

*Strategic Trade Program
between the Central Galilee municipalities
of Nazareth Illit, Jezreel Valley
Regional Council, and
Migdal HaEmek, State of Israel
and
the State of Michigan
United States of America*

WHEREAS, Menachem Ariav, Mayor of Nazareth Illit, Mula Cohen, Mayor of Jezreel Valley Regional Council, Shaul Amor, Mayor of Migdal HaEmek, [hereinafter collectively defined as the "Mayors" of Central Galilee] and John Engler, Governor of the State of Michigan have engaged in productive discussions during the Governor's visit to Central Galilee, State of Israel, on May 20, 1997; and

WHEREAS, many of the citizens of the State of Michigan look to Israel for the roots of their heritage; and

WHEREAS, the challenges of stimulating economic growth and creating jobs for their citizens are of the highest concern to both the Mayors and the Governor; and

WHEREAS, the Mayors and the Governor have joined together to promote this Strategic Trade Program to promote business opportunities between Michigan and Central Galilee, including, but not limited to,

trade, joint ventures, investment, joint bids, co-production, transfers of technologies, and other strategic alliances.


WHEREAS, the Mayors and the Governor wish to memorialize their May 20, 1997 discussions and execute this Strategic Trade Program.

**NOW, THEREFORE, THE MAYORS AND THE GOVERNOR
HEREBY PRESENT THIS STRATEGIC TRADE PROGRAM:**


1. Upon request, the State of Michigan shall conduct two searches per month in Michigan, for strategic opportunity partners for Israeli companies. Note that strategic opportunity partners means any company or organization interested in entering into a joint venture, investment, joint bid, co-production, transfer of technology, licensing, or other strategic alliance agreement.
2. The State of Michigan shall allow Central Galilee to advertise strategic trade opportunities, at no cost to Central Galilee, in the State of Michigan trade and investment promotional literature.
3. Upon request, the State of Michigan shall use its best efforts to organize a one-day seminar in Detroit, Michigan, to promote strategic trade opportunities between Michigan and Israeli companies.
4. Upon request, Central Galilee shall conduct two searches per month, in Israel, for strategic opportunity partners for Michigan companies. Note that strategic opportunity partners means any company or organization interested in entering into a joint venture, investment, joint bid, co-production, transfer of technology, licensing, or other strategic alliance agreement.
5. Central Galilee shall allow the State of Michigan to advertise strategic trade opportunities, at no cost to Michigan, in the Central Galilee trade and investment promotional literature.

6. Upon request, Central Galilee shall use its best efforts to organize a one-day seminar in Central Galilee, Israel, to promote strategic trade opportunities between Israeli and Michigan companies.


**EXECUTED THIS 20th DAY OF MAY, 1997 IN THE CITY OF
NAZARETH ILLIT, CENTRAL GALILEE, STATE OF ISRAEL.**




Mula Cohen
Mayor of Jezreel Valley
Regional Council



Shaul Amor
Mayor of Migdal HaEmek



John Engler
Governor
State of Michigan



Menachem Ariav
Mayor of Nazareth Illit

AGREED MINUTES

The Governor of the State of Michigan, the Honorable John Engler, and the Minister of Industry and Trade of the State of Israel, the Honorable Natan Sharansky met in Jerusalem on May 19th and discussed ways and means for the enhancement of economic relations between both parties.

It was agreed that the field of high technology is of highest potential for Joint Ventures, investments and transfer of technology, and the parties will continue to enhance relations in this field. Special reference was made in regard to possibilities of further cooperation in the area of parts and technologies for the automotive industry.


The Parties noted with satisfaction the existing joint ventures between Israeli companies and Michigan companies, and the Michigan Party was invited to make use of the BIRD Foundation which was established to assist joint ventures between Israeli and U.S. companies in the development of new technologies.

The Governor of the State of Michigan, the Honorable John Engler, and the Minister of Industry and Trade of the State of Israel, the Honorable Natan Sharansky, are happy to acknowledge the importance of the Agreement between the State of Michigan and the Central Galilee region of Israel, with respect to Industry and Trade. Both parties emphasize their hope that this agreement will be mutually beneficial to both areas, and will foster economic cooperation between our two regions as a whole.

Signed in Jerusalem on May 19th, 1997



JOHN ENGLER
Governor
STATE OF MICHIGAN



NATAN SHARANSKY
Minister of Industry and Trade
STATE OF ISRAEL