

**Memorandum of Understanding on Strategic Cooperation**  
**between**  
**Chongqing Foreign Trade and Economic Relations Commission of the**  
**People's Republic of China and Michigan Economic Development**  
**Corporation of the United States of America**

Party A: Chongqing Foreign Trade and Economic Relations Commission of the People's Republic of China

Party B: Michigan Economic Development Corporation of the United States of America

With the purpose of establishing a local pragmatic cooperation mechanism between China and the US and promoting the economic and trade cooperation between Chongqing and Michigan, Chongqing Foreign Trade and Economic Relations Commission of the People's Republic of China and Michigan Economic Development Corporation of the United States of America, under the principles of equality, mutual benefit and win-win cooperation, have reached the agreement through friendly consultations on the establishment of strategic and cooperative partnership to integrate resources and advantages. Both sides have agreed upon the following frameworks and fields of future cooperation:

**I. Cooperation Mechanism**

Both sides agree to establish a long-term mechanism of cooperation and communication on the basis of mutual benefit and mutual trust.

1. A mechanism for exchanges of high-level visits will be established to encourage mutual visits by governmental leaders and broaden the space for communication and cooperation between Chongqing and Michigan.
2. A Chongqing-Michigan Task Force will be set up for regular communication and providing support for businesses and trade visits of both parties.
3. Regular, mutual visits by the enterprises of both sides will be encouraged. Business and trade exchange forums as well as match-makings will be held when necessary to enhance the exchange of information, foster mutual cooperation, and create a win-win environment

**II. Cooperation Fields**

Based on the economic and social development trends of Michigan and Chongqing, the two sides will work to seek out opportunities in promoting cooperation in the

following fields:

1. Automotive manufacturing and component part manufacturing industries: both sides will further explore the automotive markets in Chongqing and China as well as Michigan and the US.
2. Electronic information and BPO industry: both sides will carry out technical collaboration and technology transfers, and will enhance the cooperation in areas such as offshore data processing and cloud computing.
3. Tourism industry: both sides will use tourism as a means for increasing overall cooperation.
4. Commercial trade and logistics industry: both sides will actively explore collaboration on port and air logistics.
5. Both parties will also develop cooperation in the fields of educational training, modern agriculture and new energy technologies.

### **III. Specific Issues to Promote**

Both sides will be committed to advancing resource sharing and cooperation in fields such as automotive, high-tech research and development, travel and tourism, educational training, and bilateral city promotion.

1. Promote the Cooperation between US major automobile enterprises with Chongqing's automobile enterprises, as well as promote mutual investments in the industry.
2. Utilize the resources of the over 7,000 high-tech companies in Michigan and its high-quality workforce to collaborate on the R&D and production of software and information technology.
3. In 2014, Organize bilateral activities between Michigan and Chongqing cities and promote cooperation on business and trade, culture and tourism.
4. Strengthen personnel exchanges and interactions through cooperative education programs between the leading universities of Michigan and Chongqing, and organize regular training programs for Chongqing professionals and those with advanced skills.

### **IV. Responsibilities of Both Sides**

The Chongqing Foreign Trade and Economic Relations Commission will provide policy support and favorable investment environment in areas such as land, tax and market access to Michigan investors within the framework of national and local policies and in accordance with the laws of China.

The Michigan Economic Development Corporation (MEDC) will provide policy

support and favorable investment environment in areas such as land, tax and market access to Chongqing investors within the framework of federal and local state policies and the laws of the United States.

**V. Miscellaneous**

This MOU serves as a foundation agreement between both two sides. Matters not mentioned herein shall be discussed and agreed upon by both sides separately. This MOU is written in duplicate in both English and Chinese, one for each party, both texts being equivalent and equally authentic. This MOU shall come into force from the date of signature by both parties. Any amendments to this MOU shall be subject to formal written notices agreed by both sides.

This agreement is signed on Sep. 6<sup>th</sup>, 2013 in Chongqing, China.

**Chongqing Foreign Trade and  
Economic Relations Commission**

**Michigan Economic Development  
Corporation**

*Yi Wang  
6<sup>th</sup> Sep. 2013*

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**WANG Yi**

*Michael P. Finney*

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**Michael Finney**

# 中国重庆市对外贸易经济委员会 美国密西根州经济发展署 战略合作协议

中方：中国重庆市对外贸易经济委员会

美方：美国密西根州经济发展署

为把握机遇，建立中美地方务实合作机制，促进重庆与密西根州的经贸合作，中国重庆市对外贸易经济委员会与美国密西根州经济发展署本着平等互利、合作共赢的原则，经友好协商，同意共同寻求建立战略合作伙伴关系，整合双方资源和优势，现就双方未来合作框架及领域等事项达成协议如下：

## 一、合作机制

双方一致认为，在互利、互惠和互信的基础上建立双方合作交流长效机制。

1. 建立市州高层互访机制。推动双方市（州）领导人互访活动，拓宽市州间交流与合作空间。

2. 成立市州合作工作小组。负责日常联络，为双方经贸团的考察访问提供相关支持。

3. 鼓励双方企业互访常态化。适时举行经贸交流论坛和商业

对接，促进信息交流，实现双方优势互补、双赢合作。

## 二、合作领域

根据密西根州和重庆市的经济和社会发展方向，双方努力寻求机会，重点推动以下领域合作：

1. 汽车及周边产品制造。双方将进一步推动企业发掘重庆和中国市场，以及密西根和美国市场。

2. 电子信息及服务外包业。双方将进行技术合作和转移，在离岸数据处理、云计算产业等方面加大合作力度。

3. 旅游业。双方将以旅游业为突破口，拓展市州合作领域。

4. 商贸物流业。双方将积极探索在港口物流、航空物流等领域的合作。

5. 双方还将在教育培训、现代农业、新能源等领域开展合作。

## 三、具体推动事项

双方共同致力于对汽车企业合作、高新技术研发、旅游互动、教育培训及双边城市推广等事项，推进资源共享及合作。

1. 推动美国汽车企业与重庆汽车企业的合作，推动双方企业的相互投资。

2. 借助密西根州 7000 多家高科技企业及高科技人才，共同合作开展软件和信息科技研发及生产。

3. 筹办 2014 年两地双边城市推广活动，全方位促进两地经贸、文化、旅游合作。

4. 推动密西根州知名大学与重庆市高校合作办学，推进重庆技术及专业人才赴密西根州进行定期培训，加强人才交流互动。

## 四、双方职责

在中国国家及地方政策及法律框架内，重庆市外经贸委将向

密西根投资者提供土地、税收、市场等方面的政策支持和投资环境。

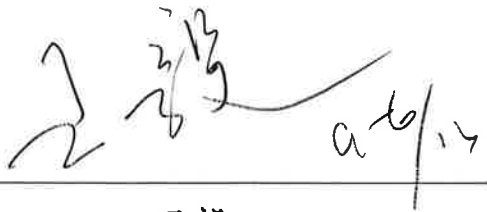
在美国联邦及州政府的政策及法律框架内，密西根州经济发展署将向重庆投资者提供土地、税收、市场等方面的政策支持和投资环境。

### 五、其它事项

本协议为框架性意向协议，未尽事宜可由双方另行议定。本协议签署地点为重庆。本协议中文、英文版本各 2 份，具有同等效力，双方各执 1 份，自双方签字起生效。任何对本意向书的修订应由双方以书面形式正式同意方能生效。

重庆市外经贸委

密西根州经济发展署



王毅



迈克尔 费尼

协议书于 2013 年 9 月 6 日在重庆签订