

Deputy Premier's overseas travel to USA, August 2019

Purpose of travel

NSW has a long-standing economic relationship with the USA, which is Australia's largest source of foreign direct investment and NSW's third largest two-way trading partner.

NSW is home to more than 1,500 US subsidiaries and US companies play a critical role in the State's prosperity.

Regular engagement with key stakeholders in the US by NSW Ministers and senior government officials is central to maintaining and strengthening the NSW-USA bilateral relationship.

In his capacity as Minister for Regional NSW, Industry and Trade, the NSW Deputy Premier visited Missouri (St. Louis) and California (Sacramento and San Francisco) from 24-31 August 2019. The visit promoted NSW's agtech, defence and aerospace, and technology export capabilities to US business and institutions, and provided a platform to gain insights that support NSW industry and economic growth.

The Deputy Premier also conducted meetings that strengthened NSW's sister state relationship with California through government-to-government engagement in the areas of drought and fire management.

Benefits of travel for the State of New South Wales

The Deputy Premier's visit to the USA provided a platform to highlight NSW sector export capabilities to world leading agtech, aerospace and defence and technology firms. The Deputy Premier was able to learn about global programs, create connections for commercial outcomes and for ongoing knowledge sharing, meet with local government officials and business leaders, and hear firsthand how successful ag-tech and technology ecosystems are nurtured.

The schedule of meetings provided unique insights that will inform NSW industry strategies and market development initiatives. The visit provided an opportunity to strengthen our Sister-State relationship with California with the offer of a future reciprocal visit to NSW by the California Government.

Scheduled meetings

St Louis, Missouri

- Bayer – to discuss cotton research collaboration with CSIRO, the drought's impact on NSW growers and opportunities for NSW industry to share best practices with Bayer and explore opportunities for new investment in NSW.
- Donald Danforth Plant Science Centre and the Cortex Innovation hub – to promote NSW agtech capability and research programs to this key US agriculture and technology cluster. To garner insights into agriculture precinct policy and how to support an agtech ecosystem across a state. Both sites are good examples of holistic planning measures and the successful integration of academia, industry and government to create strong communities to attract leading talent.
- Boeing – toured Boeing's factory to gain insights into attracting large scale defence and aerospace manufacturing plants into NSW.
- Peabody Energy – met with Peabody Energy executives, including the newly appointed President for Australia to discuss resources investment in NSW.

- Defence and Aerospace business roundtable – a roundtable with leading St. Louis companies to seek insights into how NSW can support the defence and aerospace industry and the needs of a highly-skilled workforce, and promote NSW defence export capability to US defence companies.

Sacramento, California

- Offices of the California Governor and Lt. Governor - to discuss strengthening the NSW-California Sister State relationship through information exchanges across water management, fire and forestry and innovation.
- California Office of Business and Economic Development - to share ideas and knowledge to further promote bilateral trade and investment.
- Bi-partisan California State Senators breakfast - to strengthen the NSW-California Sister State relationship through engagement with US Senators and reaffirm NSW's commitment to the Californian market.
- Director, California Department of Forestry and Fire Protection – to discuss ongoing knowledge sharing around bushfire and drought prevention.
- Director, California Department of Water Resources – reaffirmed NSW's water management capabilities and ongoing commitment to sharing knowledge and best practice.
- University of California at Davis – met with leading researchers and academics to discuss ongoing collaboration with NSW industry and universities.

San Francisco, California

- Uber – toured Uber's research and development facility and met with executives to promote further investment and growth in NSW.
- Salesforce – met with Salesforce executives on *the future of technology* and promote further investment and growth in NSW.
- Stanford University – met with executives to understand Stanford's role in fostering the Silicon Valley innovation ecosystem and unique approaches to meeting skills demands.
- Google – toured Google's headquarters for insights into developing technology hubs.
- Facebook – meeting to understand the company's small business and regional initiatives and promote further investment and growth in NSW.

Official Delegation

The Hon John Barilaro MP, Deputy Premier and Minister for Regional New South Wales, Industry and Trade

Accompanied by:

Mr Gary Barnes, Coordinator General, Industry, Agriculture and Resources

Mr Mark Connell, Chief of Staff, Office of the Deputy Premier

Based in San Francisco Ms Diana Coatney, Director, Business Development NSW Trade and Investment

Minister	The Honourable John Barilaro MP
Portfolio	Deputy Premier and Minister for Regional NSW, Industry and Trade
Destinations(s) visited a) Countries b) Cities	a) United States of America b) St Louis, MO; Sacramento, CA; San Francisco, CA
Dates of travel a) Departure date b) Return date	a) 24 August, 2019 b) 31 August, 2019 (arrival date in Australia)
Number of official travel days	8
Number of accompanying a) Minister's staff b) Government officials	a) 1 b) 2
Accompanied by spouse a) in an official capacity b) in a private capacity	a) N/A b) N/A
Costs	
Airfares a) Minister and Minister's staff b) Government officials	a) \$23,906.04 b) \$11,866.84
Accommodation (includes any meals/incidentals charged to room) a) Minister and Minister's staff b) Government officials	a) \$5,268.98 b) \$5,106.16
Official hospitality a) Minister and Minister's staff b) Government officials	a) N/A b) N/A
Other expenses a) Official gift presentation b) Ground transport c) Meals and refreshments d) Other miscellaneous costs	a) N/A b) \$4,416.93 c) \$2,989.70 d) \$85.12
TOTAL estimated travel cost a) Minister and Minister's staff b) Government officials	a) \$33,192.30 (includes airfares, accommodation and transfers) b) \$20,447.47 (includes airfares, accommodation and transfers)
Currency conversion rate	\$1 AUD = .74 USD (Conversion rate as of 5/9/2019)

This report does not include costs for data roaming, official passports, visas, vaccinations, insurance, translation or printing of business cards.