

Overarching Goal:

Relevant and effective international relationships contribute to the growth of Hobart and its community.

Outcome	Actions	Measure / Reporting	2017/2018 Commentary
<p>1. Knowledge – <i>Hobart has used its friendship city relationships and potential international contacts to increase knowledge and learning for the benefit of its community.</i></p>	<p>1.1. Maintain an active program of communication and visits with Hobart’s existing sister cities of Yaizu and L’Aquila.</p> <p>1.1.1 Open discussions with L’Aquila and the Abruzzese Association with regards to the existing sister city</p>	<p>Council considers relationships to be active.</p> <p>Discussions commence and reported in annual update to Economic Development and Communications Committee (EDCC).</p>	<p>The officer to officer relationship with Yaizu is very strong with communication at least weekly. Community relationships are also very strong with the annual school student exchange occurring for the 28th year in 2018 and with community members attending the 40th anniversary in Yaizu with Council Aldermen and officers.</p> <p>After the earthquake in L’Aquila in 2009, contact reduced significantly. A City of Hobart visit in 2017 reaffirmed the relationship although the Mayor of L’Aquila and officers has since changed. The Abruzzese Association and the City of Hobart are working hard to develop this new relationship and will continue in the 2018/19 year.</p> <p>Discussions were had on a number of occasions between the City of Hobart and the Abruzzese Association. The association is passionate about continuing the relationship with L’Aquila and has made their own contact with the new Mayor and his team. It was agreed that the younger Abruzzese descendants in Hobart should be focussed on in order to maintain the longevity of this relationship.</p>

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	<p style="text-align: center;">arrangement between Hobart and L'Aquila and ongoing intentions.</p> <p>1.2 Maintain an active program of communication and visits with Hobart's existing friendship city (Xi'an) and soon to be friendship city (Fuzhou) for the five year terms of the relationships.</p>	<p>Council considers relationships to be active.</p>	<p>For this reason, investigations are under way as to whether school exchanges can be facilitated and a scholarship for an Abruzzese descendent to return to L'Aquila for a period of study.</p> <p>Following the placement of an officer from Fuzhou with the Economic Development (Hobart) team for a period of six months (funded by the Fuzhou Government), communication and understanding is very strong. Communication is every couple of days either via email or Wechat. The officer returned to Fuzhou with a number of ideas to strengthen the friendship such as a team from Tasmania to attend Fuzhou's major dragon boat festival in 2018/19.</p> <p>The visit to Xi'an by one officer and Alderman in September 2017 was very productive in strengthening the relationship. A number of meetings were held with the officer from the Office of Foreign & Overseas Chinese Affairs in the Xi'an Municipal People's Government. This officer is responsible for overseeing the relationship between Hobart and Xi'an. Following the face to face contact, the officer in Hobart and Xi'an are in contact at least weekly either via email or Wechat. An introduction was also made to the Division Chief who oversees all of Xi'an's international relationships.</p>

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	<p>1.3. Commit to undertaking sister / friendship city visits at least every two years, or as appropriate where the city makes an equivalent commitment.</p>	<p>Sister / friendship city visits undertaken, economic and cultural value measured (actions 2.1 and 3.1) presented to EDCC in annual update.</p>	<p>Visit to Yaizu - August 2017 by a delegation of Aldermen, officers and community members to celebrate the 40th anniversary of the relationship.</p> <p>Visit to L'Aquila - May 2017 as part of a larger European study tour coordinated by UTAS.</p> <p>Visit to Fuzhou - January 2017 when the friendship city agreement was signed. This visit coincided with the Chinese tour of the Tasmanian Symphony Orchestra.</p> <p>Visit to Xi'an - September 2017 when the Euro-Asia Economic Forum was staged in Xi'an.</p>
	<p>1.4. Participate in international activities that will provide opportunities for the Council to gain knowledge for the benefit of the City.</p> <p>1.4.1. Consider participation in the biennial World Cities Summit and</p>	<p>Council decision to be made.</p>	<p>Participation in the Euro-Asia Economic Forum in September 2017 in Xi'an expanded City of Hobart knowledge of President Xi Jinping's 'One Belt, One Road' economic initiative. It also provided an opportunity to discuss with a number of cities how they measure the value of their international relationships.</p> <p>This was attended in 2016. It is unlikely that this will occur in 2018.</p>

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	<p>associated Mayors' Forum in Singapore.</p> <p>1.4.2. Investigate and resolve whether to lead the re-establishment of the Antarctic Gateways Cities Group of Hobart, Christchurch, Ushuaia, Punta Arenas and Cape Town for the purpose of sharing information.</p> <p>1.5. Develop agreed actions with government, education and</p>	<p>Council decision to be made.</p>	<p>Participation in the University of Western Sydney and UTAS led 'Antarctic Gateway Cities' project is providing a forum in which to test this idea. It is expected that discussion will arise in the 2018/19 year.</p> <p>The Economic Development Officer for the City of Hobart met the outgoing Australian Ambassador to Chile in 2016. This provides an important contact in Chile should a relationship in Punta Arenas be investigated.</p> <p>The Associate Director City Economy, Tourism and Events attended a dinner staged to welcome the Argentinian Ambassador to Australia to Hobart in March 2018. This provides an important contact in Argentina should a relationship in Ushuaia be investigated.</p> <p>See below</p>

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	<p>business sectors on specific outcomes required from existing and potential relationships.</p> <p>1.5.1. Develop and implement an agreed plan with the State Government as to the City's role in supporting State Government policy outcomes in existing and future international trade.</p> <p>1.5.2. Develop and implement an agreed plan with UTAS as to the City's role in supporting</p>	<p>Plans finalised and implementation commenced (1.5.1 and 1.5.2). Report to EDCC as part of annual update.</p> <p>Plans finalised and implementation commenced (1.5.1 and 1.5.2). Report to EDCC as part of annual update.</p>	<p>Although a plan was developed and agreed, following the State Government election in March 2018, it is likely that this will be re-visited. The Economic Development team converse regularly with the Trade and International Relations team in person and via email.</p> <p>A plan was drafted in 2016 but was not ratified by UTAS. The City of Hobart and the Global Engagement Team are in frequent contact and hold catch up meetings twice per year to discuss ongoing strategy. UTAS and the City of Hobart frequently assist each other. Examples are UTAS providing data around</p>

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	UTAS's existing and future international growth.		<p>student numbers from each of Hobart's sister / friendship cities. UTAS meeting with delegates from Fuzhou Minjian University that were interested in reigniting a relationship with UTAS.</p> <p>Discussions are to be held in April 2018 about whether the Lord Mayor might host a welcome event for students starting at UTAS from the sister / friendship cities.</p>
	1.5.3. Hold an annual forum with Hobart's key business leaders to discuss opportunities for Hobart, overseas.	Report key points to EDCC.	<p>This has not commenced. Partners such as the Department of State Growth (including the Office of the Coordinator General) and the Federal Government (Austrade) facilitate business to business relationships.</p> <p>It is suggested that this action should be removed.</p>
2. Cultural – Hobart has sought to enrich its community through cultural exchange and connection	2.1. Measure the cultural value of international relationships annually and report to the Economic Development and Communications Committee.	<p>Number of cultural events hosted / facilitated relating to the friendship city (e.g. Art exhibition, stand at the Taste of Tasmania etc).</p> <p>Number of school, college, university student / teacher exchanges between Hobart and friendship city.</p>	<p>Number of student exchanges = 3 (Fuzhou and Yaizu came to Hobart) and Hutchins School will travel to Xi'an in April 2018.</p> <p>The average spend per day per international visitor according to Tourism Tasmania's Tourism Snapshot ending Dec 2017 is \$105. It must be noted that the average spend for a visitor from China according to</p>

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		<p>Level of activity of local sister city committees and their engagement with activities.</p> <p>Number of delegations sent to and received from the friendship city.</p>	<p>Tourism Tasmania's 'Chinese Visitor Snapshot' in February 2016 is \$184. It must also be noted that these figures are for those aged over 15. For the young Chinese student, it is therefore sensible to use the figure of \$105. A delegation of 13 students and two adults came to Hobart for 7 days from Yaizu this represents a spend of \$11,025 in the city. A delegation of 13 students and 2 teachers visited for 7 days, in addition to 2 adults for 2 days. This represented a spend in the city of \$11,455. Total spend of the two visits from international students = \$22,480.</p> <p>Hobart-Yaizu Sister City Committee met 6 times. City of Hobart and Abruzzese Association have met 5 times and the City of Hobart has attended two Abruzzese Association events.</p> <p>There is no committee that governs the relationship with Xi'an or Fuzhou. Bi-monthly are to be set up with the Fujian Association (Tasmanian branch) and research will be conducted into whether there is a 'local champion' i.e. a member of the community in Hobart with links to Xi'an who would like to drive the relationship.</p>

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	2.2. Understand the culturally important aspects of Hobart's sister / friendship cities and seek to promote them in Hobart.	Report on 2.2.1-2.2.3 to EDCC annually.	<p>The City of Hobart and members of the Timor-Leste Friendship Association have met 6 times this year. The City of Hobart has also hosted His Excellency Mr Abel Guterres (Ambassador of Timor-Leste to Australia) at the Town Hall.</p> <p>See below</p>
	2.2.1. On a biennial basis hold a cultural 'weekend / day' for each sister / friendship city, whereby representatives from the sister / friendship city and local community are invited to promote		<p>The Abruzzese Association ran a stand at Festa Italia.</p> <p>In the coming year it is anticipated that an event will be held at the Town Hall to welcome the Yurikamome Children's Choir (from Yaizu), other performances will be organised to accompany the choir and the serving of Japanese food is being considered.</p> <p>A presence at the Taste of Tasmania for sister / friendship city delicacies is being investigated and discussions have been had this year about inviting sister / friendship cities to attend the Australian</p>

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	<p>aspects of their city's culture and life to Hobart and Tasmania. Alternatively, collaborate with existing local activities i.e. Festa Italia festival or the Australian Wooden Boat Festival and The Taste of Tasmania.</p> <p>2.2.2. Promote local community involvement in sister / friendship city activities through relevant associations and community groups.</p>		<p>Wooden Boat Festival in 2019 with a view to having an increased presence in 2021.</p> <p>It is suggested that this action is amended as holding a full day or weekend would require significant resourcing which could be unnecessary when a sister /friendship city presence can be arranged at existing events.</p> <p>The Abruzzese Association is supported by the City of Hobart. The City attends the association's committee meeting bi-monthly.</p> <p>The City arranges a meeting for the Hobart-Yaizu Sister City Committee every 3 months. This becomes more frequent around the time of the student visit from Yaizu.</p> <p>The City is also a member of the Australia-Japan Society Tasmania.</p>

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	<p>2.2.3. Seek to investigate options for developing and sustaining international relationships via social media channels, expatriate networks and other appropriate methods, as a means of increasing knowledge and reinforcing relationships between visits</p> <p>2.3. Actively engage with UTAS to understand its Global engagement aspirations.</p> <p>2.3.1. Develop and implement an</p>	<p>Plan developed and implemented.</p>	<p>Investigations have been conducted into existing expatriate online networks and these have been found to be very limited. This is an ongoing activity in recognition of the fact that networks emerge and subside quickly.</p> <p>See action 1.5.2</p>

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	<p>agreed plan with UTAS as to the City's role in supporting UTAS's existing and future international growth.</p>		
<p>3. Economic – Hobart <i>has grown the number of economic outcomes achieved from its sister / friendship cities and international relationships</i></p>	<p>3.1. Measure the economic value of international relationships annually and report to the Economic Development and Communications Committee.</p>	<p>Number local businesses assisted by the City of Hobart to cater for Chinese visitors.</p> <p>Number of business referrals / introductions through the Xi'an and Fuzhou government to Hobart / Tasmanian businesses.</p> <p>Number of business referrals / introductions through the State Government and the City of Hobart to Xi'an and Fuzhou based businesses.</p>	<p>This action has not taken place this year.</p> <p>There have been no direct business referrals from Xi'an. A delegation from the Shaanxi Province (of which Xi'an is the capital) was received by the State Government and the Economic Development Officer from the City of Hobart attended. The purpose of the visit from the Shaanxi group that included representatives of government fruit and vegetable administrations was to sign an agreement between the Luochan Vocational Secondary Specialized School of Shaanxi Province of the People's Republic of China and TasTAFE. This agreement was to investigate a 'talent training scheme' for fruit growing and is in line</p>

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		<p>Development of specific investor marketing material for overseas investors.</p> <p>Development of international student marketing materials in partnership with educational institutions such as UTAS and TasTAFE.</p> <p>Visitor numbers from sister /friendship cities (and associated spend).</p> <p>Student numbers from sister / friendship cities (and associated spend).</p>	<p>with the 'Shaanxi-Tasmania modern agriculture (fruit) industry memorandum of cooperation' signed between the Shaanxi Provincial People's Government and the State of Tasmania in 2014.</p> <p>Although not directly referred by the Fuzhou Government, a group of 9 Melbourne and Sydney based investors with familial links to the Fujian Province were particularly interested to visit Hobart because of the friendship city relationship between Hobart and Fuzhou and state relationship between Tasmania and the Fujian Province. Contact between the City of Hobart and lead delegate is ongoing.</p> <p>The City of Hobart has referred Hutchins, St Mary's and St Michael's Collegiate to the government in Fuzhou to enable the investigation of school to school relationships and the potential of longer term students. Hutchins has also been referred to the government in Xi'an for matching with a local school.</p> <p>No business referrals outside of education have been made this year.</p>

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			<p>A UTAS internship student commenced the re-design of the international investment prospectus over a period of 13 working days.</p> <p>Feedback from UTAS was that printed marketing collateral would be less useful than a video welcome from the Lord Mayor. This will be discussed further in 2018/19 following the appointment of a new Lord Mayor in October 2018.</p> <p>The visitor numbers from Fuzhou and Xi'an per annum are estimated by Tourism Tasmania to be under 1000. The data collected through the Tasmanian Visitor Survey is a sample of visitors to Tasmania, not all visitors. It is therefore advised that estimates under 1000 are treated with greater caution.</p> <p>See 2.1. The estimated spend in the local economy of the two delegations was \$22,480.</p> <p>Deloitte Access Economics in 2014 estimated that international students spend on average p/a \$42,531 of which 50% is spent in the local economy. This does not include the value to the economy of visiting family and friends.</p>

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			<p>Number of students at UTAS: 27 from Fuzhou, 46 from Xi'an. These students represent a spend in the local economy of over \$1.5 million in the 2017/18 year.</p> <p>Number of international students at Tasmanian Government Schools: Fujian Province: 2016: 15 enrolments, 2017: 6 enrolments. This represents a spend of nearly \$400,000 in the local economy from the 2016 admissions and over \$127,000 from enrolments in 2017.</p> <p>Number of international students at Tasmanian Government Schools: Shaanxi Province: 2016: 2 enrolments, 2017: 2 enrolments. This represents a spend in the local economy of nearly \$43,000 from enrolments in 2016 and the same in 2017.</p> <p>Number of international students in vocational education and training: Fujian Province: 0 in 2016 and 2017. Shaanxi Province: 1 admission in 2018, representing a local spend of over \$21,000.</p>
	3.2. Understand the State Government's policy position on		

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	<p>international relations and trade and seek, so far as appropriate, to actively support this.</p> <p>3.2.1. Develop and implement an agreed plan with the State Government as to the City's role in supporting State Government policy outcomes in existing and future international trade.</p> <p>3.2.2. Participate in State Government trade missions where potential value to the City of Hobart is</p>	<p>Plan developed and implemented.</p> <p>Economic value (as per 3.1 measured and reported annually).</p>	<p>See action 1.5.1</p> <p>The State Government has not visited China in the last 12 months. City of Hobart representatives visited China with the Premier of Tasmania in 2016 and with the Minister for Arts and the Tasmanian Symphony Orchestra in 2017 when the friendship agreement was signed with Fuzhou.</p>

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	<p>likely in the short, medium or long term.</p> <p>3.3. Hold an annual forum with Hobart's key business leaders to discuss opportunities for Hobart, overseas.</p> <p>3.4. Actively discuss and explore economic opportunities with the City of Xi'an, China based on the action plan attached to the Friendship City Agreement.</p> <p>3.5. Actively discuss and explore economic opportunities with the City of Fuzhou, China.</p> <p>3.6. Engage with Business Events Tasmania and relevant groups in the bidding for and hosting of</p>	<p>Forum held and feedback from participants measured.</p> <p>Economic value reported (3.1).</p> <p>Economic value reported (3.1).</p> <p>Number of international event bids won.</p>	<p>See action 1.5.3. Suggest this is removed.</p> <p>The majority of activities and economic opportunities arise through links to education at school, college and university level. Other aspects of economic cooperation are being discussed at a high level in the wine industry.</p> <p>The majority of activities and economic opportunities arise through links to education at school, college and university level.</p> <p>Business Events Tasmania contacts the City of Hobart to support significant international bids. None have occurred in the last 12 months.</p>

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	international events and conferences.		
	<p>3.7. Actively engage with UTAS to understand its Global engagement aspirations.</p> <p>3.7.1. Develop and implement an agreed plan with UTAS as to the City's role in supporting UTAS's existing and future international growth.</p>	Plan finalised and implemented – number of economic outcomes achieved (3.1).	See 1.5.2
4. Civic – <i>the City has utilised its status as the Capital City to advance Hobart and Tasmania' international standing.</i>	4.1. Continue to hold the annual Antarctic opening of the season reception and seek to broaden the international participation in it.	Reception held and participant numbers together with stakeholder feedback.	The 2018 reception was the largest for 4 years with 130 attendees. The key note speaker was the Head of Polar Logistics of IPEV (Institut Polaire Francais). Key personnel from the Chinese program were invited, as well as the Ambassador of Norway to Australia, Honorary Consul of Switzerland to Tasmania,

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	<p>4.2. Commit additional resource to the marking of the 40th Anniversary of the friendship with Yaizu in 2017.</p> <p>4.3. Commit additional resource to the marking of the 20th Anniversary of the friendship with L'Aquila in 2018.</p> <p>4.4. Host Civic receptions that will advance the City and State's international brand, particularly through the State Government priority sectors of:</p> <ul style="list-style-type: none"> a) Education; b) Tourism; 	<p>Report plans for both events (4.2 and 4.3) to Community, Culture and Events Committee.</p> <p>Number of receptions held, participant and stakeholder feedback.</p>	<p>Honorary Consul of France to Tasmania and the Chinese Consul for Antarctic Affairs (Melbourne).</p> <p>This has now occurred. Remove.</p> <p>This has now occurred. Remove.</p> <p>The following receptions were held:</p> <ul style="list-style-type: none"> • Formal dinner was hosted by the Deputy Lord Mayor at Town Hall for delegates and teachers from host schools (St Mary's and Hutchins) to mark this inaugural visit from Fuzhou No. 18 Middle School. • Afternoon tea hosted by the Lord Mayor to mark the occasion of the Order of Timor-Leste presented by His Excellency Mr Abel

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	c) Antarctic and Southern Oceans; d) Agriculture; and e) Aquaculture.		Guterres (Ambassador of Timor-Leste to Australia) to Bob Brown. <ul style="list-style-type: none"> Civic reception hosted by the Lord Mayor, in conjunction with the Abruzzese Association to mark the 20th anniversary of the relationship. Around 80 people attended from the Italian community.
5. New Opportunities – <i>the City has sought out and responded to opportunities to expand diverse international relationships.</i>	5.1. Develop on an annual basis for the Council’s consideration a list of relevant cities that could be considered for future strategic relationships (these could be friendship city or a lesser commitment such as project based cooperative agreements). 5.2. Commence investigations into a community development based	Report to Council for all decisions relating to new opportunities (5.1-5.5) using Council policy 5.14.01 – <i>Guidelines for Future International Relations</i> for criteria.	The focus over the last 12 months has been on investigating a relationship in Timor-Leste. Officer contact with officers at Portland City Council (Oregon, U.S) has occurred and two Aldermen have visited Portland in the last 12 months looking at transport, recycling etc. as part of their Personal Development. A report will be brought to the Economic Development and Communications Committee in April 2018 with proposals for advancing a community development based relationship with the village of

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	<p>relationship with a city in the Asia Pacific region.</p> <p>5.3. Commence investigations into a relationship with one or more of the Antarctic Gateway cities of Cape Town, Punta Arenas and Ushuaia.</p> <p>5.4. Commence investigations into relationships with international cities with distinct similarities / very strong learning opportunities e.g. Portland, U.S.A.</p> <p>5.5. Before agreeing to new sister / friendship city or strategic relationship, undertake a minimum 12 month period of</p>		<p>Balibo in Timor-Leste following a small delegation in January 2018.</p> <p>Participation in the University of Western Sydney and UTAS led 'Antarctic Gateway Cities' project is providing a forum in which to test this idea. It is expected that discussion will arise in the 2018/19 year.</p> <p>See 5.1. The City of Hobart also has sound officer links with the city of Cambridge (UK) for learnings about being a 'university city' and being a 'city deal' city.</p> <p>Investigation into a relationship with Timor-Leste has been ongoing for the last 20 months.</p>

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	investigation and knowledge gathering into potential linkages with Hobart, based on the criteria set out on Council policy 5.14.01.		

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