

## Adrian-Van-Leest (Canberra)

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**From:** Michael-Vickers (Canberra)  
**Sent:** Tuesday, 25 February 2014 10:34 AM  
**To:** Angus Barker (DFAT)  
**Cc:** Michelle-Webster (Canberra)  
**Subject:** RE: Public announcement of legislation [DLM=For-Official-Use-Only]  
[SEC=UNCLASSIFIED]

Angus,

Is this the list you wanted?

EMDG recipient stories approved for public distribution are at:

<http://www.austrade.gov.au/Export/Export-Grants/Success-stories/Success-stories>

These shorter compliments from EMDG clients are also approved for public distribution ('What Exporters have to say about EMDG'):

<http://www.austrade.gov.au/Export/Export-Grants/What-is-EMDG/What-exporters-say-about-EMDG>

Regards,

Michael Vickers

---

Michael Vickers | Manager, Policy and Scheme Development

Export Market Development Grants  
Australian Trade Commission (Austrade)



Australian Government  

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Australian Trade Commission



Level 2 Minter Ellison Building 25 National Circuit, Forrest ACT Australia  
T +61 2 6201 7685 | M 61 4 17 204 689 | IP 17685  
[Michael.Vickers@austrade.gov.au](mailto:Michael.Vickers@austrade.gov.au) | [www.austrade.gov.au](http://www.austrade.gov.au)

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---

**From:** Barker, Angus [mailto:Angus.Barker@dfat.gov.au]  
**Sent:** Tuesday, 25 February 2014 10:15 AM  
**To:** Michael-Vickers (Canberra)  
**Subject:** RE: Public announcement of legislation [DLM=For-Official-Use-Only] [SEC=UNCLASSIFIED]

Michael

Could you pls send me that list of (publicity pre-approval given) list of EMDG recipients from around the country?

Thanks

Angus

**Angus Barker | Senior Adviser**

**The Hon Andrew Robb AO MP | Minister for Trade and Investment | Federal Member for Goldstein**  
Melbourne | 4 Treasury Place East Melbourne VIC 3002  
Canberra | Suite M1-22 Parliament House Canberra ACT 2600  
Melbourne | P 03 9650 2066  
Canberra | P 02 6277 7420  
Email | [angus.barker@dfat.gov.au](mailto:angus.barker@dfat.gov.au)

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**From:** Michael-Vickers (Canberra) [mailto:Michael.Vickers@austrade.gov.au]  
**Sent:** Tuesday, 25 February 2014 9:52 AM  
**To:** Barker, Angus  
**Cc:** zz [External] michelle.webster@austrade.gov.au; zz [External] Ian.Chesterfield@austrade.gov.au  
**Subject:** Public announcement of legislation [DLM=For-Official-Use-Only]

Angus,

When EMDG legislation is introduced into Parliament we normally advise interest groups and Austrade staff.

We call and write to the industry associations, in this case both explaining what is in the legislation and why it is different from what was discussed in the consultation phase.

EMDG consultants and Austrade EMDG staff are advised of the legislation and we also put a notice on our website.

EMDG recipients are not advised until the legislation passes this is to guard against any misunderstanding about eligibility based on legislation which is introduced but which is ultimately not enacted.

It is open to the Minister to make a press statement equally he can wait until the legislation passes and then make a press statement (this usually results in clearer communication with the small business export community).

If you, Zoe or the Minister's media team would prefer a different approach please let me know today.

Regards,  
Michael Vickers

---

**Michael Vickers | Manager, Policy and Scheme Development**

Export Market Development Grants  
**Australian Trade Commission (Austrade)**



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## Adrian-Van-Leest (Canberra)

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**From:** Angus Barker (DFAT)  
**Sent:** Tuesday, 25 February 2014 1:02 PM  
**To:** Michael-Vickers (Canberra)  
**Cc:** Michelle-Webster (Canberra); Ian-Chesterfield (Canberra); Zoe McKenzie (DFAT)  
**Subject:** RE: EMDG - Senate Estimates Scrutiny [DLM=For-Official-Use-Only]  
[SEC=UNCLASSIFIED]

Please include these in the pack for Thursday of Q&A that may come up in connection with Austrade administered programs.

I will consult on whether we need any tweaks to the last answer and if it needs to be changed will let you know.

### Angus Barker | Senior Adviser

The Hon Andrew Robb AO MP | Minister for Trade and Investment | Federal Member for Goldstein  
Melbourne | 4 Treasury Place East Melbourne VIC 3002  
Canberra | Suite M1-22 Parliament House Canberra ACT 2600

Melbourne | P 03 9650 2066

Canberra | P 02 6277 7420

Email | [angus.barker@dfat.gov.au](mailto:angus.barker@dfat.gov.au)

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**From:** Michael-Vickers (Canberra) [mailto:Michael.Vickers@austrade.gov.au]  
**Sent:** Tuesday, 25 February 2014 12:56 PM  
**To:** Barker, Angus  
**Cc:** zz [External] michelle.webster@austrade.gov.au; zz [External] Ian.Chesterfield@austrade.gov.au  
**Subject:** FW: EMDG - Senate Estimates Scrutiny [DLM=For-Official-Use-Only]

Angus,

If the EMDG legislation is introduced on Thursday Austrade is likely to be asked questions about the legislation when we appear before the Senate Estimates Committee on Thursday evening.

The key questions you may wish to consider are below along with Austrade's proposed answers:

Q (Senator): "Why has the decision been taken to not distribute the \$12.5 million in additional funding promised this year as proposed in the consultation phase?"

A (Austrade): "During the consultation phase with industry representatives and central agencies there was not a clear consensus in support of the original proposal and after considering a range of different views the government amended the proposed policy."

Q (Senator): "Will the additional \$12.5 million be expended this year?"

A (Austrade): "Grant Applications do not close until 28 February. EMDG is an entitlement scheme not a discretionary grant and so Austrade has no control over the number of grants applications and the number of grants paid."

If the question is pursued

Q (Senator) repeated question: "Will the additional \$12.5 million be expended this year? What modelling has Austrade done of likely grant demand?"

A (Austrade): Because grant applications do not close until 28 February Austrade will not be able to estimate the likely level of grant demand until early March. The reduced number of applications received to date indicates that the additional funding may not be required to pay grants this financial year.”

Q (Senator): “If not distributed in grants what will happen to the \$12.5 million in funding promised?”

A (Austrade): “Amounts appropriated to the EMDG scheme which are unspent and not required to pay grants which have not yet been finalised are returned to consolidated revenue”

This last answer is the position until such time as the Government makes a decision which changes this position, in the absence of this decision this is the only answer that Austrade can give. It is certainly open to the Minister representing the Trade Minister (presumably Senator Cormann) to provide another answer (in these circumstances Austrade would not answer the question).

Alternatively you may wish to brief Senator Cormann on preferred responses to these questions.

Regards,

Michael Vickers

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Michael Vickers | Manager, Policy and Scheme Development

Export Market Development Grants  
Australian Trade Commission (Austrade)



Australian Government  
Australian Trade Commission



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**Cc:** Michelle-Webster (Canberra); Ian-Chesterfield (Canberra); Zoe McKenzie (DFAT)  
**Subject:** RE: EMDG - Senate Estimates Scrutiny [DLM=For-Official-Use-Only] [SEC=UNCLASSIFIED]

Angus,

Thank you for the advice below.

As part of your consultation it would be prudent to ensure Senator Cormann is briefed – particularly given his role as Finance Minister.

Questions about meeting election commitments can very quickly become policy questions that it is not appropriate for Austrade to answer. The Senator would then address the question.

Regards,

Michael Vickers

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Regards,

Michael Vickers

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Michael Vickers | Manager, Policy and Scheme Development

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## Adrian-Van-Leest (Canberra)

---

**From:** Angus Barker (DFAT)  
**Sent:** Tuesday, 25 February 2014 4:55 PM  
**To:** Michael-Vickers (Canberra)  
**Subject:** RE: FY 2012-13 EMDG grant recipients by electorate (GY 2012 only).xlsx [DLM=For-Official-Use-Only] [SEC=UNCLASSIFIED]

Many thanks.

Pls send me the weblink when it comes to hand.

### Angus Barker | Senior Adviser

The Hon Andrew Robb AO MP | Minister for Trade and Investment | Federal Member for Goldstein  
Melbourne | 4 Treasury Place East Melbourne VIC 3002  
Canberra | Suite M1-22 Parliament House Canberra ACT 2600

Melbourne | P 03 9650 2066

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Email | [angus.barker@dfat.gov.au](mailto:angus.barker@dfat.gov.au)

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**From:** Michael-Vickers (Canberra) [mailto:Michael.Vickers@austrade.gov.au]  
**Sent:** Tuesday, 25 February 2014 2:34 PM  
**To:** Barker, Angus  
**Cc:** zz [External] michelle.webster@austrade.gov.au  
**Subject:** FW: FY 2012-13 EMDG grant recipients by electorate (GY 2012 only).xlsx [DLM=For-Official-Use-Only]

Angus,

Attached are the details of grants paid last financial year (2012-13) relating to grant year 2011-12 (for company export marketing expenditure in 2011-12). In the time available we cannot format it in the same way as the previous tables – however the data is the same. All the data is available to the public.

Worksheet 1 is a summary of all electorates - while worksheet 2 is each electorate in detail.

Let me know if you want anything additional.

Regards,  
Michael Vickers

---

Michael Vickers | Manager, Policy and Scheme Development

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## Adrian-Van-Leest (Canberra)

---

**From:** Angus Barker (DFAT)  
**Sent:** Wednesday, 26 February 2014 6:03 PM  
**To:** Michael-Vickers (Canberra)  
**Subject:** RE: EMDG - address for Policy Approval letter [DLM=For-Official-Use-Only]  
[SEC=UNCLASSIFIED]

Thanks Michael

Assuming we get the green light tonight, when the legislation is introduced in the House, how long after that will a soft copy of the legislation be available for dissemination to the public?

Angus

### Angus Barker | Senior Adviser

The Hon Andrew Robb AO MP | Minister for Trade and Investment | Federal Member for Goldstein  
Melbourne | 4 Treasury Place East Melbourne VIC 3002  
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Melbourne | P 03 9650 2066  
Canberra | P 02 6277 7420  
Email | [angus.barker@dfat.gov.au](mailto:angus.barker@dfat.gov.au)

---

**From:** Michael-Vickers (Canberra) [mailto:Michael.Vickers@austrade.gov.au]  
**Sent:** Wednesday, 26 February 2014 5:46 PM  
**To:** Barker, Angus; zz [External] michelle.webster@austrade.gov.au  
**Subject:** EMDG - address for Policy Approval letter [DLM=For-Official-Use-Only]

Angus, Michelle,

PM&C has put their DLO in the PM's Office on notice to retrieve the letter as soon as it is signed and forward it on - so in normal circumstances we should not have to do anything. However in the event that the letter is sent to you, the PM's letter needs to go to Annette Cronin who is the PM&C PLO in the House her email address is: [annette.cronin@pmc.gov.au](mailto:annette.cronin@pmc.gov.au)

Regards,  
Michael Vickers

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Michael Vickers | Manager, Policy and Scheme Development

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## Adrian-Van-Leest (Canberra)

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**From:** Michael-Vickers (Canberra)  
**Sent:** Wednesday, 26 February 2014 6:09 PM  
**To:** Angus Barker (DFAT)  
**Cc:** Michelle-Webster (Canberra)  
**Subject:** RE: EMDG - address for Policy Approval letter [DLM=For-Official-Use-Only]  
[SEC=UNCLASSIFIED]

Angus,

Once the legislation is introduced it is "in the public domain". Austrade will be putting a copy of the Bill, explanatory memorandum and the Minister's press statement on our website the same day. I can provide you with a soft copy or forward it to any addressees you nominate. The Bill and explanatory memorandum also appear on the Parliament House website

Regards,  
Michael Vickers

---

Michael Vickers | Manager, Policy and Scheme Development

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Regards,  
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**From:** Angus Barker (DFAT)  
**Sent:** Wednesday, 26 February 2014 6:39 PM  
**To:** Michael-Vickers (Canberra)  
**Subject:** FW: EMDG Amendment Bill -EMDG Consulting, - Angus Barker, - The Hon Andrew Robb MP [SEC=UNCLASSIFIED]

Mr Taylor would like to receive a copy once it is public please.

---

**From:** EMDG Consulting [mailto:john@emdg-consulting.com.au]  
**Sent:** Tuesday, 25 February 2014 3:25 PM  
**To:** Barker, Angus  
**Subject:** EMDG Amendment Bill -EMDG Consulting, - Angus Barker, - The Hon Andrew Robb MP

Dear Angus,

further to our telephone conversation just now - I would be appreciative if you could organise a copy of the EMDG Amendment Bill slated for introduction to the Parliament on Thursday 27th when available for public release.

Also see attached

Info received

LEGISLATION CLEARED FOR INTRODUCTION TO FEDERAL PARLIAMENT (FED)

Legislation cleared for introduction to Federal Parliament by the Coalition Joint Party meeting, 25 February 2014

Regards  
John Taylor

*Export Grants Consultant* - John Taylor is approved by Austrade to lodge EMDG claims between 01 July 2013 & **28 February 2014**.



Assistance with Export Market  
Development Grants

**Think green: Read on the screen.**

According to Austrade records, John Taylor, 'met specified performance criteria' and 'demonstrated high levels of professional practice and client service' listing John Taylor on its web site 2005 -2013

*EMDG claims statistics show that EMDG applicants using a consultant achieve higher claims and have less rejected claims (Source ECG)*

[www.EMDG-Consulting.com.au](http://www.EMDG-Consulting.com.au)

Mob: 0407 720 275

Tel 08 8331 2929

Fax: 08 8331 0047

[john@EMDG-Consulting.com.au](mailto:john@EMDG-Consulting.com.au)

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Angus,

Noted

All EMDG consultants receive an email notification of the introduction of the legislation and a link to the Bill on the Austrade website. The relevant industry associations also receive this email and link.

Regards,  
Michael Vickers

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Regards  
John Taylor

Export Grants Consultant - John Taylor is approved by Austrade to lodge EMDG claims between 01 July 2013 & **28 February 2014**.



Assistance with Export Market  
Development Grants

**Think green: Read on the screen.**

According to Austrade records, John Taylor, 'met specified performance criteria' and 'demonstrated high levels of professional practice and client service' listing John Taylor on its web site 2005 -2013

*EMDG claims statistics show that EMDG applicants using a consultant achieve higher claims and have less rejected claims (Source ECG)*

[www.EMDG-Consulting.com.au](http://www.EMDG-Consulting.com.au)

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## Adrian-Van-Leest (Canberra)

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**From:** Angus Barker (DFAT)  
**Sent:** Thursday, 27 February 2014 1:18 PM  
**To:** david.belgrove@pmc.gov.au; Gerard Martin (gerard.martin@pm.gov.au)  
**Cc:** Zoe McKenzie (DFAT); Michael-Vickers (Canberra)  
**Subject:** Export Market Development Grants Amendment Bill 2014 [SEC=UNCLASSIFIED]

David, Gerard:

I confirm that the Minister for Trade and Investment wishes that the *Export Market Development Grants Amendment Bill 2014* retains T status.

If you have any queries, please do not hesitate to call me.

Regards,

Angus Barker

**Angus Barker | Senior Adviser**

**The Hon Andrew Robb AO MP | Minister for Trade and Investment | Federal Member for Goldstein  
Melbourne | 4 Treasury Place East Melbourne VIC 3002  
Canberra | Suite M1-22 Parliament House Canberra ACT 2600**

Melbourne | P 03 9650 2066

Canberra | P 02 6277 7420

**Email | [angus.barker@dfat.gov.au](mailto:angus.barker@dfat.gov.au)**

## **Adrian-Van-Leest (Canberra)**

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**From:** Angus Barker (DFAT)  
**Sent:** Wednesday, 5 March 2014 2:31 PM  
**To:** Michael-Vickers (Canberra)  
**Cc:** Cameron C. Hill (DFAT)  
**Subject:** EMDG second reading speech updated [SEC=UNCLASSIFIED]  
**Attachments:** EMDG Amendment Bill 2014 Second Reading Speech - Robb.docx

Michael

Pls find attached the updated version of the Second Reading speech for EMDG – I've included the hard copy of this in the signed MinSub sent back via Michelle.

Angus

**Angus Barker | Senior Adviser**

**The Hon Andrew Robb AO MP | Minister for Trade and Investment | Federal Member for Goldstein**  
Melbourne | **4 Treasury Place East Melbourne VIC 3002**  
Canberra | **Suite M1-22 Parliament House Canberra ACT 2600**

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Email | [angus.barker@dfat.gov.au](mailto:angus.barker@dfat.gov.au)

**Export Market Development Grants Amendment Bill  
2014  
Second Reading Speech**

The changes proposed in this Bill, the *Export Market Development Grants Amendment Bill 2014*, deliver on the Coalition's pre-election commitment to progressively restore funding to Export Market Development Grants (EMDG) starting with an initial \$50 million boost.

The EMDG programme provides funding for the partial reimbursement of eligible export marketing expenditure for Small and Medium Enterprise (SME) exporters. These grants assist SMEs to enter new export markets and become self-sustaining exporters.

The 2013 Mid-Year Economic and Fiscal Outlook (MYEFO) allocated an additional \$50 million over four years. The associated policy changes required to give effect to this provision, as well as some additional administrative enhancements to the scheme, are contained in this Bill.

This increased funding of the EMDG scheme is designed to progressively restore funding to the scheme, which had been cut by \$25 million per year by the previous government, and thereby, to boost Australia's manufacturing and services export base.

To achieve this objective, the Bill increases the maximum number of grants per applicant from 7 to 8, reduces the required expenditure threshold to qualify for a grant from \$20,000 to \$15,000. Based on the profile of last year's applicants, this will enable hundreds of extra small businesses to benefit from the scheme. Currently the EMDG does not reimburse the first \$5,000 of an eligible claim; this will drop to \$2,500 - around 85% of EMDG recipients will receive an extra \$2,500 per grant as a result.

To illustrate what this means:

- A new business with a unique product that only has a market overseas and is looking for their first sale and is spending just \$15,000 on export promotion will now get a \$5,000 grant. Previously they would have received nothing;
- An experienced exporter who has received the maximum seven grants in the past, but whose export business had dried up due to the high exchange rate, will now be eligible to apply for an eighth grant to help try and recover those markets now that the exchange rate is improving, of up to \$150,000. Previously they would have received nothing.

The improvements the Coalition is making will benefit many small businesses exporters in rural and regional areas. Businesses like:

- *Wrightcom Australia*, exporting agricultural equipment from near Echuca;
- *Carbon Revolution* from Waurin Ponds, exporting premium-priced carbon fibre wheel rims;
- *Ramler International* from Cheltenham, providing seating products to a global customer base that's included the London Olympic Village, US airports and hotels; and
- *The Angus Society of Australia*, promoting beef exports from Armidale in New England.

It is in line with our overarching economic objective to remove from centre-stage unsustainable government spending, endless economically damaging rule changes and new taxes, and replace that with robust growth of the private sector. SMEs are the engine room of the private sector, and this Bill provides tangible support for export-led growth by small businesses.

The Government is seeking to introduce this Bill now to address urgently the need to boost Australia's manufacturing and services export base as rapidly as possible and to provide certainty for small businesses as they consider their export marketing plans into the future.

I commend this Bill to the House.

End

# MID-YEAR ECONOMIC AND FISCAL OUTLOOK

2013-14

DECEMBER 2013

STATEMENT BY

THE HONOURABLE J. B. HOCKEY MP  
TREASURER OF THE COMMONWEALTH OF AUSTRALIA

AND

SENATOR THE HONOURABLE MATHIAS CORMANN  
MINISTER FOR FINANCE OF THE COMMONWEALTH OF AUSTRALIA

FOR THE INFORMATION OF HONOURABLE MEMBERS

Appendix A: Policy decisions taken since the 2013-14 Budget

**Table 2: Expense measures since the 2013-14 Budget<sup>(a)</sup> (continued)**

Page		2012-13 \$m	2013-14 \$m	2014-15 \$m	2015-16 \$m	2016-17 \$m
	<b>ENVIRONMENT (continued)</b>					
	Repeal of the Carbon Tax					
143	– abolishing land initiatives and unnecessary bureaucracies	-	-16.6	-24.7	-19.9	-18.8
144	– abolishing other measures	-	-0.6	-6.1	-11.1	-11.7
145	Water — rephase four years of spending over six years	-	-12.4	-18.7	-29.9	-29.1
	<b>Portfolio total</b>	-	<b>-41.9</b>	<b>-1,208.6</b>	<b>-1,388.1</b>	<b>-2,121.4</b>
	<b>FINANCE</b>					
	<i>Department of Finance</i>					
147	Funding for pre-existing measures affecting the public sector	-	nfp	nfp	-	-
141	Green Army — establishment	-	0.1	-	-	-
147	National Commission of Audit	-	1.0	-	-	-
147	Payments to Animals Australia Incorporated — discontinue	-	..	..	..	..
96	Restoring integrity in the Australian tax system(b)	-	-0.5	-0.9	-	-
148	Revert to Pre-2010 Election Non-Government Personal Staffing Ratios	-	-0.8	-1.7	-1.7	-1.7
121	Royal Commission into the Home Insulation Programme	-	1.0	-	-	-
	<b>Portfolio total</b>	-	<b>0.7</b>	<b>-2.7</b>	<b>-1.8</b>	<b>-1.8</b>
	<b>FOREIGN AFFAIRS AND TRADE</b>					
	<i>Australian Secret Intelligence Service</i>					
120	Operation Sovereign Borders — enhancing people smuggling intelligence gathering, disruption and joint policing	-	6.6	10.6	6.5	-
	<i>Australian Trade Commission</i>					
149	Australian Manufacturing Export Base — Export Market Development Grants — additional funding	-	12.5	12.5	12.5	12.5

## FOREIGN AFFAIRS AND TRADE

### Assistance to the Philippines — Typhoon Haiyan

Expense (\$m)	2012-13	2013-14	2014-15	2015-16	2016-17
Department of Foreign Affairs and Trade	-	-	-	-	-
Department of Defence	-	-	-	-	-
Total — Expense	-	-	-	-	-

The Government is providing over \$40.0 million in assistance and Australian Defence Force logistical support for the recovery response to Typhoon Haiyan.

Australia's \$40.0 million contribution includes \$15.0 million for the United Nations (UN) flash appeal and other UN organisations, \$12.0 million for non-government organisations assisting with relief efforts including the Australian Red Cross, the International Red Cross and Philippine non-government organisations; and the deployment of Australian specialists including a medical team, Australian Federal Police disaster management and Department of Foreign Affairs and Trade (DFAT) humanitarian personnel.

Funding for this measure is being met from within existing resources including an existing emergency response allocation within DFAT.

### Australian Manufacturing Export Base — Export Market Development Grants — additional funding

Expense (\$m)	2012-13	2013-14	2014-15	2015-16	2016-17
Australian Trade Commission	-	12.5	12.5	12.5	12.5

The Government will provide additional funding of \$50.0 million over four years for the existing Export Market Development Grants (EMDG) scheme. The EMDG programme provides funding for the partial reimbursement of eligible export marketing expenditure for Small and Medium Enterprise (SME) exporters. These grants assist SME exporters to enter new markets and become self-sustaining exporters.

This measure delivers on the Government's election commitment.

Further information can be found in the *Coalition's Policy for Trade*.