



I hereby give notice that an ordinary meeting of the Economic Development Committee will be held on:

Date: Wednesday 3 August 2016
Time: 1:30pm
Meeting Room: Room 1, Level 26
Venue: 135 Albert Street
Auckland

Economic Development Committee

OPEN AGENDA

MEMBERSHIP

Chairperson Cr Anae Arthur Anae
Deputy Chairperson Cr Ross Clow
Members Cr Cameron Brewer
Cr Bill Cashmore
Member Precious Clark
Cr Linda Cooper, JP
Cr Hon Christine Fletcher, QSO

Ex-officio Cr Denise Krum
Member Kris MacDonald
Cr Dick Quax
Cr Penny Webster
Mayor Len Brown, JP
Deputy Mayor Penny Hulse
Ex-officio with voting rights All other councillors

(Quorum 6 members)

(with a minimum of three voting members)

Elaine Stephenson
Democracy Advisor

28 July 2016

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TERMS OF REFERENCE

Responsibilities and key projects

The Committee is responsible for regional economic development by:

- Developing (and monitoring) strategy, policy and action plans, including any agreed community consultation, to recommend to the Regional Strategy and Policy Committee, as set out in the Schedule of Key Projects for Reporting Committees, attached to these Terms of Reference*
- Acting as a community interface for consultation on policies and as a forum for raising community concerns, while ensuring community engagement is complementary to that undertaken by local boards

Powers

All powers necessary to perform the Committee's responsibilities

Except:

- (a) powers that the Governing Body cannot delegate or has retained to itself (section 2)
- (b) where the Committee's responsibility is limited to making a recommendation only
- (c) where a matter is the responsibility of another committee or a local board
- (d) the approval of expenditure that is not contained within approved budgets
- (e) the approval of expenditure of more than \$2 million
- (f) the approval of final policy
- (g) deciding significant matters for which there is high public interest and which are controversial
- (h) the commissioning of reports on new policy where that policy programme of work has not been approved by the Regional Strategy and Policy Committee
- (i) the power to establish sub-committees

***Schedule of key projects for the Economic Development Committee**

Economic development strategy implementation

Global partnerships strategy – implementation and monitoring

Business relationships

Exclusion of the public – who needs to leave the meeting

Members of the public

All members of the public must leave the meeting when the public are excluded unless a resolution is passed permitting a person to remain because their knowledge will assist the meeting.

Those who are not members of the public

General principles

- Access to confidential information is managed on a “need to know” basis where access to the information is required in order for a person to perform their role.
- Those who are not members of the meeting (see list below) must leave unless it is necessary for them to remain and hear the debate in order to perform their role.
- Those who need to be present for one confidential item can remain only for that item and must leave the room for any other confidential items.
- In any case of doubt, the ruling of the chairperson is final.

Members of the meeting

- The members of the meeting remain (all Governing Body members if the meeting is a Governing Body meeting; all members of the committee if the meeting is a committee meeting).
- However, standing orders require that a councillor who has a pecuniary conflict of interest leave the room.
- All councillors have the right to attend any meeting of a committee and councillors who are not members of a committee may remain, subject to any limitations in standing orders.

Independent Māori Statutory Board

- Members of the Independent Māori Statutory Board who are appointed members of the committee remain.
- Independent Māori Statutory Board members and staff remain if this is necessary in order for them to perform their role.

Staff

- All staff supporting the meeting (administrative, senior management) remain.
- Other staff who need to because of their role may remain.

Local Board members

- Local Board members who need to hear the matter being discussed in order to perform their role may remain. This will usually be if the matter affects, or is relevant to, a particular Local Board area.

Council Controlled Organisations

- Representatives of a Council Controlled Organisation can remain only if required to for discussion of a matter relevant to the Council Controlled Organisation.

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1 Apologies

At the close of the agenda no apologies had been received.

2 Declaration of Interest

Members are reminded of the need to be vigilant to stand aside from decision making when a conflict arises between their role as a member and any private or other external interest they might have.

3 Confirmation of Minutes

That the Economic Development Committee:

- a) confirm the ordinary minutes of its meeting, held on Wednesday, 27 April 2016, as a true and correct record.

4 Petitions

At the close of the agenda no requests to present petitions had been received.

5 Public Input

Standing Order 7.7 provides for Public Input. Applications to speak must be made to the Democracy Advisor, in writing, no later than **one (1) clear working day** prior to the meeting and must include the subject matter. The meeting Chairperson has the discretion to decline any application that does not meet the requirements of Standing Orders. A maximum of **thirty (30) minutes** is allocated to the period for public input with **five (5) minutes** speaking time for each speaker.

5.1 Public Input - Pacific Business Trust

Purpose

1. To provide the opportunity for the Pacific Business Trust to address the committee in response to an invitation from the Chairperson.

Executive summary

2. Murphy Su'a, Acting Chief Executive Officer, Fa'amatua'inu Tino Pereira, Chairman and Kenina Court, Deputy Chair of the Pacific Business Trust will be present to address the meeting regarding the Trust.

Recommendation/s

That the Economic Development Committee:

- a) receive the presentation regarding the Pacific Business Trust and thank Murphy Su'a, Fa'amatua'inu Tino Pereira, and Kenina Court for their attendance.

6 Local Board Input

Standing Order 6.2 provides for Local Board Input. The Chairperson (or nominee of that Chairperson) is entitled to speak for up to **five (5)** minutes during this time. The Chairperson of the Local Board (or nominee of that Chairperson) shall wherever practical, give **one (1)** day's notice of their wish to speak. The meeting Chairperson has the discretion to decline any application that does not meet the requirements of Standing Orders.

This right is in addition to the right under Standing Order 6.1 to speak to matters on the agenda.

At the close of the agenda no requests for local board input had been received.

7 Extraordinary Business

Section 46A(7) of the Local Government Official Information and Meetings Act 1987 (as amended) states:

“An item that is not on the agenda for a meeting may be dealt with at that meeting if-

- (a) The local authority by resolution so decides; and
- (b) The presiding member explains at the meeting, at a time when it is open to the public,-
 - (i) The reason why the item is not on the agenda; and
 - (ii) The reason why the discussion of the item cannot be delayed until a subsequent meeting.”

Section 46A(7A) of the Local Government Official Information and Meetings Act 1987 (as amended) states:

“Where an item is not on the agenda for a meeting,-

- (a) That item may be discussed at that meeting if-
 - (i) That item is a minor matter relating to the general business of the local authority; and
 - (ii) the presiding member explains at the beginning of the meeting, at a time when it is open to the public, that the item will be discussed at the meeting; but
- (b) no resolution, decision or recommendation may be made in respect of that item except to refer that item to a subsequent meeting of the local authority for further discussion.”

8 Notices of Motion

At the close of the agenda no requests for notices of motion had been received.

Tripartite Economic Alliance - Auckland Summit 2016

File No.: CP2016/15549

Purpose

1. To provide a review of the Tripartite Economic Alliance Summit 2016, held in Auckland on 16-17 May.

Executive summary

2. The second Tripartite Economic Summit (the Summit) was held in Auckland on 16-17 May at the Viaduct Events Centre.
3. As an initiative of the Tripartite Economic Alliance between Auckland, Guangzhou and Los Angeles, the Summit provided a platform for political, business to business and cultural engagement between the three cities. It was also an opportunity to showcase Auckland as a globally connected and innovative city. See Attachment A for the Summit programme
4. Five key sectors were focused on: high value foods; advanced materials; new media/entertainment/digital; smart data; and urban design.
5. More than 700 delegates attended the Summit, double the anticipated number of 350. This included 330 businesses and 90 speakers and panellists from seven countries. The Auckland Conversations event that closed the Summit attracted 900 attendees.
6. The Mayor of Los Angeles, Eric Garcetti, Guangzhou's Vice Mayor, Wang Dong and President of the Chinese People's Association for Friendship with Foreign Countries, Madame LI Xiaolin (the most senior Chinese representative at the Summit) led their respective delegations. The three leaders undertook a range of targeted political, business and tourism activities.
7. The Summit was delivered within budget (NZ\$550,000), of which NZ\$300,000 was covered by sponsorship received from 13 corporate and government partners.
8. Of the nine key performance indicators (KPI) set for the Summit, six have already been achieved, with the other three in progress. The results include a high level of overall satisfaction from delegates with the event and business opportunities it created, establishment of investment opportunities for Auckland and the number of business matching meetings exceeding targets. See Attachment B for the KPI report card.
9. The business results from the Summit will be tracked over the next year given the time required for deals to conclude. Immediate outcomes and opportunities include Summit attribution for the Chinese investment in an Auckland central business district hotel and two Los Angeles delegates who returned to Auckland with the inaugural American Airlines flights in June to progress deal discussions with Auckland-based media/telco companies.
10. Auckland Council's Global Partnerships and Strategy unit (GPS) and Auckland Tourism, Events and Economic Development (ATEED) will continue work with Auckland companies to generate outcomes from the Auckland Summit. The council will also identify further businesses, institutes and organisations that fit within the key sectors to participate in the third Summit to be held in Guangzhou in 2017.
11. The three-year term of the Tripartite Alliance expires in November 2017. The Tripartite Alliance will be reviewed and reported to the Governing Body in the new year. This review will include options for renewal and opportunities for extended cooperation, amongst others.

Recommendation/s

That the Economic Development Committee:

- a) note that six of the nine Key Performance Indicators for the Summit have been achieved, with the remaining three in progress.
- b) note that Guangzhou will host the next Tripartite Economic Summit in 2017.
- c) note that the three year term of the Tripartite Alliance expires in November 2017. The Tripartite Alliance will be reviewed and options reported to the Governing Body in the new year.

Comments

12. The Summit is an initiative of the Tripartite Economic Alliance, signed in November 2014 between Auckland, Los Angeles and Guangzhou; it is designed to facilitate business, government, cultural and social connections between the three dynamic Asia-Pacific cities.
13. The Tripartite strengthens Auckland's relationship with two of its most economically important global partners, and supports Auckland's position as a strategic gateway into Asia and North America.
14. Under the Alliance, Tripartite Economic Summits are held annually (for an initial three year period) on a rotational basis between the three cities. They provide a platform for mayors and attending business leaders to develop and secure new business opportunities, review progress, and renew the collective commitment for the three partner cities to continue to collaborate with each other on trade and economic initiatives.
15. Central government's involvement, especially through New Zealand Trade and Enterprise and the Ministry of Foreign Affairs and Trade, is essential to ensuring Auckland's engagement in the Tripartite is successful, and delivers tangible outcomes for the government's Business Growth Agenda and broader engagement with China and the United States.

Tripartite Summit 2016

16. The second Tripartite Summit focussed on five sectors: high value foods; advanced materials; new media, entertainment/digital; smart data and urban design.
17. Its purpose was to provide a platform for businesses and investors to engage directly with local and international entrepreneurs, develop business-to-business leads and discover Auckland as a globally connected city and Asia-Pacific innovation hub.
18. The Summit was successfully delivered as a partnership between Auckland Council's Global Partnerships and Strategy unit and ATEED, with support from the Independent Māori Statutory Board, Panuku Development Auckland, Auckland Transport, Ports of Auckland and Auckland International Airport. Central government cooperation was also important, with collaboration from Callaghan Innovation, the Ministry of Foreign Affairs and Trade and New Zealand Trade and Enterprise.
19. More than 700 delegates from Auckland, Guangzhou (100 delegates), Los Angeles (55 delegates), and other cities in New Zealand and offshore attended the Summit. This included over 90 speakers and panellists from seven countries. Auckland Conversations, which closed the Summit, attracted 900 attendees. Several Auckland Council elected representatives also participated in Summit activities.

20. The attendance of the Mayor of Los Angeles, Eric Garcetti, and Guangzhou's Vice Mayor Wang Dong and the President of the Chinese People's Association for Friendship with Foreign Countries, Madame Li, provided the necessary political representation to lead high-level business leaders and delegates from the other two cities. All three leaders undertook a range of targeted political, business and tourism activities in Auckland.
21. The participation of Prime Minister John Key, Minister of Business, Innovation and Employment, Stephen Joyce, and the Minister of Local Government, Sam Lotu-liga, ensured active contributions from central government were made at the Summit.

Budget

22. The Summit was delivered within budget (NZ\$550,000) and revenue targets were exceeded. The sponsorship generated demonstrated the value that corporate partners such as Bank of New Zealand and Huawei recognised in the Tripartite initiative. There was no attendance fee; however local delegates paid to attend the Summit dinner. This assisted with cost recovery and is in line with international events of this kind.
23. A total of NZ\$300,000 in corporate sponsorship was secured from 13 partners including Bank of New Zealand, Huawei, Callaghan Innovation, Fuwah International Group, Industrial and Commercial Bank of China, Asia New Zealand Foundation, New Zealand Trade and Enterprise, AECOM, China Southern, US Embassy and Silicon Valley Bank.
24. An economic analysis undertaken by ATEED indicated that the Summit event (based on an estimate of 200 delegates from outside Auckland) would contribute more than NZ\$450,000 to the Auckland economy, as a result of the money spent on accommodation, related costs, and discretionary activities.
25. In addition, Auckland can anticipate long-term economic benefits from business to business deals made at the Summit itself, and as a result of relationships forged at the Summit. These business outcomes will be tracked in the short, medium and long-term (see below).

Key Performance Indicators

26. Key Performance Indicators were developed to measure outcomes and progress made at the Summit and as part of the Alliance's three-year programme of activity.
27. Six of the nine Key Performance Indicators for the Summit have been achieved, with the remaining three in progress. The results include a high level of overall satisfaction from delegates with the event and business opportunities it created, establishment of investment opportunities for Auckland and the number of business matching meetings far exceeding targets.
28. These indicators are included in Attachment B, along with commentary on each indicator.

Business outcomes

29. Opportunities from the Auckland Summit have generated or initiated a broad range of potential deals for companies from all three cities. Most significantly, ATEED is pursuing Los Angeles and Guangzhou interest from investors and partners in a new augmented/virtual reality (AR/VR) innovation project stimulated by the Summit. Investment into an Auckland CBD hotel, commercial deals between a Guangzhou company and an Auckland academic, and Auckland craft beer exports into China. Follow up continues and a tangible example was the return of Los Angeles delegates on the American Airlines inaugural flight into Auckland in late June, to progress deals with media and telecommunications companies.
30. The business results from the Summit will be tracked over the next year given the time required for deals to conclude. It is important to note that there are inherent challenges associated with qualifying/quantifying the commercial outcomes derived from the Summit. The 'commercial in-confidence' nature of much of the information, particularly in competitive operating environments and in the period prior to the conclusion of transactions and deals, often precludes this information being shared too early. In some cases, this information will be captured at a later point in time, but commercial sensitivities will always prevail.

31. Survey feedback from business delegates (response rate of 17 per cent) indicates that they received positive value from attending the Summit. For example, almost all of the respondents (94 per cent) made at least one new business connection/lead at the Summit. The most common number of new connections was between one and five (46 per cent) but many delegates made more than that, with one-in-twenty (six per cent) reporting 50 or more new connections. This averages out to 12 new connections/commercial leads through engaging/networking with contacts at the Summit. Of these leads, an average of four was expected to turn into business deals or partnerships in the next 12 months.
32. A total of nine memoranda of understanding between businesses and research institutions covering biomedicine, design and innovation were also signed – these will help generate cooperation and strengthen links between business and research institutes between the cities. See Attachment C for more detail on the memoranda of understanding signed during the Summit.
33. One of the main sponsors, Bank of New Zealand, has provided positive feedback on the event and successful partnership with ATEED. The bank aligned their sponsorship to the business matching lounge. They report that their return on investment was exceeded after day one as, over and above the sponsorship investment, two high net worth individuals switched their business to Bank of New Zealand as a result of Summit interaction. Bank of New Zealand had not been able to open doors with these individuals in the past. They indicated their desire to be involved in the Alumni programme of activity and explore the 2017 Guangzhou opportunity as they build a future partnership with ATEED.

Bilateral and Trilateral meetings

34. Bilateral meetings were held with both Guangzhou and Los Angeles, where both Mayor Garcetti and Mayor Wen (through representation of Vice Mayor Wang) expressed a desire to expand cooperation around the Tripartite Alliance and indicated priority areas of focus.
35. A Trilateral meeting was also held between Mayor Brown, Mayor Garcetti and Vice Mayor Wang, where key objectives and priorities going forward were discussed at a high-level.
36. The Mayors collectively agreed that trade in technology, entertainment, manufacturing, tourism, investment in transformational projects and government co-operation would be the focus of the 2017 Tripartite Summit and work programme.
37. Vice Mayor Wang emphasized that business/enterprise matching would be a key focus heading to the 2017 Summit.

Consideration

Local board views and implications

38. The governing body is responsible for international partnerships under the council's economic development activity (reflecting the national and regional significance of these initiatives to Auckland). Local Boards can assist in supporting Auckland's engagement with existing international partner cities, networks and forums.
39. The Tripartite has been developed in consultation with relevant Auckland stakeholders, and specific trade and economic initiatives which fall under the Tripartite will be implemented in consultation with local boards, via ATEED connections, where opportunities arise.

Māori impact statement

40. Māori dimensions - above and beyond a powhiri - were strategically incorporated throughout the Summit. Auckland Council worked with the Independent Māori Statutory Board (IMSB) in the development of the programme. For example, a waharoa (entrance to a Pā, main entranceway) by artist Johnson Witehira was designed for the Summit. The waharoa was incorporated into other elements of the Summit, including presentation visuals, formal dinner design and the physical booklet.

41. The speakers' programme reflected Māori elements e.g. the importance of Auckland's Māori identity was discussed in the session 'Who are Māori? Their place in the world' led by the Hon Sir Pita Sharples and Hon Te Ururoa Flavell. The 'Connection of Cultures' panel discussed how indigenous peoples and culture are finding a voice in business, and this was reinforced in a separate presentation by the young Māori entrepreneur Brittany Teei, the inaugural mauri tū winner of DigMyIdea Māori innovation challenge.
42. Further supporting these Māori dimensions of the Summit, 85 per cent of surveyed delegates reported that the Māori elements incorporated in the Summit were excellent, very good or good.

Implementation

43. Guangzhou will host the next Tripartite Economic Summit in 2017 with a focus on trade in technology, entertainment, manufacturing, tourism, investment in transformational projects and government co-operation.
44. Auckland Council's Global Partnerships and Strategy unit and ATEED will continue work with Auckland companies to generate outcomes from the Los Angeles and Auckland Summits and will identify further businesses, institutes and organisations that fit within the key sectors to participate in GZ17.
45. The three-year term of the Tripartite Alliance expires in November 2017 and will be up for renewal. The three cities will consider the future of the agreement and what is in the collective interest of the three city partners. This will be the focus of discussions among the three cities over the next six months.
46. Based on these discussions, opportunities and options to extend the Tripartite Alliance will be reported to the Governing Body in the new year.

Attachments

| No. | Title | Page |
|-----|-------------------------------------------------|------|
| A | Tripartite Summit 2016 Programme | 15 |
| B | Key Performance Indicators report card | 17 |
| C | Memoranda of Understanding signed at the Summit | 19 |

Signatories

| | |
|-------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Authors | Louella Pitt – Global Partnerships and Strategy Advisor – Projects Pam Ford – Head of International Partnerships, ATEED |
| Authorisers | Holly Warren – Manager, Global Partnerships and Strategy Jacques Victor – GM, Auckland Plan, Strategy and Research Sarah Johnstone-Smith - Lead Strategic Advisor, Strategic Scanning |

**ATTACHMENT A: Tripartite Summit 2016 Programme
Monday 16 May 2016**

| Time | Conference Sessions |
|---------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 7.30 | Registration & Information Desk - Open |
| 8.30 - 9.00 | Powhiri – Traditional Maori Welcome Waiheke 1 |
| 9.00 – 9.45 | Summit Opening and Mayoral Welcome Waiheke 1 – Brett O’Riley, (AK) ATEED, Master of Ceremonies <ul style="list-style-type: none"> Mayor of Auckland, Len Brown; Mayor of Los Angeles, Eric Garcetti; Vice Mayor of Guangzhou, Wang Dong Mme Li Xiaolin, (GZ) Chinese People’s Association for Friendship with Foreign Countries |
| 9.45 - 10.30 | Keynote Panel: Who are Maori? Their place in the World Waiheke 1 <ul style="list-style-type: none"> Dr The Hon Sir Pita Sharples, KNZM, CBE (AK) Hon Te Ururoa Flavell, (AK), Minister for Maori Development Paul Maturley (AK) Wayne Mulligan (AK) |
| 10.30-11.00 | Morning Tea |
| 11.00-12.00 | The Power of the Influencer Economy Waiheke 1 - Vaughan Davis (AK), Moderator <ul style="list-style-type: none"> Angelo Pullen, (LA), 3 Blackdot Kelko Sang, (BJ), LIC China Steve Crombie, (AK), Totam Networks Tom Cassel, (UK), The Syndicate Project Dr Du Lan (GZ) Hylak |
| 12.00 – 12.30 | Keynote: Innovation Comes from Cross Pollination Waiheke 1 <ul style="list-style-type: none"> Dr Erez Morag (ISR) |
| 12.30 - 14.00 | Lunch and Urban Design Showcase, hosted by Los Angeles Business Council (LABC) Waiheke 1 & 2 |
| 14.00 - 14.45 | The Tripartite: Opportunities Now and in the Future Waiheke 1 – Introduction – Anthony Healy (AK), Bank of New Zealand, Fran O’Sullivan (AK), New Zealand Inc, Moderator <ul style="list-style-type: none"> US Consul General New Zealand, Melanie Higgins (LA) NZ Consul General Los Angeles, Leon Grice (AK) China Consul General New Zealand, Madam Xu (GZ) NZ Consul General Guangzhou, Rebecca Needham (AK) |
| 14.45 – 15.45 | The Connection of Cultures – Partnership, Participation and Principles Kawau 1 – Lucy Tukua, (AK), (Mama Whenua), Moderator <ul style="list-style-type: none"> Phil Wihongi, (AK), (Te Aranga Principles) Mr Weikai Yu, (GZ), Guangzhou Planning Institute Ms Haley Hooper & Rameka Alexander-Tuihukuafe (AK), Jazmas Bobby Newson, (Te Waka Angamua), (AK) Investable Auckland Rangitoto 2 – Mitch Serman, (LA), Barman Strategic Investors, Moderator <ul style="list-style-type: none"> Tony Alexander, (AK), Bank of New Zealand Dean Butchers, (AK), ATEED Andrew Patterson, (AK), NBR Radio Andrew Simmonds, (AK), Simmonds Stewart Mega Trends: High Value Foods Rangitoto 1 – Will Barker (AK), NZ Bio, Moderator <ul style="list-style-type: none"> Ross Buckley, (AK), KPMG Rohit Shukla, (LA), LARTA Ms ZHAO Jichun, (GZ), Guangzhou Leader Bio-Technology Co. |
| 15.45-16.00 | Afternoon Tea |
| 16.00 – 17.00 | Virtual & Augmented Reality: Changing Your World Rangitoto 1 - Andrew Denton (AK), AUT, Moderator <ul style="list-style-type: none"> Dr Roy Davies, (AK), Imantia Jonas Hudson, (LA), Causeplay Dr SAO Min, (GZ), Guangzhou, Mash Info Technology Cross Border E-Commerce Kawau – Bob Penile, (US), Shamrock Capital Advisor, Moderator <ul style="list-style-type: none"> Anna Curson, (AK), Xero Ms Xiaoyan Chen, (GZ), ICBC Rob Freelan, (LA), Silicon Valley Bank Chuntao Song, (GZ), Guangzhou Ruoyuchen Info-tech Co. |
| 17.00 - 18.30 | Informal Networking and Business Matching |
| 18.30 – 22.00 | The 2016 Tripartite Economic Summit Dinner Waiheke 1 & 2 |

| | | | | |
|-----------------------|-------------------|-------------------------|------------------------|------------------------|
| All Delegate sessions | Business Matching | Entertainment / Digital | High Value Foods | Advanced Manufacturing |
| Smart Data | Design | Trade | Innovation / Education | Investment |

Tuesday 17 May 2016

| Time | Conference Sessions | | | |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 8.15 – 8.30 | Tea and Coffee – Waikheke 2 | | | |
| 8.30 – 8.45 | Innovation Snapshot Waikheke 1 - Brittany Teet, (AK), Kibcooin (+ inaugural winner, Dig My Ideas) | | | |
| 8.45 – 9.00 | Keynote: Auckland's Role in a Global Economy Waikheke 1 - Hon Steven Joyce (AK), Minister for Economic Development | | | |
| 9.00 – 9.40 | Perspectives on Global Investment Waikheke 1 – Fran O'Sullivan, (AK), New Zealand Inc, Moderator <ul style="list-style-type: none"> • Bob Perille, (LA), Shamrock Capital Advisors • Tony Bishop, (AK), GRC Managers • Ms Hillary WANG (GZ) Guangzhou VRSHPD Information & Technology Co. | | | |
| 9.40 – 10.00 | Arts and Culture as an Economic Driver Waikheke 1 - Sunny Bates, (NYC), Sunny Bates Associates | | | |
| 10.00 – 10.20 | Animation Culture Waikheke 1 - Mr TUO Zuhai, (GZ), China Animation Comic Game Group | | | |
| 10.20 -10.30 | Morning tea - Waikheke 2 | | | |
| 10.50 -11.35 | Industry 4.0: Coming Ready or Not Waikheke 1 – Frances Valentine, (AK), The Mind Lab, Moderator <ul style="list-style-type: none"> • Mr LIM Chee Siong (GZ), Huawei • Prof YUAN Xue-Feng, (GZ), Guangzhou National Supercomputer Centre • Lara Poloni, (AK) Aecom | | | |
| 11.40 – 12.25 | <table border="0"> <tr> <td style="background-color: #f4a460;"> New Forms of Media Entertainment Kawau 1 – Mitch Berman, (LA), Moderator <ul style="list-style-type: none"> • Matthew Orange, (AK), Sky TV • Dan Goman, (LA), Ownzone • Field Garthwaite, (LA), Iris TV • Michelle Qi (GZ), ECPG • Andrew Jameson, (LA), Primary Wave Entertainment • Michael Soggi (AK), NZME </td> <td style="background-color: #e91e63; color: white;"> Health and Nutrition Rangitoto 1 – Pivi Rasmussen, (AK), Phytomed, Moderator <ul style="list-style-type: none"> • Ralf Schlotthauer, (AK) • Prof PEI Duangqing (GZ), Guangzhou Institute of Biomedicine and Health </td> <td style="background-color: #42a5f5; color: white;"> Liveable Cities: Past, Present & Future Waikheke 1 - Ludo Campbell-Field, Moderator <ul style="list-style-type: none"> • Dajiang (DJ) Tai, (AK), Cheshire Architects • Jeremy Salmond, (AK), Salmond Reid Architects • Mr Zhimin Chen, (GZ), Guangzhou Planning Institute • Nadine Watt, (LA), Watt Companies </td> </tr> </table> | New Forms of Media Entertainment Kawau 1 – Mitch Berman, (LA), Moderator <ul style="list-style-type: none"> • Matthew Orange, (AK), Sky TV • Dan Goman, (LA), Ownzone • Field Garthwaite, (LA), Iris TV • Michelle Qi (GZ), ECPG • Andrew Jameson, (LA), Primary Wave Entertainment • Michael Soggi (AK), NZME | Health and Nutrition Rangitoto 1 – Pivi Rasmussen, (AK), Phytomed, Moderator <ul style="list-style-type: none"> • Ralf Schlotthauer, (AK) • Prof PEI Duangqing (GZ), Guangzhou Institute of Biomedicine and Health | Liveable Cities: Past, Present & Future Waikheke 1 - Ludo Campbell-Field, Moderator <ul style="list-style-type: none"> • Dajiang (DJ) Tai, (AK), Cheshire Architects • Jeremy Salmond, (AK), Salmond Reid Architects • Mr Zhimin Chen, (GZ), Guangzhou Planning Institute • Nadine Watt, (LA), Watt Companies |
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| 12.25 – 13.10 | <table border="0"> <tr> <td style="background-color: #9575cd;"> Advanced Manufacturing & Automation Kawau 1 – Elspeth MacRae, Moderator <ul style="list-style-type: none"> • Iain Hasle, (AK), Revolution Fibres • Prof Simon Sickeran, (AK), Centre for Adv. Composite Materials • Derrick Xiong, (GZ), Zhang Inc </td> <td style="background-color: #00bcd4; color: white;"> Closed Session: GALA Design Alliance Rangitoto 1 </td> <td style="background-color: #9e9e9e;"> Real Time Analytics & Monetisation of Data Waikheke 1 – Stephen England-Hall, Moderator <ul style="list-style-type: none"> • Gabriel Leydon (LA), Machine Zone • Ed Hyde, (AK), Qrious • Matthew Ensor, (AK), BSCA • Prof YUAN Xue-Feng, (GZ), Guangzhou National Supercomputer Centre </td> </tr> </table> | Advanced Manufacturing & Automation Kawau 1 – Elspeth MacRae, Moderator <ul style="list-style-type: none"> • Iain Hasle, (AK), Revolution Fibres • Prof Simon Sickeran, (AK), Centre for Adv. Composite Materials • Derrick Xiong, (GZ), Zhang Inc | Closed Session: GALA Design Alliance Rangitoto 1 | Real Time Analytics & Monetisation of Data Waikheke 1 – Stephen England-Hall, Moderator <ul style="list-style-type: none"> • Gabriel Leydon (LA), Machine Zone • Ed Hyde, (AK), Qrious • Matthew Ensor, (AK), BSCA • Prof YUAN Xue-Feng, (GZ), Guangzhou National Supercomputer Centre |
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| 13.10 - 14.15 | Tripartite Networking Lunch Waikheke 1 - Hon Peta Sam Lotu-fega, (NZ), Minister of Local Government | | | |
| 14.15 – 16.45 | Five Innovative, Stimulating Workshops to choose from <ul style="list-style-type: none"> • Animation Workshop – Mr TUO Zuhai leads a discussion on high growth global animation opportunities. Enjoy an interactive session at AUT Motion Capture Studio • Bioactive Workshop – exploring opportunities for collaboration and new product development. Room: Rangitoto 2, ANZ Viaduct Events Centre. • Advanced Manufacturing – Tour of the University of Auckland's Centre for Advanced Composite Materials, including workshop on advanced manufacturing trends • Creating the World's Most Liveable Cities – Discuss smart city development, including waterfront design and human interaction. Room: Kawau, VEC • Intangible Assets – Paul Adams from Everedge and Sunny Bates provide their insights on IP creation and management for next-gen companies. Room: Rangitoto 1, VEC <p>Site visit to the Maurice Wilkins Centre at the University of Auckland (20 people)</p> | | | |
| 17.00 -19.00 | Auckland Conversations: Shaping Future Cities (This popular public Auckland event will close the Tripartite Program) Waikheke 1 <ul style="list-style-type: none"> • Tom Gilmore, (LA), Partner, Gilmore Associates • NG Kek Siong, (GZ), CEO, Sino-Singapore Guangzhou Knowledge City Investment and Development Office • Scott Frisard, (AK), CEO, Precinct Properties | | | |

ATTACHMENT B: Key Performance Indicators report card

| Objectives | | | | |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------|--------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> Promote Auckland as an ideal destination for investment, business, trade, tourism, education, entertainment and innovation. Connect Auckland government and businesses to opportunities in Los Angeles and Guangzhou and the broader China and US markets. Attract investors to Auckland and investment into Auckland businesses. Increased international awareness of Auckland, Auckland's key sectors and business and investment opportunities. Ensure positive media coverage of the Summit to the wider Auckland audience. Generate interest, connections and deals that can be progressed to Guangzhou 2017 Summit. | | | | |
| KPI | Achieved | Progressing | Not achieved | Commentary |
| At least 85% of attendees rate their overall satisfaction with the Summit as "very good" or "excellent." |  | | | 86% of respondents indicated that they found the Summit either "very good" or "excellent" |
| At least 80% of attendees "agree" or "strongly agree" that participating in the Summit will have a positive outcome on their business. |  | | | 81% of respondents indicated that participating in the Summit will have a positive impact on their business. 15% indicated that they did not know yet what impact the Summit will have on their business. |
| At least two USA/or Chinese companies invest or establish in Auckland as a result of engagement via the Tripartite programme. |  | | | Immediate results include Summit attribution for the Chinese investment in an Auckland CBD hotel; and two Los Angeles delegates returned to Auckland with the inaugural American Airlines flights in June to progress deal discussions with media/telco companies. The business results from the Summit will be tracked over the next year given the time required for deals to conclude. |
| At least 100 meetings held through business matching |  | | | The event far exceeded its aim of 100 business matching meetings with about 300 scheduled meetings held in the BNZ Business Activation & ATEED Lounge. This excludes the informal meetings that took place and were not able to be monitored and tracked. |
| 85% of attendees felt that the Māori elements ¹ of the Summit were "excellent" or "very good" or "good." |  | | | 85% of respondents to the Survey indicated they felt the Māori elements incorporated into the Summit were excellent, very good or good. |

¹ Elements include: businesses, speakers, identity, branding, powhiri, design and programme incorporation

| | | | |
|-----------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Three outcomes focused MOUs signed |  | | A total of nine MOU were signed (detailed in Attachment B) |
| At least 75% of Auckland businesses involved in the Tripartite programme indicated they will increase trading with the USA and or/China | |  | <p>43% of Auckland respondents indicated they will increase trading to the US and/or China as a result of the Summit.</p> <p>There were very positive results from delegates from Guangzhou and LA, with 64% and 80% likely to increase trade in Auckland respectively.</p> <p>Connections and relationships typically take time to build and we are only just starting to see results from the Los Angeles visit in 2015.</p> |
| At least 30% of Auckland businesses involved in the Tripartite programme indicated it will expand into the USA/or China markets. | |  | It is anticipated that this KPI will be achieved by the next survey in six months' time, with positive initial results but reluctance of companies to commit to a result. |
| At least 50% of Auckland businesses expressed interest in participating in delegation to Guangzhou 2017. | |  | <p>46.3% of Auckland businesses indicated they are likely to attend the Guangzhou 2017 Tripartite Summit and 11% don't know.</p> <p>This result will be explored further to inform the build-up programme for GZ17 and GPS and ATEED will work to identify businesses, institutes and organizations that fit within the key sectors in order to participate in GZ17.</p> |

Attachment C: Memorandums of Understanding signed at the Summit

- Strategic Cooperation Framework Agreement by Guangzhou Port Company Limited and Zespri International Ltd
- New Zealand China Innovation Centre and the Guangzhou Science & Technology Innovation Commission involving proposed collaboration on innovation
- Proposed Collaboration to Create Opportunities in China between the New Zealand China Innovation Centre and James & Wells
- Investment Cooperation Agreement between Guangzhou Crucis Trade Company Ltd and Green Drop Limited (Organic Alcohol Specialist)
- Tripartite Design Agreement focusing on urban design collaboration between the three tripartite cities. We understand there is a desire to expand this alliance to incorporate a Developers Alliance.
- Four scientific collaboration agreements were signed between the Maurice Wilkins Centre, University of Auckland and the Guangzhou Institutes of Biomedicine and Health, Chinese Academy of Sciences and Jinan University as follows:
 - Guangzhou Scientific and Technological Project between Guangzhou Institutes of Biomedicine and Health, Chinese Academy of Sciences, and the University of Auckland. (Study the regulation of brain metabolites in transgenic pig models of human neuronal degenerative diseases.)
 - China and New Zealand Science and Technological Collaborative Project between the Guangzhou Institutes of Biomedicine and Health, Chinese Academy of Sciences and the University of Auckland. (Targeting cancer cachexia by suppression of adipocyte browning.)
 - China and New Zealand Science and Technological Collaborative Project between Jinan University and the University of Auckland. (Development of novel compounds that target misfolding amylin: route to a new class of anti-diabetic medicines.)
 - Guangzhou-Auckland Science and Technological Collaborative Project between Jinan University and Health and the University of Auckland. (Development of adipokine-based strategies for diagnosis and treatment of obesity-related metabolic diseases.)

Auckland's attendance at the World Cities Summit in Singapore: 10 - 13 July 2016

File No.: CP2016/15545

Purpose

1. To debrief the Economic Development Committee on Auckland's recent attendance at the World Cities Summit in Singapore.

Executive summary

2. At the time of writing Auckland had just returned from attending the World Cities Summit in Singapore. Jim Quinn, Chief of Strategy will provide a presentation to the Committee.

Recommendation/s

That the Economic Development Committee:

- a) receive the World Cities Summit presentation.

Attachments

There are no attachments for this report.

Signatories

| | |
|------------|-------------------------------------------------------------------|
| Author | Elaine Stephenson - Democracy Advisor |
| Authoriser | Sarah Johnstone-Smith - Lead Strategic Advisor Strategic Scanning |

Techweek Update

File No.: CP2016/16119

Purpose

1. To provide the Committee with an overview of Techweek, which was held over May, including a summary of activity, results achieved and early thoughts on next year's event.

Executive summary

2. Patrick McVeigh, GM Business Innovation and Skills, ATEED, will be in attendance to provide a presentation.

Recommendation/s

That the Economic Development Committee:

- a) receive the presentation regarding Techweek and thank Patrick McVeigh for his attendance.

Attachments

There are no attachments for this report.

Signatories

| | |
|------------|-------------------------------------------------------------------|
| Author | Elaine Stephenson - Democracy Advisor |
| Authoriser | Sarah Johnstone-Smith - Lead Strategic Advisor Strategic Scanning |

Countdown to World Masters Games

File No.: CP2016/16118

Purpose

1. To provide the Committee with an overview of World Masters Games 2017, the world's largest multi-sport event, to be held in Auckland in April next year.

Executive summary

2. Jennah Wootten, Chief Executive World Masters Games 2017 Ltd, ATEED, will be in attendance to provide a presentation.

Recommendation/s

That the Economic Development Committee:

- a) receive the presentation regarding the World Masters Games 2017 and thank Jennah Wootten for her attendance.

Attachments

There are no attachments for this report.

Signatories

| | |
|------------|-------------------------------------------------------------------|
| Author | Elaine Stephenson - Democracy Advisor |
| Authoriser | Sarah Johnstone-Smith - Lead Strategic Advisor Strategic Scanning |

Pacific Entrepreneurship in Auckland Project

File No.: CP2016/16079

Purpose

1. To inform the Economic Development Committee about the 'Pacific Entrepreneurship in Auckland' research project.

Executive summary

2. Businesses drive economic growth and build a more successful economy with more employment opportunities. Understanding the dynamics of businesses in Auckland is a key aspect of Auckland Council's ability to work efficiently with stakeholders and partners to deliver the Mayor's vision of Auckland as 'the world's most liveable city'. Pacific businesses are an important part of the Auckland economy.
3. For Pacific people, ownership of a business is an area of opportunity. It provides another avenue for employment and income generation. Pacific (owned) businesses play an important role in providing economic opportunities for the family and more broadly for the community. This in turn raises the economic and social well-being of Pacific people and community in Auckland and the economy as a whole.
4. The 'Pacific Entrepreneurship in Auckland' research project is led by the Research and Evaluation Unit (RIMU) in Council, with stakeholders from the Ministry of Business, Innovation and Employment, Ministry of Pacific Peoples and Auckland Tourism, Events and Economic Development. The broad objective of the study is to establish baseline information about Pacific businesses in Auckland and to gather information about starting up, sustaining and growing a business in Auckland from a Pacific entrepreneur's point of view. This information will help further inform existing Council strategies to enhance the wellbeing of Pacific peoples. This is a six month project which will conclude in December when the findings/results will be made publicly available.
5. This presentation will be given by Penelope Tuatagaloa, Senior Research Economist, Research and Evaluation Unit. It will provide an overview of the project.

Recommendation/s

That the Economic Development Committee:

- a) receive the 'Pacific Entrepreneurship in Auckland project' presentation from Penelope Tuatagaloa, Senior Research Economist, Research and Evaluation Unit.

Attachments

There are no attachments for this report.

Signatories

| | |
|------------|-------------------------------------------------------------------|
| Author | Penelope Tuatagaloa - Senior Policy Advisor |
| Authoriser | Sarah Johnstone-Smith - Lead Strategic Advisor Strategic Scanning |