

ATEED Leadership Team travel

Chief Executive international travel (for the three financial years to 30 June 2018)

Please note Brett O’Riley was Chief Executive of Auckland’s economic growth agency for most of the period reported on until Nick Hill took over in mid-August 2017.

ATEED’s chief executive is periodically required to travel internationally – specifically where their executive-level presence is required to help ATEED deliver strategies to grow the region’s advanced industries, as outlined in ATEED’s Statement of Intent.

Particularly in China – which is one of Auckland’s three key export markets – the presence of our organisation’s most senior leader in face-to-face meetings denotes an expected level of respect. It is key to building trusted relationships and is an important part of doing business with companies and regional governments in the increasingly global economic powerhouse that is China. Brett O’Riley was ATEED’s most experienced manager in terms of business dealings in China, having spent time there in various roles since the early 1990s.

The following information outlines our Chief Executives’ travel, and explains the purpose of each international journey. Costs for domestic journeys are presented on an aggregated basis. All of the Chief Executives’ travel and expenses were required to be approved by either the ATEED Chair, or acting Chair.

The costs below are those recorded in ATEED’s financial system and are part of ATEED’s overall audited financial statements.

FY 2016/17

Date	Destination/s	Strategic purpose	Alignment with ATEED priority work pillar and/or contribution to KPI where applicable (2014/15)	Notable meetings	Cost (NZ dollars)		
					Flights	Accomm	Other
8-22 July 2016	China	Strategic actions aligned with ATEED’s GEMS programme, specifically the partnership with investor group Rider Horse, and development of a strategic trade and cultural agreement between ATEED and Jinjiang County, Fujian Province. Part of a 50-strong NZ/Australian delegation to attend the New Zealand	<p>Grow the visitor economy – KPI ‘Spend by visitors in Auckland’ (\$5.593b 2016)</p> <p>Attract business and investment – KPI ‘Value of investment deals affected by ATEED’ (\$328.5m)</p>	9-12 July: Inner Mongolian-NZ-China Racing Carnival as part of NZ delegation, inspection tour of new racecourse, vet hospital, stud farm and sale yards with Auckland/NZ equine companies; developing key equine industry contacts	6874	2694	5217

Date	Destination/s	Strategic purpose	Alignment with ATEED priority work pillar and/or contribution to KPI where applicable (2014/15)	Notable meetings	Cost (NZ dollars)		
		<p>Bloodstock Cup and the opening of a new racing and bloodstock facilities in Inner Mongolia.</p> <p>Further development of the screen production pipeline with Chinese companies.</p>		<p>12 July, Beijing: meetings with major property groups and a business event at the New Zealand Embassy</p> <p>13 July, Beijing: meetings with two companies, one high-net-worth investor, and the Fujian Chamber of Commerce</p> <p>14 July, Beijing: meetings with banking and property development companies</p> <p>15/16/17 July, Nanjing, Shanghai: meetings with companies and high-net-worth investors</p> <p>18 July, Fuzhou: Meetings with Fujian Provincial Govt agencies, marine companies, and regional airline</p> <p>19 July, Fuzhou-Guangzhou: meeting with Jinjiang County, Quanzhou City, and a major sports apparel company</p> <p>20 July, Guangzhou-Zhongshan: meetings with development company (Guangzhou) and investors (Zhongshan)</p> <p>21 July, Zhongshan-</p>			

Date	Destination/s	Strategic purpose	Alignment with ATEED priority work pillar and/or contribution to KPI where applicable (2014/15)	Notable meetings	Cost (NZ dollars)		
				Shenzhen: meetings with China Cup partners, GEMS partner.			
4-12 August 2016	US	<p>High-level meetings and/or negotiations with key current and potential strategic partners and US-based investors including: luxury tourism partners Virtuoso, Travel Leaders and AMEX/Swain; Tripartite Economic Alliance contacts including 'NZ Inc' agencies, LA Mayor's Office; attend LA VR symposium and meet with AR/VR companies and investors, and Hollywood studios and production companies.</p> <p>Follow up meetings from Techweek AKL 2016 with investors and agencies.</p>	<p>Grow the visitor economy – KPI 'Spend by visitors in Auckland' (\$5.593b 2016)</p> <p>Attract business and investment – KPI 'Value of investment deals affected by ATEED' (\$328.5m)</p> <p>Build a culture of innovation and entrepreneurship</p>	<p>4/5 Aug, Los Angeles: meetings with Tourism NZ; high-net-worth investor organisation; NZ trade consul; marine company; screen production company, Hollywood studio; attend VR Symposium, meet with Auckland tech advisor, and Techweek attendee companies</p> <p>6-9 Aug, Las Vegas: Virtuoso Travel Week Conference sessions and strategic partnership meetings with Virtuoso agents, president etc</p> <p>10 Aug, Washington DC: meetings with world-leading organising considering a facility in Auckland; and 'NZ Inc' partners</p> <p>11 Aug, New York: meetings with luxury tourism operator, US bank, and major US investor.</p>	5099	3713	976

Date	Destination/s	Strategic purpose	Alignment with ATEED priority work pillar and/or contribution to KPI where applicable (2014/15)	Notable meetings	Cost (NZ dollars)		
28 Sept-5 Oct 2016	Morocco and UK	Meetings with senior executives of major airline re potential opportunities for Auckland in augmented and virtual reality, and with public sector leaders from the UK and US.	Attract business and investment – KPI 'Value of investment deals affected by ATEED' (\$328.5m) Build a culture of innovation and entrepreneurship	29 Sept, London: meetings with airline senior executives. 30 Sept-3 Oct, Marrakesh: attend Eve Branson Foundation economic and social development event meetings with airline executives, tech and public sector leaders from the UK and US.	12,589	0 ¹	1086
26-30 Oct 2016	Hong Kong/China	Developing strategic partnerships in the GEMS programme. Also met with the Chairman of the Mission Hills group, Dr Ken Chu; ATEED has formed a partnership with Mission Hills to develop premium travel packages to Auckland/NZ. Preparation meetings ahead of tech investor visit to Auckland planned for December 2016.		27-29 Oct, Shenzhen: meetings with chairman of key GEMS partner; discussions with directors of 2016 China Cup International Regatta, which ATEED sponsors, and meetings with high-net-worth tech and marine industry investors; hosted support event for Team NZ during China Cup Regatta in association with NZTE and MFAT; discussions about major event and sailing opportunity in Shenzhen	4328	0 ²	0

¹ Accommodation costs were met by a third party

² All accommodation and other expense costs were met by host organisations

Date	Destination/s	Strategic purpose	Alignment with ATEED priority work pillar and/or contribution to KPI where applicable (2014/15)	Notable meetings	Cost (NZ dollars)		
				with one of Auckland's global major event partners.			
3-10 Apr 2017	Hong Kong/China	Meetings with a range of strategic partners in China who are involved in ATEED's programme to attract high-value tourists, investors and talented migrants.	Grow the visitor economy	<p>Separate meetings with a number of important investors seeking tech, marine, tourism, and property development opportunities in Auckland.</p> <p>Meeting with principals of Mission Hills Group re AR/VR sector opportunities.</p> <p>Meeting with principals of China Cup International Regatta re Auckland relationship, private investment opportunities.</p> <p>Meetings with principals of China Southern Airlines.</p> <p>Meeting with China's Minister of Sport regarding mutual opportunities around the upcoming LPGA tour event in Auckland.</p>	\$6401	\$1561	\$306
Nick Hill							

Date	Destination/s	Strategic purpose	Alignment with ATEED priority work pillar and/or contribution to KPI where applicable (2014/15)	Notable meetings	Cost (NZ dollars)		
2-10 Sept 2017	China	Meet key partners of ATEED's golf, equine, marine and screen programme, which is an important part of the focus on high-value visitors and investors from China.	<p>Grow the visitor economy</p> <p>Attract business and investment</p>	Met NZ Consul General to Hong Kong; met founder of a major online shopping portal who is a keen golfer and invests in a range of tech companies and property developments; met key leaders of one of the largest airlines in China and invests heavily in NZ; met Mission Hills Group, a key strategic partner; met managers of the China Cup International Regatta, a key strategic partner; met Tripartite officials in Guangzhou; met official in Fujian Province, a key business region; met a minister of the General Administration of Sport of China; met principles of a number of major Chinese companies and investment groups.	\$3055 (premium economy)	\$607	\$693
1-4 Mar 2018	Sydney			Attend the Australia-New Zealand Leadership Forum, an annual meeting of trans-Tasman business and government leaders. The meeting's focus was	\$653 (economy)	n/a	\$134

Date	Destination/s	Strategic purpose	Alignment with ATEED priority work pillar and/or contribution to KPI where applicable (2014/15)	Notable meetings	Cost (NZ dollars)		
				economic growth and prosperity.			

2015/16

Date	Destination/s	Strategic purpose	Alignment with ATEED priority work pillar and/or contribution to KPI where applicable (2015/16)	Notable meetings	Cost (NZ dollars)		
					Flights	Accomm	Other
1-10 Sept 2015	Singapore, China	<p>Part of Mayoral delegation to undertake a series of targeted investment meetings and attending the inaugural China-New Zealand Mayoral Summit in Xiamen, China.</p> <p>While in China, attended a meeting with a CEO/investor group organised by the Chairman of Fu Wah Group in Xiamen, and meetings in Guangzhou to progress the Tripartite Economic Alliance programme of activity and to promote the Tripartite Summit held in Auckland in May 2016.</p> <p>Developing Auckland's investor migrant programme, attending seminar and meeting</p>	<p>Grow the visitor economy</p> <p>Attract business and investment. A delegation of nearly 100 from Guangzhou subsequently attended the Auckland summit where more than \$30m of new deals were sealed.</p> <p>Grow and retain skilled talent</p>	<p>4 Sept, Singapore: meetings with potential Auckland investors; Centre for Liveable Cities lecture by Len Brown</p> <p>5 Sept, Singapore: investment meetings; meeting/site visit with multi-national present in Auckland</p> <p>Met Singapore Government agencies, MFAT and NZTE; toured major Singapore Govt technology projects relating to land and skills</p> <p>6 Sept, Xiamen: investment meeting with chairman and CEO of Auckland hotel investor,</p>	9169	4339	351

Date	Destination/s	Strategic purpose	Alignment with ATEED priority work pillar and/or contribution to KPI where applicable (2015/16)	Notable meetings	Cost (NZ dollars)		
		with Immigration NZ global team. Driving the investor attraction programme by holding three investor functions focused on hotels, technology and funds.		and investor group; LGNZ mayoral summit 7-10 Sept, Xiamen: NZ Mayoral Forum; business and investment meetings; civic reception; business matching; Tripartite activity.			
17-18 Nov 2015	Australia	Attending meetings with major event partner, innovation agencies and state government officials.	Grow the visitor economy Build a culture of innovation and entrepreneurship (direct impact on ATEED's work re GridAKL, AR/VR Garage)	Sydney: Meetings with NRL; CSIRO Innovation; NSW government. Meeting with short-listed candidate for a vacant GM role.	820	0 ³	320
17-19 Dec 2015	China	GEMS programme, FDI attraction	Grow the visitor economy – KPI 'Spend by visitors in Auckland' (\$5.34b 2015) Attract business and investment – KPI 'Total GDP contribution of deals effected with ATEED involvement' (\$604m)	Meetings in Beijing with senior executives of major investment companies re screen precinct, and hotel development opportunities.	6690	1616	488

³ Stayed with a friend

Date	Destination/s	Strategic purpose	Alignment with ATEED priority work pillar and/or contribution to KPI where applicable (2015/16)	Notable meetings	Cost (NZ dollars)		
9-21 January 2016	US	Singularity University course professional development linked to strategic initiatives ATEED is developing. Business meetings with a number of technology companies.	Build a culture of innovation and entrepreneurship Attract business and investment	Outside the course, had meetings with three technology companies and four potential investors.	4230	431	1366
5-8 March	Australia	Discussions with one of Auckland's most valued major events partners Supercars Australia re Pukekohe event contract renewal; discussions with South Australia state government, City of Adelaide and sponsors regarding Clipsal 500, tour of track facilities and fan activations; meetings with Commonwealth Scientific and Industrial Research Organisation, innovation space operators, conventions and events organisations.	Grow the visitor economy – KPIs 'Contribution to regional GDP from major events invested in' (\$43.7m); 'Visitor nights generated by major events' (283,679)	6 March, Adelaide: meetings at Clipsal 500 event, 7 March, Melbourne: meetings with CSIRO and innovation space operators 8 March: meetings with Melbourne Convention Bureau, and two events companies	1289	1464	418
17-28 April	China	Participation in Prime Minister John Key's delegation to Beijing and Shanghai, which also undertaking ATEED-specific activity: Strategic partner discussions regarding Auckland's China high-value visitor programme focused on the golf, equine, marine and screen (GEMS) sectors – a	Grow the visitor economy – KPI 'Spend by visitors in Auckland' (\$5.593b) Attract business and investment – KPI 'Value of investment deals affected by ATEED' (\$328.5m)	18 April, Beijing: meetings with one bank, one airline, three development companies; PM delegation activity 19 April, Beijing: meetings with one leisure company, two golf companies, and one development	5975	4190	195

Date	Destination/s	Strategic purpose	Alignment with ATEED priority work pillar and/or contribution to KPI where applicable (2015/16)	Notable meetings	Cost (NZ dollars)		
		<p>programme detailed in the ATEED Statements of Intent 2014-17, 2015-2018 and 2016-19; meetings with Chinese companies involved in Auckland's advanced industries and social media platforms.</p>		<p>company; PM delegation activity 20 April, Beijing: meetings with six travel/leisure companies/organisations 21 April, Beijing-Shanghai: meetings with three leisure/travel companies, attendance at Shanghai Art Film Federation NZ Film Festival launch event; PM delegation activity 22 April, Shanghai: meetings with two New Zealand tourism industry partners, two screen/creative organisations; PM delegation activity 23 April, Shanghai-Jinjiang: guest of Jinjiang City re business development opportunities and Māori economic and cultural development 25 April, Fuzhou: meetings with Fujian Provincial Government departments to discuss links with Auckland in tourism, trade, investment; and with the</p>			

Date	Destination/s	Strategic purpose	Alignment with ATEED priority work pillar and/or contribution to KPI where applicable (2015/16)	Notable meetings	Cost (NZ dollars)		
				Fujian Chamber of Commerce 26 April, Guangzhou-Shenzhen: meetings with equine company and Guangzhou City regarding Tripartite Economic Alliance (Guangzhou), and golf resort company (Shenzhen) 27 April, Shenzhen: meetings with two GEMS companies.			

Chief Executive domestic travel (from 1 July 2015)

	Flights	Accommodation	Other	Total
FY 2015/16	2289	3353	4206	9848
FY 2016/17	3537	185	2381	6103
FY 2017/18	4933	710	9670	15,313

ATEED Leadership Team Travel (from 1 January 2015 to 30 June 2017)

Senior ATEED staff are required to travel as part of their roles. The business cases for proposed journeys are approved by the Chief Executive prior to any travel taking place and all subsequent

Flights and accommodation are – wherever possible – booked through Auckland Council’s travel agents to take advantage of preferential customer rates. The staff members incur expenses (both overseas and domestically) such as taxis and meals. The expenses they claim post-trip are all subject to approval by the Chief Executive.

The costs below are those recorded in ATEED’s financial system and are part of ATEED’s overall audited financial statements.

Name and position		Dates	Flights	Accomm	Other	Total
Steve Armitage, GM Visitor & External Relations (GM Destination from August 2017)	International travel	FY 2015/16	10,085	4281	494	14,860
		FY 2016/17	918	1000	956	2874
		FY 2017/18	4710	2932	590	8231
	Domestic travel	FY 2015/16	901	386	59	1346
		FY 2016/17	5606	2308	281	8195
		FY 2017/18	3510	0	1446	4996
Vivien Bridgwater, GM Destination & Marketing (to 24 February 2017)	International travel	FY 2015/16	22,371 ⁴	6631	6766	35,768
		FY 2016/17	-	-	-	-
	Domestic travel	FY 2015/16	1417	720	1604	3741
		FY 2016/17	834	667	430	1931
	International travel	FY 2015/16	6242	-	-	6242
		FY 2016/17	7833	4355	1011	13,199
Dean Butchers, GM Business Attraction & Investment (to 30 April 2018)		FY 2017/18	8068	3583	2226	13,877
	Domestic travel	FY 2015/16	531	-	135	666
		FY 2016/17	1397	-	247	1644
		FY 2017/18	1006	182	1460	2648
	Domestic	FY 2017/18			107	107
	Domestic travel	FY 2015/16	447	173	-	620
Joy Buckingham, acting Chief Financial Officer		FY 2016/17	-	-	-	-
		FY 2017/18	-	-	44	44
Martin Fairweather, Chief Operating Officer (to 4 April 2018)		FY 2016/17	-	-	-	-
		FY 2017/18	-	-	44	44

⁴ Some of Vivien’s international travel was paid by a third party

Pam Ford (acting GM Business, Innovation & Skills from 11 Sept 2017; GM Economic Development from 1 May 2018)	International travel	FY 2017/18	3629	845	301	4776
	Domestic travel	FY 2017/18	1941	226	3007	5174
Patrick McVeigh, GM Business, Innovation & Skills (to 10 Sept 2017), and GM on the strategy project (to 16 June 2018)	International travel	FY 2015/16	5523	911	665	7099
		FY 2016/17	2651	3030	1999	7680
		FY 2017/18	4435	1537	3146	9118
	Domestic travel	FY 2015/16	4092	405	487	4984
		FY 2016/17	3176	1628	156	4960
		FY 2017/18	1025	545	410	1980

Purpose of international journeys by ATEED Leadership Team members – FY 2015/16 to FY2017/18

Senior leader	Destination	Date	Purpose	Alignment with ATEED priority work pillar and/or contribution to KPI where applicable
Steve Armitage				
	Melbourne, Australia	2-4 November 2015	While acting GM of Business Attraction & Investment, attended meetings with significant Chinese potential investors facilitated by Rider Horse Group, part of the GEMS (golf, equine, marine, screen) programme to attract high-net-worth visitors and investors from China.	<p>Attract business and investment Significant investment by Chinese equine interests in NZ bloodstock</p> <p>Grow the visitor economy – KPI ‘Spend by visitors in Auckland’ (\$5.593b 2016)</p>
	Sydney, Australia	6-8 December 2015	Travelling on Brett O’Riley’s behalf to attend a V8 Supercars event on 6 December, hold discussions with V8 Supercars management about the future of the Auckland round, and to attend the V8 Supercars Gala Awards Dinner on 7 December to receive the ‘Best	<p>Grow the visitor economy KPIs 2015/16 ‘Contribution to regional GDP from major events invested in’ (\$43.7m); ‘Visitor nights generated by major events’ (283,679)</p>

			Volunteer Group' award for the ITM 500 Auckland V8 Supercars race.	
	Rio de Janiero, Brazil	14-20 August 2016	Travelling to the Rio de Janiero 2016 Olympics; activities surrounding business, international education, tourism, city-to-city relationships and major event bidding.	Grow the visitor economy KPI 2016/17 'Contribution to regional GDP from major events invested in': \$76m
	Melbourne, Australia	24-26 March 2017	Travelling to attend a series of meetings regarding a potential major event partnership, and an Auckland partnership workshop.	Grow the visitor economy KPI 2016/17 'Contribution to regional GDP from major events invested in': \$76m
	Melbourne/Sydney	16-22 Feb 2018	Met ACB's Auckland International Business Events Advisory Group (AIBEAG) members at the AIME Trade Show in Melbourne; represent Auckland and ACB membership on the New Zealand stand at the show alongside key partner NZICC; host delegates at a dinner in partnership with Tourism NZ and NZICC; meet key industry partners; and in Sydney inspect ICC Sydney and conduct meetings with Business Events Sydney etc.	Grow the visitor economy KPI 2017/18 \$29.1m of business event bids won in financial year (target \$22m)
	Melbourne	24-26 March 2018	Attend a range of follow up meetings and a workshop regarding a potential major sporting event partnership which could help expand visitation out of the key Australian market from 1.3 million to 3 million per annum.	Grow the visitor economy KPI 2017/18 'Contribution to regional GDP from major events invested in': \$76m
	Buenos Aires	16-22 April 2018	Attend the World Travel & Tourism Council global summit, which is the most influential tourism gathering in the world each year; meet a range of significant tourism investors and businesses; central to the attendance was to discuss Auckland's interest in bidding to host the summit in 2021.	Grow the visitor economy KPI 2017/18 \$29.1m of international business event bids won in financial year (target \$22m)
Dean Butchers				

	Cleveland and Washington DC, USA	24-30 September 2016	Attending the IEDC 2016 Annual Conference in Cleveland, Ohio 25-27 September 2016; attending the Global Cities 2016 Summit in Washington DC, 28-29 September 2016.	Attract business and investment KPI 'Value of investment deals affected by ATEED within the financial year': \$488m
	Los Angeles, US	2-9 April 2017	Attend a range of meetings with screen industry figures interested in bringing productions to Auckland, and a screen industry trade show.	Attract business and investment KPI 'Value of investment deals affected by ATEED within the financial year': \$488m, including \$193m screen productions
	China	14-19 May 2017	Attending the inaugural Auckland Investment Forum on 16 May as part of an Auckland Council team, giving a key presentation on Auckland's investment proposition; reinforcing relationships with a number of ATEED's key Chinese clients; series of meetings in Shanghai with potential ATEED strategic partners, and the Shanghai Municipal Commission of Commerce; attending the opening of the University of Auckland Innovation Institute China, and a series of meetings with innovation-based Chinese companies interested in building connections with Auckland's innovation ecosystem.	Attract business and investment KPI 'Value of investment deals affected by ATEED within the financial year': \$488m
	Japan	19-23 Nov 2017	Attend the Japan NZ Business Council annual conference and present on 'Investible Auckland' ahead of the 2018 conference secured by Auckland.	Attract business and investment KPI 'Value of investment deals affected by ATEED within the financial year': \$344m
	Los Angeles	4-7 February 2018	Attend the Warner Bros. Auckland profile event showcasing the region's screen industry to the top tier of LA film executives, with a particular focus on Kumeu Film Studios (developed via a MOU with Warner Bros. for the production of <i>The Meg</i>). On the days either side	Attract business and investment KPI 'Total GDP contribution of deals effected with ATEED involvement (screen)': \$148m

			of the event, attended a number of meetings with producers interested in filming in Auckland.	
Vivien Bridgwater				
	Palmas, Brazil and London, UK	24 October-9 November 2015	Attending the City Nation Place Conference (London), which was attended by senior executives responsible for building, developing and communicating place brands to attract talent, tourism, trade and investment; and observing the 1 World Indigenous Games 2015 (Palmas) to explore the possibility of this event coming to Auckland, gather information for future feasibility assessments, and also increase Auckland's global visibility amid an influential audience.	Build Auckland's brand and identity
	Sydney, Australia	29-30 November 2015	Attending the NRL Auckland Nines steering team meeting.	Grow the visitor economy KPIs 2015/16 'Contribution to regional GDP from major events invested in' (\$43.7m); 'Visitor nights generated by major events' (283,679)
	London, Frankfurt, Vienna, Oslo, Amsterdam	18 April-3 May 2016	Attending and speaking at the IMEX Frankfurt trade show, and conduct meetings with equivalent agencies in other European centres to provide additional insights on convention bureau activity, major events, tourism and information services, city branding and marketing, and international education.	Grow the visitor economy KPI 'Spend by visitors in Auckland' (\$5.593b) Build Auckland's brand and identity
	Brisbane and Sydney, Australia	24-26 May 2016	Meeting with Brisbane Marketing, Tourism and Events Queensland, Queensland Rugby League and Business Events Sydney to grow major events relationships, investigate best practise major events organisation structures, and strengthen relationships ahead of the NRL Auckland Nines event.	Grow the visitor economy KPIs 2015/16 'Contribution to regional GDP from major events invested in' (\$43.7m); 'Visitor nights generated by major events' (283,679)
Pam Ford				
	China/Hong Kong	5-13 November 2017	Lead organiser of Auckland's business programme at the Tripartite Economic Summit - Guangzhou.	Attract business and investment

			Auckland's Mayor-led delegation to the third Tripartite Economic Alliance summit was made up of about 100 delegates from 70 businesses and the event included an Auckland Showcase. Spoke as part of an economic development panel at the summit, and built relationships with key contacts from Guangzhou and Los Angeles.	KPI 'Value of investment deals affected by ATEED within the financial year': \$344m Build Auckland's brand and identity
Patrick McVeigh				
	Brisbane, Australia	4-8 July 2015	Invited to present on development of Auckland as an innovation hub in the Asia Pacific at the 2015 APCS (Asia Pacific Cities Summit & Mayors Forum), as part of Mayoral delegation.	Build a culture of innovation and entrepreneurship
	Brisbane, Australia	7-11 September 2015	Invited to share Auckland best practice with Brisbane Marketing following on from APCS presentation (travel and accommodation paid for by Brisbane Marketing).	Build Auckland's brand and identity; and build a culture of innovation and entrepreneurship
	Cleveland and Washington DC, USA	24-30 September 2016	Attending the International Economic Development Council (IEDC) 2016 Annual Conference in Cleveland, Ohio 25-27 September, as member of the IEDC International Advisory Committee. Presented case study of Auckland's Tripartite Economic Summit programme and collected 3 IEDC awards for Auckland. Then invited to participate in the Brookings Institution's Global Cities 2016 Summit in Washington DC, 28-29 September.	Attract business and investment KPI 'Value of investment deals affected by ATEED within the financial year': \$488m Build Auckland's brand and identity
	Brisbane, Sydney, Australia	25-26 May 2017	Meetings with Brisbane Marketing and site visit to The Capital (Brisbane's innovation hub). Meetings in Sydney with Business Events Sydney and Sydney International Convention Centre.	Grow the Visitor Economy KPI 'Value of business event bids won': \$32.4m
	Canada	10-22 Sept 2017	Attendance at the IEDC annual conference. Presented at the conference presenter and also collected two international awards for ATEED. As a member of the International Advisory Committee for IEDC, he is required to be at the committee's meeting at the	Attract business and investment KPI 'Value of investment deals affected by ATEED within the financial year': \$344m

			conference. While in Canada, also attended the Waterloo Innovation Summit.	Build Auckland's brand and identity Build a culture of innovation and entrepreneurship
	Singapore	6 Oct 2017	Attend the World Bank Group Trade & Competitiveness Global Practise Global Innovation Forum and be part of a panel discussion on 'Building an Innovation Ecosystem - lessons from Competitive Cities'.	Build Auckland's brand and identity Build a culture of innovation and entrepreneurship