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Regional Development Australia's role in Regional Trade and Investment

Showcasing Queensland's Regions – 12 April 2018



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Regional Development Australia (RDA)

“RDAs are an important link between Government and our regions, providing advice on local development issues, identifying business opportunities and attracting investment that will create new and better paid jobs for Australian workers”



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RDA Committee network

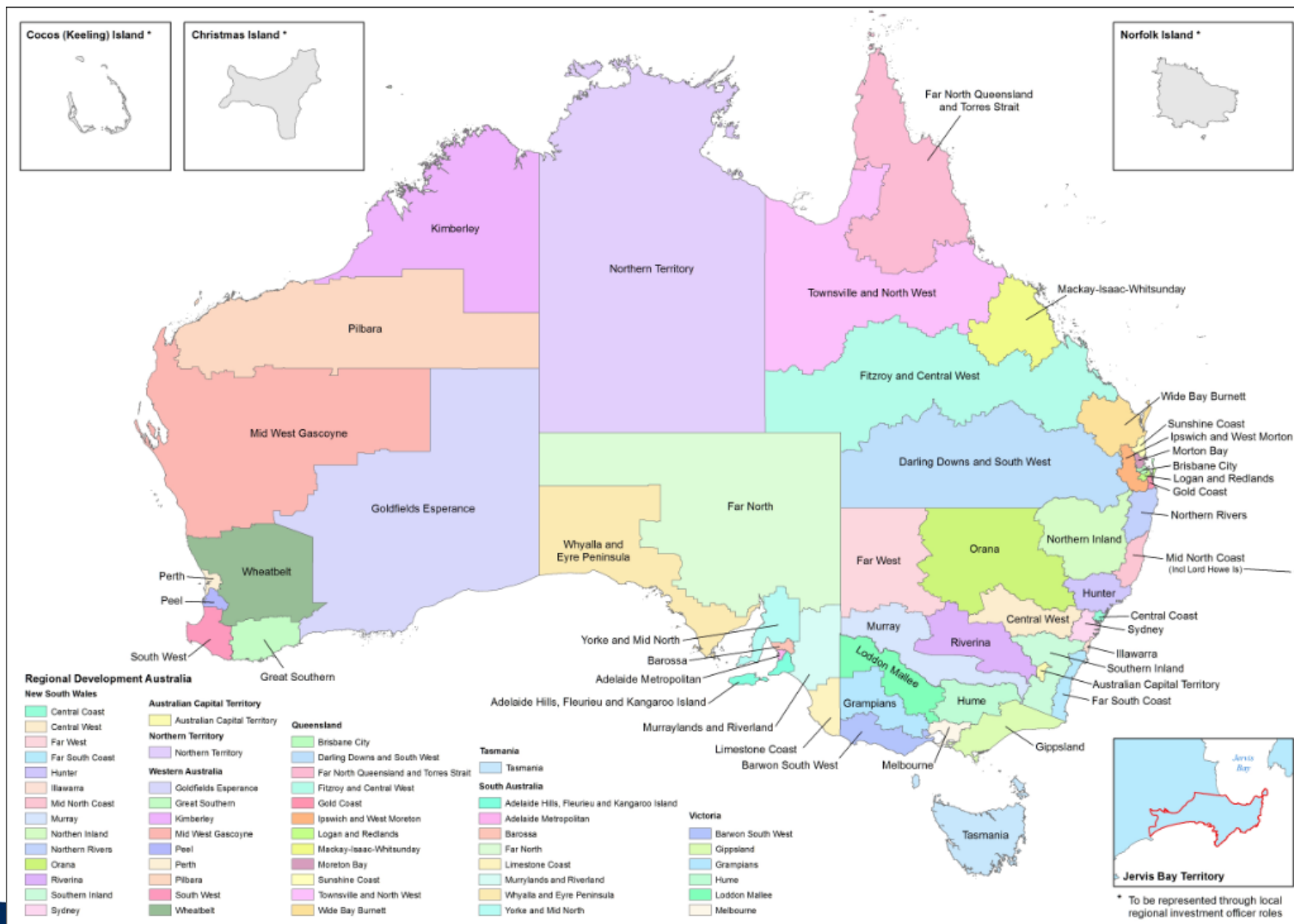
- National Program – 52 Committees – 12 in Queensland
- RDA Committee Chair and members are local leaders appointed by the Commonwealth Minister for Regional Development
- RDA Committees provide a whole of government approach to economic development
- Recognised by Australian Government as a key influencer, collaborator and connector across their region



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RDA Charter

Work in close partnership with RDA Committees, all levels of government and the private sector to:

1. **Collaborate** with relevant stakeholders to **identify economic opportunities** and **leverage private and public sector investment** to the regions.
2. **Connect regional businesses, councils and industry sectors** with **international trade partners, financial markets and potential investors**
3. **Promote and disseminate information** on Australian Government policies and grant programmes to state and local governments and industry, business and community sectors.
4. **Support community stakeholders** to develop project proposals to access funding.
5. **Develop and maintain positive working relationships** with the local government bodies in their regions.



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RDA Charter Cont'd

6. Facilitate public and private sector decentralisation.
7. Assist in the **delivery of Australian Government programmes**, where relevant and where requested by the Minister.
8. **Engage with regional entrepreneurs and emerging business leaders to explore new opportunities** to grow local jobs in their regions.
9. **Provide information on their region's activities** and competitive advantages to federal, state and local governments and industry, business and community sectors.
10. **Provide evidence-based advice** to the Australian Government **on critical regional development issues** positively and negatively affecting their regions.



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RDAs on the ground

- Local leaders actively facilitate economic development and activities in their regions
- Work across three levels of government – Commonwealth, State and local government, industry, educational institutions, businesses and communities
- Focus on growing local jobs, attracting investment and increasing economic development
- Identify the competitive advantage of their region and leverage off that to grow economic outcomes



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Perception of RDAs by stakeholders

- Position is recognised as a neutral broker
- Represent their region, but also work across regions
- Open doors and create pathways
- Understand government processes and know how to translate “government speak”



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Well connected across Government

- **Relationships across Commonwealth Government Agencies**

- Austrade (including Foreign Affairs and Trade)
- Education
- Social Services
- Defence
- CRC for Developing Northern Australia
- AusIndustry
- Jobs and Small Business
- CSIRO
- Office of Northern Australia
- Prime Minister and Cabinet

- **Relationships across State Government Agencies and local government sector**

- Department of State Development
- Department of Agriculture and Fisheries
- Queensland TAFE
- Queensland State Library
- Department of Natural Resources and Mines
- local government councils and shires

- **Relationships across the Private Sector**

- Universities of Queensland, Southern Queensland, Griffith, James Cook and Central Queensland
- Regional Roads and Transport Groups incl RACQ
- Regional Skills Councils
- Chambers of Commerce
- Industry Groups
- Entrepreneurial and young professional groups
- Deloitte & KPMG Consultants

An introduction to Austrade

www.austrade.gov.au
13 28 78



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Austrade



AUSTRADE'S ROLE

Austrade contributes to Australia's economic prosperity by helping Australian businesses, education institutions, tourism operators, governments and citizens as they:

- develop international markets
- win productive foreign direct investment
- promote international education
- strengthen Australia's tourism industry
- seek consular and passport services in certain locations overseas.

AUSTRADE'S INTERNATIONAL NETWORK – 80 OFFICES



AUSTRADE'S NATIONAL NETWORK – 38 OFFICES



ADVICE ON EXPORTING AND DOING BUSINESS OVERSEAS

Austrade can provide businesses with **advice** on doing business overseas, including:

- international market selection and market entry/expansion strategies
- upcoming international promotions such as trade shows and missions
- information on financial assistance and other government programs.

Austrade can introduce businesses to **networks** of key decision makers, customers and contacts, including international buyers.

General information and advice is free of charge. More specific services (tailored services) attract a fee.

SERVICES FOR INTERNATIONAL INVESTORS

Working in partnership with Australian state and territory governments, Austrade provides international investors with the information needed to establish or expand a business in Australia

Services for international investors include:

- › initial coordination of investment enquiries and assistance
- › information on the Australian business and regulatory environment
- › market intelligence and investment opportunities
- › identification of suitable investment locations and partners in Australia
- › advice on Australian government programmes and approval processes.

FINANCIAL ASSISTANCE FOR AUSTRALIAN BUSINESSES

- Austrade administers the **Export Market Development Grants (EMDG) scheme** – the Australian Government's financial assistance program for aspiring and current exporters.
- The scheme reimburses up to 50 per cent of eligible export promotion expenses above a certain threshold.
- In 2014–15, grants worth A\$140.8 million were distributed to 3,137 exporters under the scheme.

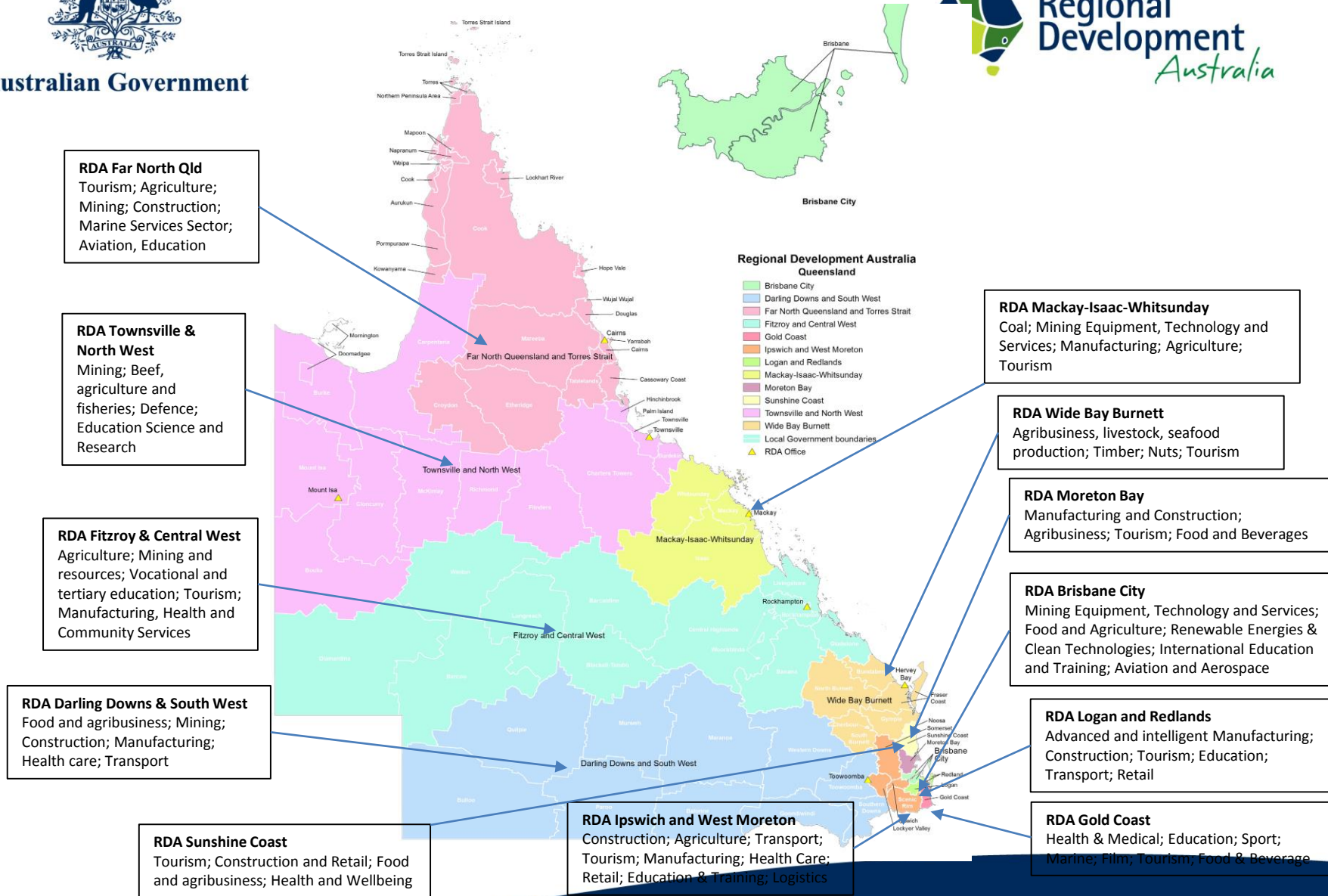
www.austrade.gov.au/exportgrants or call **13 28 78**



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Qld RDAs – key sectors





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Key Achievements:

- **RDA Wide Bay Burnett** helped fund a transport study at Port of Bundaberg to identify new customers and attract new job-creating industries. More than \$200m in investment has been forthcoming and the Queensland Government have declared a priority state development area for the port.
- **RDA Fitzroy and Central West** worked with South Western Wireless to deliver reliable and affordable telecommunications to regional and remote areas across their region. Agreements were reached and this has resulted in infrastructure installed enabling businesses, councils, communities and tourists to have access to high speed internet services. In addition a 40+ person call centre established; growth of key industries – film production and television industry; health industry with telehealth services; agriculture with online livestock sales and expansion of tourist ventures with virtual reality guided tourism.
- **RDA Mackay-Isaac-Whitsunday** recognised the state of transition of their economy and took the lead in completing the M-I-W Agricultural Overview providing a snapshot of the regions agriculture sector and showing it contributes a GV of \$1.12 billion to the Aus economy. This 3 stage project is working with over 200 stakeholders to identify opportunities to grow the agrifood sector .



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Innovative and emerging industries:

- Advanced manufacturing
- Construction
- Food, Agribusiness, technologies and R&D
- International Education and training
- Marine Science and services
- Mining, equipment, technology and services
- Renewable energies and clean technologies
- Tourism – world class natural attractions
- Aviation and aerospace
- Film
- Health and medical
- ICT and Big data
- Sport
- Transport and logistics
- Defence industry



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Examples of innovative projects:

- **RDA Ipswich and West Moreton** – Ipswich will be the location of significant investment to build the recently announced LAND 400 Phase 2 contract, delivering the next generation of combat reconnaissance vehicles to the Australian Army
- **RDA Gold Coast** – Gilmour Space Technologies is developing new hybrid-engine rockets for delivery of low-cost space launch vehicles
- **RDA Sunshine Coast** – delivering an international submarine broadband cable infrastructure providing a \$700 million economic benefit to the regional economy
- **RDA Logan and Redlands** – is building a global reputation as a location of choice for screen production of all sizes – noteworthy productions include Pirates of the Caribbean; Dead Men Tell No Tales; The Chronicles of Narnia to name a few
- **RDA Townsville and North West** – is becoming a hub for mobile app development with Townsville Startup – Safety Culture launching an app in a Townsville garage in 2004 which is now used by more than 30 million people to conduct safety inspections worldwide (HQ in Townsville with offices in San Francisco, Kansas City and Manchester)
- **RDA Darling Downs and South West** – Pulse Data Centre, the 1st regional Tier III data centre of its kind; designed as a prime site to support corporate and enterprise customers, all levels of governments and global technology giants



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Regional trade and investment opportunities:

- **RDA Brisbane** – Australia's 2nd largest infrastructure project – Queen's Wharf integrated resort development due for completion in 2022
- **RDA Far North Queensland and Torres Strait** – growing its core and emerging industry sectors and maximising on its close proximity to Asia, strong transport and freight connectivity
- **RDA Ipswich and West Moreton** – leveraging off primary infrastructure projects of Bromelton's transport and logistics precinct, Australia's Inland Rail Project, Toowoomba 2nd range crossing, the development of the Springfield and Ripley Valley and the future planning of a protein precinct in Somerset



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Contact details:

- www.rda.gov.au
- **RDA Coordinator** – Liz Bennett - 03 6221 0607 / 0439 648 720
Elizabeth.bennett@infrastructure.gov.au



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