

Donohoe, Shane

From: Horsburgh, Chris
Sent: Tuesday, 17 December 2013 1:25 PM
To: 'info@aquisgreatbarrierreefresort.com'
Subject: Invest Canberra - The ACT Government investment promotion agency

Dear Mr Fung

Please allow me to introduce myself to you. The Australian Capital Territory (ACT) Government has recently established Invest Canberra, as an investment promotion agency for the Australian national capital city. Invest Canberra provides a facilitation and support service for investors that are seeking to develop opportunities in Canberra. We assist investors by providing a range of free and confidential support services, including establishing connections with local networks and government contacts.

I understand that you are currently investigating possible projects in Canberra including the Casino Canberra. Should you require any additional information about Canberra, its economy, regulatory frameworks or environment we would be happy to facilitate your enquiries.

I hope that we can be of service and I look forward to hearing from you in the future.

In the meantime, I wish you the best for the festive season.

Regards

Chris Horsburgh | Senior Manager
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Invest Canberra | Economic Development Directorate | **ACT Government**



Donohoe, Shane

From: Abel, Andrew
Sent: Tuesday, 2 December 2014 3:17 PM
To: anerike@aquiscasino.com
Subject: ABS data on population.xlsx
Attachments: ABS data on population.xlsx

Hi Anerike

As discussed, for discussion around population centres that potentially use Canberra a destination for various products/services/events etc.

Regards
Andrew

Population – One Hour Drive

Boorowa	2,478
Canberra	367,752
Cooma - M	10,453
Goulburn -	28,702
Harden	3,669
Palerang	14,652
Queanbeyan	41,430
Upper Lach	7,559
Yass Valley	15,190
TOTAL	491,885

Population – Two Hour Drive

Boorowa	2,478
Canberra	367,752
Cooma - Monaro	10,453
Cootamundra	7,729
Cowra	12,957
Eurobodalla	37,714
Goulburn – Mulwaree	28,702
Gundagai	3,902
Harden	3,669
Palerang	14,652
Queanbeyan	41,430
Snowy River	8,188
Upper Lachlan	7,559
Wingecarribee	46,960
Yass Valley	15,190
Young	13,078
TOTAL	622,413

Population – Three

Bega Valley
Blayney
Bombala
Boorowa
Cabonne
Canberra
Coolamon
Cooma – Monaro
Cootamundra
Cowra
Eurobodalla
Forbes
Goulburn – Mulwa
Greater Hume
Gundagai
Harden
Junee
Palerang
Queanbeyan
Shoalhaven
Snowy River
Temora
Tumbarumba
Tumut
Upper Lachlan
Wagga
Wingecarribee
Yass Valley
Young
TOTAL

Hour Drive

33,925
7,259
2,617
2,478
13,351
367,752
4,233
10,453
7,729
12,957
37,714
9,748
28,702
10,447
3,902
3,669
6,298
14,652
41,430
96,967
8,188
6,216
3,765
11,480
7,559
63,500
46,960
15,190
13,078
892,219

SA3	SA2	Count	
Goulburn Yass	Goulburn	21485	21485
Goulburn Yass	Goulburn Region	11615	11615
Goulburn Yass	Yass	6331	6331
Goulburn Yass	Yass Region	10397	10397
Goulburn Yass	Young Region	7394	7394
Goulburn Yass	Young	10280	10280
Queanbeyan	Braidwood	3356	3356
Queanbeyan	Karabar	8601	8601
Queanbeyan	Queanbeyan	10233	10233
Queanbeyan	Queanbeyan - East	4639	4639
Queanbeyan	Queanbeyan Region	14111	14111
Queanbeyan	Queanbeyan West - Jerrabomberra	12572	12572
Snowey Mountains	Bombala	2419	2419
Snowey Mountains	Cooma	6677	6677
Snowey Mountains	Cooma Region	3175	3175
Snowey Mountains	Jindabyne - Berridale	6664	6664
South Coast	Batemans Bay	7504	7504
South Coast	Batemans Bay - South	8223	8223
South Coast	Bega - Tathra	8046	8046
South Coast	Bega-Eden Hinterland	8766	8766
South Coast	Broulee - Tomakin	2826	2826
South Coast	Deua - Wadbilliga	56	56
South Coast	Eden	3206	3206
South Coast	Eurobodalla Hinterland	3211	3211
South Coast	Merimbula - Tura Beach	9778	9778
South Coast	Moruya - Tuross Head	7616	7616
South Coast	Narooma - Bermagui	8632	8632
Lachlan Valley	Condobolin	6892	6892
Lachlan Valley	Cowra	8926	8926
Lachlan Valley	Cowra Region	5347	5347
Lachlan Valley	Forbes	9805	9805
Lachlan Valley	Grenfell	3646	3646
Lachlan Valley	Parkes (NSW)	10939	10939
Lachlan Valley	Parkes Region	3390	3390
Lachlan Valley	West Wyalong	5850	5850
Orange	Blayney	7007	7007
Orange	Orange	19629	19629
Orange	Orange - North	16835	16835
Orange	Orange Region	10997	10997
Wollongong	Balgownie - Fairy Meadow	19998	1
Wollongong	Corrimal - Tarrawanna - Bellambi	15084	1
Wollongong	Figtree - Keiraville	19884	1
Wollongong	Helensburgh	8458	1
Wollongong	Thirroul - Austinmer - Coalcliff	10580	1
Wollongong	Wollongong	27883	1
Wollongong	Woonona - Bulli - Russell Vale	18626	1
Kiama - ShellHarbour	Albion Park - Macquarie Pass	13617	1
Kiama - ShellHarbour	Albion Park Rail	7002	1
Kiama - ShellHarbour	Kiama	7165	1
Kiama - ShellHarbour	Kiama Downs - Minnamurra	5738	1
Kiama - ShellHarbour	Kiama Hinterland - Gerringong	7025	1
Kiama - ShellHarbour	Shellharbour - Flinders	13447	1

Kiama - ShellHarbour	Shellharbour - Oak Flats	9492	1	
Kiama - ShellHarbour	Warilla	20058	1	
Upper Murray	Corowa	5606		5606
Upper Murray	Corowa Region	6510		6510
Wagga Wagga	Cootamundra	7445		7445
Wagga Wagga	Gundagai	3575		3575
Wagga Wagga	Junee	5821		5821
Wagga Wagga	Temora	6326		6326
Wagga Wagga	Wagga Wagga - East	15910		15910
Wagga Wagga	Wagga Wagga - North	3490		3490
Wagga Wagga	Wagga Wagga - South	20870		20870
Wagga Wagga	Wagga Wagga - West	11773		11773
Wagga Wagga	Wagga Wagga Region	13989		13989
Shoalhaven	Berry - Kangaroo Valley	8284		8284
Shoalhaven	Callala Bay - Currarong	3527		3527
Shoalhaven	Culburra Beach	4790		4790
	Ettrema - Sassafras -			
Shoalhaven	Budawang	39		39
Shoalhaven	Huskisson - Vincentia	3821		3821
Shoalhaven	North Nowra - Bomaderry	15236		15236
Shoalhaven	Nowra	18105		18105
	St Georges Basin - Erowal Bay			
Shoalhaven		12610		12610
Shoalhaven	Sussex Inlet - Berrara	4132		4132
	Tomerong - Wandandian -			
Shoalhaven	Woollamia	3294		3294
Shoalhaven	Ulladulla	14148		14148
Shoalhaven	Ulladulla Region	4642		4642
Southern Highlands	Bowral	12151		12151
Southern Highlands	Hill Top - Colo Vale	5673		5673
Southern Highlands	Mittagong	8103		8103
Southern Highlands	Moss Vale - Berrima	8934		8934
Southern Highlands	Robertson - Fitzroy Falls	3372		3372
Southern Highlands	Southern Highlands	6148		6148
	Total	759457		555400
		1116046		
Canberra				356589
				911989

SA2

Counting: Persons, Place of Usual Residence

SA2	Goulburn	Goulburn Region	Yass	Yass Region
	21485	11615	6331	10397

Data Source: 2011 Census of Population and Housing

INFO Cells in this table have been randomly adjusted to avoid the release of confidential data.

26 No reliance should be placed on small cells.

27 For details on a classification and associated data quality information click on the blue i-links in the t

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No reliance should be placed on small cells.

Table generated using ABS TableBuilder

© Commonwealth of Australia

Young Region	Young	Braidwood	Karabar	Queanbeyan
7394	10280	3356	8601	10233

able.

Queanbeyan - East	Queanbeyan Region	Queanbeyan West - Jerrabomberra	Bombala	Cooma
4639	14111	12572	2419	6677

Cooma Region	Jindabyne - Berridale	Batemans Bay	Batemans Bay - South	Bega - Tathra
3175	6664	7504	8223	8046

Bega-Eden Hinterland	Broulee - Tomakin	Deua - Wadbilliga	Eden	Eurobodalla Hinterland
8766	2826	56	3206	3211

Merimbula - Tura Beach	Moruya - Tuross Head	Narooma - Bermagui	Condobolin	Cowra
9778	7616	8632	6892	8926

Cowra Region	Forbes	Grenfell	Parkes (NSW)	Parkes Region
5347	9805	3646	10939	3390

West Wyalong	Blayney	Orange	Orange - North	Orange Region
5850	7007	19629	16835	10997

Balgownie - Fairy Meadow	Corrimal - Tarrawanna -	Figtree - Keiraville	Helensburgh	Thirroul - Austinmer -
19998	15084	19884	8458	10580

Wollongong	Woonona - Bulli - Russell Vale	Albion Park - Macquarie Pass	Albion Park Rail	Kiama
27883	18626	13617	7002	7165

Kiama Downs - Minnamurra	Kiama Hinterland - Gerringong	Shellharbour - Flinders	Shellharbour - Oak Flats	Warilla
5738	7025	13447	9492	20058

Corowa	Corowa Region	Cootamundra	Gundagai	Junee
5606	6510	7445	3575	5821

Temora	Wagga Wagga - East	Wagga Wagga - North	Wagga Wagga - South	Wagga Wagga - West
6326	15910	3490	20870	11773

Wagga Wagga Region	Berry - Kangaroo Valley	Callala Bay - Currarong	Culburra Beach	Ettrema - Sassafras -
13989	8284	3527	4790	39

Huskisson - Vincentia	North Nowra - Bomaderry	Nowra	St Georges Basin - Erowal Bay	Sussex Inlet - Berrara
3821	15236	18105	12610	4132

Tomerong - Wandandian - 3294	Ulladulla 14148	Ulladulla Region 4642	Bowral 12151	Hill Top - Colo Vale 5673
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Mittagong	Moss Vale - Berrima	Robertson - Fitzroy Falls	Southern Highlands	Total
8103	8934	3372	6148	759457

Donohoe, Shane

From: Anerike Poulter [anerike@aquiscasino.com]
Sent: Tuesday, 2 December 2014 3:44 PM
To: Abel, Andrew
Subject: Re: ABS data on population.xlsx

Follow Up Flag: Follow up
Flag Status: Flagged

Hi Andrew,

Thank you for your help over the phone a moment ago.

As discussed, I would appreciate any assistance you could provide me in obtaining the following information:

A) Canberra Residents Demographics

Who are Canberrans?

1. A full breakdown of demographics (age, gender, income, education, etc.)
2. What do Canberrans do for entertainment?
3. How much do certain demographics spend on entertainment?
4. What entertainment venues in Canberra are most successful?
5. What restaurants in Canberra are the most successful?

B) Canberra Visitors Demographics

Who visits Canberra?

1. Break down of how many people come for work, and how many come for a vacation.
2. What do business visitors spend their money on?
 1. What is their average length of stay?
 2. Where do they stay?
 3. Where do they come from?
3. What do leisure visitors spend their money on?
 1. What is their average length of stay?
 2. Where do they stay?
 3. Where do they come from?
 4. Is Canberra a standalone destination, or part of a larger vacation?
 5. How many are solo visitors, and how many are with a group/family?

Many thanks,

Anerike
 0405 822 253

On Tue, Dec 2, 2014 at 2:17 PM, Abel, Andrew <Andrew.Abel@act.gov.au> wrote:

Hi Anerike

As discussed, for discussion around population centres that potentially use Canberra a destination for various products/services/events etc.

Regards

Andrew

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ACT
Government

Chief Minister, Treasury and
Economic Development

Trim No: BM15/2736

To: Chief Minister

Subject: Aquis Entertainment Investment Proposal

Critical date and reason

1. To brief you on a proposal submitted to the ACT Government by *Aquis Entertainment* under the Investment Proposal Guidelines (IPG) process, for the redevelopment of Casino Canberra and surrounding precinct. A copy of the Proposal is provided at Attachment A.

Recommendations

2. That you:
 - note the contents of this brief; and

NOTED/PLEASE DISCUSS

- note that assessment is being undertaken of relevant issues relating to the development proposal

NOTED/PLEASE DISCUSS

*process and
timelines from
here.*

Andrew Barr MLA *Andrew Barr* 7 / 11 / 2015

Supporting Reasoning

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IPG process

14. The IPG provides guidance and clarity to proponents when advancing proposals that do not have clearly defined established Government processes in place. It is not intended to duplicate or replace other existing Government processes.
15. The Aquis proposal was deemed to be suitable for progression through the IPG process and as a result the proponent was invited to make a presentation to relevant Directors-General in the ACT Government.
16. The objective in Phase 1 is to provide sufficient information for the ACT Government to make an informed decision to proceed with consideration of a detailed investment proposal.
17. Should a decision be taken to progress the proposal, the proponent will then be invited to develop a detailed business case (that is, enter Phase 2).

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18. The objective of Phase 2 is to determine whether to in-principle:
- Make available the government support requested by the proponent; and
 - If not previously determined, decide whether the government support will be made available through exclusive negotiations with the proponent or through a competitive process.
19. In Phase 2, an Assessment Panel will be established. Assessment Panels will be chaired by the Director-General of Economic Development and comprise of senior executive representatives from other relevant directorates.
20. Following its establishment, an Assessment Panel will negotiate a non-binding Participation Agreement with the proponent.
21. The Assessment Panel will make one of the following recommendations to the Executive based on 'The Assessment Criteria' and, more specifically, its assessment of the business case in terms of any project-specific measures set out in the project's Participation Agreement:
- that the proposal should progress to Phase 3, including advice in relation to which commercial relationship option should be used for the provision of Government support; or
 - to not proceed with the project.

Consultation and Communication

22. *Aquis Entertainment* presented the initial development concept to senior ACT Government officials including:
- David Nicol, Under Treasurer;
 - Gary Byles, Director-General, Territory and Municipal Services Directorate;
 - Dorte Ekelund, Director-General, Environment and Planning Directorate;
 - Greg Jones, CEO, Gambling and Racing Commission;
 - Geoffrey Rutledge, Executive Director, Strategic Policy and Cabinet;
 - David Dawes, Director-General, Economic Development;
 - Gary Rake, Deputy Director-General, Arts, Business, Events, Sport and Tourism;
 - Jonathan Kobus, Senior Manager, Invest Canberra.
23. The ACT Government has not consulted with representatives of the Clubs sector in relation to the *Aquis Entertainment* Proposal.

Financial

25. Nil for the purposes of this brief.

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Management of Other Risks

28. The appointment of a probity advisor will be considered. The role of probity advisor will involve provision of advice and assistance before and during the implementation of the project and addressing probity issues as they arise. ✓
- * 29. It is also recommended that an independent evaluation is conducted to verify the economic and financial presented by *Aquis Entertainment* and associated benefits to the ACT resulting from the development. ✓
30. Community consultation will be important particularly with the residents in the nearby area and users of Glebe Park. In particular concerns by residents affected by Aquis' rights to Block 24 Section 65. ✓

Senior Clearing Officer: Ian Cox

Action Officer: Jonathan Kobus

Phone: x53185