders Forum has hosted a number of distinguished guests including: the Nobel Prize-winning economist Joseph Stiglitz; the Prime Minister of Croatia, Dr Ivo Sanader; the Prime Minister of Papua New Guinea, Sir Michael Somare; and the Secretary-General of ASEAN, Mr Ong Keng Yong.
- The Earth Institute is a research arm of the Columbia University that seeks to address complex issues facing the planet, with particular focus on sustainable development. Under the direction of international economist Professor Jeffrey Sachs, who is attending

your address today, The Earth Institute has become a significant contributor to research in the international sustainable development arena and has pioneered projects in topics relevant to Queensland such as carbon cycles and energy, water access and safety and climate change.

- The Earth Institute is a private institution whose research is distinct from the US Government's own research and technology development initiatives. However, in order to be adequately prepared for today's discussion with influential American figures in the field, it is important to understand the US's contribution to climate change and its government's responses to the problem.
- The US is by far the world's greatest source of CO<sub>2</sub> emissions. In 2003, the US produced 5.72 billion metric tonnes of CO<sub>2</sub>, which is more than the next two highest CO<sub>2</sub> producing countries combined (China, 3.95 billion tonnes and Russia, 1.55 billion tonnes).
- Australia produced 338 million metric tonnes of CO<sub>2</sub> in 2003, which is the equivalent of 5.9% of the US's total output for that year.
- The volume of CO<sub>2</sub> produced by the US means that it will inevitably be a key participant in any effective long-term solution to the issue of climate change.
- Both the current Australian and US Governments are opposed to mandatory targets or timelines for emission reduction.
- Australia and the US are the only two major developed countries that have not yet ratified the Koyoto Protocol to the United Nations Convention on Climate Change. Under the Koyoto Protocol, 'Annex 1' countries are obliged to ensure that their CO<sub>2</sub> emissions do not exceed their assigned amounts with a view to reducing their overall emissions by at least 5% of 1990 levels by 2012.
- The Queensland Government has supported the Commonwealth Government's position on the Koyoto Protocol on the grounds that any solution that delivers an immediate reduction in emission levels has the potential to destroy jobs and industries in Queensland.
- There has, however, recently been a relaxation of the Queensland Government's position toward meeting mandatory emission reduction targets over the long-term. In the lead up to the Council of Australian Government's Meeting on 13 April 2007 you supported a call by your fellow State and Territory leaders to cut emission levels by 60% by 2050, on the grounds that Queensland was already taking the necessary steps to meet the target and remain competitive and would therefore not be economically disadvantaged.
- In the context of the US being the world's greatest source of CO<sub>2</sub> emissions, the US's policy of opposing mandatory targets for emission reductions is increasingly unpopular both domestically and internationally.
- Despite the US Government's opposition to mandatory targets for emission reduction, Queensland and the US share much in common in their approach to addressing climate change. The US, like Queensland believes that solutions to climate change must be economically viable and will be achieved by prioritising technological development.

- To drive the Queensland Government's response to climate change, you recently announced the creation of a new entity within your Department, the Future Strategies Division. The division has been established to drive innovative responses to climate change and other challenges facing Queensland. A media release outlining the role of the Future Strategies Division is attached.
- To coordinate and direct US climate change research and development activities, US President George W. Bush created two distinct programs in February 2002:
  - The Climate Change Science Program (CCSP) was established to reduce the uncertainties in climate science and develop science-based resources to support policy and decision makers.
  - The Climate Change Technology Program (CCTP), led by the Department of Energy, was formed to coordinate the US Government's portfolio of climate-related technology research and deployment activities.
- The CCSP integrates federal research on climate and global change, as sponsored by thirteen federal agencies, with a single interagency committee responsible for the entire range of science projects sponsored by both programs.
- Queensland's equivalent of the CCSP is the Queensland Climate Change Centre of Excellence (QCCCE), an agency under the Department of Natural Resources, Mines and Water. The QCCCE is a A\$9 million initiative to provide the Queensland Government with policy advice and scientific information on climate change and its impact on the community, the economy and the environment. The QCCCE is the first centre of its kind in Australia. A media statement relating to the establishment of the QCCCE is attached.
- The Queensland Government's scientific understanding of climate change is bolstered by a network of partnerships with leading research institutions around the globe, including the Hadley Centre for Climate Change Research in the UK and the University of KwaZulu Natal in South Africa.
- Under its Climate Change Technology Program (CCTP), the US invested approximately US\$3 billion (A\$3.6 billion) in three main priority areas of technology development, including nearly US\$1 billion (A\$1.2 billion) on CCT, namely through its support of the FutureGen Project.
- Like the CCTP, the Queensland Government attaches a very significant priority to stimulating research and investment in innovative carbon capture technology and clean coal technologies that maximise economic benefits from coal.
- Queensland is dependent on coal as a crucial export industry, with coal products accounting for \$14.51 billion (41%) of the state's total overseas merchandise exports income in 2005-06.
- The US is highly dependant on coal to support domestic demand, mainly for energy. Coal production, consumption and industrial productivity are closely linked in the US, with 91.6% of total coal production consumed in the production of electricity in 2005.
- Both have made significant investments in CCT development, and are highly advanced in the field, to the extent that Queensland (with its ZeroGen Project) and the US (with its FutureGen Project) are rivalling to be the world's first to successfully demonstrate zero-emission coal-fired electricity production technology.

- The largest of the projects funded by the Queensland Government from its A\$300 million budget for Clean Coal Technology is the A\$1 billion ZeroGen Project at Stanwell Energy Park in Central Queensland.
- Information on Queensland's other key CCT projects, such as the Centre for Low Emissions Technology (cLET) and CS Energy's Oxyfiring Project, is included in the *Clean Coal Technology* brief as well as the *Overview of Queensland's Renewable Energies Sector* and *Climate Change Debate and Queensland* briefs which are located in the information section after the program in this briefing book.
- The ZeroGen Project will demonstrate the viability of integrating coal based gasification and carbon capture and storage. It will be a test-facility, with the successful technology to be incorporated into larger commercial power stations. Construction of the test facility is due to commence in 2008, open operationally in 2011 and the trial will end in 2020.
- The ZeroGen Project will seek to produce zero-emissions fossil fuel-fired energy by integrating two available proven technologies:
  - Coal Based Gasification (CBG) – a process which converts coal into a gas, removing carbon dioxide to produce a high hydrogen fuel used to generate power; and
  - Carbon Capture and Storage (CCS) – a process to capture and compress carbon dioxide, transport and safely store it underground in deep saline aquifers.
- The US's FutureGen Project is seeking to use similar technologies to those planned for the ZeroGen demonstration plant.
- FutureGen will also be a demonstration plant. The cost will be shared, with US\$620 million provided by the US Department of Energy and US\$250 million by a consortium of 12 coal mining and power industry companies: American Electric, Southern Company, CONSOL Energy, Rio Tinto Energy America, Peabody Energy, E.ON US, PPL Corporation, BHP Billiton, Foundation Coal Corporation, China Huaneng Group, Anglo American, and Xstrata Coal. Some of these companies, such as Anglo American and Xstrata Coal also have significant investments in Queensland's coal industry.
- Two foreign governments, India and Korea, have signed agreements with the US to join the FutureGen initiative.
- In the latter half of 2007, a final site for the plant will be selected and construction will commence. The plant is expected to be on-line around 2012.
- Construction of the ZeroGen (2011) and FutureGen (2012) plants are therefore running on near-parallel schedules for completion. The project that is completed first will be able to claim to be the first in the world to combine both CBG and CCS to produce zero-emission energy, making them both projects of significant international importance.

(Sources: International Energy Agency (IEA), US Department of State, US Department of Energy)

## GUEST LIST

Michael Thawley	Senior Vice President	Capital Group
Paul Compton	Managing Director	JP Morgan
Meg McDonald	President	Alcoa Foundation
Anita Roper	Director Sustainability	Alcoa
Chris Beale	Managing Partner	Alinda
Clifford M Yonce	Principle	Siguler & Guff
Bill Ferguson	Group Marketing Executive	Citigroup
Jerome Kenney	Vice Chairman	Merrill Lynch
Charlie Grant	Principal	Lexington Partners
Michael Kraynak	Partner	Brown Brothers Harriman
Greg Medcraft	Managing Director	Societe Generale
Anthony Walton	Vice Chairman	Standard Chartered Bank
Bruce Richards	Executive Vice President & General Manager	National Aust Bank
Ian Phillips	EVP & General Manager, Americas	Commonwealth Bank
Andrew Butcher	VP Corporate Affairs & Communication	News Corporation
Leon Hertz	Executive Vice President	News Corporation
Jeremy Phillips	Executive Vice President	News Corporation
Lee Bollinger	President	Columbia University
Elizabeth Economy	C.V. Starr Senior Fellow and Director for Asia Studies	Council on Foreign Relations
Stuart Eizenstat	Partner	Covington & Burling LLP
Rubén Kraiem	Partner	Covington & Burling LLP
Jeffrey Sachs	Director	Earth Institute at Columbia University, The
Andrew Ertel	President and Chief Executive	Evolution Markets Inc.
Diana de Callejon	General Partner	Expansion Capital Partners
Peter Fusaro	Chairman	Global Change Associates Inc.
Rich Friedman	Global Head - Merchant Banking Division	Goldman, Sachs & Co.
Roger Ballentine	President	Green Strategies, Inc.
Andrei Marcu	CEO	International Emissions Trading Association
Stephen Zebiak	Director-General	International Research Institute for Climate Prediction
Frederick Davis	Director	Maryland Administration Energy
Chris Rice	Biomass, Emergency Management	Maryland Administration Energy

Frances Beinecke	President	Natural Resources Defense Council
David Hawkins	Director - Climate Center	Natural Resources Defense Council
Bob Callendar	Vice President for Programs	New York State Energy Research and Development Authority
Daniel Desmond	Deputy Secretary - Office of Energy and Technology Development	Pennsylvania Department of Environmental Protection
Libby Dodson	Chief - Division of Pollution Prevention and Energy Promotion	Pennsylvania Department of Environmental Protection
David Victor	Director	Program on Energy and Sustainable Development
Stacy Richards	Director - Energy Resource Center	SEDA-Council of Governments
Adeeb Fadil	Senior Counsel	Simpson Thacher & Bartlett LLP
Edward Tolley	Partner	Simpson Thacher & Bartlett LLP
David Kirkpatrick	Managing Director	SJF Ventures
Joette Sonnenberg	Senior Technology Advisor - Global Business Development	South Carolina Department of Commerce
Robert Augenstern	Director	Southern Tier East Regional Planning Development Board
Mark Trexler	President	Trexler Climate + Energy Services, Inc.
Tim Burton	Director, Strategic Accounts and Consulting	UtiliPoint International, Inc.
Stephen Walz	Director - Administration	Virginia Department of Mines, Minerals and Energy

### **CV OF MR MALCOLM BINKS**

Chairman, American Australian Association

Mr Binks has been Chairman of the AAA since 1999.

From 1961 to 1975 he was an executive with The British Petroleum Company and from 1975-1977 was financial advisor to the Canadian Arctic Gas Pipeline project.

Since 1978, Mr Binks has been an executive with Merrill Lynch International first in New York, before working from locations such as Japan and Honk Kong. In 1995 Mr Binks returned to New York as Senior Vice President, Merrill Lynch International with responsibilities for business development in the Asia Pacific Region. He retired from Merrill Lynch in 1999.

He is a Director of The United States - New Zealand Council and the India-American Chamber of Commerce (NY). He is also a member of the Advisory Council of the Korea Economic Institute of America.

### **CV OF MS FRANCES CASSIDY**

President, American Australian Association

Ms Cassidy has been CEO of Meat and Livestock Australia Ltd., previously the Australian Meat and Livestock Corporation, since 1990 and a Director of the AAA since 1997.

Ms Cassidy is an Australian and has had a distinguished career in business and government which has focused on the development of American – Australian trade and business relationships.

Ms Cassidy has spent 15 of the last 18 years in the United States, first as Minister-Counsellor for Agriculture at the Australian Embassy in Washington and then with Meat and Livestock Australia.

Ms Cassidy received a BA from the Australian National University in Economics and Political Science.

### **CV OF MR PETER CHERNIN**

President and COO, News Corporation

In addition to his positions within News Corporations, Mr Cernin is Chairman and CEO of the Fox Group.

Widely considered one of the most powerful media executives in the world, Mr Chernin has been credited in particular with the success of Fox's cable operations.

Prior to joining Fox, Mr Chernin was president and COO of Lorimar Film Entertainment. His other executive roles include positions at Showtime/The Movie Channel, Warner Books and St. Martin's Press.

Mr Chernin earned a B.A. in English literature from the University of California, Berkeley.

## **CV OF PROFESSOR JEFFREY SACHS**

Director, The Earth Institute, Columbia University

Professor Sachs is the Director of The Earth Institute, Quetelet Professor of Sustainable Development, and Professor of Health Policy and Management at Columbia University. He is also Special Advisor to United Nations Secretary-General Ban Ki-Moon.

From 2002 to 2006, he was Director of the UN Millennium Project and Special Advisor to United Nations Secretary-General Kofi Annan on the Millennium Development Goals, the internationally agreed goals to reduce extreme poverty, disease and hunger by the year 2015.

Professor Sachs is widely considered to be the leading international economic advisor of his generation and as Director of the Earth Institute leads large-scale efforts to promote the mitigation of human-induced climate change.

In 2004 and 2005 he was named among the 100 most influential leaders in the world by Time Magazine and is the 2005 recipient of the Sargent Shriver Award for Equal Justice.

Prior to joining Columbia, Professor Sachs spent over twenty years at Harvard University, most recently as Director of the Centre for International Development. A native of Detroit, Michigan, Professor Sachs received his BA, MA, and PhD degrees at Harvard University.

## **CV OF PROFESSOR LEE BOLLINGER**

President, Columbia University

Professor Bollinger is President of Columbia University in New York City and a member of the faculty of the Columbia Law School.

He is a graduate of the Columbia Law School.

In 1987 Professor Bollinger was named the Dean of the University of Michigan Law School, a position he held for seven years.

He became Provost of Dartmouth College and Professor of Government 1994 and was named the twelfth President of the University of Michigan in November 1996.

His primary teaching and scholarly interests are focused on free speech and First Amendment issues and he has published numerous books, articles, and essays in scholarly journals on these and other subjects. Three highly acclaimed contributions to First Amendment literature include *Eternally Vigilant: Free Speech in the Modern Era* (2001), *Images of a Free Press* (1991), and *The Tolerant Society: Freedom of Speech and Extremist Speech in America* (1986).

President Bollinger is the recipient of numerous honorary degrees and is the recipient of many awards.

For his national leadership in defending affirmative action in higher education, he has received the National Humanitarian Award from the National Conference for Community

and Justice and the National Equal Justice Award from the NAACP Legal Defense and Educational Fund, Inc. For his service to higher education, especially on matters of freedom of speech and diversity, he was given the Clark Kerr Award, the highest award conferred by the faculty of the University of California, Berkeley.

Professor Sachs is married to Jean Magnano Bollinger, an artist with a studio in New York City.

### **CV OF DR STEPHEN ZEBIAK**

Director-General, International Research Institute for Climate and Society

Dr Zebiak has worked in the area of ocean-atmosphere interaction and climate variability since completing his PhD at the Massachusetts Institute of Technology in 1984.

He and Dr Mark Cane were the authors of the first dynamical model used to predict El Niño successfully. He has served on numerous advisory committees, including those for the US TOGA Program, the Atlantic Climate Change Program, the Pan American Climate Studies Program, the AMS Committee on Climate Variations and the Centre for the Study of Science and Religion (CSSR).

At the International Research Institute for Climate and Society, Dr Zebiak coordinates coupled model efforts, data assimilation/forecast system development, predictability and climate dynamics research for seasonal-to-inter annual time scales. He also helps to foster active collaboration between the institute and other national and international centres engaged in climate modelling and prediction.

### **CHEQUE PRESENTATION**

As the conclusion of the lunch, I received a ceremonial cheque from Johnathan Kaledin of the Nature Conservancy, representing a contribution of US\$50,000 towards the upcoming *Riversymposium* to be held in Brisbane this coming September.

### **EVENT DISCUSSION POINTS**

- *Riversymposium* is the leading international forum on river management.
- *Riversymposium* is an event within *Riverfestival*, a unique 10 day environmentally focused event held annually in Brisbane, Australia which is receiving international recognition as a global model for changing perceptions, now in its 10<sup>th</sup> year.
- I acknowledged the importance of the partnership with one of the world's leading and most respected environmental organisations, The Nature Conservancy (TNC) and thank them for their support.
- I announced that the key theme for 2007 is '*Environmental Flows*' – *the balance of people with nature*, noting that world experts will meet in Brisbane to find solutions to the world's most critical water issues such as water quality and conservation.

### **EVENT BACKGROUND**

#### **Presentation of Donation from The Nature Conservancy**

- At the *Antipodean Odyssey - A Celebration of Australian Biodiversity* held at the

American Museum of Natural History during G'day USA Australia Week 2007, A\$1 million was raised for The Nature Conservancy's Australia program.

- Of the A\$1 million raised, Queensland will receive over US\$210,000 for the 2007 *International Riversymposium*. The US\$50,000 received today is the first payment. In addition, The Nature Conservancy will partner with Pew Charitable Trusts over the next three years to match donations to the sum of A\$12 million for programs in Australia.
- *Riversymposium*, an event within *Riverfestival*, now in its 10<sup>th</sup> year, will be held from 3 – 6 September 2007.
- Foundation supports are Brisbane City Council and the Queensland Government.
- *Riversymposium* brings together a balance of science, business, institutional and community perspectives. The Nature Conservancy is a leading conservation organisation that preserves plants, animals and natural communities that represent the diversity of life on Earth.
- The Nature Conservancy (TNC) has had considerable involvement and developed significant expertise in environmental flows and has recognised the benefits of a joint symposium.
- An International Advisory Committee for the Environmental Flows Conference at *Riversymposium* 2007 has been working on key topics that involve 24 leading experts on environmental flows from 11 different countries together with a range of internationally recognised keynote speakers (refer to attachments regarding the *Riversymposium*).
- 2007 attendance is expected to be over 1000 delegates.
- Requests to present papers at the Symposium have increased by over 200% (620 papers received with 170 speaking spots available) – the high level of requests indicates that the quality should be outstanding.
- Over 50 delegates from developing countries will be fully funded to attend through the International Riverfoundation and AusAID.
- The world's richest river management prize the **Thiess Riverprize** (a partnership of *Riverfestival* and the International Riverfoundation) will be presented at a gala dinner on Tuesday 4 September 2007. The International winner receives A\$300,000 and the National winner receives A\$100,000.
- Training programs before and after the symposium are a new initiative providing opportunities for delegates to get further in-depth training. These sessions are targeted to provide participants with the tools to apply water management principles and policy.
- Study Tours showcasing South East Queensland (SEQ) river management are being developed.

**10<sup>th</sup> International Riversymposium and  
Environmental Flows Conference**  
3-6 September, 2007

**Advisory Committee Members**

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**Mike Acreman**

Visiting Professor of Geography  
University College London and  
Head of Hydro-ecology and Wetlands  
Centre for Ecology and Hydrology

**Bruce Aylward**

Economic Consultant, Columbia Basin Water  
Transactions Program  
Water Bank Director, Deschutes River  
Conservancy

**Hal Beecher**

President, Instream Flow Council  
Habitat Program, Washington Department of  
Fish and Wildlife

**Benedito Braga**

Director, Agencia Nacional de Aguas (ANA)

**Stuart Bunn**

Director, Centre for Riverine Landscapes  
Faculty of Environmental Sciences  
Griffith University

**Rafik Hiji**

Senior Water Resources Management  
Specialist  
Environment Department  
The World Bank

**Angela Arthington**

Professor of Freshwater Ecology  
Centre for Riverine Landscapes  
Griffith University

**Carl J. Bauer**

Associate Professor  
Department of Geography and Regional  
Development  
Associate Director, Water Resources  
Research Center

**Ger Bergkamp**

Coordinator, Water and Nature Initiative  
IUCN - The World Conservation Union

**Catherine Brown**

Staff, Southern Waters Ecological Research  
and Consulting

**David Dudgeon**

Professor and Head  
Department of Ecology and Biodiversity  
The University of Hong Kong

**Tim Kasten**

Chief, Natural Resources Branch  
Division of Environmental Policy  
Implementation  
UNEP

**Eloise Kendy**  
Environmental Flows Specialist  
Sustainable Waters Program  
The Nature Conservancy

**Michael McClain**  
Associate Professor of Environmental Studies  
and  
Research Director, Institute for Sustainability  
Science  
Department of Environmental Studies  
Florida International University

**Michael Moore**  
Project Administrator  
Stockholm International Water Institute, SIWI

**Robert Naiman**  
Professor, School of Aquatic and Fishery  
Sciences

**Christer Nilsson**  
Professor, Department of Ecology and  
Environmental Science  
Uminova Science Park

**Jay O'Keefe**  
WWF Chair of Freshwater Ecosystems,  
Department of Environmental Resources,  
UNESCO-IHE (Institute for Water Education)

**Jon Olley**  
Research Theme Leader, Rivers and Coasts  
CSIRO Land and Water

**Jamie Pittock**  
Director, Global Freshwater Programme  
WWF International

**N. LeRoy Poff**  
Associate Professor, Department of Biology  
and Graduate Degree Program in Ecology  
Colorado State University

**Brian Richter**  
Director, Sustainable Waters Program  
The Nature Conservancy

**Kristina Ringwood**  
Manager, Environmental Policy  
Rio Tinto

**Frederick N. Scatena**  
Chairman, Department of Earth and  
Environmental Science  
University of Pennsylvania

**Thayer Scudder**  
Professor of Anthropology, Emeritus  
California Institute of Technology

**Nicole Silk**  
Deputy Director, Sustainable Waters Program  
The Nature Conservancy

**Rebecca Thorne**  
International Water Management Institute

**Gregory A. Thomas**  
President  
Natural Heritage Institute

**Salina Ward**  
Programme Convenor  
International Rivers Symposium  
Centre for Marine Studies  
The University of Queensland

## **LIST OF KEYNOTE SPEAKERS AT RIVERSYMPOSIUM**

**Professor Frank Rijsbergen** has been Director General of the International Water Management Institute in Sri Lanka since 2000. He is also a Professor at UNESCO IHE (Institute for Water Education) and an expert on agricultural water management.

**Professor Gerald Galloway** is a Research Professor in engineering at the University of Maryland. He was formerly Brigadier General of the US Army Corp of Engineers, Vice president of Titan Corp and a consultant to the Executive Office of the President (US), World Bank and International Joint Commission in Washington DC.

**Ms Lucy Emerton** is Regional Group Head, Asia Ecosystems and Livelihoods Group, The World Conservation Union (IUCN), Sri Lanka. She is an Environmental Economist in Asia, Africa, and Latin America, and specialises in using economic valuation to promote freshwater biodiversity conservation.

**Mr Patrick McCully** is the Executive Director of the International Rivers Network and author of *'Silenced Rivers: The Ecology and Politics of Large Dams'*, amongst other works. He was formerly a member of the World Commission on Dams Forum and is currently on the Steering Committee of the UN Environment Programme's Dams and Development Project.

**Professor Angela Arthington** is Professor of Freshwater Ecology, Australian Rivers Institute, Griffith University, Queensland. She is a world leader in developing and applying environmental flow assessment methods and on emerging approaches for setting flow targets at a regional (vs. river-specific) scale.

**Professor Kevin Rogers** is Director, Centre for Water in the Environment, at the University of the Witwatersrand, Johannesburg. He is the President of the South African Society of Aquatic Scientists and works on adaptive management systems that integrate science, stakeholder needs and management to meet South Africa's innovative water and environmental legislation.

**Professor Vince Resh** is a Lecturer at University of California, Berkeley and advises 11 African countries for the United Nations' World Health Organisation. He specialises in river sustainability and population resettlement of rivers freed from onchocerciasis - river blindness.

## **SYMPOSIUM PROGRAM**

The main venue of the symposium is the Brisbane Convention and Exhibition Centre  
Cnr Merivale and Glenelg St, South Bank Qld 4101

Regular updates can be obtained from [www.riversymposium.com](http://www.riversymposium.com)

### **SUNDAY, 2 Sept**

8:30am – 5:00pm

Registrations

9:00am – 5:00pm

Training Sessions

All Day

Asia Pacific Cities Summit day tours

### **MONDAY, 3 Sept**

8:00am - 8:30am

Registrations

8:30am - 5:30pm

Opening Plenary and Breakout Sessions

6:00pm - 7:30pm

Welcome Function

### **TUESDAY, 4 Sept**

8:00am - 8:30am

Registrations

8:30am - 5:30pm

Daily Plenary and Breakout Sessions

7:00pm - 11:30pm

Thiess Riverprize Presentation Dinner

### **WEDNESDAY, 5 Sept**

8:00am - 8:30am

Registrations

8:30am - 5:30pm

Daily Plenary and Breakout Sessions

7:00pm - 10:30pm

*Riversymposium* 10th Anniversary Celebration

### **THURSDAY, 6 Sept**

8:30am - 9:00am

Registrations

9:00am - 12:30pm

Breakout Sessions and Closing Plenary

2:00pm – 6:00pm

Training Sessions

### **FRIDAY, 7 Sept**

9:00am – 5:00pm

Training Sessions

Full Day

Brisbane City Catchment Tour

Full Day

Tweed Shire Catchment Tour

Half Day

Foster Brewery Tour

(Source: [www.riversymposium.com](http://www.riversymposium.com))

## **CASE STUDIES**

### **Mara River, Kenya, Doris Ombara, WWF, Kenya**

Competing interests for water in the Mara River includes the large scale irrigation plantations on the Kenyan side, the Masai Mara and Serengeti Wildlife protected areas, small scale farmers and pastoralists on both sides of the basin, the mining industry in Tanzania, small scale fishing activities and urban and rural domestic water supplies.

### **Lesotho Highlands, Dr Cate Brown, Southern Waters Ecological Research and Consulting**

The Lesotho Highlands water project is Africa's largest water transfer scheme. It comprises a system of several large dams and tunnels throughout Lesotho and South Africa and provides Lesotho with a source of income in exchange for the provision of water to industrial and mining activities in South Africa as well as generating hydroelectric power for Lesotho.

### **Quito, Ecuador, Aurelio Ramos, The Nature Conservancy**

Andean rivers and creeks provide water to Quito's 1.5 million people and irrigation in the region. The area has been adversely affected by unsustainable agriculture and cattle ranching practices, infrastructure projects, illegal hunting and logging exploitation. The Nature Conservancy has been working with well-established local partners in the region for eight years.

### **European Union Water Framework Directive (EUWFD) in the UK, Professor Mike Acreman**

This paper reports on the process of defining environmental standards that specify the maximum abstraction allowable from UK rivers under the EUWFD requirement to achieve at least Good Ecological Status for all surface water bodies, and deciding on the flows that must be released from impoundments.

## **\$9M FOR NEW CLIMATE CHANGE CENTRE OF EXCELLENCE**

The Honourable Peter Beattie, Premier and Minister for Trade  
Thursday, 27 December 2006

Premier Peter Beattie today announced that Queensland has allocated \$9 million to establish the Queensland Climate Change Centre of Excellence - the first centre of its kind in Australia.

Mr Beattie said the new centre would establish Queensland as the leader in climate change issues.

The centre, which was a Beattie Government election commitment, will provide policy advice and scientific information on climate change and its impact on the community, the economy and the environment.

It will also provide advice about measures to further reduce and offset the State's greenhouse gas emissions.

"Queensland is headed for a hotter, drier future," Mr Beattie said.

"Annual average temperatures in the State are projected to increase by up to two degrees Celsius by 2030, while rainfall may be reduced by 15% over the same period," he said.

"We need the Queensland Climate Change Centre for Excellence to understand and prepare for these climate changes."

The \$9 million funding includes a one-off allocation of A\$1.5 million in capital funding next year to assist in setting up the centre.

Thereafter, the centre's annual recurrent budget will be A\$7.5 million.

Mr Beattie said the centre would be a specialist unit within the Department of Natural Resources and Water.

It will bring together the scientific knowledge and expertise of staff who will come from the departments of Natural Resources and Water, Primary Industries and Fisheries and the Environmental Protection Agency.

Natural Resources and Water Minister Craig Wallace said the centre would open its doors early next year with 54 staff located at the Indooroopilly Science Centre and also in Toowoomba.

"The new centre will form links with national and international climate researchers to ensure Queensland benefits from global research on climate change, as well as having strong links with national policy initiatives" he said.

## **BEATTIE TAKES LEAD ON BIG ISSUES**

The Honourable Peter Beattie, Premier and Minister for Trade  
Wednesday, 28 February 2007

Queensland Premier Peter Beattie has created a new, high-powered division in his own Department to drive innovative responses to climate change and other big challenges facing Queensland.

Mr Beattie said he would personally set the priorities for the new Future Strategies Division.

"The first tasks set for the new unit are to coordinate Queensland's response to climate change, spearhead its drive to develop clean coal technology and develop an effective emission trading scheme," Mr Beattie said.

"We can not rely on the Federal Government to provide the national leadership needed to tackle the big challenges like climate change.

"Queensland has shown enormous leadership already. We are investing heavily in clean coal technology, have agreed with other State governments to establish a national carbon trading scheme and are setting up a Climate Change Centre of Excellence.

"This new capacity in my Department will ensure we keep the momentum going, coordinate all the activities of the Queensland Government and provide the creativity and innovation needed to make things happen quickly."

The Premier announced details of the new Future Strategies Division in the Department of the Premier and Cabinet when he addressed the Economic Political Overview forum of the Committee for Economic Development of Australia in Brisbane today.

Mr Beattie said his Director-General, Ross Rolfe was leading the establishment of the new unit and staff were already hard at work attacking the climate change challenge.

"Climate Change is one of the great challenges facing Queensland and the world - it can't be ignored," Mr Beattie said.

"The Smart State will light the path to the future."

Mr Beattie said Queensland continued to demonstrate why it is the economic powerhouse of Australia. We are experiencing a great shift to Queensland in terms of economic power, population growth and intellectual dynamism.

"Queensland has emerged as the national leader on so many of the critical issues facing Australia and our new status is increasingly being reflected in national and international forums," Mr Beattie said.

The Future Strategies Division will ensure Queensland is at the forefront on a number of priority issues. It will:

- drive an ambitious forward strategy program on issues of national importance;

- aggressively represent Queensland's economic and social interests at a national level;
- develop innovative strategies and policies based on latest thinking and research; and
- identify new ways of collaboration and cooperation between jurisdictions to enhance the Australian Federation.

Some of the critical issues include:

- climate change, including emissions trading options and energy policy and the development of new clean coal technologies;
- northern economic triangle development; and
- reform of key social services, including a new focus on Indigenous policy.

Mr Beattie said Queensland was experiencing unprecedented economic expansion.

"This has brought enormous economic benefits and prosperity to Queensland but has also thrown up challenges," Mr Beattie said.

"We are determined to meet those challenges by providing national leadership now and into the future."

## **LAUNCH OF “OUR WAY: CONTEMPORARY ABORIGINAL ART FROM LOCKHART RIVER” BOOK**

**Date:** Tuesday 8 May 2007  
**Time:** 5:00pm – 6:00pm  
**Venue:** Stony Brook University, Manhattan  
401 Park Ave S  
New York, NY

### **ATTENDEES**

Mr Cameron McCarthy	Australian Aboriginal Cultural Presenter and 2005 Premier's Expatriate Achievement Award Winner
Ms Lily Brett	Author (International Creative Management)
Ms Emma-Kate Croghan	Actress (HLA Management Pty Limited)
Mr John Curran	Actor (HLA Management Pty Limited)
Professor Rochelle Dreyfuss and Mr Richard Dreyfuss	Law Department, University of New York
Professor Jean Howard and Mr Jim Howard	English Department, Columbia University
Mr Andrew Liveris	President, Chief Executive Officer (CEO) and Chairman-Elect of The Dow Chemical Company, University of Queensland Alumnus 2005 and 2007 Premier's Expatriate Achievement Award nominee
Ms Christine Zorzi	2005 Premier's Expatriate Achievement Award Winner

### **Queensland attendees:**

- The Honourable Peter Beattie MP and Official Party

### **MEETING OBJECTIVES**

- To launch the book *“Our Way: Contemporary Aboriginal Art from Lockhart River”*.
- To raise the profile of Queensland Indigenous art in the United States of America.
- To participate in a photo opportunity to promote Queensland Indigenous Art internationally.

### **DISCUSSION POINTS**

- In my address I acknowledged that North America is a highly sophisticated and competitive market for the arts.
- The commercial arts market in North America is developing strong interest in Australian Indigenous art.
- Factors contributing to market interest in North America include the recently established annual exhibitions of Aboriginal art mounted by Sotheby's in New York in

May and London in July prior to the auction sales in Melbourne in July.

- In 1988-89 the major survey exhibition and publication *Dreamings: the Art of Aboriginal Australia* toured the United States and was shown at the Asia Society, New York; the David and Alfred Smart Gallery, University of Chicago; and the Los Angeles County Museum of Art.
- The Queensland Government is working with the University of Queensland and other partners in the United States to encourage a greater appreciation of the unique and distinctive qualities of contemporary Queensland Indigenous art.
- Queensland Indigenous art is quite distinct from the Aboriginal art genres of the Central and Western Desert styles ('dot and circle' paintings), and the bark painting styles of the Arnhem Land artists, from the Northern Territory (refer to the Queensland Indigenous Art attachment following this meeting brief).
- In addition Queensland art genres stem from visual expressions of Indigenous artists as they relate to unique cultural traditions within geographical regions and to the particular social and political history of Queensland.
- The publication of in-depth high-quality catalogues and books by public institutions contributes significantly to the reputation of the artists involved and to the international recognition of their genre and school.

## BACKGROUND

- The University of Queensland Art Museum developed the landmark exhibition and book *Our Way: Contemporary Aboriginal Art from Lockhart River* (UQ Press) in conjunction with the Queensland Government.
- The Queensland Government through QIAMEA has provided A\$30,000 towards the publication of the book and through Arts Queensland has provided A\$70,000 towards the exhibition.
- The exhibition of artworks from Lockhart River will feature at the University of Queensland, University Art Museum in Brisbane on 5 May 2007 and will showcase some of the works presented in the book.
- It is proposed that, following the University of Queensland exhibition, the Exhibition will tour Singapore and North American including New York and Virginia for the remainder of 2007 and into 2008. The International Tour is subject to sufficient funds being secured. Both Singapore and Stony Brook University in New York have confirmed an international tour.

- Proposed tour venues include:
  - Brisbane: University of Queensland, University Art Museum
  - Singapore: University of Singapore
  - New York: Stony Brook University
  - Virginia: University of Virginia\*
  - Montreal: McGill University\*
  - Washington DC: Smithsonian
  - London: London College of Art
  - India: National Art Museum
  - Australia: dependant on lenders' negotiations

(These venues are confirmed for the Exhibition, however, the venues after New York are subject to approval by sponsoring partners. Negotiations with potential sponsors are currently underway by the University of Queensland)

- The Australian Indigenous Arts industry has been valued at A\$200 million a year. (Source: "Cultural Production Line: the greed of exploitative dealers and venal practitioners threatens to devalue the currency of Aboriginal art." Time magazine, 22 May, 2006.)

## **QUEENSLAND INDIGENOUS ART**

Queensland's geography and history contributes to the diversity and distinctive nature of its Indigenous art forms. Queensland is home to the second largest Indigenous population in Australia and there are two distinct groups - the Aboriginal and the Torres Strait Islander peoples.

The state of Queensland covers a vast geographical area. It extends from the Torres Strait Islands north of Cape York to the Gulf of Carpentaria and to the tropical rainforest region in far north Queensland.

Queensland Indigenous artists continue to express their cultural heritage through contemporary art forms, including Visual Arts and Craft, the Performing Arts, Literature and Music. A resurgence of cultural activity as well as government support has seen the emergence of a number of strengths in the Visual and Performing Arts from the following areas:

- Aurukun – ochre painted wood sculpture, painting, weaving (fibre art);
- Lockhart River – acrylic painting on canvas, weaving (fibre art), sculpture;
- Mornington Island – acrylic painting on canvas, dance;
- Brisbane city and urban-based – painting, sculpture (including public art sculpture), film, photography and new media including digital technology; and
- Torres Strait Islands – articulated head dresses and dance machines, intricately carved lino cut prints, weaving (fibre art), dance.

The Cape and Gulf regions contain culturally rich and diverse Indigenous communities where dance, song and old traditions are maintained.

- Strong traditions in sculpture are found on the West Cape from the Wik artists of the Aurukun community.
- On the East Cape young artists from the Lockhart River region produce vibrant paintings on canvas which echo their dynamic engagement in the contemporary arts.
- Exciting new painting movements such as the emerging Mornington Island painters are producing bold and definitive works with acrylic paint on canvas. As well the Woomera Dancers maintain a strong reputation in Indigenous dance in the international circuit.
- Queensland is widely respected for its Indigenous urban art in Australia. The following Urban and city-based artists have made contributions towards Indigenous art in Australia:
  - Gordon Bennett's conceptual approach to painting has influenced the way art theory is taught at a tertiary level throughout Australia.
  - Tracey Moffatt continues to produce work in Brisbane utilising local designers and businesses for her photography business whilst dividing her time between New York and the Sunshine Coast. Both artists' works are highly sought by art collectors and curators throughout the US and Europe.
  - Brisbane-based painter/printmaker Judy Watson, originally from North Queensland, has represented Australia at the Venice Biennale, the world's pre-eminent contemporary art event and most recently at the new Musée du Quai Branly.

- The sculptor Fiona Foley, who is of Fraser Island heritage, has significantly expanded the scope and scale of her art mediums, so that her public art works are becoming well-known in the national landscape.
- The Brisbane-based painter Richard Bell and the text artist Vernon Ah Kee are emerging as important artists in the Australian contemporary art world. Further urban and city-based artists from around the state are emerging as professional artists
- A major strength of Queensland Indigenous art is found in the works of Torres Strait Islander artists epitomised by the unique and dynamic forms such as articulated dance masks and intricately carved linocut prints. The Torres Strait Islands in the far north of the continent are home to a rich cultural tradition with its own distinct identity. Increased numbers of talented artists are emerging from island communities in the Torres Strait, having been inspired by the recent international critical and commercial success of master artist, Dennis Nona of Badu Island in the Torres Strait.

#### Queensland Indigenous Arts Marketing and Export Agency

The Queensland Government launched the Queensland Indigenous Arts Marketing and Export Agency (QIAMEA) in July 2003. QIAMEA's vision is for Queensland to be a major source of quality, innovative and unique contemporary Indigenous arts.

QIAMEA advocates and supports a whole-of-Government focus on the development of the Queensland Indigenous arts industry. To establish Queensland Indigenous arts as a significant force QIAMEA promotes Queensland Indigenous arts of the highest calibre through marketing and export activity both nationally and internationally.

QIAMEA represents a critical link between Indigenous artists and overseas markets and is committed to strengthening strategies to maintain Indigenous cultural integrity within the Indigenous arts industry.

(Source: Queensland Indigenous Arts Marketing and Export Agency. Trade and International Operations Division, Department of the Premier and Cabinet)

## **CV OF MR CAMERON MCCARTHY**

Mr McCarthy was born in Innisfail in North Queensland and grew up in Cairns. His mother is from the Kuku-Yalanji tribe and his father is from the Ba-Barum and Yidinji tribes.

Mr McCarthy has been performing since 1994 throughout Australia and overseas. While attending the N.A.I.S.D.A. (National Aboriginal and Islander Skills Development Association) College he began performing as a member of the Naroo (Ngaru) Dancers in Sydney in New South Wales from 1994 until early 1995. Mr McCarthy relocated to Perth in Western Australia to perform with the Western Creation Dancers until returning to Cairns in 1996 and joining the Tjapukai Dancers which is Australia's most well known Aboriginal dance group. In 1997 he performed at the Yulara Resort at Ayers Rock in the Northern Territory for 3 months with the Naringeri Narunga Dreaming Dance Group. Returning to Perth later in 1997 Mr McCarthy formed the Darra-Bunjil (Thunderstorm) Dancers with other dancers from North Queensland until 1999 when he returned to the Tjapukai Dance group in Cairns until 2001. From 1999 to 2001, he performed with the Cairns based Indigenous hip hop group, Blek Affiliation as both a didgeridoo player and vocalist. Blek Affiliation's music is socio-political and in your face and addresses many of the issues facing Aboriginal and Torres Strait Islander peoples today with lyrics in both Aboriginal and English.

In 2001, Mr McCarthy relocated to New York in the United States where he performs as a freelance artist and has established himself as a well known didgeridoo player, dancer, public speaker and artist. Since moving to the United States he has performed at the United Nations in New York and in Geneva in Switzerland. Many performances have been for the Australian Consulate in New York and the Australian Embassy in Washington D.C. as well as for various organisations, companies and schools in Chicago-Illinois, Las Vegas-Nevada, Boca Raton-Florida, San Francisco and Beverly Hills-California, Baltimore-Maryland, Jackson Hole-Wyoming, New Paltz-New York and in New Jersey.

Mr McCarthy is proud of his Aboriginal heritage and welcomes any opportunity to assist in promoting, and educating the wider global community about the richness of the Australian Aboriginal culture. On 15 June 2005, Mr McCarthy was awarded the Inaugural Queensland Advance Expatriates Achievement Award in New York by The Honourable Peter Beattie MP, Premier of Queensland, to recognize Mr McCarthy's work in promoting Australian Aboriginal culture overseas.

(Source: <http://www.yalanji-man.com/background.htm>)

## **CV OF MS LILY BRETT**

Novelist and Poet

Lily Brett, one of Australia's most beloved novelists and poets. She was born in Germany and immigrated to Melbourne, Australia with her parents in 1948. Lily Brett is married to Australian painter David Rankin and lives in New York with their three children.

Her first book, *The Auschwitz Poems*, won the Victorian Premier's Award for poetry in 1987. In 1995 Lily won the NSW Premier's Award for Fiction for *Just Like That*. Her books of essays, *In Full View*, *New York*, and *Between Mexico and Poland*, were critical successes, and her novel, *Too Many Men*, was an international bestseller.

### Lily Brett on rivalry among women

Lily Brett has always been struck by the differences between men and women, and the effects of these differences are consistent themes in her books. In *You Gotta Have Balls*, Ruth Rothwax says, "Men are so smart. The average severely depressed, semi-witted, half-lobotomized man is so much smarter than most women." Ruth doesn't hold back on the subject. Men are clear-headed she says. Men know that it's in their own interests to support each other even though they may hate the other man's guts. Men don't scratch and bitch and claw each other.

Ruth is dismayed about how aggressive and competitive women are with each other. Men have more straightforward relationships, she says. They don't hang up phones in a huff with each other. They don't feud and not speak for months over insignificant issues. Men don't weep at something another man says. Or hate them for years because of it.

### Lily Brett on being an expatriate Australian in New York

There's a very beautiful line by the poet Pablo Neruda that says, "It's well known that he who returns has never left". I think in some way, although you may leave a place physically, you haven't really left. I think when you've lived somewhere for a long time as I have, it's part of you. It's part of your skin, part of your arteries. Everything that meant anything to me is still part of me.' (From the transcript of an interview with Michael Maher for ABC Television, "Foreign Correspondent" 2006)

(Source: <http://www.lilybrett.com/about.html>)

### CV OF MS EMMA-KATE CROGHAN

Writer / Director, HLA Management Pty Limited

Ms Croghan was born in Adelaide in 1972 and received an alternative education, which fuelled her interest in the arts at a young age. At eighteen she was accepted into the BA course at the VCA Film and Television School in Melbourne. While at VCA, Croghan made two highly successful short films, *'Sexy Girls, Sexy Appliances and Desire'*. These films were warmly received on the Australian and international festival circuits and went on to enjoy theatrical release locally and abroad.

Just after leaving film school, Ms Croghan co-wrote and co-directed *'Come As You Are'*, a documentary funded by the Australian Film Commission.

At twenty-three, Ms Croghan made her feature film debut as the director of *'Love and Other Catastrophies'*, starring Frances O'Connor and Radha Mitchell, that was nominated for five 1996 Australian Film Institute Awards:

- Best Film
- Best Original Screenplay
- Best Performance by an actress in a leading role
- Best Performance by an actress in a supporting role
- Best Achievement in Editing

The 1996 Film Critics' Circle of Australia was also nominated for Best Original Screenplay for *'Love and Other Creatures'*. The film was shown at numerous international film festivals, including Venice and Sundance and was released in the US by Fox Searchlight.

In 2000, Ms Croghan directed and co-wrote her second feature film, *'Strange Planet'*, starring Hugo Weaving and Naomi Watts and was nominated for a Bronze Horse at the Stockholm Film Festival.

Ms Croghan is currently in development on three feature films, *'Swimming'*, with producer Amy Israel, *'The Life'* with producer Anastasia Sideris and starring Radha Mitchell and *'Be Nice'* with producer Manuel Puro starring Hilary Duff.

(Source: HLA Management Pty Limited)

### **CV OF MR JOHN CURRAN**

Writer / Director, HLA Management Pty Limited

Mr Curran received an art scholarship to Syracuse University in New York State, where he majored in Illustration/Design. After graduating in 1982 with a Bachelor of Fine Arts Degree he moved to New York City, where he worked as a freelance illustrator, graphic designer and then as an Art Director full time.

In 1986 he moved to Sydney, where he set up a production company with five other filmmakers and began directing music videos, commercials and short films.

In 1998 John directed *'Praise'* in 1998, based on Andrew McGahan's novel, winning the International Critic's prize at the Toronto International Film Festival and was selected for Sundance and Berlin Film Festivals.

John was nominated for Best Director at the AFI Awards and received the Award for Best Independent Filmmaker at the inaugural Independent Filmmaker Awards in Sydney.

In 2004 John premiered his film *'We Don't Live Here Anymore'*, starring Naomi Watts, Laura Dern, Peter Krause and Mark Ruffalo at the Sundance Film Festival.

John also directed in 2004 episodes of the US TV series *'The L Word'*.

In 2006 John's latest film *'The Painted Vale'*, starring Edward Norton and Naomi Watts premiered receiving rave reviews. The film is now being released world wide.

(Source: HLA Management Pty Limited)

## **CV OF PROFESSOR ROCHELLE DREYFUSS**

Professor of Law, School Of Law  
New York University

Rochelle Cooper Dreyfuss is the Pauline Newman Professor of Law at New York University School of Law. Her research and teaching interests include intellectual property, civil procedure, privacy, and the relationship between science and law. She holds B.A. and M.S. degrees in Chemistry and spent several years as a research chemist before entering Columbia University School of Law, where she served as Articles and Book Review Editor of the Law Review. After graduating, she was a law clerk to Chief Judge Wilfred Feinberg of the U.S. Court of Appeals for the Second Circuit and to Chief Justice Warren E. Burger of the U.S. Supreme Court. During her time at NYU School of Law, she has served as the director of the Engelberg Center on Innovation Law and Policy and as a member of the New York City Bar Association, the American Law Institute, and BNA's Advisory Board to USPQ. She was a consultant to the Federal Courts Study Committee, to the Presidential Commission on Catastrophic Nuclear Accidents, and to the Federal Trade Commission. She is a past chair of the Intellectual Property Committee of the American Association of Law Schools.

Professor Dreyfuss is currently a member of National Academies of Science Committee on Intellectual Property in Genomic and Protein Research and Innovation, having previously served on its Committee on Intellectual Property Rights in the Knowledge-Based Economy. She is also a Reporter for the American Law Institute's Project on Intellectual Property: Principles Governing Jurisdiction, Choice of Law, and Judgments in Transnational Disputes. She has visited at the University of Chicago Law School, University of Washington Law School, and Santa Clara School of Law. In addition to articles in her specialty areas, she has co-authored casebooks on civil procedure and intellectual property law.

(Source: <http://portal.northcarolina.edu/>)

## **CV OF PROFESSOR JEAN HOWARD**

Professor of English and Vice Provost for Diversity Initiatives  
Columbia University

Jean E. Howard, William E. Ransford Professor of English, has been appointed to the newly created position of Vice Provost for Diversity Initiatives, Columbia University.

As Vice Provost, Howard will lead the University's efforts to increase substantially the representation of traditionally underrepresented groups on the faculty and in the senior levels of the administration. In addition, she will forge efforts to link hiring initiatives to curricular and programmatic change and will promote scholarly efforts to understand the challenge of diversity in the global context of the 21st century.

Professor Howard, a distinguished scholar of early modern literature and recipient of numerous awards, including the Guggenheim Fellowship, has been a member of the Columbia faculty since 1988. She is an experienced administrator who has served on numerous commissions and boards dealing with gender and other diversity issues in higher education.

During her tenure on the Board of Trustees of Brown University, she chaired its trustee Committee on the Status of Women, which undertook a major study of the impact on

students and faculty of the decision to merge Pembroke and Brown into a fully coeducational institution. She is now a member of Brown's presidential Advisory Council on Diversity. At Columbia, Professor Howard served on the Academic Review Committee and on the Executive Committee of the Faculty of Arts and Sciences. She has chaired the Commission on the Status of Women and co-chaired the Committee on Undergraduate Education that grew out of the Strategic Planning Commission's Task Force on Education. She also has served as Director of the Institute for Research on Women and Gender.

The recently created position of Vice Provost of Diversity builds on a number of initiatives Columbia recently has undertaken to enhance its intellectual quality and vitality. Within Columbia College and the Fu Foundation School of Engineering and Applied Science, it opened an Office of Multicultural Affairs that will spearhead, among other initiatives, efforts to enhance intercultural community programs.

Within Arts and Sciences, a rich array of area studies programs and a number of Centers and Institutes are advancing scholarship on race, gender, ethnicity, sexuality and religious difference within American and global contexts. These research centers include the Institute for Research on Women and Gender, the Institute for Research in African-American Studies, the Center for the Study of Ethnicity and Race, and the Center for Comparative Literature and Society. In addition, Columbia's Earth Institute has recently become the recipient of a five-year, \$4.2 million National Science Foundation award to initiate the ADVANCE Program targeted at increasing the participation and advancement of women scientists and engineers at the University through institutional transformation.

(Source: <http://www.columbia.edu/cu/news/04/09/jeanHoward.html>)

## **CV OF MS CHRISTINE ZORZI**

### **Public Interest**

Christine Zorzi is a graduate of the University of Queensland where she gained a BA and an LLB with the University Medal. She was associate to Chief Justice Macrossan in the Supreme Court and to Justice Tony Fitzgerald in the Court of Appeal. She worked for the Injinoo Community Council and for the Cape York Land Council in its first years of operation, on the Cape York alcohol management report. Christine is on the Advance Queensland Network Committee.

She completed a Master of Laws at Harvard law school, was admitted to the New York bar and is currently an associate with a New York law firm in its media law practice. Christine currently works for Sabine Bennett LLP and resides in Brooklyn, New York. She is on the board of the Metamorphosen Orchestra. Christine is chair of the Advance Public Interest network and supports many Queensland activities with the universities, the aboriginal arts projects and literary endeavours.

Christine Zorzi was a recipient of the inaugural 2005 Queensland Advance Expatriate Achievement Award.

(Source: Trade Queensland Office, Los Angeles)

## **MEETING WITH THE QUEENSLAND EXPATRIATE AWARD NOMINEES**

**Date:** Tuesday 8 May 2007  
**Time:** 6:30pm – 7:00pm Donation from The Nature Conservancy  
7:00pm – 7:15pm: Meet with Queensland Award Nominees  
**Venue:** The Green Room  
(within the Rainbow Room)  
The Rockefeller Center  
Level 64  
30 Rockefeller Plaza  
New York, USA

### **ATTENDEES**

**Mr Steve Seward** New York State Director of Philanthropy, The Nature Conservancy

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party
- Business Delegates

### **EVENT OBJECTIVES**

- To meet with the Queensland Advance Expatriate Award 2007 nominees.

#### Meeting with the Queensland Advance Expatriate Awards nominees

- The Awards and nominees were:
  - The Premier of Queensland Expatriate Achievement Award
    - Dr Andrew Liveris (The Dow Company)
  - Queensland - United States Personal Achievement Award
    - Mr George Miller (Film Director). Mr Miller will be receiving his award in absentia.
  - The Steve Irwin Memorial Goodwill Ambassador Award
    - Mr Clark Bunting (Discovery Networks)
  - The Premier of Queensland Champion Award
    - Mr Karl Kelly (South Carolina Biotechnology Incubation Program)

## THE QUEENSLAND ADVANCE EXPATRIATE AWARDS

**Date:** Tuesday 8 May 2007  
**Time:** 7:15pm – 8:45pm  
**Venue:** The Rainbow Room  
The Rockefeller Center  
Level 64  
30 Rockefeller Plaza  
New York, USA

### ATTENDEES

<b>Mr Christopher Aitken</b>	President, Advance Global Australian Professionals in America
<b>Ms Elena Douglas</b>	CEO, Advance Global Australian Professionals in America
<b>Ms Elissa Burke</b>	National Chair, Advance Queensland Committee
<b>Dr Andrew Liveris</b>	President, Chief Executive Officer (CEO) and Chairman-Elect of The Dow Chemical Company (Recipient of the <b>Premier of Queensland Expatriate Achievement Award</b> )
<b>Mr Clark Bunting</b>	President of US Production, Discovery Networks (Recipient of the <b>Steve Irwin Memorial Goodwill Ambassador Award</b> )
<b>Mr Karl B. Kelly</b>	Chief Executive Officer, South Carolina Biotechnology Incubation Program (Recipient of the <b>Premier of Queensland Champion Award</b> )

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party
- Business Delegates

### THE EVENT

The Awards Night has become the major event in the 'Queensland in the US' calendar and was a great success. We teamed with Advance and were able to use their database which allowed capture of most of the expat community in New York and elsewhere. The four recipients were outstanding contributors to Queensland. Their enthusiasm, the venue, the general buzz and feeling of 'belonging' all contributed to a great event. Tyrone Noonan, Transport and Dead Day Sun (recently at MUSEXPO) provided first class music on the evening.

## OBJECTIVES

- To present the Queensland Advance Expatriate Awards in the following categories:
  - Premier of Queensland Expatriate Achievement Award:  
**Dr Andrew Liveris**
  - Queensland - United States Personal Achievement Award:  
**Mr George Miller** (received in absentia)
  - Steve Irwin Memorial Goodwill Ambassador Award:  
**Mr Clark Bunting**
  - Premier of Queensland Champion Award:  
**Mr Karl B. Kelly**
- To acknowledge Queensland's strong expatriate community in the United States.
- To showcase Queensland as the Smart State outlining Queensland's unique strengths, creativity and innovation.

## DISCUSSION POINTS

- In congratulating the award recipients, I noted that the Queensland Advance Expatriate Awards are designed to encourage and recognise Queensland expatriates in the US who have strongly promoted US-Queensland linkages.
- A highlight was a video address by Mrs Terri Irwin in support of the award for Clark Bunting, and one by George Miller accepting his award
- The Awards Ceremony was followed by the Queensland Music Artist Showcase featuring a great line up of Queensland Rock-Pop acts, namely Dead Day Sun, Transport and Tyrone Noonan, highlighting why Billboard Magazine announced Brisbane as one of the 5 international music hot spots to watch for 2007.
- The evening's success was made possible by the generous sponsorship of Griffith University, Queensland University of Technology and The University of Queensland.
  - I congratulated the Advance Queensland Network (AQN) on its expansion efforts since I launched the Queensland chapter in June 2003.
  - I emphasised the importance the Queensland Government places on its network of expatriates in key markets around the world, as demonstrated by its support for AQN.
  - I noted the continual development of the US-Queensland relationship, given the outcomes of negotiations regarding the Australia-US Free Trade Agreement (AUSFTA). For example, the following benefits are as a result of negotiations through the AUSFTA:
    - Queensland's macadamia sector have benefited from reduced tariffs which has enhanced market access;
    - improved access to US markets for Queensland's seafood industry;
    - greater access to the government procurement sector; and

- reduced tariffs on manufactured goods

(an update on the AUSFTA is located in the briefing information section **after** the program in this briefing book).

## EVENT BACKGROUND

### Queensland Advance Expatriate Awards 2007

- Information found in the *US Country Brief* located in front of the US meeting briefs and the *AUSFTA Update* and *Smart Queensland: Smart State Strategy 2005-2015* briefs provided in the briefing information section following the program in this briefing book, are relevant to this event.
- You launched the Advance Queensland Network in New York in June 2003. Over the last four years, Queensland expatriates across the United States have been promoting the "Smart State" to American business, institutions and the American public.
- The Premier's Advance Queensland Expatriate Awards recognises Queensland expatriates in the US for their outstanding achievements and endeavours in promoting the 'Smart State' in the US.
- The Award nominees were selected by a panel chaired by Mr Andrew Craig, Commissioner *Trade Queensland* Los Angeles, from a shortlist provided by the AQN and allies Tourism Queensland, the American Australian Association and the Australian Consulate.
- Background information on the recipients is attached.

### Advance – Australian Global Professionals

- Advance - Australian Global Professionals in America (Advance) was established in 2002 and now is a network of more than 5,000 leading Australian professionals in the United States using their knowledge, expertise, influence and connections to promote Australia and assist Australian companies, institutions and individuals in their international endeavours. It also partners with Australian government agencies abroad to promote Australia as destination for investment, tourism, trade and a place to live and work.
- Advance currently holds mentoring, networking and professional development events in major cities in the US. Advance's activities are organised around particular industry groups enabling networking and professional development. Specific industry groups include financial services; life sciences; creative industries (media, advertising & marketing, performing & visual arts); technology; property services; public interest; tourism & hospitality; academic networks; and enterprise investment networks.
- Advance has three types of networks: industry networks, regional networks and Australian state of origin networks. Its members are often involved in more than one network. Networks often collaborate on events and projects.
- Advance also provides a forum for the exchange of knowledge and ideas among university academics in both countries.
- At the June 2003 launch of the Queensland chapter of the Advance network you announced a sponsorship arrangement for 2003/04. The Queensland chapter continues to be sponsored by the Queensland Government through the *Trade Queensland* Office, Los Angeles.

- The AQN now numbers some 700 members across the US. Key contacts across the United States for the AQN are:
  - Los Angeles: Tina Radburn
  - New York: Elissa Burke, Christine Zorzi, Micko O'Donnell
  - Boston: Beth Logan
  - San Francisco: Belinda Herring, Georgina North
  - Washington DC: Judith Pearce, Robert Epsworth
  - Chicago: David Malliband
- Key contacts from the AQN in New York will be in attendance.
- A letter of support from the Premier features on Advance's website. A copy of the letter is attached to this brief.

#### Sponsors of the event

- The following organisations have provided US\$5,000 each for sponsorship of this event:
  - Griffith University
  - Queensland University of Technology
  - University of Queensland.

## Run Sheet

### Queensland Advance Expatriate Awards New York

Tuesday 8 May 2007

7:00pm – 10:00pm

Venue: Rainbow Room  
Rockerfeller Center, Manhattan

6:45pm	Premier Peter Beattie meets with the Queensland Expatriate Award nominees in the Green Room
7:00pm	Guests arrive in Rainbow Room
	Cocktails and light hors d'oeuvres served
7:15pm	<b>Official entry by Premier Beattie and Official Party</b>
7:30pm	Buffet opens
8:00pm	MC – Mr Andrew Craig welcomes everyone and invites everyone to congregate
8:01pm	Mr Andrew Craig introduces Premier Peter Beattie MP
8:02pm	Premier Beattie talks about the night and the Queensland Advance network
8:05pm	Mr Craig commences the Awards
8:05pm	Mr Craig introduces the Queensland - United States Personal Achievement Award, announces the winner (Mr George Miller) and reads a brief biography of achievements. Mr Craig notifies everyone that Mr Miller is unable to accept the Award in person but his Award was presented to him earlier.
8:07pm	Video of acceptance by Mr Miller played
8:10pm	Mr Craig introduces the Steve Irwin Memorial Goodwill Ambassador Award
8:12pm	Mr Craig introduces a representative of the Irwin family
John Stainton from Australia Zoo may be present. His program is not confirmed at time of writing	
8:12pm	The representative of the Irwin family talks about the night and the significance of the Steve Irwin Memorial Goodwill Ambassador Award
8:15pm	Mr Craig announces the Steve Irwin Memorial Goodwill Ambassador Award Winner (Mr Clark Bunting) and reads a brief biography of achievements.
8:16pm	The representative of the Irwin family and Premier Beattie

	presents the Steve Irwin Memorial Goodwill Ambassador Award to Mr Bunting and poses for photographs
8:16pm	Mr Bunting provides acceptance speech
8:19pm	Mr Craig introduces the Premier of Queensland Champion Award, announces the winner (Mr Karl Kelly) and reads a brief biography of achievements.
8:21pm	Premier Beattie presents the Premier of Queensland Champion Award to Mr Kelly and poses for photographs
8:21pm	Mr Kelly provides acceptance speech
8:24pm	Mr Craig introduces the Premier of Queensland Expatriate Achievement Award, announces the winner (Dr Andrew Liveris) and reads a brief biography of achievements.
8:26pm	Premier Beattie presents the Premier of Queensland Expatriate Achievement Award Winner to Dr Liveris and poses for photographs
8:26pm	Dr Liveris provides acceptance speech
8:30pm	Mr Craig thanks everyone for attending, makes acknowledgements and closes formalities of event and asks guests to stay for the Queensland Music Artists Showcase
8:35pm	The Premier and winners and other guests pose for photographs
8:45pm	<b>The Premier and Official Party leave the Queensland Expatriate Awards in the Rainbow Room to return to the Green Room.</b>
8:45pm	Premier Beattie and Official Party meet with Billboard Magazine Group Editorial Director, Mr Scott McKenzie and the performers of the Queensland Music Artist Showcase – Dead Day Sun, Transport and Tyrone Noonan
9:00pm	<b>Premier Beattie and Official Party departs for hotel</b>
9:00pm to 10:00pm	Queensland Music Artist Showcase

## **AN EXPLANATION OF THE AWARD CATEGORIES**

### **1. Premier of Queensland Expatriate Achievement Award**

This award has been presented to prominent Queensland expatriates for the last two years to acknowledge their high levels of achievement in their chosen profession and who are strong ambassadors of the State of Queensland in the United States. Past winners include:

- **2005** Presented by The Honourable Peter Beattie MP, Premier of Queensland at Metrazur Grand Central Station, New York:

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• Elissa Burke	• Christine Zorzi	• Cameron McCarthy
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- **2006** Presented by the Honourable Anna Bligh MP Deputy Premier of Queensland at The Peninsula, Beverly Hills:

- Dr Gary Roubin - Internationally recognised pioneer in development of stents for blocked arteries

### **2. Queensland - United States Personal Achievement Award**

This award is a new award to recognise prominent Queenslanders who have achieved high levels of success in their chosen field in the United States without having the need to permanently relocate from Australia.

This award will continue to encourage Queenslanders who put a great deal of effort to come to the United States to pursue goals in a variety of pursuits. The award also showcases to a larger audience that leading Australians in the United States come from Queensland and that Queensland is the Smart State of Australia which offers ingenuity, innovation and hard-working talent to make it in any market.

### **3. Steve Irwin Memorial Goodwill Ambassador Award**

This award is a new award to honour arguably Queensland's greatest cultural and goodwill ambassador to the United States, the late Steve Irwin. It is proposed that this award be awarded to individuals that share Mr Irwin's enthusiasm and legacy for making a difference in the world with pursuits that brings benefit to the State of Queensland. In its current form it is proposed to capture Australians and Americans alike.

The Irwin family, Australia Zoo and Wildlife Warriors were involved in the naming of the award, description of the award and selection of the award recipient.

### **4. Premier of Queensland Champion Award**

This award was first introduced last year to be presented to non-Queensland individuals or organisations acknowledging their efforts in championing the State of Queensland in the United States. Past winners include:

- **2006** Presented by Deputy Premier Hon Anna Bligh MP at The Peninsula, Beverly Hills:
  - Paul Zorner - Senior Director - Business Development, Diversa Corporation

## **CVS OF THE AWARD RECIPIENTS**

### **1. Premier of Queensland Expatriate Achievement Award: Dr Andrew Liveris**

Dr Andrew Liveris is President, Chief Executive Officer (CEO) and Chairman-Elect of The Dow Chemical Company, a A\$46 billion global chemical and plastics manufacturer based in Midland, Michigan.

Dr Liveris' 30-year Dow career has spanned manufacturing, sales, marketing, new business development and management. He has spent the bulk of his career in Asia, where he was general manager for the company's operations in Thailand, and later head of all Asia-Pacific operations. He began his Dow career in 1976 in Australia. He has been a member of Dow's Board of Directors since February 2004 and was elected as Chairman of the Board effective April 1, 2006.

Dr Liveris was born in Darwin, Australia and later lived in Brisbane, where he attended the University of Queensland, graduating with a Bachelor's Degree (first-class honors) in Chemical Engineering. He recently was awarded an Honorary Doctorate in Science by his alma mater as well as being named Alumnus of the Year for 2005. He is a Chartered Engineer and a Fellow of The Institute of Chemical Engineers.

Dr Liveris serves on the Board of Directors of Citigroup, the world's leading financial services company. He is an officer of the American Chemistry Council, the industry's trade association, and is a member of the following organisations: the American Australian Association, a non-profit group dedicated to education involving both bi-lateral and international issues; the Business Council; the Business Roundtable; the Detroit Economic Club; the G100, an association of leading CEOs; the International Business Council; the National Petroleum Council; the Société de Chimie Industrielle; the U.S.-China Business Council; and the World Business Council for Sustainable Development.

Dr Liveris resides in Midland, Michigan, where he serves on the Board of Trustees of the Herbert H. and Grace A. Dow Foundation. He and his wife Paula have three children. He has a life-long interest in science, maths, astronomy and sports.

### **2. Queensland - United States Personal Achievement Award: Mr George Miller**

George Millotis was born in Chinchilla, Queensland, to Greek immigrant parents: Dimitri (Jim) Castrisios Millotis, from Kythera, and Evangelia (Angela) Balloyoulo.

Mr Miller studied medicine at the University of New South Wales with his twin brother John. While in his final year at Med School, Mr Miller and his younger brother Chris made a one minute short film that won them first prize in a student competition. In 1971, Mr Miller attended a Film Workshop at Melbourne University where he met fellow student, Byron Kennedy. In 1972, Mr Miller completed his residency at Sydney's St Vincent's Hospital, spending his time-off crewing on short experimental films. Mr Miller formed an irrepressible bond with fellow film fanatic Byron Kennedy. The pair collaborated in numerous works since.

Mr Miller wrote and directed the *Mad Max* movies starring Mel Gibson (*Mad Max*, *The Road*

*Warrior*, and *Mad Max Beyond Thunderdome*); co-wrote *Babe* and wrote and directed its sequel; and *Lorenzo's Oil*. He also directed *The Witches of Eastwick*, starring Jack Nicholson, Susan Sarandon, Cher and Michelle Pfeiffer.

Mr Miller's role as producer of *Flirting*, *Dead Calm* and the TV mini-series *Bangkok Hilton* and *Vietnam*, all starring Nicole Kidman, was instrumental in the early development of her career.

Mr Miller recently spent 18 months in Sydney, Australia directing the computer-animated film *Happy Feet*, a musical epic about the life of penguins in Antarctica. The Warner Brothers-produced film was released in November 2006, and was Australia's largest animated film project, with a crew of over 300 artists and technicians at the visual effects house Animal Logic. As well as being a runaway box office success, *Happy Feet* has also brought Mr Miller his fourth Academy Award nomination and his first win in the category of Best Animated Feature.

### **3. Steve Irwin Memorial Goodwill Ambassador Award: Mr Clark Bunting**

As President of Discovery Studios, Clark Bunting is charged with overseeing production for all of Discovery's theatrical film and network programming ventures. He was named to this post in February 2007 as part of a corporate reorganisation that created Discovery Studios to house the former Discovery Production Group, Discovery Films, Discovery Creative Resources, Discovery's short-form content unit and live events. Under his charge, Discovery Films, the company's theatrical documentary unit, will release its fifth film *Doubletime* at the 2007 Tribeca Film Festival. Mr Bunting will also continue to manage production across the company's programming genres, including science, health and fitness, animal, non-fiction, lifestyle, current affairs and daytime.

A 20-year Discovery veteran, Mr Bunting previously served as Executive Vice President, Discovery U.S. Networks Group. In this capacity he oversaw the executives, programming, management and operational activities of Travel Channel, Discovery Health Channel, Discovery Kids Channel, Discovery Home Channel, Military Channel, The Science Channel and FitTV.

Previously, Mr Bunting served as Executive Vice President and General Manager for Discovery Channel beginning in April 2001. During his tenure at the network, Discovery continued to create the programming that has set the standard for non-fiction television. Among its most notable achievements were a number of trendsetting new series, including *American Chopper*, *Monster Garage* and *Mythbusters*.

Prior to joining Discovery Channel, Mr Bunting served from 1996–2001 as Executive Vice President and General Manager for Animal Planet. He launched the network in 1996, and under his leadership it became one of the fastest-growing cable networks in the history of television. Included among Animal Planet's most notable successes during this time were the wildly popular series *The Crocodile Hunter*, *Croc Hunter Diaries* and *Croc Files*. Mr Bunting spearheaded the production effort of over 200 episodes and specials featuring Steve Irwin, catapulting the conservationist to international fame and helping make the Australia Zoo a must-see tourist destination for anyone travelling to the Land Down Under. The Zoo itself has been showcased more than 10,000 times over the past several years via episodes and specials for millions of viewers worldwide.

Prior to taking the reins at Animal Planet, Mr Bunting served from 1994–96 as Senior Vice President, Programming, Discovery Networks, U.S., and from 1990–94 as Senior Vice President and Executive in Charge of Production of the Discovery Productions Unit. Among the many acclaimed Discovery Channel productions that Bunting supervised during this time were the Emmy award-winning documentary specials *Watergate* and *Carrier: Fortress At Sea*; Emmy and George Foster Peabody Award winners *Normandy: The Great Crusade* and *People Of The Forest*; and *Yugoslavia: Death Of A Nation*, which won the George Foster Peabody Award for Outstanding Documentary Television and the Gold Baton from the Alfred I. duPont Center for Broadcast Journalism—the highest honour in broadcast television—in 1996.

Mr Bunting began his career at Discovery in 1985 and launched Discovery Channel's annual rite of summer, *Shark Week*. Prior to joining Discovery, Mr Bunting worked on Capitol Hill as an aide to Congressman Bob Carr of Michigan.

Mr Bunting holds a Bachelor's and Master's degree from Michigan State University. In December 2001, he was a commencement speaker at the Michigan State University graduation ceremony, where he was awarded an Honorary Doctorate Degree of Humane Letters.

He resides in Potomac, Md., with his wife, two children and two rambunctious Cavalier King Charles Spaniels, Gomez and Sunny.

(Source: Discovery Communications)

#### **4. Premier of Queensland Champion Award: Mr Karl B. Kelly**

Mr Kelly directs the South Carolina Biotechnology Incubation Program (SC Bio) in supporting the creation of life science companies and the recruitment of biotech companies. The incubation program serves the state's research institutions including the Greenwood Genetic Center, Clemson, Medical University of South Carolina and University of South Carolina.

Mr Kelly has been a member of the Queensland North America Biotechnology Advisory Council since Jan 2004. In June 2005, he was instrumental in coordinating the signing of the Statement of Intent on Biotechnology Collaboration between South Carolina and Queensland. At the same time, he also coordinated an MOU between QUT and Clemson University.

As part of his role on the QNABAC, Mr. Kelly has provided mentoring assistance to Alchemia, Progen, Glykoz, Farmacule and Agen. He has also provided pro bono counsel on the development of the Biopharmaceuticals Australia manufacturing project and has travelled to support the pitching of this investment project to prospective U.S. partners.

Mr Kelly has been central to bringing Queensland South Carolina universities closer together. He has initiated the following collaborations:

- Biomass Utilization - QUT, Clemson and the Savannah River National Lab
- Building the Rural Technology Village – QUT & Clemson
- Functional Foods – QUT & Clemson

- Contract Research Agreement – UQ and Medical University South Carolina
- Graduate work program with QUT to place a recent graduate in SC BIO for a two year rotation

Mr Kelly initiated interest from the U.S. Department of Defence in Queensland research capabilities, through his presentations to Dr Steven Jones (Principal Deputy Assistant Secretary, DOD Health Affairs).

Mr Kelly has led three delegations from South Carolina to Queensland to explore collaborative opportunities. These visits took place in November 2004, December 2005 and August 2006.

He has supported Queensland visit programs to the U.S. with introductions to government and industry representatives:

- February 2005 – Parliamentary Delegation led by Minister Judy Spence
- June 2005 - Minister Robertson's visit to Washington D.C.

In his own words, "South Carolina and Queensland are building on the existing Sister-State agreement organising research collaborations in target research fields. These agreements simply combine research teams a world apart to accelerate innovation." Karl Kelly, August 2006.

Under Mr Kelly's leadership, SC BIO received the Palmetto Vision Award from the South Carolina Chamber of Commerce on November 2, 2006. This honour is given annually to an organisation that best exemplifies a public/private sector partnership in research, which promotes economic development in South Carolina.

Over the past twenty-two years, Mr Kelly has served in consulting and management roles in biotech, engineering, and construction companies. Experience includes facility planning, market analysis, project financing, real estate management, site location, scale-up/process development, and cGMP construction. Project development experience includes the United States, Europe, Caribbean, Canada, Mexico and Asia.

Specific job experience includes site/project development consulting services for Fluor Daniel, facility planning for Genentech, economic development for the Birmingham Metropolitan Development Board and sales management for Suitt Construction. Mr Kelly received undergraduate degrees from Clemson University in 1978 and 1981. He currently resides in Greenwood, South Carolina.

## **CV OF MR CHRISTOPHER AITKEN**

President, Advance Global Australian Professionals, New York

Chris Aitken is the Managing Director of LECG's strategy and operations practice, based in New York. He has over ten years of experience addressing corporate and business unit strategy issues with a particular focus on customer profitability and retention, product/service portfolio optimization, and market entry strategy. He also has extensive experience advising senior management teams on customer relationship management issues, business process improvements, and business issues. His clients have ranged from Fortune 500 to start-up organisations in the professional services, financial services, high technology and pharmaceutical sectors.

Prior to joining LECG, Chris held partner-level roles at Andersen and BearingPoint, (formerly known as KPMG Consulting), where he led each firm's strategy consulting practice in the United States. Before Andersen, he was an Associate Lecturer in the School of Information Systems at the University of New South Wales (Sydney, Australia). Chris holds a Bachelor of Commerce (Honors) in Information Systems and Finance from the University of New South Wales where he graduated with first class honours and was awarded the University Medal.

Chris complements the team with his strategy background, as a management consultant for leading consulting practices. Chris is also contributing ½ a day of consulting time to Advance each week.

(<http://www.advance.org/en/cms/>)

## **CV OF MS ELENA DOUGLAS**

Chief Executive Officer, Advance Global Australian Professionals, New York

Elena is the Chief Executive Officer of Advance based in its New York Headquarters and was the first employee of Advance. She joined Advance in March 2003 when there were 500 members of Advance principally in the New York region. Since that time Advance has grown to the leading network of Australian professionals overseas with over 6000 members and 7 Local Chapters across the United States and one in London.

Prior to joining Advance, Elena was one of the founders of BlueSkyFrog Australian pioneers in SMS entertainment and marketing. She was responsible for securing venture and mezzanine capital and also for developing the consumer and media business before its ultimate sale to Vodafone. Elena led Elena Pasquini & Associates, a boutique consulting firm servicing corporate and government clients and prior to this was a consultant in the National Consulting Group of Deloitte Touche Tohmatsu.

Elena was also an independent film producer in Australia and had success with several short films which enjoyed strong international festival screenings including the Canadian International Film Festival, The St Kilda Film Festival, The Hawaii International Film Festival and the London Film Festival. Parlami D'Amore which Elena wrote and produced received Best

Short Drama: ATOM Awards, Best Producer and Best Writer: Western Australian Screen Awards. Elena has a Bachelor of Economics degree from the University of Western Australia and in 1996 Elena was one of 15 young Australians awarded the Vincent Fairfax Ethics Leadership Award.

(Source: <http://www.advance.org/en/cms/>)

## **CV OF MS ELISSA BURKE**

Advance Queensland Committee, National Chair

Elissa Burke has been a tireless advocate for dozens of Queensland based projects, institutions and endeavours. As the Chair of the Advance Queensland Network and a member of the Queensland North American Biotechnology Advisory Council she has opened countless doors, helped develop products and proposals and encouraged other Queenslanders to get behind the "Smart State's" promotion and endeavours across the United States. Elissa is now Director of the Advance University Project, National Co-Chair of Advance Life Sciences Network and actively promoting Queensland Artwork in New York. Elissa was formerly Director in Global Organisation and Information Bayer Healthcare. Elissa Burke has extensive knowledge and experience in Life Sciences. She holds a Bachelor of Pharmacy from the University of Queensland and completed a Masters of Science (Hon.) in Organisational Dynamics from the University of Pennsylvania in 1996. Elissa also currently serves as a Director of the American Australian Association.

(Source: <http://www.advance.org/en/cms/?630>)

## **LETTER OF SUPPORT OF THE ADVANCE QUEENSLAND NETWORK**

### **Message from the Premier of Queensland Hon Peter Beattie MP**

"My Government has been proud to support the establishment of the Advance Queensland Network.

This Advance network is an invaluable resource for Queensland because you have an inside knowledge of the Queensland and the US market.

The areas you work in from biotechnology, ICT, finance and creative industries are all areas we are targeting under our Smart State strategy. We would like all of you to be a part of the this State's bright future whether through being supporters of companies in pursuit of business, investment and cultural opportunities in the United States or by bringing your experience and contacts back home to the State.

I wish you all every success with your careers and with the Advance Queensland Network."

(Source: Advance's website at <http://www.advance.org/network/qld.do?n=qld>)

## MEETING WITH QUEENSLAND MUSIC ARTIST SHOWCASE PERFORMERS AND MR SCOTT MCKENZIE, BILLBOARD MAGAZINE

**Date:** Tuesday, 8 May 2007  
**Time:** 8:45pm – 9:00pm  
**Venue:** Green Room  
(within the Rainbow Room)  
The Rockefeller Center  
Level 64  
30 Rockefeller Plaza  
New York, USA

### ATTENDEES

<b>Mr Scott McKenzie</b>	Group Editorial Director, Billboard Magazine
<b>Ms Sally Dobson</b>	The Talent Managers (Dead Day Sun)
<b>Mr Darren Schadel</b>	Lead vocals, Dead Day Sun
<b>Mr Phillip Lew</b>	Drums, Dead Day Sun
<b>Mr Alan Stephen</b>	Bass, Dead Day Sun
<b>Mr Cass McMahon</b>	Guitar, Dead Day Sun
<b>Mr Lee Wilkes</b>	Guitar, Dead Day Sun
<b>Mr Keir Nuttall</b>	Vocals/Guitar, Transport
<b>Mr Scott Saunders</b>	Bass/Backing vocals, Transport
<b>Mr Steve Pope</b>	Drums, Transport
<b>Mr Tyrone Noonan</b>	Solo Musician

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party

### SHOWCASE OBJECTIVES

- To highlight Brisbane as a global music hotspot for 2007.
- To showcase up-and-coming Queensland musicians to a New York audience.

### DISCUSSION POINTS

- I took the opportunity, given the presence of Billboard's Scott McKenzie, to commend Billboard Magazine for recognising the musical talent emanating from Queensland.
- I invited Mr Scott McKenzie to visit Brisbane and attend Q Music's *Big Sound* International Music Conference and Artist Showcase from the 3 to 5 October 2007.

### BACKGROUND

- On 6 January 2007, Billboard Magazine announced Brisbane as one of the five international music hot spots for 2007. The article, by Billboard journalist Mr Christie Eliezer, claims that Brisbane "has hit such a rich vein of talent that it's threatening Melbourne's traditional role as Australia's main music city". The article also claims that

Brisbane is becoming a more important part of the national tour circuit with strong support from fans as well as the rise in recording and video studios, attracting music business such as the Australian Independent Labels Association, which relocated from Sydney to Brisbane three years ago. Q Music Chairman, Mr Matt Connors is quoted as saying, "Like Austin, Texas, Brisbane is a music town where great ideas develop" (refer to attachment about Billboard Magazine).

- Q Music is an industry advocacy and development body providing skills training, support and export development to Queensland artists. Q Music's *Big Sound* International Music Conference and Artist Showcase is Australia's leading International music conference and artist showcase. Now in its sixth year *Big Sound* mirrors Queensland's growth as a music hot spot.
- *Big Sound* will be held from 3-5 October 2007 and is an annual event held in Brisbane's Fortitude Valley. The three day program features expert panels, workshops, networking and artist showcases involving local, national and international delegates.
- In 2006, *Big Sound* featured keynote speakers such as Warner USA Vice President and Founder of Sire Records, Mr Seymour Stein and the CEO of Urban Network, Mr Miller London. The attendance of these leading music industry representatives highlights the calibre of international music executives who attend the event. Both of the US Record company executives were extremely impressed with the Queensland music talent on display at the 2006 *Big Sound*.
- Q Music's vision for *Big Sound* is to continue to build on its success, to continue to attract major international music executives and to establish *Big Sound* as the biggest and best music industry conference and artist showcase in the Southern Hemisphere. Currently the South by South West music industry conference (SXSW) in Austin Texas, USA is the most reputable and biggest music industry conference in the world.
- Q Music has developed a collaborative alliance with A&R Worldwide (a US based music industry service contractor), aimed at artist discovery and development in Australia, North America, the UK and Europe, and to position Queensland as a source of talent and location for music business in the Asia-Pacific region. The Queensland Government contracts A&R Worldwide to provide a portfolio of artist discovery and development services to Queensland artists in the lead up, during and post MUSEXPO participation. A&R Worldwide are the producers of MUSEXPO.
- MUSEXPO is an annual four-day, international music and media forum focusing on rock, pop and urban music. MUSEXPO is held in Los Angeles during the first week of May each year and comprises a number of round-table networking sessions, addressing international music and media industry issues, identifying artist development solutions and showcasing performances by participating artists.
- The inaugural MUSEXPO event was held in 2005 and since then the Queensland Government has supported 10 Queensland acts to MUSEXPO in Los Angeles and invested over A\$100,000 to date.
- The three artists presenting at the Queensland Music Artist Showcase in New York are:
  - Dead Day Sun
  - Transport; and
  - Tyrone Noonan (solo artist)

- All three artists showcased at *Big Sound* 2006.
- Dead Day Sun are a five piece band with Pop/Rock roots and their new album (released in September 2006) features strong lyrics and melodies coupled with strong Rock riffs.
- Dead Day Sun showcased at MUSEXPO 2006 with the assistance of the Queensland Government and they have financed themselves to return to the US to attend MUSEXPO 2007 as follow-up to their successful 2006 showcase. They plan to build on networks already created and to further penetrate the US market. They are also being assisted by the Queensland Government with other performances and meetings scheduled with US music industry executives while they are in Los Angeles.
- The following performances have been arranged with Queensland Government assistance:
  - 28/4/07: Acoustic performance at the Queensland reception prior to the start of MUSEXPO 2007 - over 100 industry professionals will be attending this event - Los Angeles
  - 3/5/07: Passport acoustic radio performance as arranged by A&R Worldwide.
  - 7/5/07: Live showcase performance for Billboard Magazine Executives and VIP industry representatives - New York
  - 8/5/07: Live performance at the Queensland Advance Expatriate Awards Cocktail Function – New York
- On a personal note, Lee Wilkes' father passed away in December 2006 and was a strong supporter of Lee and Dead Day Sun, and even worked as a "roadie" when needed. Mr Wilkes would be extremely proud of his son and the band.
- Tyrone Noonan (Classic, Timeless Pop/Rock) performed at MUSEXPO 2007 between 29 April and 2 May 2007 and is recording a new album while he is in the US (details of which have not been released).
- Transport (Guitar driven Rock), performed at MUSEXPO 2007 between 29 April and 2 May 2007. Following their showcase performance at this event, Transport is travelling to the UK for a promotional tour. Transport was signed by independent record label MSR Music based in Birmingham, UK this year along with five other Queensland bands. Birmingham is another city named by Billboard as one of the 5 international music hot spots to watch in 2007. This signing was a direct result of representatives from MSR Music seeing Transport's showcase at *Big Sound* 2006.
- Pete Murray also performed at MUSEXPO 2007 with Tyrone Noonan and Transport but was unavailable to perform in New York.

## **BILLBOARD MAGAZINE**

Billboard is a weekly American magazine devoted to the music industry. It maintains several internationally recognised music charts that track the most popular songs and albums in various categories on a weekly basis. Its most famous chart, the "Billboard Hot 100", ranks the top 100 songs regardless of genre and is frequently used as the standard measure for ranking songs in the United States. The "Billboard 200" survey is the corresponding chart for album sales.

When founded in 1894, Billboard magazine was a trade paper for the bill posting industry, hence the magazine's name. The magazine began coverage of motion pictures in 1909 and of radio in the 1920s.

It was the development of the juke box industry during the 1930s which led Billboard to begin publishing the music charts for which it ultimately became famous. This also began the process which would lead the magazine to gradually cede coverage of other parts of the entertainment industry to such publications as Variety and The Hollywood Reporter. It continued to carry news of fairs, carnivals, theme parks and other outdoor entertainments until 1961 when these departments were transferred to a new weekly magazine called Amusement Business.

From 1961 until 2005, Billboard was devoted entirely to the music industry. In 2005 the magazine and its web sites were repositioned to provide coverage of all forms of digital and mobile entertainment. Amusement Business prospered for a few decades, but was struggling by the beginning of the new century. Shortly after that its frequency of publication was reduced to monthly, and it finally ceased publication altogether following its May, 2006 issue.

On January 4, 1936 Billboard magazine published its first music hit parade and on July 20, 1940 the first Music Popularity Chart was calculated. Since 1958 the Hot 100 has been published, combining single sales and radio airplay.

To this day, the most successful acts on the Billboard charts are The Beatles, Elvis Presley, Madonna, Michael Jackson, The Bee Gees, The Supremes, Mariah Carey, Janet Jackson, Bing Crosby, Pink Floyd and Elton John.

Billboard magazine covers every aspect of the music business, from radio and television to CD, DVD and video cassette sales and internet music downloads. It features news stories and opinion articles. For the most part, Billboard is intended for music professionals, such as record label executives and DJs. It is generally not intended for the general public, although it can occasionally be found at bookstores. However, despite their extensive coverage of the entertainment business, they remain best known for their charts. The editorial coverage and broader strategy is guided by its editorial director, Scott A. McKenzie

(Source: <http://en.wikipedia.org/>)

## **CV OF MR SCOTT MCKENZIE**

### **Group Editorial Director, Billboard Magazine**

Scott McKenzie, formerly from Brisbane, is the Group Editorial Director of Billboard Magazine with key responsibilities relating to Billboard's weekly magazine and multiple web properties. Based in New York, Scott drives strategy, direction and content efforts worldwide. He also leads new media initiatives for the Billboard brands.

Scott commenced at Billboard in 2004 after several years at ABC News in New York and CNN in Atlanta.

At ABC, he was the Managing Editor of ABC NEWS Digital responsible for all editorial content across ABC NEWS online and broadband video platforms.

At CNN, Scott headed the first integration effort between Time magazine, CNN and Asiaweek magazine to deliver a web site covering all of Asia for the three brands.

Scott began his career as a daily newspaper reporter in Brisbane, Australia, working for The Telegraph and The Courier-Mail.

In the late 1990s, he was the National Bureau Chief for Rupert Murdoch's stable of Australian newspapers after serving as the Chief Correspondent for the South China Morning Post in Hong Kong where he spent four years. He has covered everything from the armed conflicts in Afghanistan, Sri Lanka and Cambodia to rock concerts and U.S. presidential tours.

(Source: [http://en.wikipedia.org/wiki/Scott\\_A.\\_McKenzie](http://en.wikipedia.org/wiki/Scott_A._McKenzie))

## DEAD DAY SUN BIO

Band Members:	<ul style="list-style-type: none"><li>• Mr Darren Schadel, (Lead Vocals)</li><li>• Mr Phillip Lew, (Drums)</li><li>• Mr Alan Stephen, (Bass)</li><li>• Mr Cass McMahon, (Guitar)</li><li>• Mr Lee Wilkes, (Guitar)</li></ul>
Genre:	<ul style="list-style-type: none"><li>• Mainstream Rock</li></ul>
Location	<ul style="list-style-type: none"><li>• Brisbane</li></ul>

Dead Day Sun was recently announced as the best unsigned band in Australia on the 2006 Coke Live and Local tour alongside Evermore, End of Fashion and The Veronicas.

In 2003, their debut self-titled six track EP, produced by Marc Swersky (Joe Cocker, Diesel) and mastered by Leon Zervos helped them gain positive interest in the US and this led to a self-funded showcase tour of the US East Coast. The self-funded showcase tour resulted in the band receiving more airplay on east coast rock radio and a return tour later that year for shows at New York's famous clubs CBGB's and Sine's.

Extensive online sales for the EP funded a third tour, including a side trip to Philadelphia's famous Studio A Complex to begin demos for their debut album and finishing off with a sold out show at the Trump Taj Mahal Casino complex in Atlantic City.

In 2005, the band released its debut single, '*Harmony*'. Their EP was number 36 on the iTunes alternative chart and the band performed at the Music to Radio Showcase at the Commercial Radio Industry Awards.

In March 2006, the second single, '*Still*' was released and became the sixth most added track on Australian radio receiving support from Brisbane radio stations such as B105 and Triple M Brisbane. The single climbed to number 14 on the music charts. In mid 2006, Dead Day Sun showcased at MUSEXPO in Los Angeles and played at The Viper Room in Hollywood. Their debut album '*Bless the Brooding Heart*' was later recorded at Sterling Sound Studios in New York.

In September 2006, the much anticipated debut album hit stores in Australia and coincided with the release to radio of the third single '*Truth Kills*'.

In March 2007, the band was invited to perform at Canadian Music Week and were shortlisted for a showcase spot at the world's biggest music conference SXSW in Austin, Texas.

(Source: Trade Queensland Office, Los Angeles)

## TRANSPORT BIO

Band Members:	<ul style="list-style-type: none"><li>• Keir Nuttall (vocals/guitar)</li><li>• Scott Saunders (bass/vocals)</li><li>• Steve Pope (drums/vocals).</li></ul>
Genre:	<ul style="list-style-type: none"><li>• Classic Rock</li></ul>
Location	<ul style="list-style-type: none"><li>• Brisbane</li></ul>

Transport released their debut album '*The Inner Chimp*' in 2007 building upon two successful independent EPs. '*The Inner Chimp*' is an album with a unique sound and satirical lyrics. The first single off '*The Inner Chimp*' is "*(The People) Have Spoken*" an infectious, high energy rock dance-floor anthem and it is scheduled for a UK and worldwide online release on May 14<sup>th</sup> 2007.

The Self- Titled "*TRANSPORT EP*" was released in Australia on October 2005 through Shock Records and was released in the UK the following year in September 2006. The following results were achieved from the release:

- "*Sunday Driver*" received high rotation on Kerrang Radio UK
- "*Sunday Driver*" secured a position in the Kerrang online Top 40.
- "*Sunday Driver*" and "*Shallow*" added to rotation on Australia's national alternative youth network Triple J
- "*Sunday Driver*" achieved #7 on the Triple J online listeners poll.
- "*Shallow*" achieved #1 on the Triple J online listeners poll.
- "*Sunday Driver*" was the "Most Requested Song" on JJJ Super Requests
- "*Sunday Driver*" holds the record for the most downloaded track in the history of Triple J with 23, 556 downloads.
- The videos for both "*Sunday Driver*" and "*Shallow*" were broadcast for several consecutive weeks Nationally in Australia on Rage and MTV and across Australasia on Nightlife Music Video in 1000+ venues.

### Upcoming Performances:

- Transport will be showcasing at MUSEXPO in Los Angeles on Monday 30<sup>th</sup> April 2007 at the Roxy Theatre, West Hollywood.
- Transport will tour the UK promoting the single '*(The People) Have Spoken*' from the 11 – 20 May 2007.

(Source: Trade Queensland Office, Los Angeles)

## TYRONE NOONAN BIO

Solo Artist	
Genre	<ul style="list-style-type: none"><li>• Pop, rock and soul</li></ul>
Origin	<ul style="list-style-type: none"><li>• Brisbane</li></ul>

Tyrone Noonan is the co-singer and instrumentalist for the multi-platinum selling Australian jazz/rock band 'george'.

Tyrone is a promoter, producer and disc jockey as well as a composer for theatre including La Boite and the Queensland Theatre Companies.

His debut single '*Back (Where I Started From)*' received solid air play around Australia. Tyrone released his independent album on 16 September 2006.

In mid October 2006, Tyrone embarked on '*The Back (Where I Started From)*' national tour.

In December 2006, he performed at high profile festivals including Peat's Ridge, Woodford and The Rocks Festivals.

In 2007, Tyrone was chosen as one of three acts (with Pete Murray and Transport) to showcase and to represent Queensland at the prestigious MUSEXPO music conference in LA.

### Awards/Achievements:

Tyrone Noonan, along with his sister Katie, were part of the multi platinum selling act "George". The band sold in excess of 300,000 albums and won an ARIA award for album of the year in 2002.

(Source: Trade Queensland Office. Los Angeles)

## **LUNCHEON AT ROTARY CLUB OF MOUNT PLEASANT**

**Date:** Wednesday 9 May 2007  
**Time:** 12:15 pm - 1:30 pm  
**Venue:** Holiday Inn, Mount Pleasant, at the foot of the  
Cooper River Bridge on Highway 17  
(Johnny Dodds Blvd)

### **ATTENDEES**

**Dr Keith Farley** President, Rotary Club of Mount Pleasant  
**Mr Andy Brack** Principal, The Brack Group

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party
- Business Delegates

### **MEETING OBJECTIVES**

- To promote Queensland and the growing Sister State links with South Carolina.
- To welcome South Carolina's intention to bring a trade mission to Brisbane in October 2007 and note that delegates will be included in Queensland Export Week activities.
- To promote Queensland as an attractive investment location and business partner for South Carolina in the Asia Pacific region.
- To promote Queensland as the Smart State highlighting Queensland's unique strengths, creativity and innovation.

### **DISCUSSION POINTS**

- In my speech to the Rotary Club, I expressed support for the good works of Rotarians - in the community, in the workplace and throughout the world.
- I went on to discuss the history and development of the successful Sister State relationship between Queensland and South Carolina and express support for enhancing the relationships between the two States in the fields of business, science, education, tourism, culture and investment.
- In particular, I noted the recent success in developing research links between Clemson University, the Medical University of South Carolina and the University of South Carolina and their Queensland counterparts.
- I outlined the Queensland Government's Smart State Strategy and note that Queensland recognises that international linkages, such as those being developed with South Carolina, are vital in accelerating innovation and developing "Smart Industries".
- I urged South Carolina businesspeople to consider Queensland as a location from which to enter Asian and Pacific markets and to actively seek trade and investment partners in the State.

- I welcomed South Carolina's intention to bring a trade mission to Brisbane in October 2007 which will coincide with Queensland Export Week. Delegates will be included in Export Week 2007 activities, making it a valuable opportunity to explore business links with Queensland.

## BACKGROUND

### Queensland – South Carolina Sister State Relationship

- Refer to *Summary of the Queensland – South Carolina Sister State Relationship* in the briefing information section following the program in this briefing book.

### Rotary Club of Mount Pleasant

- Mount Pleasant is a town in Charleston County located across the Cooper River from the City of Charleston. The area has a long history and now serves as a dormitory area for Charleston City.
- The Mount Pleasant Rotary Club was chartered on 24 June 1977 and has around 80 members.
- The club fosters the ideals of Rotary with a number of programs including the Annual Rotary Soccer Classic whereby local high school soccer teams play at Blackbaud Stadium. It provides a showcase for the soccer teams.
- Other Club activities include:
  - college scholarships (A\$9000) for deserving area students;
  - Trident College scholarships in the amount of A\$1000 each;
  - donations to local organisations such as Meals on Wheels, Mount Pleasant Library, North-South Soccer Classic, Charleston Chaplaincy Program, Junior Achievement, and the Rotary Foundation;
  - sponsorship of an Interact Club at Wando High School that introduces youth to the concept of community and international service;
  - a Christmas Party for the various orphanages in the area; and
  - sponsorship of a Literacy Program called Rotary Reader whereby Rotarians and others act as mentors for primarily first graders and help these young people develop their reading skills.

### South Carolina Trade Mission to Brisbane in October 2007

- The South Carolina Department of Commerce, the South Carolina Export Consortium and other South Carolina business groups are currently promoting South Carolina's first trade mission to Australia from 20-26 October 2007.
- Leading sectors for South Carolina companies include: aircraft and parts; automotive parts and accessories; construction machinery; franchising; cosmetics and toiletries; information technology services; medical equipment; mining industry equipment; oil and gas field machinery; pollution control equipment; safety and security; and telecommunications parts and equipment.
- It is planned that mission delegates will be in Brisbane to attend AusBio 2007 and Export Week 2007 before moving on to other Australian cities. The trade mission

is being promoted in South Carolina as an opportunity to visit South Carolina's Sister State and will to encourage other South Carolina officials to visit Queensland at that time to foster the development of the Sister State relationship with a focus on trade and investment outcomes.

Other discussions as the luncheon included:

- Agreement with Lisa Callihan, Director of Education, South Carolina World Trade Centre, to look at a program of video links between TAFE students in both States regarding international trade.
- Interview by Katy Stech, Reporter, 'The Post and Courier' (Charleston).

### **CV OF MR ANDY BRACK**

Principal, The Brack Group

Mr Andy Brack is a former US Senate press secretary and reporter who has a national reputation as a communications planner and Internet strategist. As a communications strategist, he's worked with America Online, Commonwealth of Australia's Department of Health and Family Services, the Bertelsmann Foundation, the Charleston School of Law, Northpoint Communications and other firms. He also currently publishes a weekly South Carolina (SC) legislative forecast called SC Statehouse Report and SC Clips, a daily news service.

Currently, Mr Brack serves as President and Chairman of the Center for a Better South. He also chairs the board of trustees of Charles Towne Montessori School. Mr Brack is a past president of the SC Wildlife Federation and serves on its board of directors. Mr Brack is also active in the Rotary Club of Charleston. He is a graduate of Duke University and the University of North Carolina at Chapel Hill and served in 2001 on the Southern Governors' Association Research and Development Advisory Committee. In 2000, he was a Democrat candidate for US Congress. He lives with his wife and two daughters in Charleston, SC.

## **TOUR OF THE MEDICAL UNIVERSITY OF SOUTH CAROLINA WITH DR MARK KINDY**

**Date:** Wednesday 9 May 2007

**Time:** 3:45 pm – 4:40 pm

**Venue:** Children's Research Institute and Hollings  
Cancer Center, Medical University of South  
Carolina, 171 Ashley Ave, Charleston, SC

### **ATTENDEES**

<b>Dr Mark Kindy PhD</b>	Assistant Provost for Technology Transfer and Corporate Relations and Director of Neurosciences Institute
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Queensland attendees:

- The Honourable Peter Beattie MP and Official Party
- Business Delegates

### **MEETING OBJECTIVE**

- To tour and receive a briefing on the medical research facilities at the Medical University of South Carolina (MUSC).

### **BACKGROUND**

- Dr Kindy has made a number of visits to Queensland and I have met and corresponded with him previously. As Assistant Provost for Technology Transfer and Corporate Relations at MUSC he has a leading role in forging national and international partnerships, particularly with Queensland.
- Medical University of South Carolina (MUSC)

MUSC is a public institution of higher learning the purpose of which is to preserve and optimise human life in South Carolina and beyond. The university provides an environment for learning and discovery through education of health care professionals and biomedical scientists, research in the health sciences and provision of comprehensive health care. The university is committed to fulfilling its responsibilities:

- to educate students to become caring, compassionate, ethical, and proficient health care professionals and creative biomedical scientists;
- to recruit and develop dedicated, scholarly teachers who inspire their students to life-long learning in the service of human health;
- to offer educational opportunities to graduates, faculty and staff, to other biomedical scientists and practicing health professionals and to the public;
- to seek and welcome students, scholars, and staff regardless of gender, race, age, nationality, religion or disability, recognising the benefits of diversity;

- to conduct research in the health sciences, advancing knowledge and encouraging new responses to health care needs;
- to provide excellence in patient care, in an environment that is respectful of others, adaptive to change, accountable for outcomes, and attentive to the needs of underserved populations;
- to advance economic development by introducing new technology and fostering research links with industry and other academic institutions;
- to optimise the use of all resources, including the financial support from the state and revenues generated from research, clinical operations, and philanthropy;
- to provide leadership to the state in efforts to promote health and prevent disease; and
- to serve as a state resource in health policy, education, and related matters for other institutions and the general public.

Following the meeting, I was interviewed for [www.MUSChealth.com](http://www.MUSChealth.com) by:

- Dr Layton McCurdy ([McCurdy@MUSC.com](mailto:McCurdy@MUSC.com))
- Dr Linda Austin ([lindaaustin@AOL.com](mailto:lindaaustin@AOL.com))

### **CV OF DR MARK KINDY**

Assistant Provost for Technology Transfer and Corporate Relations and Director of Neurosciences Institute

Medical University of South Carolina

Mark S Kindy, PhD is the Director of the Neuroscience Institute at MUSC, as well as Professor of Physiology and Neuroscience, Biochemistry and Molecular Biology, and Neurology. He holds the Admiral Pihl Endowed Chair for the Neuroscience Institute. He is the Director of the Stroke Program, Associate Director of the Center on Aging and Associate Director of the Spinal Cord Injury Center. He is also a Research Career Scientist at the Ralph H. Johnson VA Medical Center in Charleston.

The Institute bridges basic neurosciences with clinical neuroscience through multidisciplinary research in a number of areas including stroke, spinal cord injury, neurodevelopment, Parkinson's disease and Alzheimer's disease. Dr Kindy received his PhD from the Boston University School of Medicine (1987), was a postdoctoral fellow at the Salk Institute (1987-89), and a faculty member at the University of Kentucky before moving to MUSC in 2002. His major research interests are understanding the role of signal transduction pathways in stroke and spinal cord injury, the mechanisms of Abeta degradation and interaction in the development and progression of Alzheimer's disease and the development of therapeutic strategies for the treatment of neurodegenerative diseases.

Dr Kindy has international renown for his research on the role of signaling mechanisms in ischemic injury and for the role of the RAGE receptor in amyloid diseases. Dr Kindy has published over 100 articles. He has been member of the editorial board, of several scientific journals.

## **MEETING WITH THE PRESIDENT OF THE MEDICAL UNIVERSITY OF SOUTH CAROLINA, DR RAYMOND GREENBERG**

**Date:** Wednesday 9 May 2007

**Time:** 4:40 pm – 5:00 pm

**Venue:** President's Office, Colcock Hall, Medical University of South Carolina, 179 Ashley Avenue, Charleston, SC

### **ATTENDEES**

**Dr Raymond Greenberg** President, Medical University of South Carolina

Queensland attendees:

- The Honourable Peter Beattie MP and Rob Whiddon, Chief of Staff

### **MEETING OBJECTIVES**

- To acknowledge the commitment of the Medical University of South Carolina (MUSC) in developing collaborative links with Queensland and support for the Sister State relationship.
- To reinforce the Queensland Government's interest in facilitating the development of further collaborations in areas of mutual interest.
- To promote Queensland as the Smart State highlighting Queensland's unique strengths, creativity and innovation.

### **DISCUSSION POINTS**

- In my talks with Dr Greenby, I noted the achievements of the Sister State relationship in building and strengthening scientific, educational, economic and cultural ties between the two States and the value the Queensland Government places on the Sister State relationship.
- I welcomed MUSC's interest in and commitment to developing neuroscience collaborations with the Queensland Brain Institute at the University of Queensland, focusing on neurotrauma and dementia.
- I sought a broad overview of the vision for the future development of MUSC, in particular its key research priorities and programs.
- I highlighted the Queensland Government's Smart State Strategy and the considerable investment made to date to accelerate research, development and commercialisation in Queensland in areas such as biotechnology and medical research.
- I emphasised the importance the Queensland Government places on developing international links to accelerate innovation and build knowledge intensive "Smart

Industries".

- I noted that I am particularly impressed with South Carolina's research and development expertise and capabilities and emphasise that Queensland sees South Carolina as an important knowledge partner.
- I expressed the Queensland Government's interest in facilitating the further development of links between Queensland institutions and MUSC.
- It is hoped that Dr Greenberg will have the opportunity to visit Queensland in the near future, perhaps during the South Carolina Trade Mission to Queensland in October 2007. I found him enthusiastic about the burgeoning relationship between MUSC and Queensland institutions.
- There is clearly much potential for collaboration between the work of the University and that of the Queensland Brain Institute and other institutions. For example, research into shrim viruses is an area in which MUSC and Queensland can collaborate productively.

## **BACKGROUND**

### Queensland – South Carolina Sister State Relationship

- Refer to Summary of the Queensland – South Carolina Sister State Relationship in the briefing information section following the program in this briefing book.

### Medical University of South Carolina (MUSC)

- MUSC is a public institution of higher learning the purpose of which is to preserve and optimise human life in South Carolina and beyond. The university provides an environment for learning and discovery through education of health care professionals and biomedical scientists, research in the health sciences and provision of comprehensive health care. The university is committed to fulfilling its responsibilities:
  - to educate students to become caring, compassionate, ethical, and proficient health care professionals and creative biomedical scientists;
  - to recruit and develop dedicated, scholarly teachers who inspire their students to life-long learning in the service of human health;
  - to offer educational opportunities to graduates, faculty and staff, to other biomedical scientists and practicing health professionals, and to the public;
  - to seek and welcome students, scholars, and staff regardless of gender, race, age, nationality, religion or disability, recognising the benefits of diversity;
  - to conduct research in the health sciences, advancing knowledge and encouraging new responses to health care needs;
  - to provide excellence in patient care, in an environment that is respectful of others, adaptive to change, accountable for outcomes, and attentive to the needs of underserved populations;
  - to advance economic development by introducing new technology and fostering research links with industry and other academic institutions;
  - to optimise the use of all resources, including the financial support from the state and revenues generated from research, clinical operations, and philanthropy;
  - to provide leadership to the state in efforts to promote health and prevent disease; and

- to serve as a state resource in health policy, education, and related matters for other institutions and the general public.

### Memorandum of Understanding with the University of Queensland

- The Queensland Brain Institute at the University of Queensland will sign a collaborative agreement in neuroscience with the Medical University of South Carolina, focusing on neurotrauma and dementia, at a cocktail reception immediately following this meeting.

### Biotechnology and Life Sciences

- The Queensland Government is taking an integrated approach to biotechnology – by facilitating R&D, fast-tracking product development, stimulating business growth, creating investment opportunities, and nurturing education. Combined, these elements are having a synergistic effect and creating a rapidly growing biotechnology industry in Queensland.
- In 2005, the Government announced its ten-year biotechnology strategic plan, *Queensland Biotechnology Strategic Plan 2005-2015: Biotechnology – Setting New Horizons*. The plan aims to make Queensland:
  - a key centre in health and medical biotechnology in the Asia Pacific, with international expertise in tropical health;
  - the global hub for tropical and sub-tropical agricultural biotechnology; and
  - a centre of excellence in bioproduct development in environmental and industrial biotechnologies.
- The Queensland Government is committed to building the infrastructure and attracting the investment and the skills needed to grow a burgeoning biotechnology industry. Since the inception of the Smart State Strategy in 1998, the Government has invested around A\$3 billion in innovation, science, research and commercialisation. As a result, Queensland's biotechnology industry has more than doubled in number and today comprises around 88 companies.
- The Queensland Government recognises that successful biotechnology industries build on the work of world-class R&D institutes. Queensland has 68 biotechnology-related research institutes that provide an inter-disciplinary, comprehensive and strategic R&D environment. The State's leading institutes include the Queensland Institute of Medical Research, the Institute for Molecular Biosciences, the Australian Institute for Bioengineering and Nanotechnology, the Australian Institute of Marine Science, the Queensland Brain Institute, the Mater Medical Research Institute, and the Institute of Health and Biomedical Innovation.

## **CV OF DR RAYMOND GREENBERG**

President

Medical University of South Carolina

Ray Greenberg became President of the Medical University of South Carolina in January of 2000. One of his immediate challenges was to restore fiscal health to the university's hospital. This was achieved through a combination of organisational restructuring and operational improvements, which then allowed the university to undertake a progressive replacement of its aging hospital facilities. The first phase, to be completed by mid-2007, is a 650,000 square foot state-of-the-art center for the diagnosis and treatment of heart, vascular and digestive diseases. Elsewhere on campus, separate new educational facilities were constructed for the Colleges of Health Professions and Dental Medicine, and five new research buildings have been developed for: children's health, cancer, drug discovery and development, bioengineering, and clinical research.

President Greenberg has placed a strong emphasis on statewide outreach and collaboration. The university has partnered with Clemson University in a Bioengineering Alliance, and with the University of South Carolina in an integration of the state's two pharmacy schools. Most significantly, the state's three research universities and four largest teaching hospitals have joined together in the formation of Health Sciences South Carolina – an unprecedented collaboration to improve health, advance medical research, and stimulate economic development.

Prior to coming to Charleston, Dr Greenberg served on the medical school faculty at Emory University and was the founding dean of the Rollins School of Public Health there. He arrived at the Medical University in 1995 as the Vice President for Academic Affairs and Provost. He holds a medical degree from Duke University, a master's degree from Harvard, and bachelors and doctoral degrees from the University of North Carolina. Nationally recognised for his research on cancer, Dr Greenberg has served on many scientific advisory boards and holds two honorary doctorates.

## **COCKTAIL RECEPTION HOSTED BY DR RAYMOND GREENBERG**

**Date:** Wednesday 9 May 2007  
**Time:** 5:00 pm – 6:30 pm  
**Venue:** President's Board Room, Colcock Hall,  
Medical University of South Carolina, 179  
Ashley Avenue, Charleston, SC

### **ATTENDEES**

<b>Dr Raymond Greenberg</b>	President, Medical University of South Carolina
<b>Dr Mark Kindy PhD</b>	Assistant Provost for Technology Transfer and Corporate Relations, and Director of Neurosciences Institute

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party
- Business Delegates

### **MEETING OBJECTIVES**

- To promote Queensland and the growing Sister State links with South Carolina.
- To promote Queensland as the Smart State highlighting Queensland's unique strengths, creativity and innovation.
- To publicly acknowledge the commitment of the Medical University of South Carolina (MUSC) in expanding collaborative links with Queensland and support for the Sister State relationship.
- To observe the signing of a Memorandum of Understanding between MUSC and the Queensland Brain Institute at the University of Queensland.
- To receive a MUSC Presidential Merit Award for service in promoting collaboration between South Carolina and Queensland.

### **DISCUSSION POINTS**

- In my remarks at the signing I outlined the Queensland Government's Smart State Strategy and considerable investment made to date to accelerate research, development and commercialisation in Queensland in areas such as biotechnology and medical research.
- I emphasised the importance the Queensland Government places on developing international links to accelerate innovation and build knowledge intensive "Smart Industries".
- I noted that you are particularly impressed with South Carolina's research and development expertise and capabilities and emphasise that Queensland sees South Carolina as an important knowledge partner.

- I welcomed MUSC's interest and commitment to developing neuroscience collaborations with the Queensland Brain Institute at the University of Queensland, focusing on neurotrauma and dementia.
- I expressed the Queensland Government's interest in facilitating the further development of links with MUSC.

## **BACKGROUND**

### Queensland – South Carolina Sister State Relationship

- Refer to Summary of the Queensland – South Carolina Sister State Relationship in the briefing information section following the program in this briefing book.

### Medical University of South Carolina (MUSC)

- MUSC is a public institution of higher learning the purpose of which is to preserve and optimise human life in South Carolina and beyond. The university provides an environment for learning and discovery through education of health care professionals and biomedical scientists, research in the health sciences and provision of comprehensive health care. The university is committed to fulfilling its responsibilities:
  - to educate students to become caring, compassionate, ethical, and proficient health care professionals and creative biomedical scientists;
  - to recruit and develop dedicated, scholarly teachers who inspire their students to life-long learning in the service of human health;
  - to offer educational opportunities to graduates, faculty and staff, to other biomedical scientists and practicing health professional and to the public;
  - to seek and welcome students, scholars, and staff regardless of gender, race, age, nationality, religion or disability, recognising the benefits of diversity;
  - to conduct research in the health sciences, advancing knowledge and encouraging new responses to health care needs;
  - to provide excellence in patient care, in an environment that is respectful of others, adaptive to change, accountable for outcomes, and attentive to the needs of underserved populations;
  - to advance economic development by introducing new technology and fostering research links with industry and other academic institutions;
  - to optimise the use of all resources, including the financial support from the state and revenues generated from research, clinical operations, and philanthropy;
  - to provide leadership to the state in efforts to promote health and prevent disease; and
  - to serve as a state resource in health policy, education, and related matters for other institutions and the general public.

### Memorandum of Understanding with the University of Queensland

- The Queensland Brain Institute at the University of Queensland will sign a collaborative agreement in neuroscience with the Medical University of South Carolina, focusing on

neurotrauma and dementia.

#### Background on the Presidential Merit Award

- The Presidential Merit Award is the highest award which may be bestowed by the Medical University President. It is given to those University friends whose exemplary service and support are truly inspirational. Each recipient has made significant contributions to help advance the Medical University's mission of education, research, and clinical service to the people of South Carolina.
- Only 35 have been bestowed since 1983 mostly to distinguished faculty and honored individuals (senators, congressmen, etc).
- The brief history of the medallion is: The medallion is worn by the President of the Medical University of South Carolina on ceremonial occasions. It was first presented to Dr James B. Edwards during his installation ceremony on October 15, 1983. The obverse side illustrates the front of the Medical University's first building constructed in 1826 on Queen Street flanked by palmetto trees, the Official State Tree. The reverse shows the official seal of the University bordered by the names of its six colleges. The silver Presidential Medallion worn by the University's President is Number One in the minting of the first 100 numbered medallions.

## **BUSINESS LUNCHEON AT RIVERBANKS ZOO AND GARDEN**

**Date:** Thursday 10 May 2007  
**Time:** 12:00 pm – 2:30 pm  
**Venue:** Ndoki Lodge, Riverbanks Zoo and Garden,  
500 Wildlife Pkwy, Columbia, SC 29210

### **ATTENDEES**

<b>Mr Palmer (Satch) Krantz</b>	Executive Director, Riverbanks Zoo and Garden
<b>Mr John Durst</b>	Honorary Ambassador for Queensland
<b>Mr Fred Monk</b>	President, The South Carolina Export Consortium
<b>Governor Jim Hodges</b>	Former Governor of South Carolina (and Mrs Rachel Hodges)
<b>Mr Mike Le Fever</b>	
<b>Senator John Drummond</b>	

Queensland attendees:

- The Honourable Peter Beattie, Official Party and Business Delegation

### **MEETING OBJECTIVES**

- To promote Queensland and the growing Sister State links with South Carolina.
- To welcome South Carolina's intention to bring a trade mission to Brisbane in October 2007 and note that delegates will be included in Queensland Export Week activities.
- To promote Queensland as an attractive investment location and business partner for South Carolina in the Asia Pacific region.
- To promote Queensland as the Smart State outlining Queensland's unique strengths, creativity and innovation.
- To meet with a broad cross section of supporters of the Sister State relationship.
- To announce the koala artificial insemination trial currently under development at the Riverbanks zoo.

### **DISCUSSION POINTS**

- In my speech to the gathering, I discussed the history and development of the successful Sister State relationship between Queensland and South Carolina (refer to *Summary of the Queensland – South Carolina Sister State Relationship* in the briefing information section following the program in this briefing book).
- Expressed support for enhancing the relationships between the two States in the fields of business, science, education, tourism and culture.
- Noted the recent success in developing research links between Clemson University, the Medical University of South Carolina and the University of South Carolina and their Queensland counterparts.

- Outlined the Queensland Government's Smart State Strategy and note that Queensland recognises that international linkages, such as those being developed with South Carolina, are vital in accelerating innovation and developing "Smart Industries".
- Urged South Carolina business people to consider Queensland as a location from which to enter Asian and Pacific markets and to actively seek trade and investment partners in the State.
- Welcomed South Carolina's intention to bring a trade mission to Brisbane in October 2007 which will coincide with Queensland Export Week. Delegates will be included in Export Week 2007 activities, making it a valuable opportunity to explore business links with Queensland.
- Noted that an announcement will be made regarding the koalas at Riverbanks Zoo, but emphasise that this is subject to the approval of the Australian and United States Governments.
- Thanked Mr Satch Krantz and Mr John Durst for arranging the opportunity to address the luncheon. Clearly there is much we can still do in this particular collaboration with Riverbanks and their lunch showed there is enormous affection and goodwill for Queensland.

## **BACKGROUND**

### Lunch Details

- The lunch was organised by Mr John Durst (an honorary Ambassador for Queensland) and Riverbanks Zoo, with the support of local sponsors.
- 100 local business leaders and key supporters of the Sister State relationship were invited.

### Koala Gift and Artificial Insemination Trial

- As part of the Queensland State Koala Gift to South Carolina, two male koalas were sourced from Japan in 2002 and two female koalas, Lottie and Killarney, were transferred from Queensland in 2003. Unfortunately, one of the males died before the females arrived and the other died after producing a joey with Lottie. The joey also died some weeks after first emerging from the pouch.
- Such deaths are not uncommon and do not reflect in any way on the standard of care provided by Riverbanks Zoo. The Zoo invited the Queensland Environmental Protection Agency (EPA) to review its Koala Management Program after the death of the joey and the EPA confirmed that the care being given to the koalas was of a very high standard.
- To help re-establish the breeding colony, a male koala named Great has been donated by the San Diego Zoo and arrived at Riverbanks Zoo on 12 March 2007. Great is expected to be mated with one or both of the females in the current breeding season.
- To provide a further option for re-establishment of the koala colony, complete the State Gift and provide for the long term maintenance of genetic diversity, the Queensland Government has been working with the University of Queensland to develop and refine koala artificial insemination technologies under the Koala Enhanced Genetic Exchange Program (KEGEP). This has been achieved with support from Riverbanks Zoo for

disease research and the participation of Queensland zoos in artificial insemination trials.

- Recent artificial insemination trials in Queensland have confirmed the effectiveness of chilled koala semen stored for 72 hours. This will allow enough time to ship semen to Riverbanks Zoo. In tandem with this, the Environmental Protection Agency has been working with the Commonwealth Department of Environment and Water (DEW) to develop streamlined guidelines for the export of koala semen. These guidelines are being finalised by DEW, paving the way for an international trial.
- Riverbanks Zoo has advised that United States Fish & Wildlife Service import approval may take up to six months, which will not allow a trial in the 2007 mating season. Consequently, planning is now underway for the first international trial to be conducted at Riverbanks during the 2008 breeding season commencing around March 2008.

#### South Carolina Trade Mission to Brisbane in October 2007

- The South Carolina Department of Commerce, the South Carolina Export Consortium and other South Carolina business groups are currently promoting the State's first trade mission to Australia from 20-26 October 2007.
- Leading sectors for South Carolina companies include: aircraft and parts; automotive parts and accessories; construction machinery; franchising; cosmetics and toiletries; information technology services; medical equipment; mining industry equipment; oil and gas field machinery; pollution control equipment; safety and security; and telecommunications parts and equipment.
- It is planned that mission delegates will be in Brisbane to attend AusBio 2007 and Export Week 2007 before moving on to other Australian cities. The trade mission is being promoted in South Carolina as an opportunity to visit South Carolina's Sister State and will hopefully encourage other South Carolina officials to visit Queensland at that time to enable the development of commercial and other relationships.

#### Indigenous Art

Preliminary discussions also took place with Spartanburg lawyer Max Hyde re possibility of mounting a Queensland Indigenous Art Exhibition at the new Spartanburg Gallery.

## **CV OF MR PALMER (SATCH) KRANTZ**

Executive Director

Riverbanks Zoo and Garden

Mr Krantz began his career at Riverbanks in 1973 and has served as its executive director since 1976, making him one of the longest serving zoo directors in the nation.

During his career, Mr Krantz has served as president of the Association of Zoos & Aquariums (AZA) and the World Zoo Organization. He is currently slated to once again serve as AZA president in 2007, making him the first zoo director to serve two presidential terms since the AZA was established as an independent organisation.

Mr Krantz has been heavily involved in the Riverbanks community. He is a past president of the board of Palmetto Richland Children's Hospital and the Columbia Rotary Club. He has also served as president of the Clemson University Board of Visitors and the University of South Carolina University Associates and is currently a member of the Board of Directors of the River Alliance, the Greater Columbia Chamber of Commerce and the AZA.

Throughout his career, Mr Krantz has traveled extensively, including thirteen safaris to six different African countries. In February 2002, he walked 120 miles across Tsavo National Park in Kenya, which was only the second time anyone had ever walked the Park's entire length.

Mr Krantz is a native of Columbia, South Carolina and a graduate of Clemson University. He and his wife Becky are the proud parents of two grown sons. (source: Riverbanks Zoo website)

## **CV OF MR JOHN DURST**

Honorary Ambassador for Queensland

### **Employment:**

- Manager of South Carolina (SC) office, Carolina Public Relations & Marketing (May 2006 to present)
- Vice-president, RIGGS (marketing agency) (2003-2006)
- Director, SC Department of Parks, Recreation & Tourism (2000-2003)
- Cabinet level position appointed by Governor Jim Hodges and confirmed by SC State Senate
- Previous service for SC Governor and two Lieutenant Governors
- Private-sector marketing experience with several companies spanning more than 20 yrs.

### **Community Involvement:**

- Executive Committee of Board of Directors, Greater Columbia Chamber of Commerce
- Board of Directors, Midlands Authority for Conventions, Sports & Tourism
- Executive Committee of Board of Directors, South Carolina Golf Association

- President-Elect, Rotary Club of Columbia
- Member, USC Associates
- Board of Directors, Lexington/Richland Alcohol and Drug Abuse Council
- Chairman, Community Support Committee, SC Cares (Katrina relief program)
- Chairman, Columbia Organizing Committee (recruited Olympic teams to train in the Midlands prior to the Centennial Olympic Games in Atlanta in 1996)

Honors and Awards:

- Order of the Palmetto
- Honorary Ambassador for Queensland, Australia. Appointed 13 March 2002
- Key to the City of Columbia
- Woodrow Wilson Award for Regional Cooperation
- International Ambassador of the Year
- Golden Pineapple Award from Charleston hospitality industry

Education:

- Furman University

Ties to Queensland:

- Had the great honour of meeting Premier Peter Beattie when he came to Columbia following the 1996 Olympic Games in Atlanta
- Visited Queensland in November of 1998 at the invitation of Premier Beattie
- Returned to Queensland in September of 2000 en route to the Olympics in Sydney
- Assisted with the development of the sister-state relationship in a number of ways including assistance with preparing MOUs, helping Ballandean Estate Wines develop its market in the USA, and aiding with visits to SC by VIPs from Queensland. (source: Provided directly by Mr Durst)

## **CV OF MR FRED JOSEPH MONK**

President

The South Carolina Export Consortium

Fred J. Monk is president of the South Carolina Export Consortium, a fee-based not for profit partnership that helps small to medium-sized companies become involved in international trade.

Founded in 1997, The Export Consortium focuses on business intelligence, market identification, market research, regulatory training and business coaching for small to medium-sized companies in South Carolina, in the United States and abroad. ([www.exportconsortium.com](http://www.exportconsortium.com))

The Export Consortium also works with economic developers to develop strategies that help them with both existing industry development and attracting new investment by looking a multi-market potential in site location.

The Export Consortium works in partnership with the University of South Carolina, Clemson University and Francis Marion University, where it utilises graduate students and undergraduates as business analysts.

Fred is the former business editor of The State newspaper (from 1981-1997) and worked at The State and The State-Record Co. for 28 years before joining the Consortium in November 1997. He has followed and written about South Carolina's international business growth for three decades.

He is a 1971 journalism graduate of the University of South Carolina. He served as president of the Society of American Business Editors and Writers in 1986-87 and served on its board of governors from 1978 to 1988. He is a former president of the Central South Carolina chapter of the Society of Professional Journalists. He serves on the partnership board of the University of South Carolina School of Journalism and Mass Communications.

For five years, he wrote a column for the Greater Columbia Business Monthly and he has written numerous free-lance articles for news organisations and publications ranging from Reuters to Europe magazine.

He is chairman of the Columbia World Affairs Council, which he helped create and which has helped the Midlands of South Carolina develop an international awareness and international relationships ([www.columbiawac.org](http://www.columbiawac.org)). He was involved in forging South Carolina's sister state relationships with Rheinland-Pfalz, Germany; and Queensland, Australia; and Columbia's sister cities in Kaiserslautern, Germany; Cluj-Napoca, Romania; and Plovdiv, Bulgaria.

He is a fellow of the Atlanta-based Society of International Business Fellows, a group of 450 CEOs, senior executives, principals and partners of companies and organisations involved in international business development. He serves on the Governor's Commission for International Agreements and Cooperation and is president of the Midlands International Trade Association ([www.scmifa.com](http://www.scmifa.com)).

In 1994, the Committee of 100 named Fred Columbia's International Ambassador of the Year and in 1996 he was honoured as the U.S. Small Business Administration's Small Business Media Advocate of the Year in South Carolina. In 1998, he received the first International Community Ambassador Award of the Columbia International Festival for his work in building bridges between the community and internationals. And in 1998 he was honoured by the University of South Carolina Moore School of Business's International MBA program for his support of the IMBA program. In 1999 he was the recipient of the Global Vision Award of the Columbia World Affairs Council and also received the Vision Award by the South Carolina Black Business Network.

He chaired the City of Columbia's Technology Advisory Board and helped institute the first Summit on the New Economy in Columbia. He was a member of the board of the Columbia Development Corp., the City of Columbia's economic development arm, and co-chaired the city's North Columbia Master Plan Committee. He is treasurer of the Governor's School for Science and Math Foundation, serves on the board of the Palmetto Development Group, a non-profit organisation aimed at helping create affordable housing in the state, and served on the South Carolina High School Redesign Commission.

He is a member of the Columbia Rotary Club and serves on the board of the Capital City Club. A Navy veteran of Viet Nam, he retired after 32 years in the military as a lieutenant colonel in the South Carolina Air National Guard, where he was chief of public affairs.

He is married to Virginia Bedford, a Columbia attorney, entrepreneur and gardener, and has two sons.

He is a member of St. Martin's-In-The-Fields Episcopal Church, where he has served on the vestry and as senior warden, chairman of the St. Martin's Foundation, chair of its capital campaign and as rank amateur junior boys' basketball coach.

(Source: Provided directly by Mr Monk)

## **WIS 10 Newswatch**

Following the luncheon, I filmed an interview for top rating Sunday Current Affairs TV program 'Newswatch' with David Stanton of WIS 10.

In the Green Room before the interview, I had a very helpful discussion on clean coal and climate change with another guest, Joe Berry, Scientist with the Department of Global Energy at the Carnegie Institution in Stanford, California.

## **STATE DINNER AT SOUTH CAROLINA GOVERNOR'S MANSION**

**Date:** Thursday 10 May 2007  
**Time:** 6:30pm – 9:00pm  
**Venue:** The South Carolina Governor's Mansion,  
800 Richland Street, Columbia, SC 2920

### **ATTENDEES**

**Mark Sanford** Governor, South Carolina  
**Jenny Sanford** First Lady, South Carolina

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party

### **MEETING OBJECTIVES**

- To discuss the outcomes to date of the Queensland - South Carolina Sister State relationship.
- To explore opportunities to further advance the relationship, with emphasis on the development of scientific collaborations and commercial links.
- To explore opportunities for collaboration to investigate options to deal with climate change issues.
- To welcome South Carolina's intention to bring a trade mission to Brisbane in October 2007 and promote that as an opportunity to further advance both commercial and collaborative links between the two States.

### **DISCUSSION POINTS**

Both Governor Sanford and I spoke briefly during the dinner.

In my speech I:

- Noted the achievements of the Sister State relationship in building and strengthening scientific, educational, economic and cultural ties between the two States and the value the Queensland Government places on the Sister State relationship.
- Outlined the Queensland Government's Smart State Strategy and the importance placed on developing international links to accelerate innovation and build "Smart Industries".
- Emphasised that I was particularly impressed with South Carolina's research and development expertise and capabilities and welcome the interest and commitment shown by South Carolina's universities and research organisations in establishing collaborative relationships with their Queensland counterparts.
- Expressed the Queensland Government's interest in further developing these and other aspects of the Sister State relationship.
- Commended Governor Sanford on his decision to establish a global warming

commission in South Carolina to investigate options for dealing with climate change and express your interest in exploring potential collaborative opportunities to address this common problem. Note the Queensland Government's responses to climate change, in particular the establishment of the Queensland Climate Change Centre of Excellence, the significant investments in clean coal technology development, as well as Queensland's membership of the Governors' Ethanol Coalition in the United States of America (US).

- Acknowledged the efforts of the Governor and the First Lady in promoting the benefits of a healthy lifestyle through the Healthy South Carolina Challenge and note that in February 2007 you launched the Queensland Government's Eat Well Be Active campaign which seeks to improve eating habits and increase physical activity across the State.
- Noted the Governor's interest in China as an emerging export market for South Carolina and promote Queensland as a business partner for South Carolinian firms seeking to enter markets in the Asia Pacific region.
- Welcomed South Carolina's intention to send a trade mission to Queensland in October 2007 and express your hope that Governor Sanford and other senior officials will have the opportunity to visit Queensland at that or some other time in the near future.
- Noted that the South Carolina trade mission will coincide with Queensland Export Week. Delegates will be included in Export Week 2007 activities, making it a valuable opportunity to explore business links with Queensland and encouraged all present to consider joining the mission.

## BACKGROUND

### Climate Change

- The Queensland Government's response to climate change includes:
  - Establishing a Climate Change Centre of Excellence to harness scientific knowledge and expertise from various agencies to better understand, prepare for and adapt to climate change impacts on the community, the economy and the environment.
  - Setting up a new Future Strategies Division in the Department of the Premier and Cabinet to spearhead the drive to develop clean coal technology.
  - Developing the world's first oxy-fuel clean coal power plant with carbon capture and storage.
  - Investing A\$300 million from the Queensland Future Growth Fund in ZeroGen, a world first demonstration project which involves the integration of clean coal technology into coal fired power plants to capture and store carbon emissions.
  - Building the new A\$1.2 billion Kogan Creek power station at Chinchilla in South West Queensland that will set a benchmark for the environmental performance of coal-fired power stations in Australia.
  - Supporting the work of the Queensland Centre for Advanced Technologies which is working on cutting-edge solutions to improve the performance of coal.
  - Working with other states on a national carbon trading scheme.
  - Promoting ethanol as an alternative fuel source, and participating in the

#### Governors' Ethanol Coalition in the US.

- Creating the A\$50 million Urban Water Security Research Alliance, comprising the Queensland Government, the CSIRO, the University of Queensland and Griffith University. The Alliance will be the largest urban water research program in Australia and help secure a sustainable water supply for South East Queensland in the face of climate change and population growth.
- The development of a hydrogen economy is one of several opportunities (such as clean coal technologies and biofuels) that would enable Queensland to improve carbon efficiencies as part of its response to climate change. The Department of State Development is exploring opportunities in this regard.
- The University of Queensland (UQ) is leading the recently formed National Hydrogen Materials Alliance, funded under the CSIRO with A\$10 million over three years. Griffith University and the Queensland University of Technology are also participants.
- The 2008 World Hydrogen Energy Conference (WHEC), hosted by Australia for the first time, will be held in Brisbane and attract global hydrogen expertise, global energy suppliers, technology developers and policy makers.
- The University of South Carolina (USC) has significant expertise in hydrogen fuel cells; hosts the National Science Foundation Industry University Collaborative Research Center on Fuel Cells; and has a leadership role in the South Carolina Hydrogen and Fuel Cell Alliance.
- UQ and USC are considering collaboration in research, faculty and student exchanges and business development as well as mutually supporting the WHEC conference in Brisbane from 15-19 June 2008 and a major hydrogen conference being held in Columbia, South Carolina, in 2009. UQ and USC would also promote the involvement of other universities, research institutions and hydrogen economy stakeholders in their respective states to further advance activities under this agreement.

#### Eat Well Be Active Campaign

- The purpose of the Queensland Government's Eat Well Be Active campaign, which was launched on 6 February 2007, is to achieve and support long-term behavioural change in order to improve eating habits and increase physical activity across the State. Strong themes that emerged from the 2006 Queensland Obesity Summit, held in Brisbane, were the need for access to information about a healthy lifestyle and the need for government to work with the community to ensure the health and well being of all Queenslanders.

For these reasons, Eat Well Be Active has two elements:

- a social marketing campaign to encourage healthy eating and physical activity by way of a self-help pack mailed to every residential address in Queensland, a suite of radio and television commercials, as well as advertisements on billboards and bus shelters around the State; and
- a Community Partnership Program to encourage partnerships between State and local governments, schools and community organisations to deliver healthy eating and physical activity programs. Priority for funding will be given to projects that encourage both healthy eating habits and participation in physical activity, along

with projects that are inclusive and meet the diverse needs of the community.

The dinner offered a wonderful opportunity to discuss matters of mutual interest with a range of key South Carolina business and government leaders including:

- Bill H Stern, Chairman, South Carolina State Ports Authority

Governor Sanford was a generous and gracious host of a memorable evening, which augured well for the future of the Sister State arrangement.

It was the first time he had done something like this for a visiting dignitary and it was a matter of much comment amongst the locals.

Since returning to Queensland I have received a very positive letter from Governor Sanford that has further confirmed my views of the future of the relationship.

### **BUSINESS DELEGATION DINNER**

At the same time as the State Dinner, three members of the Business Delegation, Mark Stockwell, Eleanor Davidson and Fiona Kennedy, spoke at a lively and very successful dinner of some 30 South Carolina business leaders hosted by Fred Monk, President of the South Carolina Export Consortium on 'Doing Business in Queensland'.

## **CV OF MARK SANFORD**

Governor

The State of South Carolina

Mark Sanford was elected as South Carolina's 115th governor in 2002 and re-elected in 2006, becoming only the third two-term governor in state history.

His administration has been marked by a focus on improving people's lives. By creating more economic opportunity, by watching out for the taxpayer, by working to reform government structure, by opening up South Carolina's political system, and by bettering quality of life in the state, South Carolina is becoming more competitive in the global economy and other important changes have begun to take place in our state.

Governor Sanford's adopted budget proposals have saved tens of millions of dollars. In 2003, South Carolina was in a US\$1 billion financial hole, but through the governor's push for fiscal responsibility was able to start the 2007 budget process in the black for the first time in 16 years.

Under Governor Sanford's leadership, South Carolina passed comprehensive tort reform and cut the marginal income tax rate - both firsts in state history. At the end of 2006, there were 150,000 more people working than there were when Governor Sanford took office - a 15 year record for employment growth.

The Department of Motor Vehicles was brought into the governor's Cabinet, and reforms there have reduced wait times by 66 percent. The landmark campaign finance reform and commerce disclosure reform bills signed by Governor Sanford have brought much needed sunlight and accountability to state government, and, for the first time ever, campaign disclosure reports are now available online. The governor has held monthly "Open Door After 4" meetings in his office, where anyone from anywhere in the state can come by for a visit.

The state passed the first-of-its-kind charter school legislation to allow more parents more choices in where their children attend school.

Further restructuring of South Carolina's antiquated system of government continues to be one of his top priorities in his efforts to bring accountable and cost-effective government to the state.

Prior to being elected governor in 2002, Governor Sanford lived on the South Carolina coast with his wife, Jenny, and their four sons, Marshall, Landon, Bolton and Blake. Governor Sanford served six years in the US Congress prior to his election as governor, and had no prior political experience before being elected to Congress in 1994.

During his time in Washington, Governor Sanford was a tireless advocate for the taxpayer. For his consistent efforts to lower taxes and limit government growth he was ranked #1 in the entire Congress by Citizens Against Government Waste. He was rated similarly by the National Taxpayers' Union, and Taxpayers for Common Sense inducted him into the Taxpayer Hall of Fame. In his own Congressional office, he backed his voting record with personal action - returning over \$200,000 (almost a third of his total office budget) each year to the taxpayers.

Governor Sanford learned the themes of hard work and frugality with two brothers and a sister on their family farm near Beaufort. He graduated from high school in Beaufort before attending Furman University in Greenville, where he received a B.A. in business. He later received an M.B.A. from the University of Virginia's Darden School of Business and went on to work in real estate finance and investment in New York and Charleston, SC.

(Source: [www.scgovernor.com](http://www.scgovernor.com))

## **CV OF JENNY SANFORD**

First Lady  
The State of South Carolina

First Lady Jenny Sanford was born and raised in Winnetka, Illinois and has a bachelor's degree in finance from Georgetown University. After college, she worked for the investment banking firm Lazard Freres & Co in New York from 1984 through 1990, including serving as vice president in mergers and acquisitions.

The Sanfords then moved from New York to the Charleston area where Mrs Sanford balanced raising a family, managing her husband Mark's political campaigns and being active in the non-profit community. In 1994, Mrs Sanford managed her husband Mark's successful campaign for Congress, the couple's first foray into the political arena. Mrs Sanford also managed his winning gubernatorial campaign in 2002, assisted him daily at the Statehouse during his first term as governor, and co-managed his successful re election in 2006.

At the Governor's Mansion, Mrs Sanford has completely reorganised operations, resulting in significant savings to the taxpayers. With the help of the Mansion Commission and Foundation, Mrs Sanford also oversaw the Lace House interior refurbishment project in 2003 and the home has now been successfully reopened for rental and public use – generating more than \$150,000 in funds to support the historical properties on the Mansion Complex grounds.

Mrs Sanford is passionate about the role that good nutrition and regular physical activity play in helping to prevent cancer and other chronic diseases. In 2005, the First Lady launched the Healthy SC Challenge – a results-based initiative designed to help South Carolinians quit smoking, eat healthier and start exercising.

Mrs Sanford currently serves on the Hollings Cancer Center Advisory Committee at the Medical University of South Carolina (MUSC) as well as the Site Advisory Council for Drayton Hall historical property in Charleston. She has served as a board member on other non-profit organizations including the Coastal Community Foundation and the MUSC Children's Hospital Advisory Fund.

During her husband's second term as governor, Mrs Sanford plans to spend more time in her most important role as mother of their four sons – Marshall, Landon, Bolton and Blake.

(Source: [www.scgovernor.com](http://www.scgovernor.com))

## **INTERVIEW WITH THE BUSINESS EDITOR OF *THE STATE* NEWSPAPER, MR GRANT C JACKSON**

**Date:** Friday 11 May 2007

**Time:** 9:00am – 9:45am

**Venue:** Inn at USC

### **ATTENDEES**

**Mr C Grant Jackson** Business Editor, *The State*

Queensland attendees:

- The Honourable Peter Beattie MP
- Rob Whiddon
- Alex Beavers

### **MEETING OBJECTIVES**

- To promote Queensland and the growing Sister State links with South Carolina.
- To welcome South Carolina's intention to bring a trade mission to Brisbane in October 2007 and participate in Export Week 2007.
- To promote Queensland as an attractive investment location and business partner for South Carolina in the Asia Pacific region.
- To promote Queensland as the Smart State outlining Queensland's unique strengths, creativity and innovation.

A visit to South Carolina is never complete without a detailed interview by the Business Editor of 'The State', South Carolina's leading newspaper.

A comprehensive article on the benefits that have accrued from the Sister State arrangement, and of my latest visit to South Carolina, subsequently appeared in 'The State'.

### **BIOTECHNOLOGY SIGNING**

Prior to the State Dinner with Governor Sanford, I visited the South Carolina Department of Commerce to sign an extension of our Biotechnology Collaboration Agreement with South Carolina.

Secretary of Commerce, Joe Taylor, signed on behalf of South Carolina.

Mr Taylor was very interested in a collaboration on clean coal, which we discussed at some length. I urged him to personally join the South Carolinian delegation to Queensland in October so that we could actively pursue this and other matters.

# **INSPECTION OF USC HISTORICAL AREA WITH PROFESSOR JANETTE TURNER HOSPITAL**

**Date:** Friday 11 May 2007  
**Time:** 10:00am - 10:30am  
**Venue:** University of South Carolina

## **ATTENDEES**

**Professor Janette Turner Hospital** Carolina Distinguished Professor of English,  
University of South Carolina

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party

## **MEETING OBJECTIVES**

- To gain an appreciation of the history and development of the University of South Carolina (USC).
- To seek to identify potential opportunities for Queensland and South Carolina to collaborate in literature and other creative industries.

## **BACKGROUND**

### History of the University of South Carolina

- The Palmetto State (South Carolina) established the South Carolina College on 19 December 1801, as part of an effort to unite South Carolinians in the wake of the American Revolution. South Carolina's leaders saw the new college as a way to promote "the good order and harmony" of the state. The founding of South Carolina's state college was also a part of the southern public college movement spurred by Thomas Jefferson. Within 20 years of one another, Georgia, North Carolina, South Carolina, and Virginia established state-supported colleges.
- In the Antebellum Period (the time leading up to the American Civil War), the Palmetto State generously supported the South Carolina College. The institution featured a cosmopolitan faculty, including such noted scholars as Europeans Francis Lieber and Thomas Cooper, as well as renowned American scholars John and Joseph LeConte. Offering a traditional classical curriculum, South Carolina College became one of the most influential colleges in the South before 1861, earning a reputation as the training ground for South Carolina's antebellum elite.
- The State of South Carolina and the South Carolina College paid dearly during the American Civil War. The institution closed for want of students, and in the ensuing decades it struggled to regain the leading role in the region it had held during the Antebellum Period. State leaders revived the institution in 1866 with ambitious plans for a diverse university, but with a nearly empty state treasury, the institution failed to reach its former status.
- As Reconstruction from the Civil War proceeded in South Carolina, the General

Assembly chose the first African Americans to serve on the University's Board of Trustees in 1868 and in 1873 the first black students enrolled. While politically controversial, this development was an extraordinary opportunity for South Carolinians at a time when opportunities for higher education were rare. The University of South Carolina became the only southern state university to admit and grant degrees to African-American students during the Reconstruction era.

- Following the end of Reconstruction in 1877, South Carolina's conservative leaders closed the University. They reopened it in 1880 as an all-white agricultural college, and over the next 25 years the institution became enmeshed in the political upheaval of late 19th-century South Carolina. Carolina went through several reorganisations in which the curriculum frequently changed and its status shifted from college to university and back again.
- In 1906, the institution was rechartered for the final time as the University of South Carolina. In the early decades of the 20th century, Carolina made strides toward becoming a comprehensive university, and in 1917 became the first state-supported college or university in South Carolina to earn regional accreditation. The 1920s witnessed further progress and growth, with the introduction of new colleges and degree programs, including the doctorate.
- The Great Depression temporarily stalled this progress, but the outbreak of World War II launched an era that transformed the University. Carolina hosted Naval training programs during the war and enrolments more than doubled in the post-war era as veterans took advantage of the Servicemembers' Readjustment Act of 1944, commonly known as the G.I. Bill of Rights, which provided World War II veterans with education and training, loan guaranty for homes, farms or businesses and unemployment pay. In the 1950s, the University began recruiting national-caliber faculty and extended its presence beyond Columbia with the establishment of campuses in communities across South Carolina.
- In 1963, the University of South Carolina became the university of all the people of South Carolina. As the result of a federal court order, on 11 September 1963, Henrie D. Monteith, Robert Anderson, and James Solomon became the first of an increasing number of African-American students to enroll at the University in the 20th century. In the ensuing years, Carolina underwent explosive growth as the "baby boom" generation entered college. Enrolment stood at 5,660 in 1960, but by 1979 had reached nearly 26,000 students on the Columbia campus alone. To meet the needs of these students and South Carolina's changing economy, the University put new emphasis on research and introduced innovative degree programs as well as a number of new schools and colleges. Carolina had become a true research university.

(Source: USC website)

#### USC Horseshoe

- The historic "Horseshoe" on the USC campus is home to the South Carolina Honors College and the most visible link to Carolina's past and tradition.
- The modified quadrangle includes 10 buildings from the early 19th century and is listed on the National Register of Historic Places. An 11th building, McKissick, was built in 1940 on the site of the original President's House dating from 1807.
- The first building, Rutledge, dates to 1805. The other nine buildings took shape in the following 43 years. Over time, the Horseshoe's buildings have survived a fire, an

earthquake, and the upheaval of the Civil War and Reconstruction.

(Source: USC website)

#### Professor Janette Turner Hospital

- On 19 May 2004, you appointed Janette Turner Hospital as an Honorary Ambassador for Queensland in recognition of her commitment and contribution to literature and as one of Australia's most acclaimed and prolific writers.
- Professor Turner Hospital won a Queensland Premier's Literary Award in 2003 for *"Due Preparations for the Plague"*. She lives in South Carolina where she is Carolina Distinguished Professor of English at the University of South Carolina.
- She was born in Melbourne but her family moved to Brisbane when she was seven, and she spent her formative years living in Newmarket, Brisbane. She attended Wilston State School and Mitchelton State High School, where she was Dux in her senior year.
- After studying at the University of Queensland and Kelvin Grove Teachers College, she was posted to teach at Mossman High. There she taught English for a year before being transferred back to the newly-opened Newmarket State High School.
- Professor Turner Hospital began writing after moving to the United States with her husband, Dr Clifford Hospital.
- Professor Turner Hospital's internationally acclaimed novels include *"The Ivory Swing"* (1982), *"Borderline"* (1985), *"Charades"* (1988), *"The Last Magician"* (1992), *"Oyster"* (1996) and *"Due Preparations for the Plague"* (2003). Her work has been translated into twelve languages.
- Professor Turner Hospital has introduced to the University of South Carolina a free literature course for the general public. Entitled "Caught in the Creative Act" it brings in top authors to give readings.
- Harper Collins Publishers will be releasing Professor Turner Hospital's latest book, *Orpheus Lost*, on 1 May 2007. It has been described as both a love story on a grand scale that spans America, Australia and Baghdad, and an examination of what happens to individuals when terrible mistakes are made in the name of 'national security'.
- Professor Turner Hospital will be touring Sydney, Melbourne, Brisbane, Hobart, Albury, Perth and Canberra during May-June 2007.

#### The Creative Industries US Export Project

- The Creative Industries US Export Project will continue in 2007 and include:
  - Photo LA, showcasing the work of 6 contemporary Queensland photographers;
  - Queensland Writers Showcase New York featuring around 10 Queensland authors;
  - Musexpo 2007 with three Queensland bands attending; and
  - continued work with Queensland creative industries businesses selling into the US.
- Outcomes in the US to date include:
  - A\$1.4 million in commercial deals for Queensland creative industries businesses;

- five licensing and touring deals for Queensland bands attending Musexpo under this project in 2005 and 2006;
- six licensing, publication and representation deals for Queensland authors through the Queensland Writers Showcase series; and
- one film deal for a Queensland book – the film 48 Shades made in Queensland and released in Australia in August 2006.

## PROFESSOR JANETTE TURNER HOSPITAL

Born in 1942, Janette Turner Hospital grew up on the steamy sub-tropical coast of Australia in the north-eastern state of Queensland. She began her teaching career in remote Queensland high schools, but since her graduate studies she has taught in universities in Australia, Canada, England, France and the United States.

Her first published short story appeared in the *Atlantic Monthly* (USA) where it won an 'Atlantic First' citation in 1978. Her first novel, *The Ivory Swing* (set in the village in South India where she lived in 1977) won Canada's \$50,000 Seal Award in 1982. She lived for many years in Canada and in 1986 she was listed by the *Toronto Globe & Mail* as one of Canada's 'Ten Best Young Fiction Writers'. Since then she has won a number of prizes for her seven novels and three short story collections and her work has been published in 12 languages. Three of her short stories appeared in Britain's annual *Best Short Stories in English* in their year of publication and one of these, 'Unperformed Experiments Have No Results', was selected for *The Best of the Best*, an anthology of the decade in 1995.

*The Last Magician*, her fifth novel, was listed by *Publishers' Weekly* as one of the 12 best novels published in 1992 in the USA and was a *New York Times* 'Notable Book of the Year'. *Oyster*, her sixth novel, was a finalist for Australia's Miles Franklin Prize Award and for Canada's Trillium Award, and in England it was listed in 'Best Books of the Year' by *The Observer*, which noted "Oyster is a tour de force... Turner Hospital is one of the best female novelists writing in English." In the USA, *Oyster* was a *New York Times* 'Notable Book of the Year'.

*Due Preparations for the Plague* won the Queensland Premier's Literary Award in 2003, the Davitt Award from Sisters in Crime for "best crime novel of the year by an Australian woman", and was shortlisted for the Christina Stead Award. In 2003, Turner Hospital received the Patrick White Award, as well as a Doctor of Letters *honoris causa* from the University of Queensland.

She holds an endowed chair as Carolina Distinguished Professor of English at the University of South Carolina and in 2003 received the Russell Research Award for Humanities and Social Sciences, conferred by the university for the most significant faculty contribution (research, publication, teaching and service) in a given year.

(Source: [www.janetteturnerhospital.com](http://www.janetteturnerhospital.com))

## TOUR OF INNOVISTA SITE

**Date:** Friday 11 May 2007  
**Time:** 10:30am - 11:00am  
**Venue:** University of South Carolina

### ATTENDEES

<b>Dr Harris Pastides</b>	Vice President for Research and Health Sciences
<b>John B Parks</b>	Associate Vice President for Economic Development, University of South Carolina

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party
- Business delegates

### MEETING OBJECTIVE

- To inspect and receive a briefing on the Innovista research campus which is currently being developed by the University of South Carolina (USC).
- Seek a briefing on the Innovista concept including: the co-location of public and private research facilities; benefits to private companies locating on the campus; and the mixture of work, education, recreational and residential factors.
- Discuss the opportunities and benefits that Innovista offers for Queensland high technology firms seeking to establish a presence in the United States of America.

### BACKGROUND

- USC is developing a new research campus in Columbia, South Carolina, near the current campus.
- USC's research initiatives (in areas including nanoscience and technology, biomedical, future fuels, and the environment) will be focused in this unique new intellectual ecosystem known as Innovista. This Innovation District will foster science and creative research and also promote fitness, health, and environmental initiatives. By creating space for residences, retail, restaurants, and recreation that will complement the research, Innovista will be a place to live, work, learn, and play.
- Innovista will also include a world-class waterfront park along the Congaree River, a few blocks west of campus. The plans, announced in April 2006, also call for a grassy amphitheater, walkways to connect with the existing Three Rivers Greenways, and a sculpture garden.
- The newly completed Arnold School of Public Health building and the forthcoming Horizon and Discovery Plaza blocks will anchor Innovista's three key research sites. The district will mix University and private research buildings, parking garages and commercial and residential units around a public plaza called Foundation Square, at Lincoln and Greene streets.
- The build-out associated with Innovista is estimated to be 743,000 square metres, including residential, retail and office space. Innovista is projected to create 8,700 jobs,

and its construction will boost the economy by A\$1.65 billion.

- You met with Dr Pastides when he led the University of South Carolina delegation to Queensland in February 2007. That delegation included: Dr Michael Amiridis, Dean, College of Engineering and Information Technology; Dr Tony Boccanfuso, Director, Research and Economic Development; and Mr Fred Monk, President of The Export Consortium in South Carolina.
- The delegation explored links with Queensland research institutes in areas such as neuroscience, regenerative medicine, minority health disparities, biotechnology, nanotechnology and hydrogen fuel cells.

## **DR HARRIS PASTIDES, PHD, MPH**

Dr Harris Pastides is the Vice President for Research and Health Sciences at the University of South Carolina and Executive Director of the USC Research Foundation. A native of New York City, he earned his B.S. in Biological Sciences from the University at Albany in 1975. He received his Masters of Public Health (in 1977) and his PhD in Epidemiology (in 1980) from Yale University.

As Vice President for Research and Health Sciences, Dr Pastides helps build the university's research base by organising the infrastructure necessary to enhance faculty scholarship and increase external grant support across all disciplines. This includes supporting for individual faculty members' research endeavours activities through the Office of Sponsored Awards Management (SAM) and the Intellectual Property Office.

The Vice President for Research and Health Sciences is also charged with encouraging interdisciplinary research, and facilitating successful USC relationships with federal and state agencies, foundations, and corporations. Additionally, Dr Pastides has responsibility for attracting support for the development of the University's new research campus and increasing USC's participation in the economic development of South Carolina through resources such as USC businessLINK and the USC Columbia Technology Incubator and by establishing public and private partnerships throughout the state.

Prior to assuming his current responsibilities Dr Pastides served as Dean of the University's Arnold School of Public Health and professor with tenure in its Department of Epidemiology and Biostatistics from 1998-2003.

Before joining the USC faculty, he served as a Professor of Epidemiology and Chairman of the Department of Biostatistics and Epidemiology at the University of Massachusetts Amherst. From 1987 to 1988, he was a Senior Fulbright Research Fellow at the University of Athens, Greece, where he conducted research on dietary risk factors for gallbladder disease in women. In 1994 and 1995, he served as consultant and advisor to the World Health Organisation in Geneva, where he developed programs in global environmental health, mainly for developing nations.

Dr Pastides' research has been supported by agencies such as the Centers for Disease Control, the W.K. Kellogg Foundation, the U.S. Department of Energy and the National Institutes of Health. He has received awards and honours from The National Cancer Institute and the American College of Epidemiology, and has published in journals such as *The American Journal of Preventative Medicine*, *The American Journal of Sports Medicine and Epidemiology*. His *Foundations of Cancer Epidemiology* (written with Philip Nasca) is a popular course textbook in revisions for a second edition.

## MEMORANDUM OF UNDERSTANDING SIGNINGS

**Date:** Friday 11 May 2007  
**Time:** 11:00am - 11:30am  
**Venue:** University of South Carolina

### ATTENDEES

<b>Dr Andrew A. Sorensen</b>	President, University of South Carolina
<b>Dr Harris Pastides</b>	Vice President for Research and Health Sciences
<b>Prof Paul Greenfield</b>	Senior Deputy Vice-Chancellor University of Queensland
<b>Professor Matt Sanders</b>	University of Queensland

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party
- Business Delegates

### MEETING OBJECTIVES

- To observe the signing of three Memoranda of Understanding between the University of South Carolina (USC) and Queensland research and technology organisations, including:
  - Australian Institute for Commercialisation (AIC); and
  - University of Queensland (UQ).

### BACKGROUND

- As a result of the visit to Queensland by a USC delegation in February 2007, a range of collaborations are being developed with Queensland research and technology organisations. These are outlined below.
1. Australian Institute for Commercialisation
    - The Australian Institute for Commercialisation (AIC) is a leading service organisation helping innovators achieve commercial success. Around Australia, the AIC helps business, research organisations and governments convert their ideas into successful outcomes.
    - The AIC addresses market gaps and accelerates the commercialisation of know how and technology that its clients have created. By providing advice, solutions and tools, and by helping people improve their commercialisation skills, the AIC fast-tracks the commercialisation of Australian innovation.

- The AIC's consultancy services include:
  - technology transfer facilitation and brokerage of intellectual property (IP);
  - commercialisation project management services;
  - strategic IP management advice;
  - market research and opportunity analysis; and
  - professional development programs to increase commercialisation skills and successes.
- With the AIC's assistance, its clients are able to better develop their ideas and capitalise on opportunities that create high value jobs, exports and economic growth.
- Established in 2002, the AIC enjoys the support of federal and state government agencies, research organisations, small business, industry and service providers to deliver national programs to drive commercialisation success. The Queensland Department of State Development provides seed funding to the AIC as well as project-specific funding.
- In order to facilitate their respective technology transfer and commercialisation efforts, the AIC and the University of South Carolina Research Foundation (USCRF) are formalising an agreement to engage in cooperative commercialisation activities for the mutual benefit of both institutions.
- Under the agreement, the USCRF will assist the AIC's clients to identify US based organisations interested and able to assist with further technology development, commercialisation or internal adoption. The AIC will provide a reciprocal service for the USCRF. USCRF and AIC will also make a modest amount of space available for companies wishing to establish a landing party presence in the partner's home country and also provide business development services to support the growth of these companies.

## 2. The Hydrogen Economy

- The development of a hydrogen economy is one of several opportunities (such as clean coal technologies and biofuels) that would enable Queensland to improve carbon efficiencies as part of its response to climate change. The Department of State Development is exploring opportunities in this regard.
- UQ is leading the recently formed National Hydrogen Materials Alliance, funded under the CSIRO with A\$10 million over three years. Griffith University and the Queensland University of Technology are also participants.
- The 2008 World Hydrogen Energy Conference (WHEC), hosted by Australia for the first time, will be held in Brisbane and attract global hydrogen expertise, global energy suppliers, technology developers and policy makers.
- USC has significant expertise in hydrogen fuel cells; hosts the National Science Foundation Industry University Collaborative Research Center on Fuel Cells; and has a leadership role in the South Carolina Hydrogen and Fuel Cell Alliance.
- UQ and USC are proposing to collaborate in research, faculty and student exchanges and business development as well as mutually support the WHEC conference in Brisbane from 15-19 June 2008 and a major hydrogen conference being held in Columbia, South Carolina, in 2009. UQ and USC would also promote the involvement of other universities, research institutions and hydrogen economy stakeholders in their respective states to further advance activities under this agreement. This was a very

significant event in my visit to South Carolina.

3. PPP – Triple P Program in Positive Parenting now extended into 20 Counties in South Carolina.

Professor Matt Sanders of the University of Queensland has had huge success in developing this innovative and very important program.

Triple P is a unique, multilevel family intervention program for the prevention and treatment of behavioural and emotional problems in preadolescent children.

The aims of Triple P are:

- To promote the independence and health of families by enhancing parents' knowledge skills and confidence.
- To promote the development of non-violent, protective and nurturing environments for children
- To promote the development, growth, health and social competencies of young children.
- To reduce the incidence of child abuse, mental illness, behavioural problems, delinquency and homelessness.
- To enhance the competence, resourcefulness and self-sufficiency of parents in raising their preadolescent children.

## **CV OF DR ANDREW A. SORENSEN**

President

The University of South Carolina

In May 2002, Andrew A. Sorensen was named the 27th president of the University of South Carolina (USC) after serving as president of the University of Alabama, provost and vice president for academic affairs at the University of Florida, executive director of the AIDS Institute at the Johns Hopkins Medical Institutions, and director of the School of Public Health at the University of Massachusetts at Amherst. He has also served as a visiting faculty member at the Harvard University School of Medicine and the University of Cambridge School of Medicine.

Author or editor of seven books and more than 100 articles, Dr Sorensen is professor of epidemiology and biostatistics at USC's Arnold School of Public Health. He holds a bachelor's degree in ethics and master's and doctoral degrees in medical sociology from Yale University. He also earned a B.A. in history from the University of Illinois and a master of public health degree from the University of Michigan.

Dr Sorensen's awards include the University of Florida Student Government Association's Award for Outstanding Contributions to Student Government, Yale University Divinity School's Alumni Association Award for Distinguished Community Service, the Southern Christian Leadership Conference Alabama Chapter's Legacy of the Dreamer Award, and the Greater Columbia Chamber of Commerce Ambassador of the Year Award.

He is secretary-treasurer and past president of the Southern University Conference, past chair of the Southern Universities Research Association Council of Presidents, a trustee of the Universities Research Association, and president of the Southeastern Conference. He served on the Bush transition team Educational Advisory Committee (2000-01), Department of Health and Human Services Secretary's Council on Public Health Preparedness Bioterrorism (2002-05), and now serves on the National Board of Public Health Examiners and the National Institutes of Health National Science Advisory Board on Biosecurity.

He is a native of Pittsburgh. He and his wife, Donna, have two sons, Aaron and Benjamin. Dr Sorensen enjoys sailing, skiing, bicycling, and reading stories to his grandson, Art.

(Source: USC website)

# UNIVERSITY OF SOUTH CAROLINA COMMENCEMENT CEREMONY

**Date:** Friday 11 May 2007

**Time:** 2:00pm – 5:00pm

**Venue:** Colonial Center, University of South Carolina

## ATTENDEES

**Dr Andrew A. Sorensen** President, University of South Carolina

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party

## MEETING OBJECTIVES

- To present the commencement (graduation) speech to students of the University of South Carolina (USC).
- To receive an Honourary Doctorate in Laws, LL. D. from USC.

## BACKGROUND

- There are multiple commencement ceremonies occurring at the University of South Carolina on 11 and 12 May 2007.
- This particular ceremony was for approximately 1300 students being awarded Baccalaureate, Master's and Professional degrees from:
  - The Darla Moore School of Business;
  - College of Engineering and Information Technology;
  - College of Mass Communications and Information Studies;
  - College of Nursing;
  - College of Pharmacy;
  - The Norman J. Arnold School of Public Health; and
  - College of Social Work.
- The Commencement Speech was heard by several thousand people inside USC's athletics and convocation arena, the Colonial Center, as well as by many people who will be watching on closed circuit television.

Also receiving an Honourary Degree at the Commencement Ceremony was Mr Weston Adams, a noted attorney, diplomat and South Carolinian.

I see the Honorary Doctorate very much as a tribute to the years of achievement in our relationship with South Carolina, and the growing relationship between the University of South Carolina and Queensland Universities, especially the University of Queensland.

# **ORDER OF EXERCISES**

***May 11, 2007***

## **PRESIDING**

Dr. Andrew A. Sorensen  
*President*

## **PRELUDE**

The University of South Carolina Symphonic Band

## **PROCESSIONS**

The University Mace  
The University Faculties  
The University Officials and Guests  
The University Deans  
The Board of Trustees and Distinguished Guests  
The President

## **NATIONAL ANTHEM**

Mr. Daniel Alan Gainey  
*Baccalaureate Degree Candidate, School of Music*

## **INVOCATION**

The Reverend Timothy M. Lijewski  
*Roman Catholic Chaplain of the University*

## **OPENING REMARKS**

The President

## **CONFERRING OF HONORARY DEGREES**

The President

Dr. Mark P. Becker  
*Executive Vice President for Academic Affairs and Provost*

Mr. Thomas L. Stepp  
*Secretary of the Board of Trustees*

**HONORARY DEGREE RECIPIENTS**

Weston Adams  
*Noted Attorney, Diplomat, and South Carolinian*

Peter Douglas Beattie  
*Consummate Political Leader, Government Official, and Educational Advocate*

**COMMENCEMENT ADDRESS**

Dr. Beattie

**PRESENTATION OF CANDIDATES FOR DEGREES**

The Provost

**CONFERRING OF DEGREES IN COURSE**

The President

**BENEDICTION**

Father Lijewski

**ALMA MATER**

Mr. Johnathan Edward Mears  
*Baccalaureate Degree Candidate, School of Music*

**RECESSIONAL**

The University of South Carolina Symphonic Band

(Source: University of South Carolina)

## CITATION FOR THE HONORARY DEGREE OF DOCTOR OF LAWS

### PETER DOUGLAS BEATTIE

Peter Douglas Beattie, the 36th premier of the Australian state of Queensland, was born November 18, 1952, in Sydney, the youngest of seven children born to Edna and Arthur Beattie. Following the death of his mother when he was 7, Mr. Beattie was raised by his grandmother in Atherton in far north Queensland. He attended the Atherton State Primary School, and it was during this period of his childhood that he was encouraged to "give things a go" and try new pursuits with enthusiasm and a positive attitude, an ethos that would later become a keynote of his political career and philosophy.

Mr. Beattie excelled in school while participating in sports and theatrical productions before moving to Brisbane in 1971 where he won a scholarship to study arts and law at the University of Queensland. Until 1974, he lived at St. John's College at the university's St. Lucia campus where he became president of the college's student club. He supported himself by driving a taxi and working in a canning factory before graduating with a bachelor of arts degree in 1974, the same year he joined the Australian Labor Party. He received his bachelor of laws degree in 1976. He also earned a master of arts degree from Queensland University of Technology before becoming a solicitor of the Supreme Court of Queensland.

Following his affiliation with the Australian Labor Party, Mr. Beattie played a major role with the late Denis Murphy in reforming the party's Queensland branch before being elected state secretary in 1981. In 1989 he was elected to Parliament, representing Brisbane Central. In July 1995 he was named health minister and became opposition leader a year later. He has been Queensland's premier since June 26, 1998, and until taking on the role of treasurer in 2006, also had ministerial responsibility for trade and multicultural affairs.

Since becoming premier, his key strategy has been to turn Queensland into Australia's "Smart State" by refocusing the education system, training the workforce, encouraging research and development, and creating thousands of long-term, new-age jobs in high-tech industries such as biotechnology, information technology, and aviation. As part of his development efforts, he invited a delegation from South Carolina to visit Queensland to explore future relationships. In 1999 he visited South Carolina to sign a Sister State agreement. Subsequently, several memorandums of understanding were developed in tourism, education, and economic development, including a relationship with the University of South Carolina's College of Hospitality, Retail, and Sport Management. Mr. Beattie also announced a gift from Queensland, known as Australia's Sunshine State, of two Koala bears to Riverbanks Zoo in Columbia.

Mr. Beattie is the author of three books, the autobiographical *In The Arena* (1990); a thriller, *The Year of the Dangerous Ones* (1994); and with Angelo Loukakis, *Making A Difference: Life, Leadership, and Politics* (2005), an autobiography in which he describes his upbringing, political life, and views on key issues.

Mr. Beattie is a former member of the Governing Council of Queensland University of Technology. He is president of the Australia Day Council; vice president of the English Speaking Union (Queensland Branch) and the Burleigh Heads/Mowbray Park Surf Lifesaving Club; and a member of the Tattersall's Club, Greek Club, Lions Club of the Queensland Parliament, the Australian Workers Heritage Centre, Windsor and Districts Historical Society, Grange Bowls Club, Society of St. Andrews of Scotland (Queensland), the New Farm Neighborhood Centre, the Thirty Club, and a patron, vice patron, or honorary

member of many other associations, organizations, and clubs.

Mr. Beattie is married to Heather Scott-Halliday Beattie, an acclaimed nursing educator who has a doctorate in education and clinical experience in pediatric critical care and infectious diseases. They have three children: Larissa, Denis, and Matthew, and live in Wilston, a suburb of Brisbane.

For his considerable leadership and commitment to representative government; for his dedication to public service; and for his efforts on behalf of the betterment of society in Australia and South Carolina, including his service as the premier of Queensland, Australia; the University of South Carolina, with the approval of the Board of Trustees, now presents Peter Douglas Beattie for the honorary degree of Doctor of Laws.

{Source: University of South Carolina}

**CITATION FOR THE HONORARY DEGREE OF**  
**DOCTOR OF LAWS**

**WESTON ADAMS**

Weston Adams, a distinguished attorney who served as Ambassador of the United States of America to the Republic of Malawi from 1984 to 1986, was born September 16, 1938, in Columbia, South Carolina, to Robert Adams IV and Helen Hayes Calhoun Adams. He received an A.B. degree in history from the University of South Carolina in 1960 and an LL.B. degree from the University of South Carolina School of Law in 1962.

Mr. Adams is a member of the South Carolina Bar Association and the Richland County Bar Association. He was an associate counsel for the Select Committee on Crime in the United States House of Representatives from 1970 to 1971 and was chairman of the Committee on Ethics and Grievances of the Richland County Bar Association from 1979 to 1981. He served on the Ethics Sub-Committee of the Professional Responsibility Committee of the South Carolina Bar Association from 1980 to 1982 and was included in the Martindale-Hubbell Bar Register of Preeminent Lawyers.

From 1963 to 1966, Mr. Adams was an assistant staff judge advocate (Captain on active duty) in the United States Air Force. He remained on reserve duty from 1966 to 1973 and was promoted to the rank of major. He has been on the Advisory Committee to the South Carolina State Guard since February 2000. He was promoted to colonel in June 2003, brigadier general in January 2005, and major general in May 2006. As a major general, Military Department, the State of South Carolina, he was a command advisor to the adjutant general.

Mr. Adams was a member of the South Carolina House of Representatives from 1972 to 1974 and served on the Judiciary Committee. He was a presidential elector of the United States Electoral College in 1980 and was a member of the United States Presidential Delegation to the Inauguration of the President of the Dominican Republic in 1982 and a member of the United States National Commission to the United Nations Education, Scientific, and Cultural Organization (UNESCO) from 1982 to 1984.

In addition to his military and public service, Mr. Adams was the executive producer and producer of the award-winning motion picture *Strike the Tent*, a Civil War drama, which was named Best Picture in four film festivals. He is the author of *Art as Evidence in the Betsy Ross Story*. He was a principal speaker on Flag Day at the Betsy Ross House in Philadelphia, Pennsylvania, on June 14, 1987. He has been a member of the Advisory Board (The Wilson Council) of the Woodrow Wilson International Center for Scholars of the Smithsonian Institution.

Mr. Adams is a Knight of Grace in the Order of St. John, approved by Her Majesty Queen Elizabeth II on July 17, 2006. He received the Order of the Palmetto, granted by the governor of South Carolina, in 1978. He was awarded the Knight Grand Cross, the Order of Saint Michael of the Wing (Portugal-Braganza) in 2004; and the Knight Grand Cross, the Imperial Order of the Holy Trinity with Grand Collar (Imperial Ethiopia) in 2005. He is listed in *Who's Who in America* (1985–present).

Mr. Adams is affiliated with the Council of American Ambassadors, the Society of the Cincinnati in the State of South Carolina, St. Andrews Society (Scottish Descendants) of the City of Columbia, the Welcome Society of Pennsylvania (Descendants of Passengers in the

William Penn Fleet, 1682), the Jamestowne Society (descendants of Jamestowne, Virginia Settlers, 1607–1657), the Society of First Families of South Carolina (1670–1700), and the Order of First Families of North Carolina (prior to 1729). He is a member of St. John's Episcopal Church in Congaree, South Carolina.

Mr. Adams is married to the former Elizabeth Nicholson Nelson of Columbia. They have four sons, Robert Adams VI, Weston Adams III, Daniel Wallace Adams-Riley, and Julian Calhoun Adams II.

For his considerable service to the State of South Carolina as a member of the South Carolina House of Representatives and for his work with the South Carolina Military Department; for his service as a presidential elector and other acts of high citizenship of the United States of America; and for his distinguished global service as United States Ambassador to the Republic of Malawi and his work with the United Nations; the University of South Carolina, with the approval of the Board of Trustees, now presents Weston Adams for the honorary degree of Doctor of Laws.

(Source: University of South Carolina)

# UNIVERSITY OF SOUTH CAROLINA COMMENCEMENT DINNER

**Date:** Friday 11 May 2007  
**Time:** 7:00pm – 9:00pm  
**Venue:** National Advocacy Center

## ATTENDEES

<b>Dr Andrew A. Sorensen</b>	President, University of South Carolina
<b>Mr Weston Adams</b>	Attorney and former Diplomat
<b>Mr Walter S. Isaacson</b>	President and CEO of Aspen Institute
<b>Dr March Edings Seabrook</b>	Consultant in Gastroenterology
<b>Mr Michael Traynor</b>	Senior Counsel, Cooley Godward Kronish

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party

## MEETING OBJECTIVES

- To acknowledge the commitment of the University of South Carolina (USC) in expanding collaborative links with Queensland and support for the Sister State relationship.
- To reinforce the Queensland Government's interest in facilitating the development of further collaborations in areas of mutual interest.
- To thank President Sorensen and the Board of Trustees for presenting me with the Honourary Doctorate of Laws, LL. D.

## BACKGROUND

### Dinner

The dinner hosted by President Andrew Sorensen honoured all commencement speakers and honorary degree recipients.

Recipients of Honourary Doctorates this year are:

- Mr Weston Adams, noted attorney and former diplomat;
- Mr Walter S. Isaacson, President and CEO of Aspen Institute, and former Chairman and CEO of CNN and former Managing Editor of Time Magazine; and
- Mr Michael Traynor, Senior Counsel with the San Francisco based law firm Cooley Godward Kronish.

### The University of South Carolina

- For two centuries, the University of South Carolina's scholarship, research, and outreach efforts have contributed to the greater good of society. With 40,000 students on eight

campuses, more than 350 degree programs and 240,000 alumni, the University is improving the lives of individuals in South Carolina and around the world.

Achievements include:

- Highest research designation awarded by the Carnegie Foundation.
- International business program ranked best in the nation in *U.S. News & World Report Best Colleges 2006* rankings.
- The School of Hotel, Restaurant, and Tourism Management is ranked in the Top 10 nationally.
- The South Carolina Honors College has been lauded as one of the best in the nation.
- The Arnold School of Public Health's graduate program in kinesiology and exercise science has been ranked No. 1 nationally.
- University programs ranked in the Top 10 nationally include the School of Public Health's PhD programs in exercise science and health education (according to *U.S. News & World Report's 2006* rankings). University programs in marine biology and biological oceanography, physical oceanography and clinical psychology were ranked in the Top 10 in the most recent Faculty Scholarly Productivity Index.
- The University of South Carolina was featured as one of the "up and coming universities" nationally for rising academic quality in a November 2006 article in *The Wall Street Journal*.
- The academic profile of the 2006 entering class was the strongest ever in the University's history.
- USC students have won more than 313 national scholarship and fellowship awards since 1994, earning more than US\$9 million for advanced study. Included are: Marshall, Rhodes, Truman, National Science Foundation, Fulbright, Goldwater, Madison, Cooke, and Javits Scholars, among others.
- Highest percentage of African-American student enrollment of any state flagship university in the nation, according to the *Journal of Blacks in Higher Education*.
- South Carolina has the nation's first National Science Foundation Industry/University Cooperative for Fuel Cells and is also home to the Center for Hydrogen Fuel Cells, one of the University's nine research centers for economic excellence. To date the Centre for Hydrogen Fuel Cells has received US\$16 million in funds.
- The Centenary Plan, directed by the Research and Health Sciences division, is recruiting 100 new research faculty members to the University over three years. These faculty members will be innovators who shape USC's research initiatives and will deliver a multimillion dollar economic impact by creating jobs and attracting private businesses.

#### USC links with Queensland

- Existing links include:
  - the post graduate business student exchange program between USC's Moore

School of Business and the Queensland University of Technology;

- USC's participation in the Queensland – South Carolina Student Exchange Program in Tourism and Hospitality - a Griffith University student has been studying at the University of South Carolina in the first semester 2007;
  - Janette Turner Hospital who is a Carolina Distinguished Professor of English and Distinguished Writer-in-Residence at USC, an Honourary Ambassador for Queensland and won a Queensland Premier's Literary Award in 2003 for her book, *Due Preparations for the Plague*; and
  - a collaboration between psychologists from USC (Dr Ron Prinz) and the University of Queensland (Dr Matt Sanders) on a project that will help improve parenting skills in the general population.
- You met with Dr Harris Pastides when he led the USC delegation to Queensland in February 2007. That delegation included Dr Michael Amiridis, Dean, College of Engineering and Information Technology and Dr Tony Boccanfuso, Director, Research and Economic Development.
  - The delegation explored links with Queensland research institutes in areas such as neuroscience, regenerative medicine, minority health disparities, biotechnology, nanotechnology and hydrogen fuel cells.
  - As a result of the delegations visit this year, a range of collaborations are being developed including:
    - an agreement with the Australian Institute for Commercialisation to provide reciprocal services to clients that will afford them a greater opportunity to commercialise their innovations in the US and Australia respectively;
    - an agreement with UQ to promote research and other collaborations in relation to hydrogen fuel cells and involve other stakeholders in each State; and
    - an agreement with UQ to expand existing collaborations around evidence-based parenting and family support programs.
  - It is expected that a number of these will be ready for signing during the current mission.

**NOTE:**

I particularly gave public thanks to President Sorensen for inviting three great friends of Queensland – John Durst, Mike Le Fever and Fred Monk – to the dinner.

**CITATION FOR THE HONORARY DEGREE OF  
DOCTOR OF HUMANITIES**

**WALTER SEFF ISAACSON**

Walter Seff Isaacson, president and chief executive officer of the Aspen Institute and a preeminent journalist, author, and scholar, was born May 20, 1952, in New Orleans, Louisiana, the son of Irwin Isaacson Jr., an engineer, and Betsy Seff Isaacson, a real estate agent. He grew up in New Orleans where he developed a childhood interest in books from conversations with a friend's uncle, author Walker Percy, winner of the National Book Award for his novel, *The Moviegoer*. After graduating from New Orleans' Isidore Newman School and briefly attending Deep Springs College, Isaacson received his bachelor of arts degree in history and literature from Harvard University in 1974. He then attended Pembroke College of Oxford University in England where he was a Rhodes Scholar and received a master's of arts degree in philosophy, politics, and economics in 1976.

During college summers, Mr Isaacson wrote for the New Orleans *Times-Picayune/States-Item*. In 1976 he joined the Sunday *Times* of London as an intern to then editor Harold Evans. He continued to work at the *Times* while he was a student at Oxford, covering stories in Morocco, Scotland, and Rhodesia. In 1977 he returned to New Orleans and the *Times-Picayune/States-Item* as a reporter before joining *Time* magazine in 1978 as a national affairs writer in New York, then as a political correspondent in Washington. Later with *Time* he served as an associate editor, senior editor, assistant managing editor, new media division editor for Time Inc., managing editor of *Time* magazine, and editorial director of Time Inc.

In July 2001 Mr Isaacson was named chairman and CEO of the CNN News Group, a company of AOL Time Warner. In that capacity, he oversaw the numerous networks and services of CNN, including CNN US, CNN Headline News, CNN International, CNNfn, CNN en Español, CNN.com, CNN Airport Network, CNN Radio, and CNN Newsource.

In 2003 Mr Isaacson became the tenth president and chief executive officer of the Aspen Institute, a 57-year-old organization that seeks answers to society's most vexing problems through informed dialogue and inquiry. The institute, which maintains headquarters in Washington, D.C., has offices in New York City and campuses in Aspen, Colorado, and on the Wye River on Maryland's eastern shore. It operates internationally through a network of partners in Berlin, Rome, Lyon, Tokyo, and New Delhi, and offers leadership programs in Africa and Central America. Through its seminars for executives and young leaders, and policy programs in fields ranging from the environment to the media and national security, the institute fosters enlightened, morally responsible leadership to address the foremost challenges of the new century.

Mr Isaacson is the author or co-author of five books, including *Benjamin Franklin: An American Life* (2003); *Kissinger: A Biography* (1992); *The Wise Men: Six Friends and the World They Made* (with Evan Thomas, 1986), which focuses on American statesmen and the Cold War; and *Pro and Con* (1983), which addresses both sides of several newsworthy topics such as reproductive rights and term limits for politicians. In April he published a biography of Albert Einstein, *Einstein: His Life and Universe*. Also this year, he resumed his association with *Time* as a columnist on international affairs.

Mr Isaacson is a member of the Council on Foreign Relations, the Century Association, and the Metropolitan Club of Washington. He is the recipient of the Mary Hemingway Award from the Overseas Press Club of America (1979); an Overseas Press Club Award for foreign news interpretation (1982); and the Harry Truman Book Prize (1987) for *The Wise Men*. Mr Isaacson serves on the Board of Directors of United Airlines, Tulane University, the *Reader's Digest* Association, the National Constitution Center, and is a member and former chair of the National Advisory Council of the Shakespeare Theater Company. He is co-chairman of the board of Teach for America, the national teacher corps of recent college graduates who commit to teach in under-resourced public schools. After Hurricane Katrina, he was appointed vice-chairman of the Louisiana Recovery Authority.

Mr Isaacson is married to Cathy Wright. They have a daughter, Elizabeth Carter, and live in Washington, D.C., and Aspen, Colorado.

For his considerable leadership and commitment to journalism, public affairs, and public service; for his dedication to education and enlightened scholarship; for his personal commitment to restore his native state of Louisiana following the Hurricane Katrina disaster; and for his service on behalf of an engaged world citizenry, including his role as a facilitator in international education, understanding, and leadership; the University of South Carolina, with the approval of the Board of Trustees, now presents Walter Seff Isaacson for the honorary degree of Doctor of Humanities.

(Source: University of South Carolina)

**CITATION FOR THE HONORARY DEGREE OF  
DOCTOR OF LAWS**

**MICHAEL TRAYNOR**

Michael Traynor, president of The American Law Institute and senior counsel with the San Francisco-based law firm of Cooley Godward Kronish, was born October 25, 1934, in Oakland, California. He earned a bachelor's degree in economics from the University of California at Berkeley in 1955 and a law degree from Harvard Law School in 1960.

Mr Traynor was deputy attorney general of California from 1961 to 1963, engaging in public law practice and litigation, and was special counsel to the California State Senate Committee on Local Government during the 1963 session. Since then, Mr Traynor has been associated with Cooley Godward Kronish and has served as a partner for the past 35 years. He has represented cases at the trial and appellate levels, involving appearances before state and federal courts, including the Supreme Court of the United States.

Mr Traynor currently is a fellow of the American Academy of Arts and Sciences, a member of the California Academy of Appellate Lawyers, the Bar Association of San Francisco, and member of the House of Delegates of the American Bar Association.

In 2004 Mr Traynor received the Outstanding Lawyer Award from the United States Court of Appeals for the Ninth Circuit. The award recognizes those who have "demonstrated outstanding character and integrity; dedication to the rule of law; proficiency as a trial and appellate lawyer; success in promoting collegiality among members of the bench and bar; and a lifetime of service to the federal courts of the Ninth Circuit."

In 1995 the American Association for the Advancement of Science named Mr Traynor a fellow "for research and publication on issues at the intersection of science and law in biotechnology, the environment, and information technology."

He is listed in the current editions of *The Best Lawyers in America*, *Who's Who in America*, and *Who's Who in American Law*.

Mr Traynor and his wife, Shirley Williams Traynor, have three children and four grandchildren.

For his dedication to the ideals of a robust and fair system of jurisprudence; for a career widely recognized for integrity and professionalism; and for his commitment to elucidating the role of law in important issues that affect all Americans; the University of South Carolina, with the approval of the Board of Trustees, now presents Michael Traynor for the honorary degree of Doctor of Laws.

(Source: University of South Carolina)

## **CV OF DR MARCH EDINGS SEABROOK**

### **Commencement Speaker**

Dr March Edings Seabrook grew up in Anderson, South Carolina, attended Wofford College, and is quick to admit that he was the last student admitted to the USC School of Medicine Class of 1986. He completed his formal training in internal medicine and gastroenterology in Columbia. He married Anne Richardson in his third year of medical school, and they have three children: Nelson (20), Richard (17), and Elizabeth (14).

Dr Seabrook became active in the South Carolina Medical Association during his residency and has been chairman of the Risk Management Committee and of the SCMA Foundation. He has served on the Board of Trustees and was the first representative from the Young Physicians Section.

After his fellowship, he joined Consultants in Gastroenterology in 1991. He and his six partners have developed one of the largest gastroenterology practices in the state with two freestanding endoscopy centers and several office locations in the Midlands. Dr Seabrook has served on various hospital committees and was the Chief of Staff at Lexington Medical Center from 2001-2003. He founded and was the first president of the South Carolina Gastroenterology Association and is now a governor to the American College of Gastroenterology from South Carolina.

Because of his interest in colorectal cancer screening and prevention, Dr Seabrook has achieved an affectionate and irreverent, but colorful, sobriquet by which he is widely known. He has patented a birthday card that reminds patients when they are due for screening.

In addition to his family and profession, Dr Seabrook enjoys running, tennis, and travel, and is an active leader of the Boy Scouts.

(Source: University of South Carolina)

## **TOUR OF THE GETTY CENTER AND QUEENSLAND RECEPTION HOSTED BY THE DIRECTOR, DR MICHAEL BRAND**

**Date:** Saturday 12 May 2007  
**Time:** 5:00pm – 6:00pm: Tour of the Getty Center  
6:00pm – 7:30pm: Queensland Reception  
**Venue:** Trustees Private Dining Room  
J. Paul Getty Museum  
The Getty Center  
1200 Getty Center Drive  
Los Angeles, California 90049

### **ATTENDEES**

**Dr Michael Brand** Director, J. Paul Getty Museum (hosting reception)

Queensland attendees:

- The Honourable Peter Beattie MP and Official Party
- Mr Daniel Tobin, CEO, Urban Arts Projects
- Mr Bill Giouroukos, Executive Vice President, National Management and Marketing, Westfield Group
- Mr Innes Willox, Australian Consul-General
- Mr Waller Mariani, Senior Executive, Vice President, The Americas and Pacific, Qantas Airways Ltd
- Mr Ian Wing, Regional Director, Americas, Austrade
- Mr Jonathon Day, Executive Director, Tourism Queensland

### **RECEPTION OBJECTIVE**

- To acknowledge and thank some of the many people that assist with the ongoing economic development of Queensland through innovation, nurturing and capitalisation of knowledge-intensive industries.

### **DISCUSSION POINTS**

- In brief remarks at the Reception following a tour of some of the Getty Museum, I thanked Dr Michael Brand for hosting the reception and provide your positive impressions of The Getty Center that you have just toured, commenting on the Queensland Government's support of creative industries and the art of its Indigenous peoples.
- Acknowledged those present at the reception for assisting the economic development of Queensland through the innovation, nurturing and capitalisation of knowledge-intensive and creative industries.
- Noted that the United States is one of Queensland's most important trading partners.

- Noted the success of Queensland's growing exports into the North American market. The United States is Queensland's largest export market for advanced manufacturing, aviation and pharmaceutical products.
- Highlighted the growing diversity of Queensland's trade base including advanced manufacturing, aviation, pharmaceutical products and creative industries, especially through music participation at the recent Musexpo in LA and South by South West, the Writer's Showcase in New York and the upcoming exhibition of Lockhart River art at Stony Brook University, New York. Note also that while you were in New York last Tuesday, you launched the book, *"Our Way: Contemporary Aboriginal Art from Lockhart River"* as the precursor to the exhibition.
- Advised that the Australia-United States Free Trade Agreement (AUSFTA) which commenced on 1 January 2005, will hopefully diversify Queensland's export base into the United States in areas such as services and knowledge-intensive industries (an update of the AUSFTA is located in the briefing information section after the program in this briefing book).
- Highlighted that the Queensland Government has maintained its sponsorship and support for the G'day USA – Australia Week 2007. The Australia Week 2007 sponsorship has:
  - assisted the development of key business relationships;
  - showcased Queensland as the Smart State of Australia and the achievements of leading Queenslanders;
  - contributed to philanthropic financial support being directed to Queensland;
  - highlighted the stability of Queensland's economy and attractiveness as an investment destination; and
  - stimulated increased tourism to Queensland.

## BACKGROUND

- There is a growing trade imbalance favouring the United States with Queensland's exports to the US totalling A\$1.45 billion and Queensland's goods imports from the US totalling A\$3.22 billion (refer to the *United States Country Brief*, at the front of the US meeting briefs, for details of the US-Queensland bi-lateral relationship and trade overview).

### J. Paul Getty Museum

- The Getty Center in Los Angeles, is the current home of the J. Paul Getty Museum as well as a research institute, conservation institute, grant program, and leadership institute. The museum opened on December 1997 and is owned and operated by the J. Paul Getty Trust.
- The museum collects and exhibits classical sculpture and art, European paintings, drawings, manuscripts, sculpture, decorative arts, and photographs. To respect J. Paul Getty's collecting intentions, the museum does not generally collect 20th or 21st century art, with the exception of photography.
- The Getty Center houses such paintings as *Iris* by Vincent Van Gogh and the *King of France and Navarre* by Hyacinthe Rigaud.

- The original Museum built in 1974 on J. Paul Getty's property at Malibu California, now renamed the Getty Villa, holds the Greek, Etruscan and Roman sculptures once housed in the Getty Center.
- The Getty Center, designed by architect Richard Meier, is the US\$1.2 billion flagship museum of the J. Paul Getty Trust, the largest arts endowment in history at over US\$3 billion.

### **Dr Michael Brand**

Dr Michael Brand, Director of the Getty and one time Deputy of the Queensland Art Gallery, guided the party through the current exhibition at the Getty and through some of the other galleries. This was followed by a small reception before the Premier's party flew out to Australia. Dr Brand is enthusiastic to create links with the QAG/GOMA and has suggested that there might be room for an exchange of researchers. I will follow this up.

## **CV OF DR MICHAEL BRAND**

In August 2005, Dr Michael Brand, accepted the position of Director of the J. Paul Getty Museum. In this capacity, he was the first museum director to oversee two open Getty sites: the Getty Centre in Los Angeles and the new Getty Villa in Malibu. Dr Brand assumed responsibility for the acquisition, education, exhibition, service and outreach responsibilities of the Museum and work closely with the directors of the Trust's other three Programs: the Getty Foundation, the Getty Research Institute, and the Getty Conservation Institute.

Dr Michael Brand joined the Virginia Museum of Fine Arts (VMFA) in August 2000 where he was the driving force behind an extremely successful capital campaign, which was initiated to fund the \$158 million museum's expansion. Prior to his tenure at VMFA, Brand was the Assistant Director of the Queensland Art Gallery (1996-2000) in Brisbane, Australia, and the founding head of Asian art at the National Gallery of Australia (1988-1996). He has also been co-director of the Smithsonian Institution Mughal Garden Project in Lahore, Pakistan (1988-1993), a research fellow at the Arthur M. Sackler Gallery at the Smithsonian (1987), and a curator of Asian art at the Museum of Art of the Rhode Island School of Design (1985-1987).

Majoring in Asian studies, Dr Brand graduated with honours from the Australian National University in Canberra in 1979. He was awarded an MA in 1982 and a PhD in 1987 from Harvard University.

A native of Australia, Dr Brand lives in Los Angeles with his wife Tina Gomes- Brand and their two daughters, aged 10 and 13.

## **CV OF MR DANIEL TOBIN**

### **CEO, Urban Art Projects**

Daniel is a Queensland University of Technology graduate, with a Bachelor of Visual Arts studied under prominent Australian artists William Robinson, Davida Allen, Ian Smith and Joe Furlonger. He went on to study theatre and film design at the prestigious National Institute of Dramatic Art (NIDA) in Sydney. Upon graduating, Daniel worked as a theatre designer for the Sydney Theatre Company and as design assistant to Catherine Martin on Baz Luhrmann's production of *La Bohème*, and *A Midsummer Night's Dream* for Opera Australia. In 1993 Daniel returned to Brisbane as co-founder of Urban Art Projects. Since then, he has been instrumental in the realisation of numerous project commissions, including the 2005 Brisbane Magistrates Court, the acclaimed Walama Forecourt at Sydney International Airport, and the design and production of *Tubowgule (Meeting of the Waters)* as part of the opening ceremonies at the 2000 Sydney Olympics Art Festival. Daniel directs all UAP business development and marketing efforts, as well as overseeing project design and collaboration.

## **CV OF MR IAN WING**

Regional Director, Americas, Austrade

Mr Wing is responsible for the operations of the Australian Trade Commission (Austrade) in all of North and South America. As Australia's most senior Trade Commissioner in the US, Ian Wing is ideally placed to discuss the opportunities created by the AUSFTA and the most effective means of approaching this huge but complex market.

Prior to being appointed to this position in July 2003 he was acting Executive General Manager, Middle East/Indian Ocean Region of Austrade based in Dubai.

Until June 2002 Mr Wing was Senior Trade Commissioner, USA and Minister-Counsellor (Marketing) at the Australian Embassy, Washington DC. Before the Washington assignment he held the position of Senior Trade Commissioner in Tokyo, Atlanta and Moscow. During the 1980s he was also Trade Commissioner at the Australian Embassy in both Moscow and Tokyo and also managed the Japan/Korea section at Austrade Head Office in Canberra.