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RESPONSIBLE MINISTER

THE HONOURABLE CURTIS PITT, MP
TREASURER AND MINISTER FOR TRADE AND INVESTMENT

Treasurer and Minister for Trade and Investment, Curtis Pitt, was elected to the Queensland Parliament in March 2009 in the Far North Queensland seat of Mulgrave. He has served as Treasurer since February 2015 and also as Minister for Employment and Industrial Relations, Minister for Aboriginal and Torres Strait Islander Partnerships, and Minister for Sport. He became the Minister for Trade and Investment in February 2017. He holds a Bachelor of Arts (Politics) from James Cook University and prior to his election worked in the Queensland Public Service for six years leading the Queensland Government’s Indigenous Jobs and Enterprises Taskforce. He has also led the Queensland Government’s business and skilled migration program, working closely with the Australian Government and private sector employers on a number of industrial relations and multicultural issues.

TIQ BOARD

The TIQ Board is the governing body of TIQ, appointed by the Governor in Council. The board includes the chief executive, or a senior executive nominated by the chief executive, of the department responsible for administering the Trade and Investment Queensland Act 2013 and the department responsible for administering the State Development and Public Works Organisation Act 1971.

MEETING ATTENDANCE, 2016–17

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<td>Kate Hynes³ (appointed 2 Oct 2016)</td>
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¹ Mr Geoffrey Thomas, Deputy Chair until 1 October 2016, did not seek reappointment to the TIQ Board
² Ms Michele Fleming and Ms Kate Hynes were appointed to the TIQ Board on 2 October 2016
³ As a result of Ministerial portfolio changes in March 2017, Mr Frankie Carroll was replaced on the TIQ Board by Mr Jim Murphy, Under Treasurer, Queensland Treasury
THE HONOURABLE STEVE BREDHAUER, CHAIR

- Steve was appointed Chairman of the TIQ Board in December 2015. He is also the Deputy Chair of the International Education and Training Advisory Group.
- Prior to his appointment as Chair, Steve was TIQ’s Special Trade Representative to China, Vietnam and Mongolia from 2008 to 2012, a leader on 15 trade missions and a participant in over 25 missions to Asian markets.
- From 1989 to 2004, Steve was a member of the Queensland Parliament and served as Minister for Transport and Main Roads from 1998 to 2004.
- Steve has also run a successful consulting business since 2004.

PROFESSOR IAN O’CONNOR AC, DEPUTY CHAIR

- Ian became Vice Chancellor and President of Griffith University in January 2005. He has led major growth of the university’s five campuses during this period.
- Ian is a board member of Open Universities Australia and the Foundation for Australian Studies in China. He is also a member of the Legacy Advisory Committee for the Gold Coast 2018 Commonwealth Games and is Chair of the Queensland Art Gallery Board of Trustees.

JOSIE ANGUS

- Josie owns and manages Angus Pastoral Co., running more than 35,000 head of high-quality beef cattle across more than 161,000 hectares (400,000 acres) in Central and Northern Queensland.
- Since 1999, the company has marketed its own beef labels: Kimberley Red, Angus Pastoral, Sondella and Boss. Signature Beef has now been incorporated to market the company’s suite of brands to customers across 24 countries.

KATE HYNES

- Kate is a solicitor of the Supreme Court of Queensland, Federal Court of Australia and High Court of Australia. Kate is currently Chief Legal Officer, Halfbrick Studios, Brisbane.
- She holds a Certificate in Information Privacy Management (International Association of Privacy Professionals), a Bachelor of Laws (QUT), a Graduate Certificate in Legal Practice (QUT) and a Bachelor of Arts (University of Queensland).
- Kate has worked as a legal adviser in Brisbane, Melbourne, Dubai and Jakarta, and has particular interests in international law and trade.

MICHELE FLEMING

- Michele is Associate Principal, Business Development, at Populous Design, a global sports specialist firm, and has 17 years’ experience in strategic government relations in Asia and Australia.
- She is a graduate of the Australian Institute of Company Directors and holds a Bachelor of Arts (New Zealand), a Graduate Diploma in Journalism (New Zealand) and a Graduate Diploma in Communications (Distinction) (QUT).

JIM MURPHY

- Jim commenced as Under Treasurer, Queensland Treasury, on 1 June 2015.
- Formerly a senior executive with the ANZ bank, Jim is an outstanding senior policy executive and respected government leader.
- Prior to his role with ANZ, Jim was Deputy Secretary in the Federal Treasury for more than a decade and also held senior executive positions in the Commonwealth departments of Treasury, Attorney-General and Finance. His distinguished career also includes a role as an adviser with the International Monetary Fund in Washington DC. For a short period, he worked as Chief of Staff in the Office of the Prime Minister. Jim was awarded the Public Service Medal for strategic economic advice that formed the government’s response to the global financial crisis.

MICHAEL SCHAUMBURG

- Michael is Director-General of the Department of State Development and a senior executive with 30 years’ experience in the infrastructure and resources industries.
- For the past two decades, he has held senior executive roles in the Queensland Government and government-owned corporations. Michael is a former Deputy Coordinator-General in the Department of State Development, and Engineering Manager of Ports Corporation Queensland.
- Michael’s private-sector experience includes roles for engineering consultants, a large construction contractor and an ASX-listed resources infrastructure development company.
2011
Invest Queensland transferred to Trade Queensland – changing name to Trade and Investment Queensland (TIQ).

2012
Business and Skilled Migration Queensland transferred to TIQ

2013
TIQ’s Saudi Arabia office closed. Responsibility transfers to UAE office
Special Representatives and International Business cadet programs discontinued
Corporate Administration Agency (CAA) appointed as TIQ’s partner agency for provision of corporate services

2014
TIQ formally transitioned to a statutory body
TIQ HQ moved to 600 George Street
TIQ Board Charter adopted
Executive Leadership team appointed (CEO, CFO, 2 X General Managers)
Houston office opened
Jakarta office opened

2015
DG Board Members replaced due to MOG changes and DG appointments
Honourable Steve Brehmhauser appointed as new Chair of TIQ Board

2016
IET Strategy released
TIQ HQ moved to 1 William Street
Chengdu office opened
New Singapore office opened

2017
New CEO appointed
Whole-of-government TI Strategy released
EXECUTIVE MANAGEMENT

VIRGINIA GREVILLE
CHIEF EXECUTIVE OFFICER

Virginia joined TIQ in January 2017 and brought with her a wealth of international trade and diplomatic experience. In her most recent position, she served as Australia's Ambassador to Spain, Andorra and Equatorial Guinea. She has also been Australia’s Ambassador to Chile, Peru, Bolivia, Colombia, Ecuador and Venezuela.

Virginia was previously Director of the New South Wales State Office of the Department of Foreign Affairs and Trade. During that period, she was seconded as Chief of Staff to the Trade Minister for several months.

Virginia has significant experience in supporting, dealing and negotiating with a range of governments, international markets and industries. This includes a position as Australia’s Chief Negotiator on the Australia-Chile Free Trade Agreement (FTA) while concurrently Assistant Secretary, Market Development, Business Liaison and Regional Trade Policy Branch and Deputy Chief Negotiator on FTA negotiations with the Arab Gulf States. Previously, Virginia had also been Lead Agriculture Negotiator for the China Free Trade Agreement and Assistant Secretary in the FTA unit.

Virginia also served as Minister Counsellor, Agriculture at the Australian Embassy in Washington DC. She returned to Australia as a senior agriculture negotiator for the Australia-US FTA and then, as Assistant Secretary of the DFAT Trade Commitments Branch, was responsible for its ratification and implementation.

Virginia was also a Senior Executive Service Officer in the (then) Department of Employment, Education and Training and the Department of Agriculture, Fisheries and Forestry.

Virginia holds a Bachelor of Arts from the University of Queensland and a Graduate Diploma in Public Law (Distinction) from the Australian National University. She speaks Spanish.

MARCIA HOFFMANN
DEPUTY CHIEF EXECUTIVE OFFICER

Marcia has had a long career in executive management in both central and line agencies in federal, state and territory jurisdictions. Starting her public service career in the Northern Territory, Marcia later joined the Queensland Public Service in 1999 and has worked for five separate departments. Marcia returned to the Northern Territory in 2011 as head of Corporate Services with the Department of Education, and was later CEO of the Territory’s Department of Transport. Marcia re-joined the Queensland Public Service in May 2013 as Deputy Director-General, Department of Agriculture and Fisheries. Since April 2016, she has been working with TIQ’s CEO, leading a major change initiative for the agency.

Marcia has tertiary qualifications in the humanities and management and has specialised in leading large multidisciplinary teams, corporate governance, policy development, change management and government service delivery in rural and remote regions and cross-cultural settings.

MICHELLE WADE
GENERAL MANAGER, INTERNATIONAL OPERATIONS DIVISION

As the General Manager of TIQ’s International Operations Division, Michelle’s key responsibilities include managing TIQ’s international network and the Business and Skilled Migration Queensland team.

Before joining TIQ, Michelle worked in Milan, Madrid and Kuala Lumpur as a Trade Commissioner for the Australian Trade Commission. While in Madrid, Michelle pioneered the Australian Government’s infrastructure strategy and facilitated the entry of five of the top twenty international contractors to Australia. Michelle has a strong background in renewable energy and helped to bring some of Spain’s largest solar investments and financiers to Australia.

While in Malaysia, Michelle managed the ASEAN education team. Recognising the maturity of the education market in some countries in the region, she worked to open the skills training market for Australian suppliers in the region.
As the Executive Director, International Education and Training, TIQ, Rebecca leads the implementation of the government’s new International Education & Training Strategy to Advance Queensland 2016–2026. The IET Strategy was launched on 9 November 2016 with $25.3 million injected into this project by the Queensland Government over a five-year period.

From 1999–2009, Rebecca held roles in economic development, international relations and industry engagement with the Gold Coast City Council and Queensland Department of Education and Training. Rebecca expanded on her experience with government and was appointed the inaugural Director International for TAFE Directors Australia, and as an adviser to many clients on programs and policies related to international education. From 2011 to 2013, Rebecca served as a member of Griffith International’s leadership team as Deputy Director International, leading global mobility, transnational partnerships and international recruitment. Prior to re-joining the Queensland Government, Rebecca held senior roles with the Victorian Government as Executive Director, Trade Victoria and Director, International Education.

Rebecca holds a Bachelor of International Business Relations and International Business from Griffith University, and a Master of International Relations from Bond University. She is also a Graduate of the Australian Institute of Company Directors.

The responsibilities of TIQ’s Queensland Operations Division include servicing the requirements of international and interstate investors, businesses in Queensland’s regions, and exporters in TIQ’s priority industry sectors.

After beginning his career in the private finance sector, Adam has held a series of government executive leadership positions over the past 10 years, including roles related to employment service delivery, ICT strategy, Indigenous economic participation, corporate services, strategic policy and planning, industrial relations and training, and workplace health and safety. Adam has a Bachelor of Economics and won a university award for studies in international trade.

Adam left TIQ in March 2017 to take up a senior executive position in another Queensland Government agency. Devinka Wanigesekera served as Acting General Manager, Queensland Operations, for the remainder of 2016–17.

As TIQ’s Chief Financial Officer, Paul’s key responsibilities include the provision of corporate services, including financial management, risk management, information technology, records management and procurement functions.

Previously, Paul served as Manager of Financial Services for Queensland Urban Utilities for five years, and was involved in establishing this statutory authority in 2010 from five council-owned water businesses, including Brisbane Water and Ipswich Water.

Paul gained global commercial experience during his 10 years with USA-based Ionics Incorporated as Financial Controller and three years with the ANZ Banking Group in the UK. Paul holds a Bachelor of Financial Administration, a Master of Business Administration from CPA Australia and Deakin University, and is a Fellow of CPA Australia.
ABOUT TIQ

TIQ is the Queensland Government’s dedicated global business agency and was established as a statutory body on 1 February 2014 under the Trade and Investment Queensland Act 2013.

TIQ’s vision is a prosperous Queensland — underpinned by diversified exports and high-value investments that create jobs and sustain a vibrant, innovative economy.

TIQ employs its global and regional office networks to identify export opportunities, promote Queensland exporters, target international investors and promote Queensland as an ideal destination offering diverse business opportunities.

GOVERNMENT AND BUSINESS PARTNERS

TIQ collaborates with key stakeholders, including federal and Queensland government agencies, local councils, business associations, individual businesses, unions, universities and other educational institutions.

TIQ has a key role in working with the Department of Science, Information Technology and Innovation to promote and deliver Advance Queensland initiatives. This flagship program of the Queensland Government is designed to encourage entrepreneurs, industry, universities and government to collaborate to turn great ideas into commercial reality. A key objective is to diversify Queensland’s export base from its traditional sectors to niche innovative companies, including start-ups.

TIQ also plays a critical role as a whole-of-government facilitator of investment, including preparing business cases, responding to inquiries, and organising investor site visits and meeting programs.

TIQ manages a contractual partnership with the Australian Government (through Austrade), for the delivery of TradeStart services to assist small and medium-sized regional exporters.

In April 2017, the Queensland Government and the Local Government Association of Queensland signed a Statement of Intent as the first step in developing a Memorandum of Understanding (MOU) for promoting and coordinating trade and investment opportunities in Queensland.

Queensland’s local governments play a key role in Queensland’s economic development and in championing trade and investment opportunities both in Queensland and in overseas markets.

Under the agreement, specific actions and opportunities will be developed that will assist TIQ and local governments to better support small businesses.

The proposed MOU is one of the key initiatives in the Advancing Trade and Investment – Queensland Trade and Investment Strategy 2017–2022.

TIQ also works closely with the Department of Education and Training and other government and industry stakeholders to deliver the initiatives of the International Education & Training Strategy to Advance Queensland 2016–2026.

Areas of collaboration to be agreed in the MOU include:

- planning and coordinating inbound and outbound trade missions
- trade and investment information programs for local council representatives
- facilitating business programs such as training for exporters and proponents seeking investment
- enhanced partnership in growing Queensland’s international education and training sector.
Case Study

BGI

One of the world’s biggest life sciences institutes, BGI has established its Asia–Pacific research and development headquarters, as well as its commercialisation centre, in Brisbane thanks to the support it received from TIQ.

BGI is a global genomic organisation, with scientific accomplishments including sequencing the genome of an Asian person, the giant panda and the human gut microbiome.

The company is collaborating with Queensland’s research community on a range of initiatives, including omics-based cancer and dementia research with the QIMR Berghofer Medical Research Institute, millet research with CSIRO, sport health with Griffith University, and marine science and healthcare research with James Cook University.

A number of factors helped bring the life sciences giant to Queensland including:

- The Queensland Government’s strong support for biotechnology development,
- BGI’s relationships with local Queensland universities,
- The state’s strong local infrastructure, which offers a good base and springboard for BGI to do business in Australia.

TIQ was also able to provide significant assistance to BGI by introducing it to the Queensland healthcare ecosystem.

The company, which is headquartered in Shenzhen, China, and employs 5,000 people worldwide, plans to extend the latest genomic advancements into clinical testing and diagnosis for precision treatment and prevention of genetic diseases in Queensland.

It has established its Queensland base at QIMR Berghofer Medical Research Institute and is exploring opportunities to expand the business to other industries, including agriculture and aquaculture.

BGI President and co-founder, Professor Jian Wang, said BGI had already established some very strong links with Queensland research institutes.

“We’ve been considering coming to Queensland for some time given the strength of Queensland’s research sector and a visionary state government that is committed to innovation and science as the driving forces of economic development,” Professor Wang said.
TIQ’S NETWORK

Queensland boasts one of the largest overseas networks of trade and investment promotion offices of any Australian state. TIQ has 15 offices in 12 countries, including offices in Hong Kong, Shanghai, Guangzhou, Beijing, Chengdu, Taipei, Tokyo, Seoul, Bangalore, Jakarta, Abu Dhabi, London, Singapore, Houston and Santiago.

TIQ is also active in regional Queensland. As at June 2017, there were eight offices in regional Queensland, in Toowoomba, the Sunshine Coast, Bundaberg, Rockhampton, Mackay, Townsville, Cairns and Ipswich.

TIQ plans to increase its international and regional presence during 2017-18, with a new office in the United States and an expanded office in Townsville.
Queensland Operations

TIQ Queensland Operations consists of the Priority Sector Teams – Food & Agribusiness (F&A), Mining & Resources (MRT), Urban Infrastructure and Knowledge Industries (UIKI) – the Regional Network of Trade and Investment Advisors (TIOs) and Business Development. Through Queensland Operations, Queensland businesses are able to increase their export potential and achieve outcomes in international markets. The support includes assistance with planning, information, introductions and outbound buyer and outbound trade missions.

Queensland Operations works in partnership with other state and federal government agencies (including Austrade and DFAT) to deliver government export and investment priorities.

Queensland Operations plays a critical whole-of-government investor facilitation role across the following sectors, including preparation of business cases, responding to inquiries, and organizing meeting programs and site visits.

Queensland Operations manages the contractual partnership between TIQ and the Federal Government (through Austrade), for the delivery of ‘TradeStart’ services to assist small and medium sized regional exporters. Through TradeStart, regional exporters can directly access the resources of both TIQ and Austrade.

International Operations

TIQ has 15 international offices in 12 countries. TIQ’s international offices and its Brisbane-based Overseas Market Support and Directorate teams:

- deliver primary liaison for market-based inquiries and promotions
- maintain relations with Queensland-based bilateral chambers and consular corps
- coordinate TIQ’s involvement with heads-of-mission visits by foreign governments
- manage 29 State-level bilateral international business-related agreements covering 11 countries, including Japan, China, South Korea, Indonesia, the United States of America, Brazil, Chile, Peru, Colombia, Papua New Guinea and the United Arab Emirates
- manage human resources and assets across TIQ’s international offices.
International Operations also uses this international network to promote major Queensland Government policy announcements and events.

Business and Skilled Migration Queensland (BSMQ) is a business unit within TIQ responsible for nominating business and skilled migrants to the Commonwealth Department of Immigration and Border Protection’s State and Territory Nominated Visa Program.

BSMQ supports economic growth by attracting successful international entrepreneurs to invest in Queensland and create new businesses and job opportunities through its business visa program. BSMQ’s skilled migration program identifies highly skilled and experienced professionals to fill skills gaps in the State’s key industries, especially in regional Queensland.

International Education and Training Unit
The International Education and Training Unit is responsible for the delivery of Queensland’s International Education & Training Strategy to Advance Queensland 2016–2026, and is the lead agency for whole-of-government coordination to support growth of the international education and training sector. The team comprises 12 staff onshore and funds 14 business development managers in the TIQ global network who are responsible for international education and training.

Mission Planning
Mission Planning coordinates Ministerial trade and investment missions to promote Queensland as an investment destination and as a source of globally competitive and innovative products and services.

Ministerial missions are key tools to help Queensland businesses to enter markets and identify business opportunities to which they may otherwise not have had access. Missions also increase the profile of Queensland investment projects and provide access to high-quality international investors.

TIQ’s mission programs are developed in line with government priorities, market opportunities and the export capability and international competitiveness of Queensland’s industries.

The number of Ministerial trade missions supported by TIQ has grown in recent years, reflecting Queensland’s increasingly global economy and the increasing role that Ministerial missions play in strengthening global relationships and commercial ties.

In 2016–17, TIQ recorded an 84% satisfaction level among Ministerial mission participants.

Corporate Communications
Corporate Communications manages the Queensland Government and TIQ brands, sub-brands and reputation, and provides strategic advice and guidance to senior leadership and business units about marketing, communications, events and media management. The unit prepares speeches, speaking points and media releases for corporate and Ministerial use, and handles social media and other marketing and event management tasks. It also works with the Export Council of Australia on the delivery of the annual Premier of Queensland’s Export Awards.

Corporate Services
Corporate Services comprises the following units:

- Finance is responsible for ensuring all statutory and regulatory obligations are observed within TIQ, including communicating various internal reporting requirements, and working with Brisbane-based, regional and overseas staff.
- IT and Logistics provides business tools, advice, delivery and maintenance of ICT systems and architecture for TIQ in Australia and overseas.
- Corporate Planning and Reporting provides specialist support services for all of TIQ, including the TIQ Board, the Treasurer and other stakeholders. The team’s services include the TIQ Board secretariat, trade policy coordination activities, economic analysis and policy, and regular corporate non-financial reporting.
- Corporate Projects is responsible for delivering a number of new business systems, including a client relationship management system (Apollo), a document management system, a corporate finance system and other change management activities for Corporate Services as required.

People and Culture
People and Culture drives positive change for employee performance, development and engagement; workplace health and safety; recruitment and selection; policy and processes; workplace culture; and human resources governance.

Queensland Trade and Investment Strategy Implementation
The Queensland Trade and Investment Strategy Implementation team manages implementation plans for each of the Strategy’s initiatives, and for driving whole-of-government collaboration towards their effective delivery.

Policy
Policy is responsible for developing TIQ’s strategic policy and providing international market intelligence and advice on trade and investment policy direction.