

# CHINA IN TOUCH



An ACBC Northern Territory Newsletter

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## NT President's observations

In the excitement that often surrounds business engagement with China is easy to forget that this is not one-way trade. We spend a lot of time thinking about business strategies, planning how to enter the China market or expand our footprint. Governments and business develop investment attraction strategies designed to bring Chinese investment into major projects and infrastructure.

Underpinning this is an unspoken assumption that China is a pot of gold with unlimited opportunities. It's a modern version of the Shanghai tailors dream. The dream for British cotton merchants was to convince as many Chinese as possible to add just one inch to the length of their shirts. If this was achieved then the riches would be unbelievable. It's a unsophisticated dream, but at heart, its not too far from the way many modern businesses approach the idea of Chinese engagement.

However, the same is true from the Chinese perspective. They too have dreams of prosperity, or economic growth, of improved business opportunities and better living standards. Realizing these dreams and aspirations required economic development and investment from foreign interests. Although China may appear to be awash with eager foreign investors the reality is that much of this activity is focused on Beijing, Shanghai and the major tier two cities. The rest of China remains largely unknown and this applies in particular to remote provinces.

We live in the Northern Territory of Australia, part of the great Australian outback. Its an isolated environment, out of the mainstream of investment, property and business. We have worked with the Northern Territory Government over many years to help develop strategies designed to attract foreign, and specifically, Chinese investment and business.

I was invited to turn these strategies 360 degrees and apply them to one of the more disadvantaged Chinese provinces to help them expand investment and business activity. The similarities were more startling than I had anticipated.

The first barrier is branding. Most of us can name 8 Chinese cities and probably 5 Chinese provinces. The remainder of the 34 provinces are largely unknown. So this is the first step. Lift branding and brand awareness so that potential investors and business partners know who you are and where you are located.

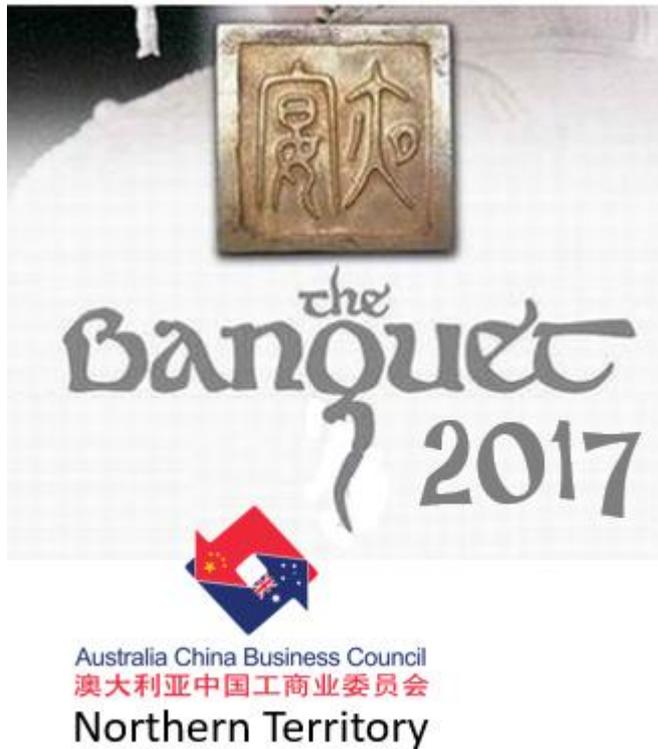
The first step is through tourism. It provides both a boost to business activity, and an increased awareness of the brand and location. Many Chinese provinces do this very effectively within the Chinese domestic tourism industry, but have much less success in the international market. Their identity is swamped with a more generalized China tourism advertising.

Tourism brings visitors and amongst those visitors are business people. Many investment and business enquires are initiated following a tourism visit, although it may take some years to develop.

The second promotional leg is a 'going out' strategy. Too often this is limited to high level delegations meeting other high level officials. The result is many MOUs, but little genuine business activity. Again, its about branding. Participation in carefully selected trade and business expos, either as an individual business, or as a group of businesses in a shared stand provides ready access to business contacts.

Take a step back, and turn 180 degrees. These same problems, and solutions, confront every new business wanting to expand in to the Chinese business environment.

Daryl Guppy,  
President, NT Branch ,  
Newsletter editor



## ACBC Dinner Banquette 06<sup>th</sup> December 2017

### ENTRÉE

Garlic Chicken Wings  
金牌蒜香鸡翅

Korean Cold Noodles (Soup)  
韩式冷面

### MAIN COURSE

Stir-Fried Tiger Prawn in Light Tangy Sauce  
炸烹老虎虾

Shang-dong Style Braised Chicken  
山东红靠鸡

Spicy Sichuan Pepper and Chilli Poached Fish  
四川水煮鱼

Pan-fried Pork Neck with Honey and Sesame Glaze  
香煎猪颈肉

Stir-Fried Potato, Eggplant and Green Capsicum  
东北地三鲜

Fujian Fried Rice with Gravy  
福建炒饭

### DESSERT

Crispy Threaded Banana Balls  
金丝香蕉球

**Dear members and friends**

**The ACBC NT warmly invites you to join us for an opportunity to broaden your China Business Network and share your ideas while enjoying a 9 course Chinese Banquet.**

**This event will also be a chance to meet the new committee in a social environment while also taking the time to review & celebrate the end of another busy and successful year.**

**Partners are welcome at members prices.**

**Date: 6 December 2017**

**Venue: Rendezvous Cafe at NT House, 22 Mitchell Street (Next to the Deck Bar)**

**Time: 6:00PM for 6:30pm start**

**Tickets: Members \$25 Non-Members \$40**

**Drinks are extra and BYO Alcohol**

**To register for the event, please go to**

**<http://www.ntacbcevents.com/>**

## CHINA MARKET TREND CHANGE

The Shanghai index pullback is a signal of a major interruption to the Shanghai Index uptrend. This behavior shows the failure of three important support features.

This suggests the uptrend had lost momentum. At best, this could develop into a period of consolidation prior to the development of a uptrend continuation. At worst, this could signal the collapse of the uptrend and a test of support between 3260 and 3290.

The uptrend was defined with a straight edge trend line. This trend line has provided a significant support feature and a potential rally rebound point. This is the first time since 2017 May that the index has closed below the trend line.

This is a significant trend break signal.



The second support failure is the close below the lower edge of the long term Guppy Multiple Moving Average indicator. This is an early warning sign of trend weakness. Further falls in the index will develop rapid compression in the long term GMMA which shows investors quickly turning into sellers.

The pullback broke completely through the GMMA. This is a close well below the lower edge of the long term GMMA. The close is significant because it shows there is strong selling pressure. Closes at, or near, the low of the day and very bearish. The close well below the lower edge of the long term GMMA is particularly bearish. It is usually associated with a change in the trend.

The third support failure is the close below the long term support and resistance level near 3360. This has been a significant long term support level for the Shanghai index. The substantial close below this level is very bearish. This is different to the activity in September where the index moved below this level for 6 days. In September the index moved down to test the upper level of the long term GMMA as a support feature.

In the current situation, the index has smashed through the lower edge of the long term GMMA and the 3360 support level. . Any rebound is most probably only a temporary rally.

These are all features of an early warning of trend weakness.

From Daryl Guppy



# ONE BELT ONE ROAD IN AUSTRALIA

## Everything you need to know

June 26,27,28, 2018, Darwin NT



### KEEP THESE DATES FREE

We are developing a great line-up of speakers from China and Australia

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### FOREIGN POLICY WHITE PAPER – 去哪? – Go Where?

The Foreign Policy White paper was released recently. Its not a particularly long document at around 130 pages. We encourage all ACBC members to read it. The White paper can be downloaded from <https://www.fpwhitepaper.gov.au/>

Personally I found the White Paper disappointing. Although China is mentioned many many times the references are either banal, framed in the context of China as a threat, or a reflection of the idea that China should become more like the West.

Although it is recognized that China will play an increasingly powerful role in the region there is little discussion of how this role may develop. Instead there is an assumption that the expanded Chinese role is a threat to Australia and that Australia should work to counter and ameliorate the impact of the impact of this expanded role. The White Paper is plagued with generalities when it comes to the rise of China, but short on the significant evidence.

The most important Chinese foreign policy is the Belt and Road Initiative or One Belt One Road. This will shape Chinas trade, diplomatic, policy, economic and defense engagement with the region over the next generation.

Belt and Road is mentioned only once where it is dismissed as a regional infrastructure project. This is a deeply flawed assessment of the policy. The TPP and associated policies are mentioned many times and discussed in some detail. The Belt and Road policy is not explained nor discussed. To dismiss it as an infrastructure build project shows a breathtaking ignorance.

I find it deeply concerning that a White Paper of this significance pays no attention to the genuine Chinese policy frameworks, but then spends so much time repeating the banal populist approaches to China. The paper has lots of focus on the emerging middle class (opportunities for Australia to sell to China), the (unwelcome) displacement of US influence in our region, the desire to make China act in a more Western manner by obeying the Western formulation of the rule of law and the implied threat the China could pose to Australia.

I believe the failure to understand or acknowledge China Belt and Road policy diminishes the value of the White Paper. It shows that much work remains to be done to develop a better understanding of the Australia China relationship. The White Paper doesn't ignore china, but it doesn't understand China. It confirms that the One Belt One Road conference in Darwin is even more essential and relevant.

From Daryl Guppy. These are personal opinions.



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Connect with the top.  
Connect to create.



Australia China Business Council  
澳大利亚中国工商业委员会



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## CHINA BUSINESS SENTIMENT SURVEY

Austcham in Shanghai is currently working with Westpac to survey Australian businesses dealing with China. The survey is the first in some time capturing the sentiment of the market and will produce some good data about the health of the trade relationship.

<http://www.austchamshanghai.com/en/business-engagement/2018-westpac-australia-china-business-sentiment-survey>

We invite all ACBC NT members to participate in the survey.

*From Udo Doring, CEO Austcham, Shanghai*

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## National CEO Report 29 November 2017

**Alibaba E-Commerce Expo in Melbourne 14 October** The National CEO was the MC for the Alibaba E-Commerce Expo at the Melbourne Convention Centre on Saturday 14 October. The Conference was attended by over 400 delegates, and the Trade Expo was visited by over four thousand visitors. Alibaba sponsored the National CEO's role as MC

Shanghai Consul-General in Melbourne & Sydney Graeme Meehan, Shanghai Consul General requested a private meeting with the National CEO during his Melbourne visit on 3 October to discuss current issues in the Australia China relationship. The Consul-General also attended ACBC member events in Sydney and Melbourne.

**China National Symphony Orchestra performance marking 45th anniversary of diplomatic relations** The Chinese Embassy invited the National CEO to attend the gala performance of the China National Symphony Orchestra performance at the Sydney Opera House on 23 October to mark the 45th anniversary of diplomatic relations.

**Chairman's Circle Lunch with Jan Adams, Australian Ambassador to China, Melbourne 24 October**

In conjunction with Trade Victoria, ACBC National held an exclusive Senior Women in China business lunch for 24 attendees at the Investment Centre in Collins Street. Attendees included Victorian Minister for Women, Natalie Hutchins, Executive Director Trade, Gonul Serbest, Exec Director International Coordination Office, Ylva Carosone and senior representatives from Qantas, Alibaba, Australia Post, DFAT, Austrade, John Holland, Tennis Australia, KWM, NGV, etc.

**Chairman's Circle Boardroom Discussion Series at ShineWing Australia In collaboration with ShineWing Australia**, ACBC is holding a series of boardroom discussion luncheons in Sydney, Melbourne, Brisbane and Darwin. Each event will have a specific industry focus and key stakeholders will be invited to participate in a facilitated workshop to follow up on the opportunities raised in the ACBC/SWA Report, The Long Boom: What China's Rebalancing means for Australia's

Future. Discussions will also focus on the opportunities presented by the Belt & Road Initiative. The National CEO has negotiated sponsorship for each Branch contributing to the series.

**High Level Dialogue in Melbourne 23-25 November** The National President and CEO have been invited to attend the High-Level Dialogue in Melbourne, as well as the NSW CEO in her capacity as Chair of ACYD. The HLD will include senior representatives from the Australian and Chinese governments as well as corporate leaders. The 45th anniversary of diplomatic relations will be commemorated at a celebratory dinner in Melbourne on the 23rd of November.

**Football Federation of Australia – Matildas v China Games in Melbourne 22-23 November** The National CEO has been assisting FFA with the Matildas v China games in Melbourne and has introduced FFA to the Victorian CEO with promotional offers to Victorian members for the games in Melbourne and Geelong as well as associated promotional events

**Australia China Co-Production Treaty 10th Anniversary Forum 22 November in Brisbane** The National CEO has been invited to attend the 10th Anniversary Forum for the Australia China Co-Production Treaty organised by DFAT, Austrade and Screen Australia which will be held at the Brisbane Powerhouse. The National CEO has liaised with the Queensland Branch CEO and new Queensland National Board Representative Michael Wadley, regarding this attendance.

**CCCA Belt & Road Business Seminar 1 December in Melbourne** The Chinese Embassy has invited the National CEO to attend the CCCA Belt & Road Business Seminar with Consul General Zhao Jian, Andrew Robb, Victorian Ministers, etc. to mark the 45th anniversary of diplomatic relations and discuss the Belt & Road Initiative.

**Thought leadership report on Chinese tourism** The new ACBC Report, The China Tourism Economy: Reaching Australia's Potential was **launched in Melbourne on 11 October**.

**Thought leadership reports on Sports Diplomacy ACBC SA and National** are currently working with PAFC to produce a report on the use of sport to improve the bilateral relationship, as well as with Bastion to produce a report on valuing the entire Australian sporting industry and considering the commercial opportunities for China engagement. Both reports will be launched early in the new year.

**Thought leadership report on digital marketing to Chinese consumers ACBC** will partner with Sinorbis to co-produce a report on "Unlocking China's New Generation of Digital Consumers". The report is currently being developed with a potential launch in late February 2018 in multiple cities depending on availability of Branches.

**2017 ACBC Annual Review** The 2017 ACBC Annual Review will be launched at the AGM on 29 November. The Annual Review will contain the President's Report, Branch highlights, sections from thought leadership reports and media articles as well as photos and advertisements.

ChAFTA National Training

**ACBC's China Path Podcast** is up and running with episodes released each fortnight available on the iTunes store and ACBC's Soundcloud page. Published episodes have so far covered interviews with John Brumby and Andrew Robb, as well as coverage of the Victorian Government's Food and Beverage Trade Week. James Scullin on behalf of ACBC has recently undertaken interviews in China with forthcoming episodes to cover investment, intellectual property, the importer's perspective, marketing in China and the opportunities in West China.

**While in China, ACBC also partnered with the Export Council of Australia** to convene two roundtables with AusCham's in Shanghai and Hong Kong to gain feedback on the non-tariff barriers businesses (NTBs) face in market. The Export Council of Australia will publish a report on its findings on NTBs early 2018. The podcast has been well received and funding providers Austrade have now even started their own China-specific podcast subsequently. <http://acbc.com.au/podcasts>

**The AFL Premiership game has been scheduled for 19 May 2018** in Shanghai at Jiangwan Stadium between Gold Coast Suns and Port Adelaide. AWIC will most likely be scheduled the week before, starting in Beijing and ending on the 19th of May with the AFL game in Shanghai. A National Board meeting may be scheduled in China to coincide with AWIC. TBC. The National CEO is currently working with both clubs as well as the AFL to support the success of the game.

Canberra Networking Day 2018 2018 Federal Parliamentary sitting dates have been set and Tuesday 19 June has been booked for Canberra Networking Day. ACT Branch The National CEO will continue to manage the ACT Branch until Canberra Networking Day in June 2018

**Media engagement and communication** Another very busy period for media and communications with a great deal of interest in the outcomes of the 19th National Party Congress and the ACBC Tourism Report.

*Extracts from Helen Sawczak National CEO report November 2017*

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## PROPOSED NT BRANCH CHINA BUSINESS BRIEFINGS 2018

The Business Briefings will start again in 2018 and be provided free of charge for members only. Visitors are welcome to attend, but a small \$20 fee is payable. (Free if you join ACBC at the briefing) . Briefings run for about 60 minutes. Business Briefing sponsorship options are also available.

For more information, or requests for specific briefing topics, please contact ACBC Secretariat on 89270061 or [acbcnt@acbc.com.au](mailto:acbcnt@acbc.com.au)

## GOT A CHINA STORY TO TELL? READ A GOOD CHINA BOOK - SEND US YOUR NEWS OR VIEWS

You are a valued member of the Australia China Business Council and we are keen to receive news on your business activities that we can published on our national website or in our NT newsletters. Do you have an amusing, or interesting or cautionary tale. Drop us a note for the newsletter. Send us a email at [acbcnt@acbc.com.au](mailto:acbcnt@acbc.com.au)

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## NT ACBC Branch Meeting Dates – 2018 NEW MEETING TIMES

General meetings will now be 9am to 10 am.

Meetings are open to all members of the ACBC, not just the committee members. Most matters discussed at the meeting are passed by general agreement. All members are encouraged to contribute ideas to the discussions.

Current proposed meeting dates are:

TBA

### 2017-2018 NT ACBC Executive

Daryl Guppy - Guppytraders.com (**President / National Board Member**) [China@guppytraders.com](mailto:China@guppytraders.com)

Kelvin Keung – Homebuild NT (**Vice President**) [kelvin@homebuildnt.com.au](mailto:kelvin@homebuildnt.com.au)

Willem Westra Van Holthe – Primary Consulting International (**Vice President**)

[willem.westra@bigpond.com](mailto:willem.westra@bigpond.com)

Myriam Giovanazzi - (**Treasurer**) [Myriam.Giovanazzi@colliers.com](mailto:Myriam.Giovanazzi@colliers.com)

Fiona Liu – Synergy [admin@synergy-migration.com.au](mailto:admin@synergy-migration.com.au)

Wei Dong - AUSTRALIA ASIA INTERNATIONAL CONSULTANTS

[will@aainternationalconsultants.com.au](mailto:will@aainternationalconsultants.com.au)

Joseph Aladin - Deloitte Touche Tohmatsu [jaladin@deloitte.com.au](mailto:jaladin@deloitte.com.au)

Lisa Goodhand –Wildman Wilderness Resort [lisa@chinablueprint.Com.au](mailto:lisa@chinablueprint.Com.au)

Annie Zhu – SmartMate [annient@qq.com](mailto:annient@qq.com)

Xian Li – Dept of Resources [Xian.Li@nt.gov.au](mailto:Xian.Li@nt.gov.au)

Martin Kelly – Finlaysons [Martin.Kelly@finlaysons.com.au](mailto:Martin.Kelly@finlaysons.com.au)

### Ex-Officio members

Wayne Fan – Department of Business

Cecila Brennan - Dept. of Foreign Affairs and Trade

Austrade - Martin Ferreyra

NT Tourism – Daryl Hudson

Lisa O'Donoghue – South Australia Liaison

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## ACBC NT OBJECTIVES

We aim for these services for ACBC NT members:

- To assist members to understand the nature of the business environment in China and where relevant opportunities lie.
- To raise the profile of ACBC NT members within the NT and Chinese business environment
- To share information regarding industry issues in the China market.
- To assist in generating business between member businesses.
- To facilitate co-operation with the China Council for the Promotion of International Trade in relation to business issues.
- To present the views of NT SMEs operating in China to government authorities and other business groups where appropriate.
- To share market and economic intelligence and insights on critical industry issues.
- To create and maintain a collaborative community of business owners that can draw on each other for support in their engagement with China.

- To work in a collaborative community of Chinese business, cultural and friendship organisations to expand the networking capacity of NT members.

These objectives are achieved with networking events, workshops, conferences, briefing, newsletter communication and participation in creation of NT and national Government strategies.

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## ACBC NT WELCOMES NEW AND CONTINUING MEMBERS

**DN Bell & Associates, Amy Qin, [amy@dnbell.com.au](mailto:amy@dnbell.com.au)**

**Have your member business profile included in the newsletter. Send details to [acbcnt@acbc.com.au](mailto:acbcnt@acbc.com.au)**

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## China News reports that did not make it into the local media.

### **China signals intent to lead the world on 5G**

China gave the latest signals this week that it intends to be at the forefront of the next generation of mobile communications, reversing years of a previous policy that saw it typically lag behind, as it tries to wield greater influence in the development of new technologies, Caixin reports. One of the new signals came from the Ministry of Industry and Information Technology (MIIT), China's telecoms regulator, which said it has officially launched the third stage of trials for fifth-generation (5G) networks expected to replace current 4G technology in global markets starting in 2019. The ministry said the new trials aim to speed China's move to the commercialization of the technology that will facilitate data transfer rates of up to 100 megabits per second in major metropolitan areas. That will boost efficiency for functions like video streaming and pave the way for a new generation of functions with big data requirements.

### **US-China trade war could begin 'in six months,' says former US official**

Signs that the US government may launch a trade war against China are bargaining chips being used by Donald Trump's White House to force Beijing to do more to contain North Korea's nuclear weapons program, a US political scientist and bestselling author said. Graham Allison, a former dean of the Kennedy School of Government at Harvard University, told the South China Morning Post that unless China takes significant action to constrain North Korea "in next few weeks," the US will hit China with unilateral trade measures "early in the new year."

"If the Trump administration undertakes these unilateral initiatives, the Chinese government has already said it would retaliate," Allison cautioned. "So we could - in six months - find ourselves in a trade war." Allison argued in his book, *Destined for War?*, that war between the US and China in the decades to come is "much more likely than currently recognized" unless the two nations find an escape from the "Thucydides's Trap."

### **Chinese economy becoming more efficient**

For the first time in at least a decade, the Chinese economy can now produce the same level of output with less capital than the previous year. However, as China is still being pulled by competing needs – economic growth, financial deleveraging and reform, and social stability – but efficiency might again end up on the back burner, said Michael Taylor, chief credit officer of Moody's Investors Service. "Earlier this year, it looks to us that out of those three (competing needs), the reform and re-balancing side is less important, and the emphasis is on growth and on stability," Taylor said in a recent interview with Caixin on the sidelines of the 8th Caixin Summit. A more efficient economy is often expressed in a lower incremental capital-output ratio. In 2016, the ratio in China hit a near-term peak of 6.5, meaning \$6.5 worth of capital investment was needed to generate \$1 of extra production.

### **Chinese consumers choosing healthy soft drinks**

Chinese consumers are increasingly opting for healthier drink options, including premium packaged waters and energy drinks, forgoing classic soft drinks such as Coca-Cola and Fanta, according to Patrick Healy, managing director of Swire Beverages, a major business partner of Coca-Cola. "This trend has become very evident in the past three to four years," said Healy. "The traditional categories will be seeing single-digit growth, while those newly emerged ones will see double-digit growth rates." Swire is one of two major bottling partners of Coca-Cola on the mainland, along with Chinese state-owned giant COFCO's listed subsidiary China Foods. According to the South China Morning Post, China's soft drink market is highly fragmented, with major foreign and domestic players including Coca-Cola, Pepsi and their domestic rivals such as Hangzhou-based Wahaha, as well as Nongfu Spring, which manufactures affordable bottled waters for around 3 yuan (46 US cents).

For more China business news and information, visit [www.chinaeconomicreview.com](http://www.chinaeconomicreview.com)

## AUSTRALIA CHINA FRIENDSHIP SOCIETY

The Darwin branch of the ACFS is a co-operative partner with ACBC NT. ACBC NT members are encouraged to attend ACFS events.

ACFS has completed their first News Letter, a website and facebook. The web address is: [www.acfsnt.org.au](http://www.acfsnt.org.au) The facebook address is <https://www.facebook.com/acfs.nt>

## UPDATED CHINA RESOURCES FOR NT MEMBERS

ACBC NT has an updated list of China resources available for NT members. This includes translators, interpreters, graphic artists and design teams. Some are based in Darwin and some in China. Please contact ACBC Secretariat on 89270061 or [acbcnt@acbc.com.au](mailto:acbcnt@acbc.com.au) for details



## FORWARD THE NEWSLETTER TO A FRIEND

**NEWSLETTER CONTRIBUTIONS ARE WELCOME.** Keep other members informed about China experiences. Please email notes or comments to [china@guppytraders.com](mailto:china@guppytraders.com). Please use email header **ACBC NOTE**. Information received up to the day prior to publication will be included.

*NOTE. The views of contributors are their own and do not necessarily reflect the views of the ACBC NT or the ACBC. Content is copyright and cannot be used without permission*



Australia China Business Council  
澳大利亚中国工商业委员会

Northern Territory

## MEMBERSHIP APPLICATION

Please complete this Membership Form with your details if you are applying to join the Australia China Business Council for the first time.

### BASIC DETAILS

Company Name	
Company name in Chinese	
Industry sector	
Branch membership	<b>NT Branch</b>
Member Type - This is based on the annual turnover (See page 2 for details).	
Company email address	
Company web site http://	
Date of application	

### PERSONAL DETAILS

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Title	
First name	
Last name	
Job title	
Personal email address	

**CONTACT DETAILS**

Company phone	
Company fax	
Direct phone	
Direct fax	
Mobile phone	

**LOCATION DETAILS**

Street address	
City	
State	<b>Northern Territory</b>
Post code	
Postal address	

Please cross out if you do not want your contact details to be given to third parties who issue event invitations to ACBC members

I agree to be included in all associated ACBC and appropriate third party event notifications

Country	<b>Australia</b>
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**PAYMENT METHOD**

Cheque	Please post to: GPO Box 2769, Darwin NT 0801
Cash Deposit	ANZ Darwin, BSB: 015901, A/C: 487 379 699
Credit Card	Card type / VISA / Mastercard
Card number	
Name on card	
Expiry date	CCV#
Amount paid (See member type)	\$

**PLEASE RETURN COMPLETED FORM TO ACBC NT GPO BOX 2769, Darwin NT 0801**

**Or Email: [abcnt@acbc.com.au](mailto:abcnt@acbc.com.au)**

**Membership**

**TOTAL**

**NT Government Departments**

1024.87

**Companies**

Annual turnover:

More than \$ 50 million \*

3492.50

\$ 15 million to \$ 50 million

1831.50

\$ 5 million to \$ 15 million

1024.87

Less than \$ 5 million

532.40

**Individual membership**

532.40

**Associate membership \*\* (non-voting)**

169.40

**Student member (non-voting)**

88.00