

Memo

1 March 2017

To: Environment and Community Committee
cc: Koro Dickinson, Manager, Global Partnerships and Strategy
From: Louella Pitt, Global Partnerships and Strategy Advisor and Tripartite Programme Manager

Subject: Update on the Tripartite Economic Alliance between Auckland, Guangzhou and Los Angeles

Summary

To provide an update on the Tripartite Economic Alliance and Guangzhou 2017 Summit.

Action: for information

Tripartite Economic Alliance

1. The Tripartite Economic Alliance (Tripartite) is a strategic alliance designed to facilitate business, government, cultural and social connections between Los Angeles (LA), Guangzhou and Auckland. 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.
2. The Tripartite was launched in November 2014, when the Mayors of LA, Guangzhou and Auckland signed a Memorandum of Understanding in Guangzhou, China. Under this agreement, Tripartite Economic Summits are held annually on a rotational basis between the three cities (for an initial three year period).
3. The Tripartite has been a successful collaboration to date, deepening Auckland's connections and visibility with its two most important and dynamic partner cities, as well as winning national/international recognition. Opportunities from the summit held in Auckland have generated a broad range of potential deals for local companies, estimated to be worth over NZ\$30 million.

Tripartite Economic Summit 2017

4. Guangzhou will host the third Tripartite Economic Summit this year (GZ17). GZ17 is likely to be held 27-29 September 2017 (tbc). The Mayor will lead a delegation of Auckland businesses to participate in GZ17.
5. Interest from Auckland businesses to participate in GZ17 is currently being garnered in the following sectors: technologies – Augmented Reality/Virtual Reality/digital; high end manufacturing; high value foods/bioactives; education; urban design and infrastructure.

Renewal of Tripartite Economic Alliance post November 2017

6. The three year term of the Tripartite is set to expire this year; however under the Tripartite MOU this term can be extended by mutual agreement of the three cities.
7. Options for the extension of the Tripartite are currently being assessed by Global Partnerships and Strategy (GPS), based on the value to Auckland business, council's ability to commit time and resources, implications for Auckland's other international partnerships and the importance of continuing the Tripartite to Auckland's economy.

8. Analysis of the options for the future of the Tripartite will involve engagement between Auckland Tourism Events and Economic Development (ATEED) and GPS.
9. Dialogue on the future of the Tripartite has also begun with both LA and Guangzhou. It is expected that each city will have identified a preferred option for the future of the Tripartite following LA's Mayoral election period in May 2017.
10. Following May, GPS will report to the Environment and Community Committee seeking approval of a preferred option for the future of the Tripartite Economic Alliance.
11. Upon the committee's approval, any extension of the Tripartite Economic Alliance would be signed by MOU at the GZ17.

Next steps

- Details regarding the preparation for the GZ17 will continue to be managed by GPS on behalf of the Mayor and the Governing Body.
- GPS and ATEED will work together to identify potential business and community representatives to participate in the mayoral-led Auckland delegation attending GZ17.
- GPS will continue dialogue on options for the future of the Tripartite Alliance with Los Angeles and Guangzhou and key stakeholders.
- GPS will report back to Committee seeking approval of a preferred option for the future of the Tripartite Economic Alliance, with any extension to be signed at GZ17.
- GPS welcomes suggestions for potential partners/sponsors for the Auckland delegation to GZ17.
- Any immediate enquiries can be directed to Council's Global Partnerships and Strategy unit: Louella Pitt, Advisor and Tripartite Programme Manager.