

London Commissioner (Cost Centre: 4715)					
YTD June (P13) 2013 (GBP)					
	Annual Budget	YTD Budget	YTD Actuals	Variance	Budget Remaini ng
1 Revenue	0	0	0	0	0
2 Fixed Costs	0	0	0	0	0
3 Salaries	343,895	343,895	355,154	-11,260	-11,260
4 Project Costs	0	0	574	-574	-574
Current YTD overspend/underspend	343,895	343,895	355,728	-11,833	-11,833

London Commissioner (Cost Centre: 4715)					
YTD June (P13) 2013 (AUD)					
	Annual Budget	YTD Budget	YTD Actuals	Variance	Budget Remaini ng
1 Revenue	0	0	0	0	0
2 Fixed Costs	0	0	0	0	0
3 Salaries	561,800	561,800	560,194	-18,394	-18,394
4 Project Costs	0	0	937	-937	-937
Current YTD overspend/underspend	561,800	561,800	581,131	-19,332	-19,332

Notes - YTD Variances

- 1
- 2
- 3
- 4

No Response Required
 Response Required
 No Response Required
 No Response Required - Storage / Couriers / Airfares Domestic

Other Budget Issues

EOY Forecast to 30 June 2013 - Overspend

London Commissioner (Cost Centre: 4715, 4841 & 4891)
YTD March 2014 (GBP)

	<u>Annual Budget</u>	<u>YTD Budget</u>	<u>YTD Actuals</u>	<u>Variance</u>	<u>Budget Remaining</u>
1 Revenue	0	0	0	0	0
2 Fixed Costs	22,607	22,607	22,607	0	0
3 Salaries	309,656	236,397	231,858	4,539	77,798
4 Project Costs	0	0	68	-68	-68
Current YTD overspend/underspend	332,262	259,003	254,533	4,471	77,730

London Commissioner (Cost Centre: 4715, 4841 & 4891)
YTD March 2014 (AUD)

	<u>Annual Budget</u>	<u>YTD Budget</u>	<u>YTD Actuals</u>	<u>Variance</u>	<u>Budget Remaining</u>
1 Revenue	0	0	0	0	0
2 Fixed Costs	41,680	41,680	41,680	0	0
3 Salaries	570,909	436,842	427,474	8,368	143,435
4 Project Costs	0	0	126	-126	-126
Current YTD overspend/underspend	612,589	477,522	469,280	8,242	143,309

Notes - YTD Variances

- 1 No Response Required
- 2 No Response Required
- 3 No Response Required
- 4 No Response Required

Other Budget Issues

Please Note – This report includes both your old and new cost centre combined.

EOY Forecast to 30 June 2014 -

From: Smith, Ken - London
Sent: Wednesday, 4 December 2013 8:41 AM
To: Smith, Ken - London
Subject: RE: Expression of interest - QLD Govt, Australia House Level 5

Hi SB. Sorry, but I can't find the said email. Rob might be able to elaborate.

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R OLT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) 6 73
ken.smith@trade.qld.gov.au

RTI RELEASE



Friends of
Queensland

Great State
Great Opportunity

Join the Linked-in group



From: Smith, Ken - London
Sent: Wednesday, 4 December 2013 6:13 AM
To: Biggs, Stephen
Subject: Re: Expression of interest - QLD Govt, Australia House Level 5

SB

Ditto, good to talk. We don't need to take up the total space on level 5. I would like enough space for the office a meeting room and a small reception area and staff amenities. But this space provides greater amenity than the smaller area on Level 4 of the Australia Centre which was about a third of our current space. The real issue for us is to determine whether the moves on or not. If it isn't then we need to refurb, paint and recarpet the existing space. I will send you the brief email when I get to work.
Best

Ken
Sent from my BlackBerry

From: Biggs, Stephen
To: Smith, Ken - London
Sent: Wed Dec 04 09:21:52 2013
Subject: RE: Expression of interest - QLD Govt, Australia House Level 5
Hi Ken
Good to talk last night. I appreciated it and still never ended up having much dinner!!

It occurred to me this morning that the cost of the Australia House space is very large because its a lot of space. (364.1 sq metres). Rob is over in Houston now looking for space for an office of about 5 people but with some room to house a business cadet or two. So similar footprint to the London office. We have estimated the space needed for this footprint to work out at about 160 sq metres. Can you remind me if there is a smaller space at Australia House or if we can take a lease over part of the space available on level 5?

Thanks for this.
Regards
SB

Stephen Biggs
Director Overseas Market Development,
Americas, Europe, Middle East and Emerging Markets
Trade and Investment Queensland
Queensland Government
Ph + 61 7 322 44254
Mobile +61

From: Smith, Ken - London
Sent: Monday, 2 December 2013 8:04 PM
To: Biggs, Stephen
Subject: FW: Expression of interest - QLD Govt, Australia House Level 5

SB

Could we talk about this please? I have a very short email from Rob that seemed to imply that any more work on the move was on hold. Are you around tomorrow morning?

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) 6 72
ken.smith@trade.qld.gov.au



Friends of
Queensland

Great State
Great Opportunity

Join the Linked-in group



From: Phillipa Spears [<mailto:phillipa.spears@dtz.com>]
Sent: Monday, 2 December 2013 1:10 AM
To: Smith, Ken - London
Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury
Subject: FW: Expression of interest - QLD Govt, Australia House Level 5

Dear Ken

We understand the Queensland Government have expressed an interest in possibly relocating to the Australian High Commission sometime in the future.

We further understand that in order to progress your business case and the feasibility of relocating you would like an understanding of the current rental rate for the Australian High Commission. The following is an indicative rate per square meter based on a 1 July 2013 Valuation of the building. The rate for Australia House is exclusive of charges applied at Post for the Service Level Agreement (SLA) or if the area is deemed to be within the Australia Centre the rental is exclusive of any Service Charges.

The rental rate as at 1 July 2013 - Level 5, s.47(3)(b)

We look forward to assisting you further in this matter

Kind regards
Phillipa

Phillipa Spears
Senior Asset Manager
Corporate Real Estate, DTZ



Level 5, 64 Northbourne Avenue | Canberra ACT 2600 | Australia
Direct: +61 2 6245 5891 | Mobile: +61 s.73
Fax: +61 2 6245 6859
Email: phillipa.spears@dtz.com
Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

This email (including any attachments) is confidential and intended for the named recipient(s) only. It may be subject to legal or other professional privilege and contain copyright material.
Any confidentiality or privilege is not waived or lost because this email has been sent to you by mistake.

Access to this email or its attachments by anyone else is unauthorised. If you are not the intended recipient, you may not disclose, copy or distribute this email or its attachments, nor take or omit to take any action in reliance on it. If you have received this email in error, please notify the sender immediately, delete it from your system and destroy any copies.

We accept no liability for any loss or damage caused by this email or its attachments due to viruses, interference, interception, corruption or unauthorised access.

Any views or opinions presented in this email or its attachments are solely those of the author and do not necessarily represent those of the company.

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

Join us on Linked In

<http://http://www.linkedin.com/groups/Friends-Queensland-in-Europe-4118753/about>

From: Ken Smith

Sent: Thursday, 22 May 2014 11:38 AM

To: Ken Smith

Subject: FW: Level 5 Area Australia House

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) s. 73
ken.smith@tiq.qld.gov.au



Friends of
Queensland

Great State
Great Opportunity

Join the Linked-in group

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Trade and Investment Queensland.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please Trade and Investment Queensland immediately and erase all copies of the e-mail and the attachments. Trade and Investment Queensland uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

From: Smith, Ken - London

Sent: Wednesday, 20 November 2013 4:33 PM

To: 'Bruce Woodbury'; Callander, Cindy
Subject: RE: Level 5 Area Australia House

Thanks Bruce

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) s.73
ken.smith@trade.qld.gov.au



Friends of
Queensland

Great State
Great Opportunity

Join the Linked-in group



From: Bruce Woodbury [<mailto:Bruce.Woodbury@dtz.com>]
Sent: Wednesday, 20 November 2013 3:30 PM
To: Callander, Cindy
Cc: Smith, Ken - London
Subject: RE: Level 5 Area Australia House

Cindy

Hopefully will have a response from OPO tomorrow.

Regards

Bruce Woodbury
Facilities Manager



Australian High Commission
Australia House, The Strand | London WC 2B 4LA | United Kingdom
Direct: +44 20 7887 5189 | Mobile: +44 s.73
Email: Bruce.Woodbury@dtz.com
Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

From: Callander, Cindy [<mailto:Cindy.Callander@trade.qld.gov.au>]
Sent: Tuesday, 19 November 2013 2:42 PM
To: Bruce Woodbury
Cc: Smith, Ken - London
Subject: RE: Level 5 Area Australia House

Thanks, Bruce.

Cindy Callander | Office Manager
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) s.73
cindy.callander@trade.qld.gov.au



Great State
Great
Opportunity

Connect on LinkedIn



From: Bruce Woodbury [<mailto:Bruce.Woodbury@dtz.com>]
Sent: Tuesday, 19 November 2013 2:14 PM
To: Callander, Cindy
Subject: RE: Level 5 Area Australia House

Hi Cindy,

I was thinking the same as I walked into work from the tube. I'll chase them up again overnight.

Best regards

Bruce

Bruce Woodbury
Facilities Manager



Australian High Commission
Australia House, The Strand | London WC 2B 4LA | United Kingdom
Direct: +44 20 7887 5189 | Mobile: +44 s.73
Email: Bruce.Woodbury@dtz.com
Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

Please consider our environmental footprint before printing this e-mail

From: Callander, Cindy [<mailto:Cindy.Callander@trade.qld.gov.au>]
Sent: Tuesday, 19 November 2013 2:00 PM
To: Bruce Woodbury
Subject: RE: Level 5 Area Australia House

Hi Bruce
I hope you are well. Ken is very keen to know if you have heard anything back from OPO yet please?

Kind regards

Cindy Callander | Office Manager
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) s. 73
cindy.callander@trade.qld.gov.au



Great State
Great
Opportunity

Connect on LinkedIn



From: Bruce Woodbury [<mailto:Bruce.Woodbury@dtz.com>]
Sent: Tuesday, 12 November 2013 3:13 PM
To: Smith, Ken - London
Cc: Ken.Pascoe@dfat.gov.au; Callander, Cindy
Subject: RE: Level 5 Area Australia House

Hi Ken

The DTZ Estate Asset Management team came back to me over night. They need to liaise with the Overseas Property Office (OPO) in the first instance to provide an offer of rate. Hopefully this will be provided in the coming days.

Best regards

Bruce

Bruce Woodbury
Facilities Manager



Australian High Commission
Australia House, The Strand | London WC 2B 4LA | United Kingdom
Direct: +44 20 7887 5189 | Mobile: +44 s. 73
Email: Bruce.Woodbury@dtz.com
Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

Please consider our environmental footprint before printing this e-mail

From: Smith, Ken - London [<mailto:Ken.Smith@trade.qld.gov.au>]
Sent: Monday, 11 November 2013 5:44 PM
To: Bruce Woodbury
Cc: Ken.Pascoe@dfat.gov.au; Callander, Cindy
Subject: RE: Level 5 Area Australia House

Thanks Bruce. Hopefully we can get access issues to the area sorted.

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government

Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) s 73
ken.smith@trade.qld.gov.au



Friends of
Queensland

Great State
Great Opportunity

Join the Linked-in group



From: Bruce Woodbury [<mailto:Bruce.Woodbury@dtz.com>]
Sent: Monday, 11 November 2013 4:40 PM
To: Smith, Ken - London
Cc: Ken.Pascoe@dfat.gov.au
Subject: Level 5 Area Australia House

Hi Ken

The vacant area on level 5 Australia House is 364.1 sqm. I will discuss the rate with Canberra tonight, however Sch. 3(10)(1)(h)

Regards

Bruce

Bruce Woodbury
Facilities Manager



Australian High Commission
Australia House, The Strand | London WC 2B 4LA | United Kingdom
Direct: +44 20 7887 5189 | Mobile: +44 s 73
Email: Bruce.Woodbury@dtz.com
Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

Please consider our environmental footprint before printing this e-mail

Lidija Becejac

From: Greg McKean
Sent: Thursday, 15 May 2014 10:04 AM
To: Lidija Becejac
Subject: FW: Queensland House alternative
Attachments: SKMBT_C224e13080116020.pdf

Follow Up Flag: Follow up
Flag Status: Flagged

From: Smith, Ken - London
Sent: Friday, 2 August 2013 1:33 AM
To: McKean, Greg; Whiddon, Rob
Cc: Callander, Cindy
Subject: Queensland House alternative

Dear Greg

Further to my previous emails, Cindy and I visited the vacant Australia Centre accommodation where Victoria, SA, WA, Austrade, Australian Business in Europe, Austrade, Australian Tourism and most of the state and territory tourism offices, and Wine Australia are located. The Australian High Commission occupies the adjoining area of the building. The Floor 4 office accommodation previously occupied by the Menzies Centre of the University College London is depicted in the attachment. I have also included details of meeting/conference facilities in the upper basement that are available to access at no additional cost to the tenancy. These are very good and well equipped conference facilities, albeit underground. These facilities would be available to us at no cost as part of the service fee. In addition we would have discounted access to the Downer Room, the Exhibition Hall and the theatre/cinema room and the staff and other facilities (including video conferencing) available at Australia House.

The space available on the 4th floor is 1033.33 square feet. This compares to our 3 floors we currently occupy here on the Strand of approx 3460 square feet. Our assessment is we could be located in this space with a meeting room, smaller AG's office, a modern open office plan and small staff amenities area. Ideally, we could do with slightly more space but with generous shared spaces available in Australia House we think we could make this space work for us.

The other issue is cost and savings which, not surprisingly, are quite large. Advice from WA is the cost of the office space includes rent of £ 42 per square foot and service charges (excluding cleaning) of £ 14 per sq foot. This would require an annual payment of approx. £ 57,866 pa. A quick calculation of current cleaning costs at Qld House currently are £ 504 per month or for 6048 sq ft, £ 1.74 per sq ft pa. At £ 1.75 per sq ft, this would mean a total outgoing of £ 59,673. However, this doesn't include car parking which I would have to get a quote on if we were going to proceed. As you know our current expenses are £ 389,105 pa here at Qld House. Assuming total annual costs of even £ 80,000pa, total annual savings compared to the Qld House option would be over £ 309,100 pa or on current conversion rates, \$AUS 522,500 pa.

This of course takes no account of refurbishment costs (which I believe would have to occur whether we stay here or move), relocation costs and the sale value of the building we currently own.

As usual, happy to discuss

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) 9 72
ken.smith@trade.qld.gov.au



Friends of
Queensland

Great State
Great Opportunity

Join the Linked-in group



From: admin@int.trade.qld.gov.au [<mailto:admin@int.trade.qld.gov.au>]

Sent: Thursday, 1 August 2013 5:02 PM

To: Smith, Ken - London

Subject: Message from KMBT_C224e

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

Pages 14 through 15 redacted for the following reasons:

exempt under Schedule 3 section 10(1)(h)

RTI RELEASE

Lidija Becejac

From: Greg McKean
Sent: Thursday, 15 May 2014 10:05 AM
To: Lidija Becejac
Subject: FW: FW:

Follow Up Flag: Follow up
Flag Status: Flagged

-----Original Message-----

From: Smith, Ken - London
Sent: Thursday, 1 August 2013 3:17 AM
To: Whiddon, Rob; McKean, Greg
Subject: RE: FW:

Thanks. Havent been able to get to see anyone at Australia Centre as yet. Keep you posted.

Happy to talk at any time Greg

Regards

Ken

Ken Smith | Agent General
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R OLT, United Kingdom
Tel: +44(0) s. 73 | Fax: +44(0) 20 7420 8700 www.export.qld.gov.au

facebook.com/TradeandInvestmentQLD

-----Original Message-----

From: Whiddon, Rob
Sent: Tuesday, 30 July 2013 10:32 PM
To: McKean, Greg
Cc: Smith, Ken - London
Subject: FW: FW:

-----Original Message-----

From: Alex.Beavers@treasury.qld.gov.au [mailto:Alex.Beavers@treasury.qld.gov.au]
Sent: Wednesday, 31 July 2013 7:30 AM
To: Whiddon, Rob
Subject: Re: FW:

Rob

I can honestly say my involvement was limited to finding out whether public

works had any idea what it was worth. My recollection is that they said about \$15M, but that was pre-GFC. As Greg suggests, my thinking was trying to work out whether a deal could be done to return the capital to Government in return for a recurrent funding stream for TIQ.

I think if it is something we want to pursue we should ask DHPW to prepare, in consultation with TIQ, a submission to CBRC on the future of Queensland House.

Let me know if this is something you want me to raise to get the imprimatur to do so. Seems to me the issue has been out there in the ether for so long that we should make a decision one way or the other and move on. However, given this property seems to evoke emotions beyond the simple commercial property dimensions it is something Government will need to decide.

Alex

Alex Beavers
Deputy Under Treasurer
Queensland Treasury and Trade
Ph: 303 51922

(Embedded image moved to file: pic12292.gif)

From: "Whiddon, Rob" <Rob.Whiddon@trade.qld.gov.au>
To: "Alex.Beavers@treasury.qld.gov.au"
<Alex.Beavers@treasury.qld.gov.au>,
Date: 29/07/2013 11:10 AM
Subject: FW:

Any movement?

Rob

From: McKean, Greg
Sent: Monday, 29 July 2013 11:02 AM
To: Whiddon, Rob
Subject: RE:

Rob,

Responding just to you because the last I heard of this - Alex Beavers was going to talk to an equivalent in DPW about options (but that was roughly in March).

Technically we have little say in this issue as we are purely a tenant (albeit an influential one). However if we can manufacture a deal whereby capital costs are returned to government - but in any redevelopment, TIQ has a modern office space - for free (or heavily subsidised) in perpetuity - that's a win / win for all.

But I would think this needs - high level discussion within govt (i.e. DPC as well) - a selling strategy - and possibly an influential Chair to prosecute.

Greg

From: Whiddon, Rob
Sent: Monday, 29 July 2013 10:40 AM
To: McKean, Greg
Cc: Biggs, Stephen; Wanigesekera, Devinka; Becejac, Lidija; Trier, Susy
Subject:

I refer to the Government's decision re Queensland House (Item 31) What action has so far been taken re implementation of this in line with the Government's decision

A couple of matters :

1 I have had Ken Smith do up a synopsis of Queensland House, which I will send you separately

s. 47(3)(b)

Rov

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

Smith, Ken - London

From: Biggs, Stephen
Sent: Tuesday, 23 July 2013 12:04 AM
To: Smith, Ken - London
Subject: RE: Queensland House

Thanks Ken - you and I had better keep this close at hand.....for when its asked for again....probably by Public Works next time!
Regards
SB

Stephen Biggs
Director Overseas Market Development,
Americas, Europe, Middle East and Emerging Markets
Trade and Investment Queensland
Queensland Government

Ph + 61 7 322 44254

Mobile +61 s. 73

From: Smith, Ken - London
Sent: Tuesday, 23 July 2013 12:20 AM
To: Whiddon, Rob; Biggs, Stephen
Cc: Callander, Cindy
Subject: Queensland House

Dear Rob

Stephen asked me to respond on the issues you raised re Queensland House.

Probably easier to outline occupation/use floor by floor:

Basement...The majority of the basement apart from our storage area and small area for plant and facilities is occupied by the

Out of Scope

Ground Floor...Again apart from the reception and common services (lift and stairway) the majority of the floor is occupied by Robert Dyas.

First floor... All Queensland Government. My office and the administrative support staff, the Ground Floor also consists of 5 car parking spaces, of which 2 are allocated to the Qld Government.

Second Floor.. All Qld Government;The "Queensland Room" meeting facility ,a kitchen area, a storage area and what could be used as a flat, but is a large office and an accessible bathroom. The Qld Room is used regularly for visiting Companies and small receptions/one off events.

Third floor...All Queensland Government; Open plan office for 4 staff. We have been operating at 3, but have an establishment of 4. It has also been used for cadets/trainees and visiting company representatives.

Fourth Floor...Currently tenanted by out of scope

Fifth Floor...Currently tenanted by out of scope

Sixth Floor...Currently tenanted by out of scope

I believe the upper 3 floors are fully rather than partially tenanted; Cindy is confirming this with Knight Frank.

As far as I can tell, from the documents I have here, the relative "tenantable" space on each floor is as follows:

Part of Premises Metres	Tenant	Sq
Basement	out of scope	235.1
Ground		312.8
First Floor	Qld Government	107.7
Second Floor	Qld Government	107.0
Third Floor	Qld Government	106.8
Fourth Floor	Out of Scope	100.4
Fifth Floor		105.5
Sixth Floor		92.1

This is therefore a total tenantable space of 1167.40 square metres.

For the record, my preference is that we take space down at the Australia Centre if it is available, but recognize that someone will need to crunch the numbers on what might be best VFM.

If we were to stay here, we would need 2 floors and the place would require a refit. If the first and second floors were retained by us under a sale and lease back arrangement, we would need to retain storage/utility space and a meeting/small reception room facility.

Happy to discuss, as usual.

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) 6 73
ken.smith@trade.qld.gov.au



Friends of
Queensland

Great State
Great Opportunity

Join the Linked-in group



From: Whiddon, Rob
Sent: Monday, 22 July 2013 4:50 PM
To: Biggs, Stephen
Subject:

Can I please have a brief description of Qld House (3 floors?) current tenants, and total floor space

Thanks

R

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

From: Smith, Ken - London
Sent: Wednesday, 4 December 2013 8:41 AM
To: Smith, Ken - London
Subject: RE: Expression of interest - QLD Govt, Australia House Level 5

Hi SB. Sorry, but I can't find the said email. Rob might be able to elaborate.

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) 73 73 73 73
ken.smith@trade.qld.gov.au



Friends of
Queensland

Great State
Great Opportunity

Join the Linked-in group



From: Smith, Ken - London
Sent: Wednesday, 4 December 2013 6:13 AM
To: Biggs, Stephen
Subject: Re: Expression of interest - QLD Govt, Australia House Level 5

SB

Ditto, good to talk. We don't need to take up the total space on level 5. I would like enough space for the office a meeting room and a small reception area and staff amenities. But this space provides greater amenity than the smaller area on Level 4 of the Australia Centre which was about a third of our current space.

The real issue for us is to determine whether the moves on or not. If it isn't then we need to refurb, paint and recarpet the existing space. I will send you the brief email when I get to work.

Best

Ken
Sent from my BlackBerry

From: Biggs, Stephen
To: Smith, Ken - London
Sent: Wed Dec 04 09:21:52 2013
Subject: RE: Expression of interest - QLD Govt, Australia House Level 5

Hi Ken

Good to talk last night. I appreciated it and still never ended up having much dinner!!

It occurred to me this morning that the cost of the Australia House space is very large because its a lot of space. (364.1 sq metres). Rob is over in Houston now looking for space for an office of about 5 people but with some room to house a business cadet or two. So similar footprint to the London office. We have estimated the space needed for this footprint to work out at about 160 sq metres. Can you remind me if there is a smaller space at Australia House or if we can take a lease over part of the space available on level 5?

Thanks for this.

Regards

SB

Stephen Biggs
Director Overseas Market Development,
Americas, Europe, Middle East and Emerging Markets
Trade and Investment Queensland
Queensland Government
Ph + 61 7 322 44254
Mobile +61 s. 73

From: Smith, Ken - London
Sent: Monday, 2 December 2013 8:04 PM
To: Biggs, Stephen
Subject: FW: Expression of interest - QLD Govt, Australia House Level 5

SB

Could we talk about this please? I have a very short email from Rob that seemed to imply that any more work on the move was on hold. Are you around tomorrow morning?

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) 72
ken.smith@trade.qld.gov.au



Friends of
Queensland

Great State
Great Opportunity

Join the Linked-in group



From: Phillipa Spears [<mailto:phillipa.spears@dtz.com>]
Sent: Monday, 2 December 2013 1:10 AM
To: Smith, Ken - London
Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury
Subject: FW: Expression of interest - QLD Govt, Australia House Level 5

Dear Ken

We understand the Queensland Government have expressed an interest in possibly relocating to the Australian High Commission sometime in the future.

We further understand that in order to progress your business case and the feasibility of relocating you would like an understanding of the current rental rate for the Australian High Commission. The following is an indicative rate per square meter based on a 1 July 2013 Valuation of the building. The rate for Australia House is exclusive of charges applied at Post for the Service Level Agreement (SLA) or if the area is deemed to be within the Australia Centre the rental is exclusive of any Service Charges.

The rental rate as at 1 July 2013 - Level 5, s.47(3)(b)

We look forward to assisting you further in this matter

Kind regards
Phillipa

Phillipa Spears
Senior Asset Manager
Corporate Real Estate, DTZ



Level 5, 64 Northbourne Avenue | Canberra ACT 2600 | Australia
Direct: +61 2 6245 5891 | Mobile: +61 s.73
Fax: +61 2 6245 6859
Email: phillipa.spears@dtz.com
Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

This email (including any attachments) is confidential and intended for the named recipient(s) only. It may be subject to legal or other professional privilege and contain copyright material.
Any confidentiality or privilege is not waived or lost because this email has been sent to you by mistake.

Access to this email or its attachments by anyone else is unauthorised. If you are not the intended recipient, you may not disclose, copy or distribute this email or its attachments, nor take or omit to take any action in reliance on it. If you have received this email in error, please notify the sender immediately, delete it from your system and destroy any copies.

We accept no liability for any loss or damage caused by this email or its attachments due to viruses, interference, interception, corruption or unauthorised access.

Any views or opinions presented in this email or its attachments are solely those of the author and do not necessarily represent those of the company.

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

From: Smith, Ken - London
Sent: Thursday, 20 February 2014 8:03 AM
To: Callander, Cindy
Subject: FW: Confidential

See below. Can we make sure this tallies up. I didn't send the email or spreadsheet because of a niggling suspicion about whether rent was GBP or Aus dollars

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) 6 72
ken.smith@trade.qld.gov.au



Great State
Great Opportunity



Join the Linked-in group

From: Biggs, Stephen
Sent: Wednesday, 19 February 2014 11:45 PM
To: Smith, Ken - London
Subject: FW: Confidential

Ken - FYI - 321 square metres but we are checking with DPW.
SB

Stephen Biggs
General Manager
International Operations Division
Trade and Investment Queensland
Queensland Government

Ph + 61 7 322 44254
Mobile +61 6 72

From: Burns, Keiran
Sent: Thursday, 20 February 2014 9:23 AM
To: Biggs, Stephen
Subject: RE: Confidential

Hi Stephen

I have a figure of 321 square metres on file for the London office however cannot confirm the accuracy of this

as this was legacy information I inherited when I came into the role. I will go back to DPW and see if they can provide more information. DPW did advise in their earlier email that Knight Frank manage the tenancy on their behalf in London. If DPW can't provide anything Ken can always approach Knight Frank in London directly for this information.

I will copy you into my correspondence with DPW.

Regards

Keiran Burns
Senior Consultant
Corporate Services
Trade and Investment Queensland
Ph 3872 0742

From: Biggs, Stephen
Sent: Thursday, 20 February 2014 9:08 AM
To: Burns, Keiran
Subject: FW: Confidential

Hi Keiran

See this below....Ken Smith has asked me if we have anything on the actual floor space (square metres or whatever) we get charged for in Queensland House in London? Ken is keen to know.

You can see below I re-sent him this earlier information you have provided last year.

Thanks for this
SB

Stephen Biggs
General Manager
International Operations Division
Trade and Investment Queensland
Queensland Government

Ph + 61 7 322 44254

Mobile +61 s.73

From: Biggs, Stephen
Sent: Thursday, 20 February 2014 9:06 AM
To: Smith, Ken - London
Subject: FW: Confidential

Hi Ken

I have this on my system which doesn't help in terms of square metreage, but gives a \$ figure. I will check Keiran and see whether he has anything.

Speak soon
SB

Stephen Biggs
General Manager
International Operations Division

Trade and Investment Queensland
Queensland Government

Ph + 61 7 322 44254

Mobile +61 s. 73

From: Biggs, Stephen
Sent: Friday, 15 November 2013 12:52 PM
To: Smith, Ken - London
Subject: FW: Confidential

Hi Ken

As requested, here are the details on the DPW charged from Brisbane on the London office. As you can see below, annual rent is currently \$252,917.62 (they are so precise!).

The Frank Knight outgoings charges (which I assume are cleaning etc) are then on top of this.

They sure rip us off.

Regards
SB

Stephen Biggs
Director Overseas Market Development,
Americas, Europe, Middle East and Emerging Markets
Trade and Investment Queensland
Queensland Government

Ph + 61 7 322 44254

Mobile +61 s. 73

From: Saini, Stewart
Sent: Friday, 15 November 2013 11:58 AM
To: Biggs, Stephen
Subject: FW: Confidential

Stewart Saini
Chief Financial Officer & Head of Corporate Services
Ph: 322 47264 | Mob: 0416 079 237 |
Email: stewart.saini@trade.qld.gov.au

From: Burns, Keiran
Sent: Thursday, 14 November 2013 9:14 AM
To: Saini, Stewart
Subject: RE: Confidential

Stewart

DPW have come back to me this morning with information regarding the arrangment in place for Queensland

House. DPW have advised that the arrangement is governed by a standard Occupancy Agreement (all state government tenants occupying government owned accommodation are governed by this same agreement). DPW invoices Treasury and Trade locally for rent through their finance system at \$252,917.62 pa. DPW uses local agent Knight Frank to manage the building on their behalf and this agent is responsible for recovery of outgoing costs direct from Treasury and Trade.

Cheryl Norris, the Manager of the Portfolio Group is the person who supplied the above information. Cheryl's contact information is below if you or Stephen want to follow up on discussions to vacate the property.

Cheryl Norris

Manager - Projects, Services Contracts and Special Estates

Portfolio Group

Accommodation Office

Department of Housing and Public Works

Level 6, 80 George Street | Brisbane Queensland 4000 | Australia

T: (07) 322 45243 F: (07) 322 58108 | M: 5 73

E: cheryl.norris@hpw.qld.gov.au | www.youroffice.qld.gov.au

From: Saini, Stewart

Sent: Tuesday, 12 November 2013 9:51 AM

To: Burns, Keiran

Subject: Fwd: Confidential

Keiran,

Could you please see if you can get any information regarding the below.

Thanks.

Stewart Saini

Chief Financial Officer & Head of Corporate Services

Trade & Investment Queensland

Sent from my iPad

Begin forwarded message:

From: "Biggs, Stephen" <Stephen.Biggs@trade.qld.gov.au>

Date: 12 November 2013 9:10:41 AM GMT+10:00

To: "Saini, Stewart" <Stewart.Saini@trade.qld.gov.au>

Subject: FW: Confidential

Hi Stewart

Can your guys get this information from Public Works referred to below? I know Keiran has done a lot of work on the off-shore office leases.

I will follow up with Ken to check out the Australia House angle.

Thanks

SB

Stephen Biggs

Director Overseas Market Development,

Americas, Europe, Middle East and Emerging Markets

Trade and Investment Queensland
Queensland Government

Ph + 61 7 322 44254

Mobile +61 s.73

Iddon, Rob
Jay, 11 November 2013 5:48 PM
, Stephen
an, Greg; 'Mark Stockwell'; 'Geoffrey Thomas'
Confidential

I have spoken to Ken Smith tonight about moving into Australia House.

He will check with them to update information on availability.

There is not as much space, he believes, as they currently have, but at the same time there is access to meeting and function rooms. Hot desking may be required.

In return he has asked that we get detail from Public Works about the Queensland House property. Tim Nicholls apparently had info when he was in London (this would be from a Public Works brief) that eight properties around Queensland House are owned by one person - thus the likelihood that he will be keen to acquire Queensland House.

I have told Ken I would like to get this matter in front of the Board in December, for financial reasons

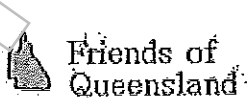
Rob

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

From: Ken Smith
Sent: Thursday, 22 May 2014 11:39 AM
To: Ken Smith
Subject: FW: Expression of interest - QLD Govt, Australia House Level 5

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) 15 73
ken.smith@tiq.qld.gov.au



Great State Join the Linked-in group
Great Opportunity

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Trade and Investment Queensland.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please Trade and Investment Queensland immediately and erase all copies of the e-mail and the attachments. Trade and Investment Queensland uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

From: Smith, Ken - London
Sent: Thursday, 20 February 2014 7:45 AM
To: 'Phillipa Spears'
Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury; Richard Milin; Callander, Cindy
Subject: RE: Expression of interest - QLD Govt, Australia House Level 5

Hi Phillipa

That's fine. I am a bit frustrated about progress on this if truth be known. I will be in touch if I can get any movement back home.

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) 6 72
ken.smith@trade.qld.gov.au



Friends of
Queensland

Great State
Great Opportunity

Join the Linked-in group

From: Phillipa Spears [<mailto:phillipa.spears@dtz.com>]
Sent: Thursday, 20 February 2014 6:38 AM
To: Smith, Ken - London
Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury; Richard Milin; Callander, Cindy
Subject: RE: Expression of interest - QLD Govt, Australia House Level 5

Hi Ken

Apologies if I seem a little on the pushy side to get an understanding of your intention on this matter.

Understand totally your position to put this matter on hold. Undertaking a strategy for a building in a core district in one of the most dynamic cities in the world requires extensive research, planning and number crunching, extremely interesting work. I actually walked past Queensland House in October after a visit to Australia House!

I'll leave the matter with you and look forward to assisting you in the future should the opportunity arise.

All the best.

Phillipa

Phillipa Spears
Senior Asset Manager
Corporate Real Estate, DTZ



Level 5, 64 Northbourne Avenue | Canberra ACT 2600 | Australia
Direct: +61 2 6245 5891 | Mobile: +61 6 73
Fax: +61 2 6245 6859
Email: phillipa.spears@dtz.com
Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

Please consider our environmental footprint before printing this e-mail

From: Smith, Ken - London [<mailto:Ken.Smith@trade.qld.gov.au>]
Sent: Wednesday, 19 February 2014 10:33 PM
To: Phillipa Spears
Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury; Richard Milin; Callander, Cindy
Subject: RE: Expression of interest - QLD Govt, Australia House Level 5

Hi Phillipa

I raised this again with Brisbane this morning and unfortunately don't have a clear decision on sale of our building here on the Strand that would allow us to progress negotiations on the terms of occupation of the Australia Centre.

I apologize for not being in a position to take this forward at this stage. Can we put any further discussions on hold until I get a clear direction on the future of our ownership of this building and whether we will be refurbishing, reducing our footprint and staying here or moving into alternative accommodation, preferably co-located with Austrade and the other states.

So sorry that there isn't anything clear from our end, and thanks for your, Ken's Bruce's and Richard's help to date. I will get back to you if I can get some clear direction on future ownership and occupation of our building hereby Brisbane.

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) 6 72
ken.smith@trade.qld.gov.au



Friends of
Queensland

Great State
Great Opportunity

Join the Linked-in group

From: Phillipa Spears [<mailto:phillipa.spears@dtz.com>]

Sent: Tuesday, 18 February 2014 9:54 PM

To: Smith, Ken - London

Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury; Richard Milin

Subject: RE: Expression of interest - QLD Govt, Australia House Level 5

Hi Ken

Hope this email finds you well.

Do you have any further updates on this matter?

Kind regards

Phillipa

Phillipa Spears

Senior Asset Manager

Corporate Real Estate, DTZ



Level 5, 64 Northbourne Avenue | Canberra ACT 2600 | Australia

Direct: +61 2 6245 5891 | Mobile: +61 s 73

Fax: +61 2 6245 6859

Email: phillipa.spears@dtz.com

Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

Please consider our environmental footprint before printing this e-mail

From: Phillipa Spears

Sent: Wednesday, 15 January 2014 9:04 AM

To: 'Smith, Ken - London'

Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury; Richard Milin

Subject: RE: Expression of interest - QLD Govt, Australia House Level 5

Hi Ken

Hope all is going well with your return trip to Australia.

Look forward to hearing from you in due course.

Kind regards

Phillipa

Phillipa Spears

Senior Asset Manager

Corporate Real Estate, DTZ



Level 5, 64 Northbourne Avenue | Canberra ACT 2600 | Australia

Direct: +61 2 6245 5891 | Mobile: +61 s 73

Fax: +61 2 6245 6859

Email: phillipa.spears@dtz.com

Web: www.dtz.com

Please consider our environmental footprint before printing this e-mail

From: Smith, Ken - London [<mailto:Ken.Smith@trade.qld.gov.au>]

Sent: Tuesday, 14 January 2014 7:55 PM

To: Phillipa Spears

Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury; Richard Milin

Subject: Re: Expression of Interest - QLD Govt, Australia House Level 5

Dear Phillipa

I am back in Australia at the moment back on 25 Jan.

No feedback as yet given the silly season here.

Will touch base with you once I am back.

Thanks

Ken

Sent from my iPhone

On 14 Jan 2014, at 16:01, "Phillipa Spears" <phillipa.spears@dtz.com> wrote:

Hi Ken

Happy New Year!

Have you received any feedback from Brisbane on this matter?

Kind regards

Phillipa

Phillipa Spears

Senior Asset Manager

Corporate Real Estate, DTZ

<image001.jpg>

Level 5, 64 Northbourne Avenue | Canberra ACT 2600 | Australia

Direct: +61 2 6245 5891 | Mobile: +61 s/73

Fax: +61 2 6245 6859

Email: phillipa.spears@dtz.com

Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

Please consider our environmental footprint before printing this e-mail

From: Smith, Ken - London [<mailto:Ken.Smith@trade.qld.gov.au>]

Sent: Monday, 2 December 2013 9:03 PM

To: Phillipa Spears

Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury

Subject: RE: Expression of interest - QLD Govt, Australia House Level 5

Thanks Phillipa. I appreciate your email advice. Let me re-engage with people back in Brisbane and get back to you.

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe

Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) s.73
ken.smith@trade.qld.gov.au

<image002.jpg>

Great State
Great Opportunity

<image003.jpg>

Join the Linked-in group

<image004.jpg>

From: Phillipa Spears [<mailto:phillipa.spears@dtz.com>]
Sent: Monday, 2 December 2013 1:10 AM
To: Smith, Ken - London
Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury
Subject: FW: Expression of interest - QLD Govt, Australia House Level 5

Dear Ken

We understand the Queensland Government have expressed an interest in possibly relocating to the Australian High Commission sometime in the future.

We further understand that in order to progress your business case and the feasibility of relocating you would like an understanding of the current rental rate for the Australian High Commission. The following is an indicative rate per square meter based on a 1 July 2013 Valuation of the building. The rate for Australia House is exclusive of charges applied at Post for the Service Level Agreement (SLA) or if the area is deemed to be within the Australia Centre the rental is exclusive of any Service Charges.

The rental rate as at 1 July 2013 - Level 5, s.47(3)(b)

We look forward to assisting you further in this matter

Kind regards
Phillipa

Phillipa Spears
Senior Asset Manager
Corporate Real Estate, DTZ

<image001.jpg>

Level 5, 64 Northbourne Avenue | Canberra ACT 2600 | Australia
Direct: +61 2 6245 5891 | Mobile: +61 s.72
Fax: +61 2 6245 6859
Email: phillipa.spears@dtz.com
Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

This email (including any attachments) is confidential and intended for the named recipient(s) only. It may be

From: Ken Smith
Sent: Thursday, 22 May 2014 11:38 AM
To: Ken Smith
Subject: FW: Level 5 Area Australia House

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) 73 72 72 72
ken.smith@tiq.qld.gov.au



Friends of
Queensland

Great State Join the Linked-in group
Great Opportunity

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Trade and Investment Queensland.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please Trade and Investment Queensland immediately and erase all copies of the e-mail and the attachments. Trade and Investment Queensland uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

From: Smith, Ken - London
Sent: Wednesday, 20 November 2013 4:33 PM

To: 'Bruce Woodbury'; Callander, Cindy
Subject: RE: Level 5 Area Australia House

Thanks Bruce

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) [REDACTED]
ken.smith@trade.qld.gov.au



Friends of
Queensland

Great State
Great Opportunity

Join the Linked-in group



From: Bruce Woodbury [<mailto:Bruce.Woodbury@dtz.com>]
Sent: Wednesday, 20 November 2013 3:30 PM
To: Callander, Cindy
Cc: Smith, Ken - London
Subject: RE: Level 5 Area Australia House

Cindy

Hopefully will have a response from OPC tomorrow.

Regards

Bruce Woodbury
Facilities Manager



Australian High Commission
Australia House, The Strand | London WC 2B 4LA | United Kingdom
Direct: +44 20 7887 5189 | Mobile: +44 [REDACTED]
Email: Bruce.Woodbury@dtz.com
Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

From: Callander, Cindy [<mailto:Cindy.Callander@trade.qld.gov.au>]
Sent: Tuesday, 19 November 2013 2:42 PM
To: Bruce Woodbury
Cc: Smith, Ken - London
Subject: RE: Level 5 Area Australia House

Thanks, Bruce.

Cindy Callander | Office Manager
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) 72
cindy.callander@trade.qld.gov.au



Great State
Great
Opportunity

Connect on LinkedIn



From: Bruce Woodbury [<mailto:Bruce.Woodbury@dtz.com>]
Sent: Tuesday, 19 November 2013 2:14 PM
To: Callander, Cindy
Subject: RE: Level 5 Area Australia House

Hi Cindy,

I was thinking the same as I walked into work from the tube. I'll chase them up again overnight.

Best regards

Bruce

Bruce Woodbury
Facilities Manager



Australian High Commission
Australia House, The Strand | London WC 2B 4LA | United Kingdom
Direct: +44 20 7887 5189 | Mobile: +44 73
Email: Bruce.Woodbury@dtz.com
Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

Please consider our environmental footprint before printing this e-mail

From: Callander, Cindy [<mailto:Cindy.Callander@trade.qld.gov.au>]
Sent: Tuesday, 19 November 2013 2:00 PM
To: Bruce Woodbury
Subject: RE: Level 5 Area Australia House

Hi Bruce

I hope you are well. Ken is very keen to know if you have heard anything back from OPO yet please?

Kind regards

Cindy Callander | Office Manager
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) s.73
cindy.callander@trade.qld.gov.au



Great State
Great
Opportunity

Connect on LinkedIn



From: Bruce Woodbury [<mailto:Bruce.Woodbury@dtz.com>]
Sent: Tuesday, 12 November 2013 3:13 PM
To: Smith, Ken - London
Cc: Ken.Pascoe@dfat.gov.au; Callander, Cindy
Subject: RE: Level 5 Area Australia House

Hi Ken

The DTZ Estate Asset Management team came back to me over night. They need to liaise with the Overseas Property Office (OPO) in the first instance to provide an offer of rate. Hopefully this will be provided in the coming days.

Best regards

Bruce

Bruce Woodbury
Facilities Manager



Australian High Commission
Australia House, The Strand | London WC 2B 4LA | United Kingdom
Direct: +44 20 7887 5189 | Mobile: +44 s.73
Email: Bruce.Woodbury@dtz.com
Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

Please consider our environmental footprint before printing this e-mail

From: Smith, Ken - London [<mailto:Ken.Smith@trade.qld.gov.au>]
Sent: Monday, 11 November 2013 5:44 PM
To: Bruce Woodbury
Cc: Ken.Pascoe@dfat.gov.au; Callander, Cindy
Subject: RE: Level 5 Area Australia House

Thanks Bruce. Hopefully we can get access issues to the area sorted.

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government

Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) s 73
ken.smith@trade.qld.gov.au



Friends of
Queensland

Great State
Great Opportunity

Join the Linked-in group



From: Bruce Woodbury [<mailto:Bruce.Woodbury@dtz.com>]
Sent: Monday, 11 November 2013 4:40 PM
To: Smith, Ken - London
Cc: Ken.Pascoe@dfat.gov.au
Subject: Level 5 Area Australia House

Hi Ken

The vacant area on level 5 Australia House is 364.1 sqm. I will discuss the rate with Canberra tonight,

Regards

Bruce

Bruce Woodbury
Facilities Manager



Australian High Commission
Australia House, The Strand | London WC 2B 4LA | United Kingdom
Direct: +44 20 7887 5189 | Mobile: +44 s 73
Email: Bruce.Woodbury@dtz.com
Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

Please consider our environmental footprint before printing this e-mail

London (Cost Centre: 4716, 4842 & 4892) YTD March 2014 (GBP)					
	Annual Budget	YTD Budget	YTD Actuals	Variance	YTD Variance %
1 Revenue	0	0	0	0	0%
2 Fixed Costs	251,572	189,388	213,143	-23,755	-13%
3 Salaries	169,444	125,193	155,323	-30,131	-24%
4 Project Costs	20,972	20,972	38,754	-17,782	-85%
Current YTD overspend/underspend	441,988	335,553	407,220	-71,668	-21%

London (Cost Centre: 4716, 4842 & 4892) YTD March 2014 (AUD)					
	Annual Budget	YTD Budget	YTD Actuals	Variance	YTD Variance %
1 Revenue	0	0	0	0	0%
2 Fixed Costs	463,822	349,474	392,971	-43,797	-13%
3 Salaries	312,402	230,816	286,368	-55,552	-24%
4 Project Costs	38,665	38,665	71,450	-32,785	-85%
Current YTD overspend/underspend	814,890	612,656	750,789	-132,133	-21%

Notes - YTD Variances - Variances > 10% or > AUD \$10,000 at the summary level (Revenue, Fixed Costs, Salaries & Project Costs) are to be explained.

- 1 No Response Required - Although previously advised MV proceeds would be credited to the London Cost Centre. All asset proceeds are now to be held centrally pending TIQ transition.
- 2 The quarterly building management fees has not been properly proportioned into 3 quarters. As a result, the Year-to-End fixed actual cost was over-stated in the report. Hence, the variance"
- 3 All staff positions are within specific approvals. The only reason for the supposed over-expenditure is because of budget changes made in Brisbane. YTD actuals are well within the original 2013/2014 budget.
- 4 Project budget expenditure is well within the original annual budget approvals. All project costs have been separately approved. Revision by Brisbane to an annual budget of \$20,936 is completely unrealistic for an overseas office covering a large number of markets and countries.

Other Budget Issues

Please Note - This report includes both your old and new cost centre combined.

Interim Budget

The fixed cost budget for the year £256,305 is far below estimated actuals which you advised in July. The figure will be insufficient for estimated rent and other building services, let alone the other fixed costs.

Please Note - a journal will be done to remove the monthly Foreign Exchange Gain / Loss that was incorrectly coded to this cost centre. This journal has now been done.

EOY Forecast to 30 June 2014 -

Ph + 61 7 322 44254

Mobile +61 S.73

From: Biggs, Stephen
Sent: Wednesday, 23 January 2013 9:10 AM
To: Abdie, Na-aim; Wanigesekera, Devinka
Cc: Whiddon, Rob; Trier, Susy
Subject: FW: London Office Rent

* email sent separately - see
Ken Smith to Stephen Biggs
Wednesday 23 January 2013 5:53pm

Hi Na-aim, Devinka

FYI - we have known all along that this is the reason London is currently overspent in its budget. I recognise and appreciate that Ana Russell has got to the bottom of it and I note her comment that the additional charge (the \$253,000) will be reversed out of the London cost centre correcting the error.

However it still does leave us paying a crazy amount of money - over \$400,000 - when we could be in Australia House for \$120,000 based on Ken's estimates below.

If the Review is silent on the London office location issue, I would be keen to pursue this opportunity to save almost \$300,000 per annum (probably just about equal to the cost of the Indonesia office??!!). Clearly we must wait to see what the Review says.

Just wanted to point this out to you.

Thanks
SB

Stephen Biggs
Director Overseas Market Development,
Americas, Europe, Middle East and Emerging Markets
Trade and Investment Queensland
Queensland Government

Ph + 61 7 322 44254

Mobile +61 S.73

From: Smith, Ken - London
Sent: Wednesday, 23 January 2013 3:07 AM
To: Biggs, Stephen; Mackie, Russell
Cc: Callander, Cindy; You, Roshan
Subject: FW: London Office Rent

Dear Stephen and Russ

I have finally got the annual rental figures from Brisbane below. The extent of the outgoings is breathtaking. Basically almost \$253,000 for rent and 100,710 GBP for Knight frank and rates (or \$151,170 AUS). That's \$404,170 AUS pa.

From: Callander, Cindy
Sent: Friday, 18 January 2013 12:18 PM
To: Russell, Ana
Subject: Rent costs

Hi Ana,

Ken is in the process of negotiating a potential office consolidation/move with Russell Mackie of your office and is putting together some figures for him in relation to costs. As rent has been deducted from our budget so far this year for floors 1-3 of Queensland House, Ken is interested to know what the actual rent is that we pay so that he can complete a cost/benefit analysis for Russ. Do you have this information please? This is unrelated to our concern that it is being deducted from our cost centre. If you are unsure perhaps there is someone in facilities that might be able to assist? Thank-you.

Kind regards

Cindy Callander | Office Manager
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) s.73
cindy.callander@trade.qld.gov.au



Russell Mackie

From: Smith, Ken - London
Sent: Wednesday, 23 January 2013 5:53 PM
To: Biggs, Stephen; Mackie, Russell
Subject: RE: London Office Rent

Hi SB. The email isn't included. Can you send separately? Thanks

Ken

Ken Smith | Agent General
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R OLT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
www.export.qld.gov.au



facebook.com/TradeandInvestmentQLD

From: Biggs, Stephen
Sent: Tuesday, 22 January 2013 11:10 PM
To: Smith, Ken - London; Mackie, Russell
Subject: FW: London Office Rent

Totally agree Ken. Please note my email below to Na-aim and Devinka with a Cc to Rob.
Regards
SB

Stephen Biggs
Director Overseas Market Development,
Americas, Europe, Middle East and Emerging Markets
Trade and Investment Queensland
Queensland Government

Ph + 61 7 322 44254
Mobile +61 s.73

From: Smith, Ken - London
Sent: Wednesday, 23 January 2013 3:07 AM
To: Biggs, Stephen; Mackie, Russell
Cc: Callander, Cindy; You, Roshan
Subject: FW: London Office Rent

Dear Stephen and Russ

I have finally got the annual rental figures from Brisbane below. The extent of the outgoings is breathtaking. Basically almost \$253,000 for rent and 100,710 GBP for Knight Frank and rates (or \$151,170 AUS). That's \$404,170 AUS pa.

We are leasing far too much space here.

By comparison, the equivalent annual costs for the Australia Centre which would meet our requirements(97 sq meters) are 77,380 GBB or say \$116,150 AUS. You can calculate the savings.

I understand the review may have dealt with this, but we need an urgent call on either reducing our footprint here or moving down to the Australia Centre.

Best

Ken

Ken Smith | Agent General
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
www.export.qld.gov.au



facebook.com/TradeandInvestmentQLD

From: Russell, Ana
Sent: Monday, 21 January 2013 11:38 PM
To: You, Roshan; Callander, Cindy; Smith, Ken - London
Subject: FW: London Office Rent

Hi,

Sorry for my late reply, but finally I got a response from the Facilities Unit.

We are paying for: 321.5sq m and the annual cost is for \$252,917.62. As I have mentioned before, these charges to your cost centre will be reversed.

Regards.

Ana Russell

Principal Financial Accountant
Queensland Treasury and Trade

Level 21 , 111 George Street, Brisbane Qld 4000
PO Box 12400 BRISBANE 4002 AUSTRALIA
Tel: + 61 7 3405 6099
Fax: + 61 7 3225 8766
Email: ana.russell@trade.qld.gov.au

facebook.com/TradeandInvestmentQLD

From: Russell, Ana
Sent: Friday, 18 January 2013 8:33 AM
To: You, Roshan
Subject: RE: Office Rent

Hi Roshan,

On my records I have the rent for the London Office as corporate payment, which means it should not be paid by the London's Office budget. However, I need to find out why they have been defaulted to your cost centre these charges now and try to reverse them to the corporate costs.

Regards.

Ana Russell

Principal Financial Accountant
Queensland Treasury and Trade

Level 21 , 111 George Street, Brisbane Qld 4000
PO Box 12400 BRISBANE 4002 AUSTRALIA
Tel: + 61 7 3405 6099
Fax: + 61 7 3225 8766
Email: ana.russell@trade.qld.gov.au

[facebook.com/TradeandInvestmentQLD](https://www.facebook.com/TradeandInvestmentQLD)

From: You, Roshan
Sent: Thursday, 17 January 2013 8:35 PM
To: Berrie, Joanne
Cc: Russell, Ana
Subject: FW: Office Rent

Hi Joanne,

Sorry to be a pain. Ken is in the process of evaluating whether it is worthy for us to move out of Queensland House to Australia Centre. That's why he needs all the costs associated with staying in this building. Could you give us a figure about the office rent, please?

Regards,

Roshan
Finance Officer
Agent-General for Queensland
Queensland House
392 The Strand
London
WC2R 0LT
DDL 020 7420 8762
Fax 020 7420 8770

From: You, Roshan
Sent: 14 January 2013 13:28
To: Berrie, Joanne
Cc: Russell, Ana
Subject: Office Rent

Hi Joanne,

Ken wants to know how much the office rent is for the London office. Under the account code, [REDACTED], in the November management report, we know the office rent was £64,548 so far. But how much is either our monthly or weekly or even annual rent is for this office?

Kind regards,

Roshan
Finance Officer
Agent-General for Queensland
Queensland House
392 The Strand
London
WC2R 0LT
DDL 020 7420 8762
Fax 020 7420 8770

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

Russell Mackie

From: Smith, Ken - London
Sent: Tuesday, 15 January 2013 3:11 AM
To: McKean, Greg
Cc: Mackie, Russell
Subject: RE: TIQ Review

Hi Greg

Further to the information below, on 96 square meters of office space, the service charge would be around 14,672 GBP sterling per year for the Aus Centre. Please note that these are estimates gained from conversations with WA based on their costs and may vary slightly. Overall, I have no doubt total costs would be far cheaper at the Australia Centre than the outgoings and opportunity cost of holding the asset here on the Strand. At minimum, it is worth the Review saying that this should be seriously investigated given the under occupancy of the building here on the Strand.

Best

Ken

Ken Smith | Agent General
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
www.export.qld.gov.au

From: Smith, Ken - London
Sent: Monday, 14 January 2013 3:02 PM
To: McKean, Greg
Cc: Mackie, Russell
Subject: RE: TIQ Review

Thanks Greg. Just to give you some comparison on costs, I was able to dig up these figures:

On an annual basis, we currently spend 100,710 GBP on Knight Frank management costs and rates for 3 floors and 2 parking spaces. In addition, we have been charged 64,548 GBP up until October 2012 so far for rent (NB this is the first year we have been charged rent. Previous years it has been paid centrally. Don't ask me why we are paying rent and all these outgoings, I can't get any logical response). So, 165,258 GBP to date. The 100,710 GBP being an annual figure. I am sure you could get annualized rent figure at your end.

By way of comparison, there is 96 square meters of space available down at the Australia Centre. The rental costs are 700 GBP sterling per square meter, or 62,700 GBP sterling per year. There would also be a service charge for security and management of common space which I will try and get and send under separate cover. The additional costs to be incurred would be to fit out the space (equivalent or less than the costs of fit out here at Queensland House). Cleaning and other outgoings are likely to be less at Australia House than here at Queensland House.

Any move would also enable sale of Queensland House and I assume Public Works have an idea of the value of this building.

I will try and put a few additional dot points down on strategic directions this afternoon/tonight.

Cheers

Ken

Ken Smith | Agent General
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R OLT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
www.export.qld.gov.au

From: McKean, Greg
Sent: Monday, 14 January 2013 11:23 AM
To: Smith, Ken - London
Cc: Mackie, Russell
Subject: RE: TIQ Review

Thanks Ken - you have answered G&J's question in point 3.

Regards,
Greg

From: Smith, Ken - London
Sent: Monday, 14 January 2013 8:26 PM
To: McKean, Greg
Cc: Mackie, Russell
Subject: RE: TIQ Review

Dear Greg

There are really three options on office:

1. Status Quo... 3 floors here. Not supported as way beyond our current requirements
2. Stay here but relocate to 2 floors thus saving rental outgoings and getting revenue from private tenants
3. Sell Queensland House, and move to space at the Australia Centre; the rental costs would be similar to 2, but would liberate the value of the Strand site.

Logic is similar to Executive Building sale and lease back in Brisbane

Ken

Ken Smith | Agent General
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R OLT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
www.export.qld.gov.au

From: McKean, Greg
Sent: Monday, 14 January 2013 8:55 AM

To: Smith, Ken - London
Cc: Mackie, Russell
Subject: RE: TIQ Review

OK Thanks Ken - the first issue is just some high level thoughts. We will have the final draft by lunchtime tomorrow for Geoffrey and John to sign off. So a late night for the other Geoff and me tonight. Will be in the office for another 2-3 hours.

The issue re London Office - is do we save any "substantial" dollars by moving to AH - or if not substantial dollars saved - are there better synergies with moving in with the rest of the States? There has to be a compelling reason - or why bother?

Regards,
Greg

From: Smith, Ken - London
Sent: Monday, 14 January 2013 6:40 PM
To: McKean, Greg
Cc: Mackie, Russell
Subject: RE: TIQ Review

Dear Greg

I have just got back to work this morning. I will have a think about the first issue. When do you want input by?

On the second issue, I only have information on the likely move to the Australia Centre (which is at the AHC where the other states with representation here are located) with indicative costs. I don't have full details of the value of this building or the full costs of staying here. I believe that Devinka may have this as Rob and Stephen were doing some follow up and I had input on a few issues from this end relating to the jigsaw.

Best

Ken

Ken Smith | Agent General
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
www.export.qld.gov.au

From: McKean, Greg
Sent: Monday, 14 January 2013 4:29 AM
To: Smith, Ken - London
Subject: TIQ Review

Hi Ken

The Review Team were seeking some input into the Strategic Direction for TIQ going forward. They would appreciate any thoughts that you might have.

Also - I understand you have done a budget for leaving Queensland House for Australia House. Are you able to forward me a copy?

Kind regards,

Greg

Greg McKean

**Business Manager | ASEAN, Overseas Market Development - ASIA
Trade & Investment Queensland | Queensland Government**

Floor 19, 111 George Street, Brisbane

Tel: +61 7 322 58388 Mb: +61 (0) s.73

E-mail: Greg.McKean@trade.qld.gov.au

www.export.qld.gov.au

<< OLE Object: Picture (Metafile) >> facebook.com/TradeandInvestmentQLD

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

Ken Smith

From: You, Roshan
Sent: Tuesday, 15 January 2013 9:44 AM
To: Smith, Ken - London
Cc: Callander, Cindy
Subject: RE: total costs for occupying 3 floors office space at Queensland House

Follow Up Flag: Follow up
Flag Status: Flagged

Hi Ken,

I have asked Brisbane about the office rent yesterday. They haven't come back to me yet. We do have 2010 Knight Frank Service Charge Budget detailing the service charge and electricity charge for each floor.

Costs	Annual Costs
Knight Frank Management Fee First Floor	s. 47(3) (b)
Knight Frank Demised Electricity First Floor	
Knight Frank Management Fee Second Floor	
Knight Frank Demised Electricity Second Floor	
Knight Frank Management Fee Third Floor	
Knight Frank Demised Electricity Third Floor	
Local Rates -- 3 floors and 2 parking spaces	
Rent (shown in 2012 October report so far) ????	
Total	165,258.71

Not sure if this will help.

Regards,

Roshan
Finance Officer
Agent-General for Queensland
Queensland House
392 The Strand
London
WC2R 0LT
DDL 020 7420 8762
Fax 020 7420 8770

From: Smith, Ken - London
Sent: 15 January 2013 07:43
To: You, Roshan
Cc: Callander, Cindy
Subject: RE: total costs for occupying 3 floors office space at Queensland House

Thanks. As discussed, could you get some detail on the annual rental bill overall and per floor if possible?

Thanks

Ken

Ken Smith | Agent General
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
www.export.qld.gov.au



facebook.com/TradeandInvestmentQLD

From: You, Roshan
Sent: Monday, 14 January 2013 12:02 PM
To: Smith, Ken - London
Cc: Callander, Cindy
Subject: total costs for occupying 3 floors office space at Queensland House

Hi Ken,

Costs	Annual Costs
Knight Frank-Quarterly management £ 24,081.67	s. 47 (3) (b)
Local Rates – 3 floors and 2 parking spaces	
Rent (shown in 2012 October report so far)	
Total	165,258.71

Please find the above figures for your reference. One thing needs to be mentioned here is we pay about 51 per cent (17 per cent each floor) of Knight Frank's overall service charge for the whole building.

Kind regards,

Roshan
Finance Officer
Agent-General for Queensland
Queensland House
392 The Strand
London
WC2R 0LT
DDL 020 7420 8762
Fax 020 7420 8770

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

London (Cost Centre: 4716) YTD June (P13) 2013 (GBP)						
	Annual Budget	YTD Budget	YTD Actuals	Variance	Budget Remaining	YTD Variance %
1 Revenue	0	0	-2,368	2,368	2,368	0%
2 Fixed Costs	129,213	129,213	98,136	31,077	31,077	24%
3 Salaries	257,090	257,090	258,751	-1,661	-1,661	-1%
4 Project Costs	67,180	67,180	81,324	-14,144	-14,144	-21%
Current YTD overspend/underspend	453,484	453,484	435,843	17,641	17,641	4%

London (Cost Centre: 4716) YTD June (P13) 2013 (AUD)						
	Annual Budget	YTD Budget	YTD Actuals	Variance	Budget Remaining	YTD Variance %
1 Revenue	0	0	-3,869	3,869	3,869	0%
2 Fixed Costs	211,088	211,088	180,320	50,768	50,768	24%
3 Salaries	419,993	419,993	422,707	-2,713	-2,713	-1%
4 Project Costs	109,748	109,748	132,854	-23,106	-23,106	-21%
Current YTD overspend/underspend	740,830	740,830	712,011	28,819	28,819	4%

Notes - YTD Variances - Variances > 10% or > AUD \$10,000 at the summary level (Revenue, Fixed Costs, Salaries & Project Costs) are to be explained.

- 1 No Response Required
- 2 Response Required
- 3 Response Required
- 4 Response Required

Other Budget Issues

EOM April 2013

Budget Adjustment - Salaries YTD Budget reduction of AUD\$40,000 has been applied to this cost centre, as part of TIQ's 2nd carryover submission of funding from 2012-13 to outer years. More details can be provided on request.

EOY Forecast to 30 June 2013 - Underspend

Kelly Lambert

From: Tulloch, Andrew
Sent: Sunday, 23 February 2014 8:28 PM
To: Smith, Ken - London
Subject: Re: Thanks

Thanks Ken, this email is very helpful and very timely.

Re Qld House my immediate reaction is we should consolidate and rent out the spare floor, but lets discuss in a composed way at a later date.

Re the budget this is very helpful as I am trying to understand the budget position here. Stewart Saini finishes on Tuesday and I have a 2 hour meeting scheduled tomorrow with the full finance team.

The good news is we have interviewed for the new CFO and have an outstanding preferred candidate. Should this proceed we are well on the way to providing the type of financial support you desire. I look forward to staying in touch on this topic.

Kind regards

Andrew

Sent from my iPad

On 22 Feb 2014, at 2:43 am, "Smith, Ken - London" <Ken.Smith@trade.qld.gov.au> wrote:

Dear Andrew

Thanks Andrew. Its not just whether we go to Australia House. We are swimming in space here and could consolidate onto 2 floors (from our current 3). There would be no problem getting a commercial tenat for the floor vacated.

On the budget issue, see below for a comparison of our budgets here since I started. I can deal with reductions in Salary costs by not filling positions ;Fixed costs, as the name implies is much harder to control. But what has become unsustainable is the cuts to the Project budget, particularly in an office that covers a number of countries like ours (All in GBP, Sterling).

		<u>2011-12</u> <u>Annual</u> <u>Budget</u>	<u>2012-13</u> <u>Annual</u> <u>Budget</u>	<u>2013-14</u> <u>Annual</u> <u>Budget (as of</u> <u>July 2013</u> <u>management</u> <u>report)</u>	<u>2013-14</u> <u>Annual</u> <u>Budget (as of</u> <u>November</u> <u>2013</u> <u>management</u> <u>report)</u>	<u>2013-14</u> <u>Annual Budget</u> <u>(as of</u> <u>January 2014</u> <u>management</u> <u>report)</u>	<u>2013-14 YT</u> <u>Actual sper</u> <u>(as of Janua</u> <u>2014</u> <u>managemen</u> <u>report)</u>
1	Revenue	0	0	0	0	0	0
2	Fixed Costs	283,100	146,369	256,305	122,789	251,382	161,940
3	Salaries	274,230	297,800	299,551	126,499	169,316	102,778
4	Project Costs	168,830	71,051	75,846	21,989	20,956	29,045
	Total	726,160	515,220	631,701	271,277	441,654	293,763

From the above, you can see that actual to budget has been kept well within the original 2013/14 budget, as they have in previous years. But the changes in the 13/14 budget have been both unpredictable and unachievable to the point where the most recent January budget is frankly unachievable and pretty meaningless.

I am committed to fixing, but the overall TIQ budget needs a root and branch repair job so we can properly manage to budgets on an outcome basis rather than reversion to input

controls from Brisbane. Any reversion to controls on inputs is directly anathema to the recommendations of the TIQ Review.

I don't want to simply complain about this, and am quite happy to work through a solution to the current budget chaos.

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LY, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) 9 73
ken.smith@trade.qld.gov.au

<image001.jpg>

Great State
Great Opportunity

<image002.jpg>

Join the Linked-in group

From: Tulloch, Andrew
Sent: Thursday, 20 February 2014 11:59 AM
To: Smith, Ken - London
Subject: RE: Thanks

Hi Ken

Many thanks. The move to the High Comm is a major decision. Lets wait until the new GM International is in place.

I agree about rocket science. Hopefully common sense is sufficient!

Regards

Andrew

From: Smith, Ken - London
Sent: Wednesday, 19 February 2014 10:59 PM
To: Tulloch, Andrew
Subject: RE: Thanks

Thanks Andrew. I want to pull out details of cost savings from rationalization or sale of the building we own here on the Strand. I spoke to the Treasurer about this when he was here last year in September, but this issue has gone absolutely nowhere since. There are some major savings in this which will immediately help the bottom line. I have put any discussions on hold about moving down to the High Commission as I can't get any direction. I will send something to you under separate cover.

Good luck with the leadership challenge; The fascinating thing is it isn't rocket science. Talk again soon

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) 65 73
ken.smith@trade.qld.gov.au

<image001.jpg>

Great State
Great Opportunity

<image002.jpg>

Join the Linked-in group

From: Tulloch, Andrew
Sent: Wednesday, 19 February 2014 11:47 AM
To: Smith, Ken - London
Subject: RE: Thanks

Hi Ken

I greatly enjoyed speaking with you and valued your perspective on how we can set up TIQ to have real impact for Qld.

Your suggestions below are excellent. I have a high regard for UKTI as I knew them very well in San Francisco and they shared their tactics with me.

I also agree with the CRM as the foundation for KPI's, and I raised this specifically in my address to the troops on the first day (I think I also said something like uniting the organisation from Bundaberg to London!)

I am also see big potential in Aftercare – no Australian state does this well. Singapore lives on aftercare.

The SME focus is an interesting one and I am not yet close enough to understanding the relative desire for SME development v larger organizations.

Thanks again and I look forward to another call.

Best regards

Andrew

From: Smith, Ken - London
Sent: Wednesday, 19 February 2014 6:42 PM
To: Tulloch, Andrew
Subject: Thanks

Dear Andrew

It was great talking with you this morning. I hope I didn't bombard you with problems as I see them. Happy to maintain the dialogue and help out on solutions to build on the wonderful things we can achieve for the Queensland economy.

In terms of a few ideas on broad directions, please see below 2 notes sent to Geoffrey Thomas during the review. The first

was on 11 December 2012 and the second, 14 January 2013.
Hopefully you will find this of some use in charting that much
needed clarity in the focus of the Agency and getting on top
of the financial issues.

All the best

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) s.73
ken.smith@trade.qld.gov.au

<image001.jpg>

Great State

Great Opportunity

<image002.jpg>

Join the Linked-in group

Dear Geoffrey

When we spoke last week, I agreed to put pen to paper, or
fingers to the keyboard on potential KPI's for TIQ. I have a
strong view that if the business is to be driven to achieve
successful outcomes, that the KPI's need to be small in number
and subject to regular measurement, benchmarking internally
and wherever possible externally. They have to be measurable
and used to motivate all staff so that they can see where
their own work fits into the whole. The other thing is that
the KPI's have to emerge from the Strategic Planning process.
This is why the UKTI system has been so successful. There was
a strong statement from Government about intent and the
measurement (PIMS) was established to support the plan and
transparently report on performance to Government, the
Parliament and to key stakeholders in peak Business groups as
well as individual companies using the service. I believe UKTI
is acknowledged as the premier trade and investment agency in
the world. This is in no small part due to clarity of its role
and its focus on deliverables, something that is unfortunately
absent in TIQ.

So without going through all the strategic work, the following
are suggestions of draft KPI's which I believe are critical to
the success of a state trade and investment agency:

1. **Customer Satisfaction**...a key performance measure;
Measured, if possible independently, on a regular basis
of customer satisfaction with services whether trade
missions, networking and referral to key contacts, and
market or sector knowledge and insights .This could be
achieved fairly easily using a standard 5 point scale.
The most important thing is that the results are

published and excellent performance is rewarded and as necessary improvement strategies are put in place where there is consistent underperformance from an functional unit against client expectations.

2. **The specific value add of TIQ services** whether for exporters or FDI/inward investment. The purpose is to measure the importance of and the extent of the TIQ specific services which were important to the export or investment outcome. I mentioned previously that this should be carried out independently by an external contractor (as per UKTI model for PIMS). In our case, this could be done by the Office of Economic and Statistical Research(OESR)
3. **Impact of TIQ on Queensland Economy.** A annual economic assessment by an independent body of the economic impact on the Queensland economy (GSP), particularly through productivity improvements and job creation. The latter could include case studies of Companies assisted for exports and those attracted to establish in the Queensland market at a point in time and over time
4. **Customer Satisfaction...**particularly focused on the delivery of after care to Companies (this is important given that over 70% of investment attraction is re-investment)

As you can see, I have not included any dollar figures as a actual performance measure. This would be accounted for in the above measures. As discussed, the current measurement system based on recording dollar values of exports and inward investment is both simplistic, misleading and subject to misuse. The system has been established in the absence of any coherent strategic plan for the agency and with inadequate attention to the systems, such as a CRM which would be a foundation support for a competent state agency in the Trade and Investment arena.

I hope this is of assistance. I am happy to discuss.

Regards

Ken

Dear Greg

I refer to you email requesting a few high level ideas for the review to consider as you put the document to bed. As I only got back to work today after returning from holidays in Brisbane (from the frying pan to the freezer...its actually snowed here most of the day!) I will be brief. Here are some ideas which are largely sourced from some key UKTI documentation:

- TIQ should deliver measurable improvement in the business performance of its customers through: 1. improving the capacity of Queensland businesses (particularly SME's) to grow through increased internationalization and growth in

export income; 2. Attracting high quality FDI to Queensland to stimulate economic growth and improve our productivity and capability; 3. Improve Queensland's reputation as an international partner of choice particularly in the 4 pillars of the Qld economy

- To do this TIQ needs to improve its operational performance by increasing the professionalism of the services it provides and increase reasonable charging for its services (Charging on selected outcomes achieved is a good measure of value by business in the services provided)
- The strategy has to place an emphasis on the fact that Queensland is again open for business; open to trading with both established and emerging markets, and open to foreign direct investment that will further stimulate economic growth. We will provide the competitive environment that is conducive to attracting and retaining companies
- In the export arena, the focus will be on encouraging many more SME's to export. This means supporting SME's break into new markets by improving export readiness and capability. Secondly we will provide intensive support for large companies to win overseas contracts, and in winning major contracts this will encourage greater SME participation in supporting the supply chains to these larger companies. KPI's include quality and satisfaction, Volume measures, business benefit measure of additional profit attributed to TIQ support and measure of return on taxpayers funds invested. There should also be a measure of Total no. of jobs created and taxpayer cost for each job created.
- With FDI, we need to have a specific target on creating a pipeline of say 100 plus projects per year of both new and additional investments from overseas Companies who have established in Queensland. The emphasis is on benefits to the Qld economy through growth and competition to ensure we develop industries that are competitive on a global basis. TIQ should ensure that investors have a seamless one stop shop for access to services and advice on behalf of the Queensland Government. KPI's include Satisfaction measures, Value add of investment attracted and return on taxpayer funds invested, Jobs created and taxpayer cost per job and volume measures of number of businesses attracted and percentage of high quality Companies attracted which deepen and broaden our economy
- As a guide in the deployment of resources we should aim to see a distribution of funding provided by Government or generated by TIQ which is benchmarked against other similar agencies. For example UKTI targets 3 in every 4 pounds providing support overseas helping UK Companies to export and attracting high quality FDI; 1 in every 3 pounds spent (with a target to increase progressively) in the high growth/emerging markets like the BRIC countries;

1 in every 5 pounds to deliver services through partners including through private sector delivery; just 4 pence in every 1 pound spent on administrative support. Their pie chart sees 55% on overseas delivery in developed markets; 22% (and targeted to increase) in overseas delivery in High Growth and emerging markets; 19% on UK delivery and 4% on support.

I hope this helps. Sorry it's a bit rushed, but I need to get to the airport Yet again). Fun in the snow.

Best

Ken

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

Only an individual or entity who is intended to be a recipient of this e-mail may access or use the information contained in this e-mail or any of its attachments. Opinions contained in this e-mail or any of its attachments do not necessarily reflect the opinions of Queensland Treasury and Trade.

The contents of this e-mail and any attachments are confidential and may be legally privileged and the subject of copyright. If you have received this e-mail in error, please notify Queensland Treasury and Trade immediately and erase all copies of the e-mail and the attachments. Queensland Treasury and Trade uses virus scanning software. However, it is not liable for viruses present in this e-mail or in any attachment.

From: Smith, Ken - London
Sent: Thursday, 20 February 2014 7:45 AM
To: 'Phillipa Spears'
Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury; Richard Milin; Callander, Cindy
Subject: RE: Expression of interest - QLD Govt, Australia House Level 5

Hi Phillipa

That's fine. I am a bit frustrated about progress on this if truth be known. I will be in touch if I can get any movement back home.

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) s.73
ken.smith@trade.qld.gov.au



Friends of
Queensland

Great State
Great Opportunity

Join the Linked-in group

From: Phillipa Spears [<mailto:phillipa.spears@dtz.com>]
Sent: Thursday, 20 February 2014 6:38 AM
To: Smith, Ken - London
Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury; Richard Milin; Callander, Cindy
Subject: RE: Expression of interest - QLD Govt, Australia House Level 5

Hi Ken

Apologies if I seem a little on the pushy side to get an understanding of your intention on this matter.

Understand totally your position to put this matter on hold. Undertaking a strategy for a building in a core district in one of the most dynamic cities in the world requires extensive research, planning and number crunching, extremely interesting work. I actually walked past Queensland House in October after a visit to Australia House!

I'll leave the matter with you and look forward to assisting you in the future should the opportunity arise.

All the best.

Phillipa

Phillipa Spears
Senior Asset Manager
Corporate Real Estate, DTZ



Level 5, 64 Northbourne Avenue | Canberra ACT 2600 | Australia
Direct: +61 2 6245 5891 | Mobile: +61 s. 73
Fax: +61 2 6245 6859
Email: phillipa.spears@dtz.com
Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

Please consider our environmental footprint before printing this e-mail

From: Smith, Ken - London [<mailto:Ken.Smith@trade.qld.gov.au>]

Sent: Wednesday, 19 February 2014 10:33 PM

To: Phillipa Spears

Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury; Richard Milin; Callander, Cindy

Subject: RE: Expression of interest - QLD Govt, Australia House Level 5

Hi Phillipa

I raised this again with Brisbane this morning and unfortunately don't have a clear decision on sale of our building here on the Strand that would allow us to progress negotiations on the terms of occupation of the Australia Centre.

I apologize for not being in a position to take this forward at this stage. Can we put any further discussions on hold until I get a clear direction on the future of our ownership of this building and whether we will be refurbishing, reducing our footprint and staying here or moving into alternative accommodation, preferably co-located with Austrade and the other states.

So sorry that there isn't anything clear from our end, and thanks for your, Ken's Bruce's and Richard's help to date. I will get back to you if I can get some clear direction on future ownership and occupation of our building hereby Brisbane.

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe
Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) s. 73
ken.smith@trade.qld.gov.au



Friends of
Queensland

Great State
Great Opportunity

Join the Linked-in group

From: Phillipa Spears [mailto:phillipa.spears@dtz.com]

Sent: Tuesday, 18 February 2014 9:54 PM

To: Smith, Ken - London

Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury; Richard Milin

Subject: RE: Expression of interest - QLD Govt, Australia House Level 5

Hi Ken

Hope this email finds you well.

Do you have any further updates on this matter?

Kind regards

Phillipa

Phillipa Spears

Senior Asset Manager

Corporate Real Estate, DTZ



Level 5, 64 Northbourne Avenue | Canberra ACT 2600 | Australia

Direct: +61 2 6245 5891 | Mobile: +61 s.73

Fax: +61 2 6245 6859

Email: phillipa.spears@dtz.com

Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

Please consider our environmental footprint before printing this e-mail

From: Phillipa Spears

Sent: Wednesday, 15 January 2014 9:04 AM

To: 'Smith, Ken - London'

Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury; Richard Milin

Subject: RE: Expression of interest - QLD Govt, Australia House Level 5

Hi Ken

Hope all is going well with your return trip to Australia.

Look forward to hearing from you in due course.

Kind regards

Phillipa

Phillipa Spears

Senior Asset Manager

Corporate Real Estate, DTZ



Level 5, 64 Northbourne Avenue | Canberra ACT 2600 | Australia

Direct: +61 2 6245 5891 | Mobile: +61 s.73

Fax: +61 2 6245 6859

Email: phillipa.spears@dtz.com

Web: www.dtz.com

Please consider our environmental footprint before printing this e-mail

From: Smith, Ken - London [<mailto:Ken.Smith@trade.qld.gov.au>]
Sent: Tuesday, 14 January 2014 7:55 PM
To: Phillipa Spears
Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury; Richard Milin
Subject: Re: Expression of Interest - QLD Govt, Australia House Level 5

Dear Phillipa

I am back in Australia at the moment back on 25 Jan.
No feedback as yet given the silly season here.
Will touch base with you once I am back.
Thanks
Ken

Sent from my iPhone

On 14 Jan 2014, at 16:01, "Phillipa Spears" <phillipa.spears@dtz.com> wrote:

Hi Ken

Happy New Year!

Have you received any feedback from Brisbane on this matter?

Kind regards
Phillipa

Phillipa Spears
Senior Asset Manager
Corporate Real Estate, DTZ
<image001.jpg>
Level 5, 64 Northbourne Avenue | Canberra ACT 2600 | Australia
Direct: +61 2 6245 5891 | Mobile: +61 s.73
Fax: +61 2 6245 6859
Email: phillipa.spears@dtz.com
Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

Please consider our environmental footprint before printing this e-mail

From: Smith, Ken - London [<mailto:Ken.Smith@trade.qld.gov.au>]
Sent: Monday, 2 December 2013 9:03 PM
To: Phillipa Spears
Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury
Subject: RE: Expression of Interest - QLD Govt, Australia House Level 5

Thanks Phillipa. I appreciate your email advice. Let me re-engage with people back in Brisbane and get back to you.

Regards

Ken

Ken Smith | Agent General and Trade & Investment Commissioner
Queensland Government
Trade & Investment Queensland | Europe

Queensland House, 392 Strand
London WC2R 0LT, United Kingdom
Tel: +44(0) 20 7420 8761 | Fax: +44(0) 20 7420 8700
Mob: +44(0) s. 73
ken.smith@trade.qld.gov.au

<image002.jpg>

Great State
Great Opportunity

<image003.jpg>

Join the Linked-in group

<image004.jpg>

From: Phillipa Spears [<mailto:phillipa.spears@dtz.com>]
Sent: Monday, 2 December 2013 1:10 AM
To: Smith, Ken - London
Cc: ken.pascoe@dfat.gov.au; Bruce Woodbury
Subject: FW: Expression of interest - QLD Govt, Australia House Level 5

Dear Ken

We understand the Queensland Government have expressed an interest in possibly relocating to the Australian High Commission sometime in the future.

We further understand that in order to progress your business case and the feasibility of relocating you would like an understanding of the current rental rate for the Australian High Commission. The following is an indicative rate per square meter based on a 1 July 2013 Valuation of the building. The rate for Australia House is exclusive of charges applied at Post for the Service Level Agreement (SLA) or if the area is deemed to be within the Australia Centre the rental is exclusive of any Service Charges.

The rental rate as at 1 July 2013 - s. 47(3)(b)

We look forward to assisting you further in this matter

Kind regards
Phillipa

Phillipa Spears
Senior Asset Manager
Corporate Real Estate, DTZ
<image001.jpg>
Level 5, 64 Northbourne Avenue | Canberra ACT 2600 | Australia
Direct: +61 2 6245 5891 | Mobile: +61 s. 73
Fax: +61 2 6245 6859
Email: phillipa.spears@dtz.com
Web: www.dtz.com

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [YouTube](#)

This email (including any attachments) is confidential and intended for the named recipient(s) only. It may be