



The Hon Louise Asher MP

Minister for Innovation, Services and Small Business
Minister for Tourism and Major Events
Minister for Employment and Trade

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Mr David Morris MP
Chair
Parliament of Victoria
Public Accounts & Estimates Committee
Parliament House
EAST MELBOURNE VIC 3002


Dear Mr Morris

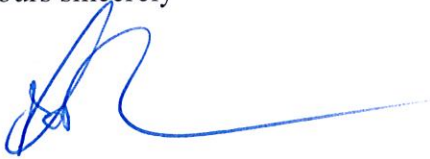
2013-14 BUDGET ESTIMATES FURTHER INFORMATION - EMPLOYMENT AND TRADE PORTFOLIO

Thank you for your letter dated 20 June 2013 regarding the 2013-14 Budget Estimates further information - Employment and Trade Portfolio.

My response to your request for additional information is attached.

If you or your officers have any queries regarding the response, please contact Ms Deborrah Jepsen, Executive Director, Strategic Planning and Ministerial Services on 9651 9421.

Yours sincerely



THE HON LOUISE ASHER MP
Minister for Innovation, Services and Small Business
Minister for Tourism and Major Events
Minister for Employment and Trade



Encl.

15 JUL 2013



**ATTACHMENT: QUESTIONS TAKEN ON NOTICE AND
FURTHER INFORMATION AGREED TO
BE SUPPLIED AT THE HEARINGS**

EMPLOYMENT AND TRADE PORTFOLIO

1. Please advise the number of agency staff who are working in the new Department (that is, after the machinery-of-government changes).

(Page 4 of the Employment and Trade portfolio transcript)

The number of agency staff working in the Department of State Development, Business and Innovation as at May 2013 was estimated at 336.

2. For the agency staff who are working in the new Department, please advise the areas that these staff work in, and the roles these staff fill.

(Page 4 of the Employment and Trade portfolio transcript)

The table below provides the areas of the new Department that agency staff work in and their roles.

DSDBI Agency Hires by Location and Role - May 2013[#]

Division	Description/Roles							
	IT Projects	Non-IT Projects	Business Development	Technical & Commercial Specialists	Marketing and Comms	Policy Advisors	Other (Admin, Finance, HR etc)	Total
Corporate Services & Comms	61				12		7	80
Innovation & Technology		10				6	7	23
Investment & Major Projects		6					1	7
Policy						4	1	5
Tourism & Aviation	4	2	2		12	5	21	46
Trade & Industry Development		6	37		6	7	43	99
Small Business Commissioner							6	6
Energy and Earth Resources				50				50
Regional Development Victoria	5	5				5	5	20
Total	70	29	39	50	30	27	91	336

[#] Note: Estimates only as not DSDBI does not have a dedicated agency hire tracking system.

3. Please provide a disaggregation (by country, and what is immediate, what is first year and what is second year) of the investment or business arising from trade missions, including the value of investment/business and the number of projects.

(Page 6 of the Employment and Trade portfolio transcript)

Since December 2010, the Government has delivered 60 trade missions as part of its Trade Mission Program. The Trade Mission Program is a centrepiece of the Government's Victorian International Engagement Strategy which opens doors for Victorian businesses in global markets.

Collectively the trade missions undertaken in this time (as at 8 July 2013) have resulted in \$3,412,779,518 of anticipated additional exports over a two year period. (Please note that a number of missions have only recently been completed therefore business outcomes are not available until evaluation forms have been submitted by participants).

The business outcomes that are captured in the following table represent immediate sales and anticipated sales in years one and two post the mission as well as total figures.

The data has been provided on a regional basis, rather than by individual countries, as many of the missions visit multiple countries and it is Departmental practice to report outcomes on a whole of mission basis.

Due to the commercial in confidence nature of contracts, the Department does not list specific company information concerning contracts; instead it reports outcomes on a whole of mission basis.

Region	No. of Missions	Immediate Sales	Anticipated Sales 1-12 Months	Anticipated Sales 13-24 Months	Total Anticipated Sales to 24 Months plus Immediate
Americas	14	\$5,697,500	\$34,515,000	\$129,083,051	\$169,295,551
China	6	\$175,900,700	\$631,302,202	\$997,503,602	\$1,804,706,504
Europe	11	\$1,150,455	\$56,372,500	\$63,376,000	\$120,898,955
India	8	\$4,879,998	\$204,590,000	\$400,694,000	\$610,163,998
Japan & Korea	6	\$333,000	\$27,572,185	\$38,175,982	\$66,081,167
MENA	7	\$31,487,320	\$187,606,555	\$313,428,964	\$532,522,839
South East Asia	8	\$589,476	\$30,439,001	\$78,082,027	\$109,110,504
Grand Total	60	\$220,038,449	\$1,172,397,443	\$2,020,343,626	\$3,412,779,518

INNOVATION, SERVICES AND SMALL BUSINESS PORTFOLIO

No questions were taken on notice for this portfolio.

TOURISM AND MAJOR EVENTS PORTFOLIO

No questions were taken on notice for this portfolio.