Governor Rick Snyder
November 12, 2016
Daily Briefing

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*No changes from previous briefings

^Won't be signed by RDS

Note: Material updated from previously sent versions are highlighted

November 12, 2016
Saturday

All Day — **RDS - China Trip**

All Day — **Attire: Uniform for AM/Tie for PM**

All Day — **Shanghai/Hangzhou**

All Day — **UM Football (Away) at Iowa @ 7 PM**

All Day — **Weather: 70°/55°**

8:00 AM - 9:00 AM — **RDS/JCA - ATTEND/REMARKS - Ag Delegation Breakfast -- Meeting Room 3&4, 5th Floor JW Marriott**

Purpose: Discuss the opportunities in the Chinese market with the Michigan food and agriculture trade mission participants.

Attendees:
Ag Delegation -
Kevin Chen, Atwater Brewery - Detroit
Tina Chen, Atwater Brewery - Detroit
Rose Hu, Atwater Brewery – Detroit
Brian Klumpp, Director of Business Development, Cherry Central – Traverse City
Steve Eisler, President, Cherry Central – Traverse City
Chad Rowley, Board Member, Chad Rowley, Board Member
Brent Bradley, Vice President of Sales and Marketing, Graceland Fruit – Frankfort
Clara Liu, Chinese representative, Graceland Fruit – Frankfort
Melanie LaPerriere, Senior Director of Sales, Naturipe/MBG Marketing – Grand Junction
Steve Hunt, Grower and Board Member of MBG, Naturipe/MBG Marketing – Grand Junction
Agustin Cmet, Senor Value-Added Account Manager, Naturipe/MBG Marketing – Grand Junction
Alecha Benson, Owner, Nirvana Tea – Southfield
Haywood Lockhart, Owner, Nirvana Tea – Southfield
Bruce Niezgoki, Owner, Old World Style Almonds – Beverly Hills
Nancy Niezgocki, Owner, Old World Style Almonds – Beverly Hills
Randy Atwater, International Sales Manager, Shoreline Fruit Growers – Traverse City
Julie Gordon, Chief Financial Officer, Export Director, Cherry Marketing Institute – DeWitt
Shannon Long, Founder, Brew Export - Comstock Park
Yiwei Chen, Export Manager, Cherry Republic – Glen Arbor

Emily Guerrant
Jeanne Broad
Weiwei Lu
Brian Connors
Katelyn Wilcox

Agenda:

- Director Clover Adams will give an introduction with a brief overview of the mission agenda and the Michigan companies attending
- Governor will give brief remarks

No Gifts

OPEN Press

Talking Points:

- Discuss previous trips to China and why the Governor feels that market is important to Michigan.
- What previous trips have accomplished for Michigan and the opportunities it is creating for more trade between Michigan and China.
- Michigan has high quality food and agriculture products that are in high demand in China. The growing Chinese middle class provides great opportunities
- Michigan exported $70.9 million to China in 2015 in food and ag products
- Michigan food and ag exports to China have grown 13% from 2014 to 2015, increasing from $62.3 million to $70.9 million

Attachments:

1. Briefing
2. Company Bios
3. Ag Trade Mission Itinerary



Staff/Detail
POC: BConnors

9:00 AM - 9:15 AM **RDS Time -- Shanghai JW Marriott**

9:15 AM - 10:00 AM **RDS - Anji Logistics Meeting -- Meeting Room 6, 5th Floor JW Marriott**

Purpose: First meeting with a leading logistics provider that is considering Michigan as a location for its North American headquarters and logistics center. The MEDC is in the process of gaining approval for incentives.

Attendees:
Mr. WANG Zeming, CEO of Anji Logistics (“Ahn-gee”)
Mr. CHEN Weigang, Anji Logistics

Kevin Kerrigan
Brian Connors
Ning Shao
Courtney Henderson, Michigan-China Innovation Center

Gift: Wooden Pen in Wooden Box

CLOSED Press

Talking Points:

- Michigan's automotive advantages (particularly in comparison to Indiana and Ohio).
- Encourage the project that's under discussion with the MEDC.

Attachment: Briefing



Staff/Detail
POC: BConnors

10:00 AM - 10:30 AM

RDS - Meeting with CEO of Cotech, Huang Ximing -- Meeting Room 3&4, 5th Floor JW Marriott
Purpose: Meet with an engineering service provider who is in the process of opening an R&D office in Michigan. This is RDS' first meeting with Cotech.

Attendees:
Dr. HUANG Ximing ("Dr. Hwong"), Founder and CEO of Cotech
BAO Yimin, VP of Cotech
Zhang Tian, VP of Sales and Marketing at Cotech
Ms. Jin CHEN, Senior PR Manager of Sales and Marketing at Cotech

Kevin Kerrigan
Brian Connors
Courtney Henderson, Michigan-China Innovation Center
Shusheng Wang, Miller Canfield
Olivia Deng, Miller Canfield

Note: No formal agenda - Open discussion of the company's plans and Michigan's resources. Photo at the end of meeting.

Gift: Wooden Pen in Wooden Box

CLOSED Press

Attachment: Briefing



Staff/Detail
POC: BConnors

10:30 AM - 11:30 AM

RDS Time -- Shanghai JW Marriott
Change clothes if needed

10:30 AM - 10:30 AM **FYI - Lindsay to check out delegation -- Need luggage in lobby by 10:30 AM**

11:30 AM - 12:25 PM **RDS - Delegation Lunch -- 38th Floor, Marriott café**

12:30 PM - 1:30 PM **Travel to Shanghai International Auto City**

1:30 PM - 2:15 PM **RDS - ATTEND - Meeting/MOU Signing with Jiading District Leadership and Shanghai Auto City Leadership -- Lane 56, An Tuo Road, Jiading District**

Purpose: Visit a major automotive zone being developed by the Shanghai government. Deepen the partnership started between Michigan and Auto City begun in 2012 during our visit to the Shanghai Auto Museum (part of the zone) with the signing of an MOU. Get a photo-op at Shanghai's "version" of MCity.

Attendees:
Jiading District Party Secretary Ma Chunlei
Auto City Chairman Rong Wenwei

Media -
Shanghai Daily
Xinhua News Agency
Online.sc.cn

Kevin Kerrigan
Brian Connors
Ning Shao
Allison Scott
Emily Guerrant
Lindsay Kirchinger
Katelyn Wilcox, MEDC Protocol
Courtney Henderson, Michigan-China Innovation Center

Agenda:
1:30 PM - 1:50 PM Protocol Meeting with Jiading District Party Secretary Ma Chunlei and Auto City Chairman Rong Wenwei
1:50 PM - 2:00 PM Brief Introduction of Auto City
2:00 PM - 2:10 PM Brief Introduction of Michigan Auto Development
2:10 PM - 2:15 PM Shanghai Auto City & MEDC Auto Office MOU Signing [media]
(Witnessed by Jiading District Leadership, and maybe NextEV and a couple of auto-related companies will be invited)

OPEN Press

Gift: Wooden Pen in Wooden Box

Talking Points:

- Update the Shanghai Auto City officials on MCity, the American Center for Mobility, and the SMART Corridor.
- Discuss Shanghai Auto City's plans for a North American office and how Michigan can help.

Attachments:
1. Briefing
2. MOU



Staff/Detail
POC: BConnors

2:15 PM - 2:40 PM **Travel to A Nice City**

2:40 PM - 3:15 PM **RDS - Tour of "A Nice City" -- No.2199 Yining Road, Jiading District, Shanghai**
Purpose: Opportunity to tour Shanghai's version of MCity

Attendees:
Jiading District Party Secretary Ma Chunlei
Auto City Chairman Rong Wenwei

Media -
Shanghai Daily
Xinhua News Agency
Online.sc.cn

Kevin Kerrigan
Brian Connors
Ning Shao
Allison Scott
Emily Guerrant
Lindsay Kirchinger
Katelyn Wilcox, MEDC Protocol
Courtney Henderson, Michigan-China Innovation Center

Agenda:
2:40 PM - 3:00 PM Tour and Photo-op
3:00 PM - 3:15 PM Media Interview

OPEN Press

Staff/Detail
POC: BConnors

3:15 PM - 4:30 PM **Travel to University**

4:30 PM - 5:20 PM

RDS - VISIT - Shanghai Jiaotong University Visit -- Shanghai Jiaotong University Old Campus, Old Library, 1954 Hua Shan Road, Xuhui District, Shanghai

Purpose: Courtesy university visit. Media on roll-out of the Ross Executive Development Program.

Attendees:
Mr. JIANG Sixian ("Secretary Jeeahng"), Secretary of CPC of Shanghai Jiaotong University ("Shanghai Gee-ow-tong University"
Other university officials

Kevin Kerrigan
Brian Connors
Ning Shao
Allison Scott
Emily Guerrant
Lindsay Kirchinger
Katelyn Wilcox, MEDC Protocol
Courtney Henderson, Michigan-China Innovation Center

Agenda:
4:30 PM -4:40 PM Greeted by University Party Secretary Zhang Sixian (1st Floor) , walk through exhibit of university history on the 3rd Floor
4:40 PM -4:55 PM Meeting, Room 108 (Photo at the end)
4:55 PM -5:20 PM Media regarding launch of Ross Executive Development Program, Room 108

OPEN Press

No Gift

Talking Points:

- Ross Business School is planning a larger public launch of the Executive Development Program at a later time. This will simply be an initial mention of it.
- Highlight U-M's relationship with China.

Attachment: Briefing



Staff/Detail
POC: BConnors

5:20 PM - 5:30 PM

Travel to Dinner Venue

5:30 PM - 7:00 PM

RDS - ATTEND/REMARKS - Shanghai U-M Alumni Dinner -- No. 8 Conference Building, VIP Rm, Li Chinasse Restaurant at Radison Plaza Xing Guo Hotel, 978 Hua Shan Rd

Purpose: Build relationships over dinner with top VIP U-M alumni in the Shanghai area. They were identified by U-M's alumni development department. We will also be joined

by several UM SJTU Joint Institute board members, some of whom are not actually U-M alums.

Attendees:

Dr. CHEN Yudong	MSE 1989, PhD 1991
Dr. CHEN Ye (Richard)	PhD 1999, MBA 2006
Dr. GONG Chunhe (Michael)	PhD 2000
Dr. James HOLLOWAY	U-M, Vice Provost, Global Engagement
Dr. Jack HU	U-M, Vice President, Research
Dr. HUA Ping (Peter)	
Dr. HUANG Peisen	Dean, UM-SJTU Joint Institute
Dr. LI Guangxin (Larry)	Research Fellow
Dr. MU Lianchun (Lane)	MBA 2006
Dr. Richard ROGEL	BBA 1970, LLD. Hon 2009
Mr. Chauncey SHEY	
Mr. Thomas STANLEY	AB 1988, MBA 1993
Ms. SUN Jie (Jane)	
Mr. WU Jiong (John)	BS 1989
Mr. YU Liming	

Kevin Kerrigan
Brian Connors
Dave Lorenz
Ken Dewoskin, Michigan-China Innovation Center Board of Advisors & Senior China Advisor, Deloitte

Agenda:
5:30 PM – 5:45 PM Guests Arrive, Reception
5:45 PM – 7:00 PM Sit down, toast from Governor, James Holloway, Jack Hu
7:00 PM Dinner concludes (Photo) ; Governor departs

Gift: Wooden pens & DSO CDs

CLOSED Press

Talking Points:

- This is intended to be an intimate gathering and an opportunity to get to know attendees. Beginning with self-introductions would be appropriate.
- Could mention to this group that Detroit Symphony Orchestra's (DSO) 2017 China tour will bring them to Shanghai, and we've included a gift from DSO

Attachment: Briefing



Staff/Detail
POC: BConnors

November 12, 2016 Continued

Saturday

7:00 PM - 7:45 PM	**Travel to Hongqiao Train Station**
8:32 PM - 9:50 PM	**Train to Hangzhou East Station -- DEPART: Shanghai Hongqiao Train Station, G7383**
9:50 PM - 10:20 PM	**Travel to Hangzhou JW Marriott**
10:30 PM - 10:30 PM	**Overnight Hangzhou JW Marriott -- 28 HuShu South Road, Hangzhou, China 310006**

Breakfast Meeting with the Michigan Food & Agriculture Trade Mission Delegation

EXECUTIVE SUMMARY

Staff Lead: Jamie Zmitko-Somers, International Marketing Program Manager, 517-930-3460

Purpose of Meeting/Event:
Discuss the opportunities in the Chinese market with the Michigan food and agriculture trade mission participants.

Attendees:
Kevin Chen, Atwater Brewery - Detroit
Tina Chen, Atwater Brewery - Detroit
Rose Hu, Atwater Brewery – Detroit
Brian Klumpp, Director of Business Development, Cherry Central – Traverse City
Steve Eisler, President, Cherry Central – Traverse City
Chad Rowley, Board Member, Chad Rowley, Board Member
Brent Bradley, Vice President of Sales and Marketing, Graceland Fruit – Frankfort
Clara Liu, Chinese representative, Graceland Fruit – Frankfort
Melanie LaPerriere, Senior Director of Sales, Naturipe/MBG Marketing – Grand Junction
Steve Hunt, Grower and Board Member of MBG, Naturipe/MBG Marketing – Grand Junction
Agustin Cmet, Senor Value-Added Account Manager, Naturipe/MBG Marketing – Grand Junction
Alecha Benson, Owner, Nirvana Tea – Southfield
Haywood Lockhart, Owner, Nirvana Tea – Southfield
Bruce Niezgoki, Owner, Old World Style Almonds – Beverly Hills
Nancy Niezgocki, Owner, Old World Style Almonds – Beverly Hills
Randy Atwater, International Sales Manager, Shoreline Fruit Growers – Traverse City
Julie Gordon, Chief Financial Officer, Export Director, Cherry Marketing Institute – DeWitt
Shannon Long, Founder, Brew Export - Comstock Park
Yiwei Chen, Export Manager, Cherry Republic – Glen Arbor

Talking Points:

- Discuss previous trips to China and why the Governor feels that market is important to Michigan.
- What previous trips have accomplished for Michigan and the opportunities it is creating for more trade between Michigan and China.
- Michigan has high quality food and agriculture products that are in high demand in China. The growing Chinese middle class provides great opportunities
- Michigan exported $70.9 million to China in 2015 in food and ag products
- Michigan food and ag exports to China have grown 13% from 2014 to 2015, increasing from $62.3 million to $70.9 million

Agenda
- Director Clover Adams will give an introduction with a brief overview of the mission agenda and the Michigan companies attending
- Governor will give brief remarks

Gift & Photo:
N/A

Note: Media Invited

Attire:
Business Casual

BACKGROUND

Attached trade mission agenda.

The MDARD Director is leading the first ever food and agriculture trade mission to China. The Michigan delegation is a diverse group of companies with a variety of products and experience in the Chinese market. A number of the

companies are actively exporting to China while other companies have just started exporting to China or are completely new and learning about the opportunities for the first time.

The Cherry Marketing Institute also officially launched their export promotion into the Chinese market for U.S. Montmorency Tart Cherries during the mission by holding a "Cherry Day" on November 11th in Shanghai. The focus of the event was to showcase various uses of tart cherries and to highlight the health benefits to buyers, importers, chefs, bakers and media.

- Michigan's Top Exports to China in 2015:
  - Bran, sharps etc ($22.7 million)
  - Cheese and curd ($17.2 million)
  - Vegetable saps, etc ($9.4 million)
  - Prepared fruit and nuts ($7.1 million)
  - Starch, sugar, brew ($4.6 million)
  - Concentrated milk ($3.5 million)
  - Malt extract, flour ($2.3 million)
  - Food preps, nesoi ($1.3 million)

STAFF/DETAIL

November 12, 2016 8 AM – 9 AM
Meeting Room 3&4, 5th Floor JW Marriott
POC: BConnors/LK

ATTACHMENTS

1. Company bios
2. Ag Trade Mission Agenda

Atwater Brewery - Detroit

www.atwaterbeer.com

Established: 2004

Annual Sales - $9 million Export Sales - $10,000

Products: Microbrews

Export Activity: Company is new to the China market. .

Attendees: Kevin Chen • Tina Chen • Rose Hu, Chinese representatives

Company Background: "Founded in 1997, Atwater Block Brewery made its debut in Detroit, Michigan in the historic Rivertown district. The original owner's reasoning and focus was to bring back the Bohemian style lager that Stroh's Brewing Company had made famous in the mid 1800's. The passion for beer started in 1848 when the first mass produced beer was bottled in the Detroit area. So although Detroit is known for being the Motor city, at one time Michigan had more production breweries than anyone in the country. Atwater wanted to re-invent that product back in 1997 of making German style Lagers. The owners purchased a Kasper Schulz, the oldest makers of brewing equipment in the world! It was purchased at a trade show in 1996 and by 1997 Atwater was producing beer!

Mark Rieth, graduate of Michigan State University, personally invested into the brewery in 2002 and purchased the brewery outright in 2005. Rieth's background and passion for beer took off when he lived in Boston, MA in the late 80's. He was brewing his own Sam Adams Boston Lager knock-offs right out of his basement and sharing it at parties. With an automotive background, Rieth already had a strong understanding of the three tier system of production to distributor to consumer. He moved back to Detroit in 1997 with intent to be a part of bringing Detroit back and stumbled across Atwater. After realizing it was a German style brew house which happened to produce his favorite style of lager, Rieth knew immediately what he wanted. Rieth purchased the brewery outright in 2005 and exponential growth soon followed. Dirty Blonde and Vanilla Java Porter quickly became front runners in the Michigan market, along with Hop-a-Peel, an American IPA, and the Bronze World Beer Cup Winner, Decadent Dark Chocolate. Atwater expanded distribution on the east coast soon after and has had great success.

Atwater currently holds true to making traditional German style lagers, along with unique boutique ales. Rieth says, "We've analyzed the marketplace and studied what consumers really want in a beer and have successfully provided this for them". Atwater keeps things fun around the brewery, never taking things too seriously; a favorite slogan around here, "We drink all we can and sell the rest". Rieth says the company recently became international when beer was shipped to Munich, Germany in a partnership with an all-American craft beer tap house. Today the brewery is thriving and expanding at its original Joseph Campau location, including a full scale Biergarten and Tap House. We recently opened Atwater in the Park which is located 8 miles from the brewery in a renovated church serving unique styles and great food, along with Atwater Spirits and Wine. Summer 2016 Atwater in Grand Rapids Biergarten and Tap House will open and connect the two largest cities in Michigan, a historic event located in the renovated Rowe Hotel downtown, Grand Rapids.

Cherry Central – Traverse City
www.cherrycentral.com

Established: 1973

Annual Sales – $250,000,000 Export Sales – $15,000,000

Products: Montmorency cherries, dark sweet cherries, cultivated blueberries, wild blueberries, cranberries, apples, pomegranate arils and black currants, apple and Montmorency cherry juice, cranberry cocktail, and frozen Montmorency cherries and cultivated blueberries.

Export Activity: Currently exports to the EU, Japan, Australia, China, Israel, Brazil, BVI, and Canada.

Attendees: Brian Klumpp, Director of Business Development • Steve Eisler, President • Chad Rowley, Board Member

Company Background: Founded in 1973, Cherry Central opened in Traverse City, Michigan—otherwise known as the Cherry Capital of the World. It was created by five independent cherry growers who began to work together to sell their tarts and sweets. “Fruit-growing sources and processing capabilities grew to include apples, blueberries, cranberries, strawberries and other sweet crops. Consumer demand for additional products gave rise to the inclusion of pomegranates arils and asparagus.” Cherry Central is an adaptive company that listens to its consumers and evolves to the changing markets, making them a versatile company in today’s agriculture industry.

Today, the collective has 10 members, including three members in Michigan, who represent hundreds of farmers across the globe. Cherry Central Cooperative also owns two other companies both based in Michigan. The first is “Dunkley International, a machinery manufacturer that specializes in innovative fruit processing equipment,” and the second being “Oceana Foods of Shelby, a fruit drying facility.” In recent years, the company has exploded on the market due to their aggressive campaign to diversify not only the products that they sell, but also where they get their supply comes from and where they sell it to. An increase of more than 20% in their exporting business lead them to being named the Michigan Department of Agriculture and Rural Development’s (MDARD) “Michigan Agriculture Exporter of the Year” in 2011.

Cherry Central depends on its ability to grow with the times and the market to continue success, and counts on the geographical diversity that it has to help ensure continuous sales even during the harsh, Michigan weather. For more than 40 years, the cooperative has worked diligently with Michigan food operations as a regional juggernaut to bring prosperity to Northern Michigan and promote excellent Michigan products around the world.

Graceland Fruit - Frankfort
www.gracelandfruit.com

Established: 1973

Annual Sales – $75,000,000 Export Sales – $33,000,000

Products: Dried agriculture products including: apples, cranberries, blueberries, cherries, carrots, and orange peels.

Export Activity: Currently exports to the Asia, Central and South America, Europe, Africa, China, and India.

Attendees: Brent Bradley, Vice President of Sales and Marketing • Clara Liu, Chinese representative

Company Background: At Graceland Fruit, we believe everyone deserves access to the taste and wholesomeness of fresh fruit all year long. We know the drying process like nobody else in the world and have a deep passion for what we do. That's why some of the largest and most prestigious food companies in the world add our premium dried fruits to their products. And, why consumers around the world are discovering the delicious flavor, versatility and nutrition of our dried fruits.

Located in the heart of America's largest tart cherry growing region, we are one of the largest single providers of infused dried fruits in the world. We primarily produce infused dried fruits such as cranberries, cherries, wild and cultivated blueberries and apples. Graceland's products are sold in the United States and over fifty other countries around the world.

The fresh, flavorful taste of our premium dried fruits is produced with patented drying, freezing and processing technologies. The same exceptional quality, dependable performance and a continuing commitment to innovation that have made us an award-winning company in the food industry also go into every package of dried fruits sold for home kitchens. We offer innovative food manufacturers and providers the opportunity to develop and introduce new products that have strong consumer appeal. The entire line of dried fruits and Soft-N-Frozen™ fruit products are gluten-free, allergen-free and Non-GMO and contain nutrients found in Mother Nature's Super Fruits. They are ideal for today's health conscious and convenience driven consumer.

Our uncompromised commitment to premium quality, dependable performance and food safety is unmatched. Only quality graded fresh frozen fruits are used to produce our products, all of which are heat processed and pasteurized to ensure safety. All Graceland Fruit products meet the standards set by the National Food Processors Association and the American Institute of Baking.

Graceland Fruit is known for its outstanding research and development, the breadth of its product line and for continually offering innovative and quality products based on customers' needs. Our experienced R&D staff offer superior technical support.

Naturipe/MBG Marketing – Grand Junction

http://www.blueberries.com/

Established: 2008

Annual Sales – $60,000,000 Export Sales – $20,000,000

Products: Blueberries, strawberries, raspberries, and blackberries.

Export Activity: Currently exports to Korea, Australia, the UK, Columbia, Mexico, Germany, and the Netherlands.

Attendees: Melanie LaPerriere, Senior Director of Sales • Steve Hunt, Grower and Board Member of MBG • Agustin Cmet, Senor Value-Added Account Manager

Company Background: Unique to the produce industry, Naturipe Farms is a partnership between four highly-esteemed fresh berry growers, whose fields are spread across the globe. As a group, our growers are able to provide consistent and diverse seasonal crops. MBG Marketing - The Blueberry People is a producer-owned blueberry marketing cooperative that was formed in 1936 as the Michigan Blueberry Growers Association by the original blueberry growers in the state. MBG quickly gained a leadership role in the Michigan blueberry industry, and as interest in blueberry production grew in other states, MBG's membership base expanded to reflect the trend. In the late 1940s, MBG extended membership into northern Indiana; Georgia and Florida in 1983; British Columbia in 2006; North Carolina in 2009; the Pacific Northwest states of Oregon and Washington in 2013, and New Jersey in 2014. Today, with a production base of over 300 growers, MBG is the largest grower-owned marketer of fresh and value-added processed cultivated blueberries in the world. MBG Marketing offers its blueberry growers unprecedented service and support in meeting the challenges of the 21st century food industry. In addition to expert sales and marketing under the globally recognized brand, a strong team of tenured professionals offers our grower-owners local assistance in everything from field scouting and pest management; to yield estimating, pack planning, and quality assurance programs; to food safety and social responsibility training; to packaging, packing, and processing expertise; and to innovative technology and traceability programs. The cooperative model of "operating at cost" affords MBG's members a competitive advantage in a rapidly expanding industry, and our cash advance and payment programs have stood the test of time for 79 years!

MBG's headquarters are located in Grand Junction, Michigan. In total, MBG employs over 200 seasonal and full-time people annually at its various locations. The cooperative owns and operates state-of-the-art blueberry receiving, pre-cooling, and distribution facilities in Alma, Georgia and Grand Junction, Michigan, in addition to local business offices in each region. MBG also owns satellite service facilities in Holland and Bangor, Michigan; and seasonally operates others in Ravenna, Michigan; Ivanhoe, North Carolina; Demotte, Indiana; and Gainesville, Florida, with member-owned berry facilities also operating seasonally in British Columbia, Salem, Oregon, and Hammonton, New Jersey. MBG launched a value-added fresh operation and distribution center in Georgia in 2012, and in 2013, brought on line its new IQF (individually quick frozen) value-added processing and packing facility in Bloomingdale, Michigan. In 2014 we added another new "Best in Class" facility in Alma, GA that includes not only IQF value-added processing and packing operations, but a second Alma fresh fruit distribution center and a new home for the fresh value-added business, completing a full range of local member service capabilities.

Nirvana Tea - Southfield
www.nirvana-tea.com

Established: 2012

Annual Sales – $80,000 Export Sales – N/A

Products: A variety of tea flavors including: Peachy Peach, Lemon Ginger, Pearadise, Wild Cherry, Heavenly Hibiscus, Jasmine Flowers Blend, Orange Berry, and Blueberry Pomegranate Bliss.

Export Activity: N/A

Attendees: Alecha Benson, Owner • Haywood Lockhart, Owner

Company Background: At Nirvana Tea, our mission is perpetuating peace and harmony with every sip of tea. In ancient traditions, tea is not just a drink, but an experience of slowing down and connecting to life through the experience of drinking tea. Nirvana Tea is akin to the lotus and a flower springing from a rock. Our company emerges from a fast paced urban environment where our visionary founder recognized that there needed to be a refuge for tea lovers and all individuals in pursuit of a harmonious and peaceful existence, even with hectic lifestyles.

At Nirvana Tea's, we use the finest and purest ingredients to craft a custom tea experience that is unique from any other. No matter what tea you prefer, you will enjoy Nirvana with every sip of our tea.

For us, tea represents a mantra for harmony, a commitment to appreciating life, wellness and the pursuit of peaceful living. Our company is a gateway to not only the finest teas, but also artwork and music that appeal to one's highest senses.

Nirvana Tea is committed to peace and harmony for all and as such part of our strategic vision is to work to end violence in our communities locally and globally, particularly against women and children. Our view is if we perpetuate peace then we can expect peace in return.

Old World Style Almonds – Beverly Hills

www.oldworldalmonds.com

Established: 1984

Annual Sales – $1,000,000 Export Sales – N/A

Products: Cinnamon roasted almonds, pecans, and cashews.

Export Activity: N/A

Attendees: Bruce Niezgoki, Owner • Nancy Niezgocki, Owner

Company Background: Old World Style Almonds has been a family-owned company for 30 years. We are not "just nuts!"

We offer a variety of delicious food items. They include cinnamon roasted, salted and chocolate nuts, a selection of candy, cotton candy, caramel and kettle corn, and fresh squeezed lemonade. We have just the perfect combination of food selections for your special event.

Shoreline Fruit Growers – Traverse City
www.shorelinefruit.com

Growers | Processors | Marketers

Established: 1993

Annual Sales – $50,000,000 Export Sales – $4,000,000

Products: Dried fruits, including: cherries, blueberries, and cranberries, along with cherry juice concentrate.

Export Activity: Currently exports to Canada, Germany, the UK, China, Hong Kong, Taiwan, Australia, and Mexico.

Attendees: Randy Atwater, International Sales Manager

Company Background: Being a grower owned company allows Shoreline Fruit to offer only the finest products from our orchards directly to you. Grower owned means sourcing and securing the land, selecting the saplings that populate our orchards, to carefully growing and caring for the fruit from blossom to harvest. Our grower owners ensure us that we only bring the finest fruit products to you, our customers. Our owners have been recognized for their committed stewardship of the land they call home.

Our growers are also committed and passionate in preserving and protecting the American dream of allowing and keeping the family farm healthy so they will prosper for generations to come.

In the pursuit of achieving excellence in everything that we do, the Owners, Board Members, Growers and Employees of Shoreline Fruit have collaborated in establishing the following guiding principles to ensure that we continue to maintain and achieve the highest recognized standards in the fruit industry.

Our Mission

To provide quality wholesome fruit products for the world to enjoy.

Our Vision

To be the preferred value-added fruit company known for its quality products, great people and superior performance.

Our Core Values

Customer Focused, Financially Responsible, Ethical, Valuing People, Collaborative, Innovative, Accountable

We are committed to promoting a culture that is founded on these core values. They reflect our shared beliefs and expectations for how we will conduct ourselves with each other, our customers and our business partners and are the foundation that holds us all accountable.

MONTMORENCY
U.S. TART CHERRIES™

Cherry Marketing Institute – DeWitt
www.choosecherries.com

Attendees: Julie Gordon, Chief Financial Officer, Export Director

Cherry Marketing Institute (CMI), an organization funded by North American Montmorency tart cherry growers and processors. The goal of the organization is to increase sales and consumption of Montmorency tart cherries.

Brew Export - Comstock Park
www.brewexport.com

Established: 2015

Annual Sales – Not available Export Sales – Not available

Products: Microbrews

Export Activity: Company has made first export of craft brews to China in 2016.

Attendees: Shannon Long, Founder

Company Background: Bio – Shannon Long, Founder - While my adept abilities in consuming and enjoying beer have opened many doors for me, my business in craft beer lies in Brew Export as well as Pure Brews America TV Series! In fact, my love for this industry has shaped most of my academic and professional career. I studied International Relations as well as Marketing at Michigan State University (Go Green!) and became further cultured in beer, well, some other things too. During my undergrad, I completed my thesis on Founders Brewing Co. and their export process, which afforded me the opportunity of exploring and meeting with a multitude of other breweries.

Drawing from my experience at CH Robinson Worldwide, the Michigan Department of Agriculture's International Marketing Program, and the Food Export Association of the Midwest, I founded Brew Export with the mission of sharing American craft beer with the world and helping everyone on Earth redefine what a “good beer” means. Craft beer is my life and my passion, and nothing gives me greater joy than being able to share my love for beer through Brew Export and Pure Brews America TV Series. Cheers to That!

Brew Export provides expert navigation of compliance, logistics, and international marketing for the export of American craft brews.

Cherry Republic – Glen Arbor

www.cherryrepublic.com

Established: 1989

Annual Sales – Not available Export Sales – Not available

Products: Various cherry products

Export Activity: Company has made first export of cherry products to Taiwan and is now looking at the Chinese market.

Attendees: Yiwei Chen, Export Manager

Company Background: Cherry Republic was founded in 1989 when Bob Sutherland began selling T-shirts emblazoned with the slogan “Life, Liberty, Beaches and Pie” from the trunk of his car. A few years and many thousands of T-shirts later, Bob branched out into cherry products. What started by simply printing that same T-shirt design on the labels of bags of Cherry Boomchunka Cookies and dried cherries quickly blossomed into a line of nearly 200 cherry products.

We outgrew the trunk of Bob’s car many years ago and now have four retail locations: our headquarters at our Glen Arbor campus, another flagship store in Traverse City, and embassies in Charlevoix and Ann Arbor. In addition, our thriving website and catalog business help serve the cherry cravings of our citizens around the nation and throughout the world.

2016 Michigan China Outbound Mission

Shanghai and Shenzhen

(November 8 – 14, 2016)

In Market Contact:

Roger Zhang
Cell Phone: 86 13601873080

Cindy Wang
Cell Phone: 86 13564178554

Tuesday ***November 8, 2016***

Arrive at Shanghai
Stay at The Ritz Carlton Shanghai
Address: 1376 Nanjing Xi Road, Shanghai
Tel: 86 6279 8888

Wednesday ***November 9, 2016***

9:00 Meet in the Hotel Lobby & Program Orientation

10:00 – 15:00 Visit FHC Show

✓ **Ground Transportation will be arranged by SMH**

Thursday ***November 10, 2016***

9:30 Meet in the Hotel Lobby

9:45 – 11:00 ATO Briefing

13:30 – 16:00 Retail Tour
G Super/City Super/Hema

✓ **Ground Transportation will be arranged by SMH**

Friday ***November 11, 2016***

10:00-12:00 E-commerce Visit (Feiniu)

13:30 Meet in the Hotel Lobby and head to Indigo Hotel

14:00 – 14:30 Set-up and preparation

14:30 -17:30 One-on-one Trader Meeting
Huangpu Room, 5/F, Indigo Shanghai

- ✓ **Each U.S. company will have a table for product display and trader meetings.**
- ✓ **At least 6 one-on-one meetings with pre-qualified traders will be arranged for each U.S company.**
- ✓ **Each U.S. company will be equipped with a pre-trained interpreter.**

18:00 – 20:00 Showcase Dinner (Cherry Day Event)
Char Bar, 30/F, Indigo Shanghai

- ✓ **60 attendees: importers, distributors, retailers, HRI operators & media etc.**

Saturday November 12, 2016

7:30 Meet in the Hotel Lobby (Check-out & Bring Luggage)

8:00 – 9:00 Breakfast Meeting with Governor
JW Marriott Shanghai Hotel @ Tomorrow Square

9:30 – 14:00 Visit to Yu Garden & Lunch Time

15:45 – 18:30 Flight to Shenzhen
(CZ3552, Shanghai Hongqiao Airport T2 – Shenzhen Baoan Airport T3)

Evening Arrive at Shenzhen
Stay at JW Marriott Shenzhen
Add: No. 6005 Shennan Avenue, Futian District, Shenzhen
Tel: 86 755 2269 8888

- ✓ **Ground transportation will be arranged by SMH.**

Sunday November 13, 2016

10:30 Meet in the Hotel Lobby

10:30 – 13:30 Retail Tour
Taste/Sam's Club/Ole'

Monday November 14, 2016

10:00 – 11:30 Market Briefing with ATO Guangzhou

14:00 – 14:30 Setup and Preparation

14:30 – 17:30 One-on-one Trader Meeting
Ball Room A, 3/F, JW Marriott Shenzhen

- ✓ **Each U.S. company will have a table for product display and trader meetings.**
- ✓ **At least 6 one-on-one meetings with pre-qualified traders will be arranged for each U.S company.**
- ✓ **Each U.S. company will be equipped with a pre-trained interpreter.**

17:30 – 19:00 Showcase Dinner
lan space, 1/F, JW Marriott Shenzhen

- ✓ **50 attendees: importers, distributors, retailers and manufacturers etc.**
- ✓ **Each U.S. company can introduce their company background and product to the attendees**
- ✓ **Further business discussion during the reception**

*******************End of Michigan China Outbound Mission********************

Shanghai Auto City

Media, MOU Signing, Shanghai's MCity photo-op

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:

Visit a major automotive zone being developed by the Shanghai government. Deepen the partnership started between Michigan and Auto City begun in 2012 during our visit to the Shanghai Auto Museum (part of the zone) with the signing of an MOU. Get a photo-op at Shanghai's "version" of MCity. Meeting with a short briefing about Shanghai's Auto City.

Attendees:

Jiading District Party Secretary Ma Chunlei
Auto City Chairman Rong Wenwei

Media
Shanghai Daily
Xinhua News Agency
Online.sc.cn

RDS
Kevin Kerrigan
Brian Connors
Ning Shao
Allison Scott
Emily Guerrant
Lindsay Kirchinger
Katelyn Wilcox, MEDC Protocol
Courtney Henderson, Michigan-China Innovation Center

Event Line-by-line:

1:30-1:50 pm	Protocol Meeting with Jiading District Party Secretary Ma Chunlei and Auto City Chairman Rong Wenwei
1:50-2:00 pm	Brief Introduction of Auto City
2:00-2:10 pm	Brief Introduction of Michigan Auto Development
2:10-2:15 pm	Shanghai Auto City & MEDC Auto Office MOU Signing [media] (Witnessed by Jiading District Leadership, and maybe NextEV and a couple of auto-related companies will be invited, and media will be invited)
2:15-2:40 pm	Transit to A Nice City, Shanghai's version of MCity
2:40-3:00 pm	Tour and Photo-op
3:00-3:15 pm	Media Interview

Talking Points:

- Update the Shanghai Auto City officials on MCity, the American Center for Mobility, and the SMART Corridor.
- Discuss Shanghai Auto City's plans for a North American office and how Michigan can help.

Attire: Business (tie)
Photo: Photo-op at Nice City
Gift: Wooden Pen in Wooden Box

BACKGROUND

Auto City is putting an office in SAIC USA in Birmingham, MI.

Chairman Rong Wenwei signed the 2012 agreement. We met him at that lunch in 2012 and RDS was seated with him.

Shanghai Auto City
Shanghai Auto City is located in Anting, which is a town in Shanghai's Jiading district. In 2000, the party secretary of Shanghai, Huang Ju, initially proposed building an automotive industrial area in Anting. With a planned area of 68 square kilometers, Shanghai Auto City is intended to be a modern city with integrated manufacturing, R&D, trading, expo, sports, and tourism. The automotive industry is a key area of focus for the Shanghai municipal government in the "10th Five Year Plan" period.

Introducing Planet M to China audience while visiting Auto City

- We launched a new campaign earlier this year – Planet M -- to elevate Michigan as the hub of mobility innovations. The campaign's tagline, "Michigan. Where Big Ideas in Mobility are Born," summarizes the state's mission to grow high-profile business sectors including technologies and services that will enable Michigan to be the leader in the reinvention of the transportation industry.
- Michigan has always been the automotive industry leader, and as the transportation industry evolves, our state's influence will continue to shape the way the world moves.
- More than half of the world's population lives in town and cities, and by 2040, researchers project that two out of three people will live in urban environments. As residents change the way they live, travel, and use services, many of the technologies that are changing in the transportation industry will be conceptualized, tested, and created in Michigan.
- By 2017, Michigan will be home to two permanent and purpose-built autonomous vehicle testing sites – the only facilities of their kind in the U.S.
    - MCity, a 32-acre site that opened in 2015, simulates urban and suburban environments.
    - The American Center for Mobility, a 335-acre site at the former Willow Run location, will provide additional testing and validation resources for the industry including higher speeds and interaction with rail and flight.

Other key points:

- Michigan is home to the largest concentration of engineers in the nation.
- Many automotive manufacturers and suppliers are either based in the state or hold a major presence here, including seven global auto research and development companies with headquarters based in Michigan: Ford Motor Company, General Motors, Fiat Chrysler Automobiles, Hyundai, Kia, Nissan, and Toyota.
- Michigan boasts the largest deployment of freeway and surface street Vehicle-to-Infrastructure (V2I) technology in the United States. Researchers expect 120 miles of a technology-enabled "smart corridor" will span I-96, I-696, I-94, and US-23. Future deployments on I-69 and I-75 will broaden the scope of testing capabilities.
- Michigan is home to an all-weather environment, which is critical in testing autonomous technologies.
- Michigan leads the nation in patents relating to navigation and smart mobility.
- Michigan schools have specialized programs to focus on automotive technology and design, such as the K-12 program Square One, community college programs like Washtenaw Community College, and university programs at schools including the University of Michigan, Michigan State University, and Wayne State University.
- Other tech companies are planting roots in the Detroit area. Google is opening an office to access Michigan's top talent in vehicle development and engineering. Uber is also opening a facility in Detroit.

MOU Signing between the MEDC and Shanghai International Automobile City Group

- Michigan and China are in unique positions as we each pursue business and research opportunities in the interconnected autonomous vehicle space.
- The MEDC can be helpful to the Shanghai International Automobile City Group in setting up an office in Michigan.
- Both groups can work together with universities, research institutions, and companies in both regions to advance autonomous vehicle development.
- An area for great opportunity in both counties is through entrepreneurship and tech incubation, and this MOU can strengthen communication, mutual visits, and connections between incubators.
- Michigan and China are already working together on autonomous interconnected vehicle development. A $27 million research agreement between the University of Michigan and Shenzhen-based investment firm Frontt Capital Management will advance autonomous, connected vehicles and robotic technologies.
- This agreement puts in place measures that U-M and Frontt agreed to in a memorandum of understanding signed last month (October) in China. It establishes a Joint Research Center for Intelligent Vehicles at U-M. It contributes toward construction of the recently approved Robotics Laboratory and a vehicle garage on U-M's

North Campus near MCity, the simulated urban-suburban environment for testing connected and automated vehicles. It also provides engineering service and consulting fees for U-M researchers to advise Frontt on the design of a unique autonomous vehicle test facility in Shenzhen. The facility will simulate the country's unique transportation environment.

STAFF/DETAIL

Saturday, November 12, 1:30-3:00 pm
Shanghai Auto City
Lane 56, An Tuo Road, Jiading District

上海国际汽车城集团和美国密西根州经济发展署
合作备忘录

上海国际汽车城集团有限公司于 2009 年正式成立于安亭，系国有独资有限责任公司，负责上海国际汽车城的建设和运营。上海国际汽车城是一个综合的汽车制造产业基地以及集制造、研发、贸易、展览、赛车运动和旅游等多种业态于一体的现代化新城区。

密西根州经济发展署(MEDC) 是密西根州的经济发展机构，通过促进政府和私营经济部门的合作，MEDC 致力于推动密西根州经济和汽车产业的发展，并负责密西根州对外事务和吸引外资的工作。

为了更好地增进上海国际汽车城集团和密西根州在汽车行业的相互交流与合作，促进双方的优势互补并实现双赢，上海国际汽车城集团和密西根州经济发展署达成以下合作协议：

一、密西根州经济发展署对上海国际汽车城集团在密西根州设立办事处,以及后续在密西根州的业务拓展和可能的其他投资提供支持与建议，就相关事宜与上海国际汽车城集团保持沟通。

二、双方就人员互访、信息共享、会议展览、人才培训、宣传推广、行业内资源对接等方面加强交流与合作。

三、双方就车联网基础设施建设方面加强交流、互访、合作，研究开放相关资源给对方区域内的高校、科研机构、企业等使用。

四、双方在创新、创业、技术孵化领域加强合作，促进密西根州的孵化器、初创企业与上海汽车创新港及其园内企业的交流、互访及资源对接。

五、双方推动密西根州和上海国际汽车城的高校、科研机构、企业等加强多领域合作，包括前瞻、共性技术研发，产品、技术测试认证，标准、规范研究制定，数据与信息安全等。

本合作备忘录采用中英文两个版本，均为正式文本，在签字后将同时生效。

密西根州经济发展署	上海国际汽车城集团有限公司
_____	_____
凯文•克里根	荣文伟
高级副总裁,汽车产业办公室主任	董事长、总经理
2016 年　　月　　日	2016 年　　月　　日

MEMORANDUM OF UNDERSTANDING

Michigan Economic Development Corporation
and
Shanghai International Automobile City Group

Formally founded in 2009 in Anting, Shanghai, International Automobile City Group is a solely state-owned limited company responsible for the construction and operation of Shanghai International Auto City: a comprehensive automobile manufacturing base as well as a new modern town with integrated functions of manufacturing, R&D, trading, expo, racing car sports, and tourism.

The Michigan Economic Development Corporation (MEDC) leads the economic development activities for the State of Michigan. As a public body corporate organization, it is committed to promoting Michigan's economic and automotive industry growth, as well as expanding and attracting businesses to Michigan.

In order to further strengthen the communication and cooperation within the automotive industry, facilitate industry complementary advantages and create mutual benefits, Shanghai International Automobile City Group and MEDC do hereby agree to the following:

1. MEDC will provide suggestions and support Shanghai International Automobile City Group in setting up an office in Michigan, as well as support the business development and possible further investment in Michigan afterwards. MEDC will keep in communication with Shanghai International Automobile City Group about related issues.

2. Enhance communication and cooperation in the areas of personnel visiting, information sharing, conferences & exhibitions, talent training, PR & marketing, and industry resource connection.

3. Strengthen exchanges, mutual visits, and cooperation related to infrastructure construction for connected vehicles. Both parties will explore the feasibility of having the related resources open to use for universities, research institutions, and companies in the other party's region.

4. Strengthen cooperation in the areas of innovation, entrepreneurship and tech incubation while facilitating communication, mutual visits, and resource connections between incubators and startup companies in Michigan and the Shanghai Auto Innovation Park and its companies.

5. Push forward cooperation between the universities, research institutions, and companies in Michigan and in Shanghai International Automobile City Group in multiple areas, such as futuristic and basic technology R&D, product and technology testing and certification, studying and building standards and regulations, data and information security, etc.

This Memorandum of Understanding is done in duplicate in the English and Chinese languages, both texts being equally authentic, and shall come into force from the date of signature.

Michigan Economic Development Corporation Shanghai International Automobile City Group

_____	_____
Kevin Kerrigan	RONG Wenwei
Senior Vice President and Director of Automotive Office	Chairman and General Manager
Month___, Date___, 2016	Month___, Date___, 2016

Shanghai Jiaotong University Visit and Media with
Joint Institute Ross Executive Development Program

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Courtesy university visit. Media on roll-out of the Ross Executive Development Program.

Attendees:
Mr. JIANG Sixian ("Secretary Jeeahng"), Secretary of CPC of Shanghai Jiaotong University ("Shanghai Gee-ow-tong University"
Other university officials

RDS
Kevin Kerrigan
Brian Connors
Ning Shao
Allison Scott
Emily Guerrant
Lindsay Kirchinger
Katelyn Wilcox, MEDC Protocol
Courtney Henderson, Michigan-China Innovation Center

Event Line-by-line:
4:30-4:40 pm Greeted by Party Secretary of SJTU Jiang Sixian, walk through SJTU history exhibit (*Greeted at the 1st floor, history exhibit on 3rd floor*)
4:40-4:55 pm Meeting (*Room 108*)
4:55-5:20 pm Talk to press regarding launch of Ross EDP Program (*Room 108*)

Talking Points:
- Ross Business School is planning a larger public launch of the Executive Development Program at a later time. This will simply be an initial mention of it.
- Highlight U-M's relationship with China.
    - Ross Business School of the University of Michigan (U-M) and Shanghai Jiao Tong University (SJTU) to launch Executive Development Program (EDP) for the China market;
    - U-M and China story highlight: Boxer Indemnity story with U-M's contribution;
    - U-M-SJTU Joint Institute 10th Anniversary Celebration
- This joint program is ideal for engineering undergraduates looking to add business acumen to their degree. And what better place in the world for engineers and business to mix together than the University of Michigan?
- The partnership benefits both programs by broadening international engagement for students and faculty and providing a truly unique cross-disciplinary educational experience.
- This program is just the latest example of a strong history between the University of Michigan and China – an international relationship that began nearly 170 years ago when a member of the University of Michigan's first graduating class traveled to China. (1847 Judson Collins went to China to become a missionary and established an early link between the two countries).

- This partnership allows students and faculty to reach their full potential in a globalizing world. We know that student gains a great deal from people who are different from themselves.

Note: Media Invited
Attire: Business (tie)
Photo: Photo at end of meeting
Gift: None

BACKGROUND

RDS had breakfast at hotel with Party Secretary Jiang Sixian on 2014 trip together with the dean of the Joint Institute. Party Secretary Jiang is interested in creating more educational programs with U-M. U-M is not as committed to deepening other partnerships with Shanghai Jiaotong University at this time.

U-M's Relationship with China
U-M's relationship with China is rooted in the work of U-M President James B. Angell, who in the 1880s served at the United States First Minister to China. Although he visited China to negotiate on behalf of the U.S. government, he returned to campus convinced that his university and China had something to offer each other — something vital to the future of both. Throughout his tenure he opened U-M to deeper engagements in China and around the world. And, importantly, President Angell played a meaningful role in establishing the Boxer Indemnity Scholarship Program which proved vital to higher education in China.

The historical bonds between Michigan and China helped educate generations of young people unafraid to lead in unsettled times. In 1896 Mary Stone (Shi meiyu) and Ida Kahn (Kang Cheng) were the first Chinese students to graduate from U-M. From the 1890s to the 1950s, more students from China attended U-M than any other U.S. university. Among those students were: Dr. Wu Ta-You, father of Chinese research physics; Dr. Zhu Guangya, founding president of the Chinese Academy of Engineering; Dr. Samuel Ting, winner of the 1976 Nobel Prize for Physics; and Dr. Wu Yi-Fang, China's first woman college president.

One trait that defines our institutional relationships in China is partnership. U-M approaches these relationships with great respect, keen to generate coordinated, bilateral investments in learning communities that have real value for U.S. and Chinese based students and faculty.

Our joint initiatives with SJTU and PUHSC exemplify U-M's values. Rather than create a de facto satellite campus that generates revenue for Ann Arbor -- and rather than replicate U-M or a partner school in China -- we have built innovative platforms with our Chinese peers, focusing on areas in which we had complementary teaching, research, and administrative expertise.

Our collaboration with SJTU formally dates to 2006, although we have had an informal relationship since about 2001. Today the JI has about 1,000 students in electrical and mechanical engineering. Of the 250 graduates each year, more than 150 continue their study in best universities in the U.S. and rest of the world. The JI is currently the top ranked program in electrical engineering in China.

Our collaboration with Peking University Health Science Center in Beijing provides a platform for high-impact collaborative research that leverages the unique strengths of each university to advance global health. Research focuses on three areas: pulmonary disease, cardiovascular disease, and liver disease. Through this platform, scientists from both sides train and translate their research into medical practice. U-M brings a depth of technical expertise and innovation to the relationship; PUHSC brings deep pools of talent and scales of research and testing unavailable to U-M elsewhere.

When the U-M Health System sought a new global partner, they first looked at where faculty were already writing joint research papers with colleagues. China, and particularly PUHSC, was at the top of the list. The Health System has more than 1,000 faculty and staff from China.

In addition to our Joint Institutes with SJTU and PUHSC, U-M has dozens of academic relationships in China -- big and small. We work with every top university in some way, including Tsinghua, Peking University, and Fudan.

U-M has a strong commitment to a globally minded student body and a robust community of international students. We have more than 6,500 international students on campus, more than 2,700 of which come from Mainland China. The next two biggest international student populations are India (~900) and Korea (~600).

More than 5,000 students from U-M travel globally each year for meaningful educational experiences -- curricular (credit) and co-curricular (noncredit).

President Mark S. Schlissel visited China in July 2015. He visited Hong Kong in October 2016.

Shanghai Jiaotong University (SJTU)
SJTU is a prominent Chinese university with 28 schools, 26 directly-affiliated institutions, 12 affiliated hospitals, with 16,099 undergraduates and 27,921 postgraduates. Today SJTU has 64 undergraduate programs covering 9 major disciplines: economics, law, literature, science, engineering, agriculture, medicine, management and arts.
http://en.sjtu.edu.cn/

UM-SJTU Joint Institute (JI)
The UM-SJTU Joint Institute (JI), founded in 2006, represents a strategic global partnership between the University of Michigan (UM) and Shanghai Jiao Tong University (SJTU). The Chinese government and both partner universities are fully committed to develop the JI as a world-class institute for engineering education. The JI has merged and utilized the best practices of both universities, whose primary mission is to establish a highly reputable institute for innovative global engineering education and research activities that will eventually extend to various other academic disciplines.
http://en.sjtu.edu.cn/

For the College of Engineering, the JI is their largest international partnership, by far. The JI is jointly administered by U-M and SJTU and it resides physically on the (new) SJTU campus. The JI has its own faculty that U-M has helped hire, and it offers ECE and ME degree programs for about 1,000 Chinese students. U-M expects the degree options to expand in the near future.

The tuition at the JI is FAR higher than is standard at other universities in China, but the JI attracts outstanding students because the instruction follows U-M College of Engineering curricula, instruction is in English, and there are strong connections to U-M and the U.S.

About 100 JI students per year transfer into the College of Engineering at U-M at the beginning of their junior year. These are terrific students who complete Michigan degrees (in addition to a JI degree), and many go on to pursue graduate studies at U-M and other leading engineering schools in the U.S.

The College of Engineering sends about 50 students to the JI each summer, where they take courses side-by-side with the Chinese students. These students have fabulous experiences (especially cultural) in this program and return with skills to work on either side of the Pacific.

U-M has a growing research relationship with SJTU and the JI, especially in the area of clean vehicles.

Ross Executive Development Program
The Ross EDP aims to develop the next generation of leaders for the automotive industry. In this 2-week program, attendees discover how and why the auto industry is changing, and what to do about it. The Executive Development Program equips future C-Suite executives who will drive the future of the global auto industry. Developed and delivered in partnership between Michigan Ross and the Michigan Joint Institute at Shanghai Jiao Tong University, the EDP features sessions in Shanghai, Ann Arbor, and Palo Alto.

The program delves deeply into the trends, technologies and talent changes that are dramatically reshaping the auto industry including: autonomous vehicles, connectivity, sustainability, advanced manufacturing, artificial intelligence, and changing workforce demographics.

Kicking off with a 1-day forum at the Shanghai Auto Show, the program features an in depth look at the auto industry through company visits and interactions with expert faculty in Michigan, followed by a technology-focused immersion in Palo Alto. The program is delivered in English with Chinese simultaneous translation, making it accessible to global executives from around the world.

Secretary JIANG Sixian



Jiang Sixian (born 1954) is from Jiangdu, Jiangsu Province. He joined the Communist Party of China (CPC) in March 1976 and entered the workforce in January 1972. He is currently **Deputy Director of the Shanghai Municipal People's Congress** and **Chairman of Shanghai Jiao Tong University (SJTU) Council**. He is also a member of the Eighteenth Communist Party Congress of China and serves as the Director of Boao Forum for Asia (BFA).

Between March 1978 and January 1985, Jiang Sixian studied in the Department of Mechanical Engineering at SJTU and earned his Bachelor's and Master's degrees in engineering. After graduation, he worked at SJTU in a number of positions including Secretary of SJTU Communist Youth League, In February 1993, Deputy Chairman of SJTU Council, and in February 1994, Vice President of SJTU.

In November 1994, Jiang Sixian started his career in the public service sector. Deputy Director of the Organization Department of CPC Shanghai committee, Governor of Xuhui District in Shanghai, Secretary-General of Shanghai Municipal Government, Vice Mayor of Shanghai, and Governor and Party Secretary of Pudong District in Shanghai. He was elected in April 2004 member of the Standing Committee of the CPC Shanghai Municipal Committee and became Director of the Organization Department of the CPC Shanghai Municipal Committee.

Jiang Sixian had been working in Hainan Province, first as Vice-Governor of the province, overseeing reform and development initiatives in a wide range of areas, including education, transportation, land and resources allocation, environmental protection, housing and construction, state-owned assets management and financial planning. Under his guidance, Hainan Province had since undergone successful development of the Yangpu Economic Zone, enhanced friendly relationships with foreign institutions as well as overseas Chinese, and become an appealing platform for fund-raisers and investors. Then in February 2011, while still holding the post of Deputy Governor of Hainan Province, Jiang Sixian was appointed Party Secretary of the City of Sanya, and in April 2012, he was elected into the Standing Committee of the CPC Hainan Provincial Committee. Later, he was elected Deputy Director of the Standing Committee at the second plenary session of the 14th Shanghai Municipal People's Congress.

STAFF/DETAIL

Saturday, November 12, 4:30-5:20 pm
Shanghai Jiaotong University Old Campus, Old Library
1954 Hua Shan Road
Xuhui District, Shanghai

Shanghai U-M Alumni Dinner

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Build relationships over dinner with top VIP U-M alumni in the Shanghai area. They were identified by U-M's alumni development department. We will also be joined by several UM SJTU Joint Institute board members, some of whom are not actually U-M alums.

Attendees:

Dr. CHEN Yudong	MSE 1989, PhD 1991
Dr. CHEN Ye (Richard)	PhD 1999, MBA 2006
Dr. GONG Chunhe (Michael)	PhD 2000
Dr. James HOLLOWAY	U-M, Vice Provost, Global Engagement
Dr. Jack HU	U-M, Vice President, Research
Dr. HUA Ping (Peter)	
Dr. HUANG Peisen	Dean, UM-SJTU Joint Institute
Dr. LI Guangxin (Larry)	Research Fellow
Dr. MU Lianchun (Lane)	MBA 2006
Dr. Richard ROGEL	BBA 1970, LLD. Hon 2009
Mr. Chauncey SHEY	
Mr. Thomas STANLEY	AB 1988, MBA 1993
Ms. SUN Jie (Jane)	
Mr. WU Jiong (John)	BS 1989
Mr. YU Liming	

RDS
Kevin Kerrigan
Brian Connors
Dave Lorenz
Ken Dewoskin, Michigan-China Innovation Center Board of Advisors & Senior China Advisor, Deloitte

Event Line-by-line:
5:30 PM – 5:45 PM Guests Arrive, Reception
5:45 PM – 7:00 PM Sit down, toast from Governor, James Holloway, Jack Hu
7:00 PM Dinner concludes; Governor departs

Talking Points:

- This is intended to be an intimate gathering and an opportunity to get to know attendees. Beginning with self-introductions would be appropriate.
- Could mention to this group that Detroit Symphony Orchestra's (DSO) 2017 China tour will bring them to Shanghai, and we've included a gift from DSO

Attire: Business (tie)
Photo: Photo at end of dinner
Gift: Wooden pens & DSO CDs

STAFF/DETAIL

Saturday, November 12, 5:30-7:00 pm
Radisson Plaza Xing Guo Hotel, No. 8 Conference Building, VIP Room
987 Hua Shan Road, Shanghai

BACKGROUND

Dinner Attendees

Dr. CHEN Yudong
陈玉东



- President, Bosch (China) Investment Ltd (since 2011).
- "First generation" of automotive professionals who returned to China from Michigan
- BSE, Chongqing University; MSE and PhD 1991, University of Michigan; MBA 1998, Michigan State University
- Member of UM-SJTU Joint Institute Development Advisory Board

Dr.. CHEN Ye, Richard
陈晔



- General Manager and Board Director, Yanfeng KSS
- Vice President for Global Sales, KSS Passive Safety BU
- Over 10-years experience with Daimler Chrysler in Michigan and China
- BSE, Shanghai Jiaotong University; PhD and MBA, University of Michigan

Dr. GONG Chunhe, Michael
龚春和



- Executive Director, Olympus Capital Shanghai
- Over fifteen years of investment and operational experience. He was a Principal at Baring Private Equity Asia, and Vice President of CITIC Private Equity.
- PhD, University of Michigan; MBA, University of Chicago
- Member of UM-SJTU Joint Institute Development Advisory Board

Dr. LI Guangxin, Larry
李广新



- Founding Partner, DFJ DragonFund China
- Over 20-years of experience in early-stage investments and industrialization. He focuses on healthcare and TMT.
- In 1993-1998, Larry was Director of Shanghai Jinqiao Hi-Tech Innovation Center.
- PhD, Shanghai Jiaotong University; Research Fellow, University of Michigan
- Member of UM-SJTU Joint Institute Development Advisory Board

Dr. MU Lianchun, Lane
穆连春



- Managing DIrector, RLE International (China)
- 10+ years of experience in Michigan with automotive companies and suppliers
- PhD, Dalian University of Technology; MBA, University of Michigan

Dr. Richard Rogel
罗睿驰



- CEO, Tomay Inc
- Vice Chair of Victors for Michigan Campaign,
- BBA, University of Michigan
- Co-Chair of UM-SJTU Joint Institute Development Advisory Board

Mr. Thomas Stanley
史伟华



- Chief Knowledge Officer, KPMG China; COO, KPMG Global China Practice.
- Over 20 years working experience in Hong Kong, Taiwan, and Mainland China. Industry focus is automotive and industrial markets
- BA and MBA, University of Michigan

Dr. HUA Ping, Peter
华平



- Managing Partner, SoftBank China VC
- BS, Shanghai Jiaotong University; PhD, University of Wisconsin; MBA, Kellogg School of Management, Northwestern University
- Member of UM-SJTU Joint Institute Development Advisory Board

Mr. Chauncey Shey
薛村禾



- Founding Partner, SoftBank China VC
- Co-Founder of UTStarcom, Inc (NASDAQ: UTSI) and served as Executive Vice President and Board Director.
- Named "Forbes China Best Venture Capitalist" several times
- BS, Shanghai Jiaotong University; MS, State University of New York
- Member of UM-SJTU Joint Institute Development Advisory Board

Mr. WU Jiong, John
吴炯



- Founder and Chairman, F&H Fund Management
- An highly accomplished technologist, entrepreneur and investor. John began his career in Silicon Valley in 1989 most notably leading Yahoo! Inc.'s search and e-commerce technology engineering team from 1996 to 1999. He went on to become angel investor and CTO of Alibaba Group in 2000.
- John graduated from University of Michigan with a Bachelor of Science Degree in Computer Science with High Distinction. He also attended Shanghai Jiaotong University.
- John and his wife Jane are both Co-Chairs of the JI's Development Advisory Board



Ms. SUN Jie, Jane
孙洁

- Co-President and COO, Ctrip.com
- She won the Best CFO Award by Institutional Investor and Best CFO Award by CFO World during the period when she served as Ctrip's CFO.
- BS, University of Florida; LLM, Peking University Law School



Mr. YU Liming
俞黎明

- President, Zhejiang Liming Engine Parts Co. Ltd.
- Respected entrepreneur and philanthropist
- Member of UM-SJTU Joint Institute Development Advisory Board

CEO of Anji Logistics, WANG Zeming

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
First meeting with a leading logistics provider that is considering Michigan as a location for its North American headquarters and logistics center. The MEDC is in the process of gaining approval for incentives.

Attendees:
Mr. WANG Zeming, CEO of Anji Logistics ("Ahn-gee")
Mr. CHEN Weigang, Anji Logistics

RDS
Kevin Kerrigan
Brian Connors
Ning Shao
Courtney Henderson, Michigan-China Innovation Center

Talking Points:

- Michigan's automotive advantages (particularly in comparison to Indiana and Ohio).
- Encourage the project that's under discussion with the MEDC.

Attire: Business (tie optional)
Photo: Photo at end of meeting
Gift: Wooden Pen in Wooden Box

BACKGROUND

Anji Logistics has submitted the required project information to the MEDC. The MEDC is evaluating this information, with a view toward creating a business offer for the company to locate its North American HQ and logistics center in Macomb County. Our goal is to gain approval of incentives by Nov. 10. Michigan is competing against Indiana and Ohio for this opportunity. According to the company, the facility would lead to the creation of 200 new Michigan jobs within the first five years of operation, with capital investments of over $8 million.

Anji Logistics
Anji Logistics, a subsidiary of SAIC, is one of China's leading logistics providers and the largest automotive logistics provider in China. Anji Logistics is comprised of six major business segments, including vehicle logistics, parts logistics, port logistics, shipping logistics, international logistics, and information technology. This stated owned company's major customers are SAIC and its subsidiaries as well as other groups of OEMs and suppliers. Since its parent company and sister companies have already expanded to Michigan, Anji also is eager to have a footprint in North America. They visited Michigan several times this year.

STAFF/DETAIL

Saturday, November 12, 9:15-10:00 am
Shanghai JW Marriott, Meeting Room 6 (5th floor)
Tomorrow Square, 399 West Nanjing Road
Shanghai, 200003, China

Founder and CEO of Cotech, HUANG Ximing

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Meet with an engineering service provider who is in the process of opening an R&D office in Michigan.

Attendees:
Dr. HUANG Ximing ("Dr. Hwong"), Founder and CEO of Cotech
BAO Yimin, VP of Cotech
Zhang Tian, VP of Sales and Marketing at Cotech
Ms. Jin CHEN, Senior PR Manager of Sales and Marketing at Cotech

RDS
Kevin Kerrigan
Brian Connors
Courtney Henderson, Michigan-China Innovation Center
Shusheng Wang, Miller Canfield
Olivia Deng, Miller Canfield

Talking Points:

- Open discussion of the company's plans and Michigan's resources.

Attire: Business (tie optional)
Photo: Photo at end of meeting
Gift: Wooden Pen in Wooden Box

BACKGROUND

This is RDS' first meeting with Cotech.

Cotech recently opened a Michigan R&D office, Bordrin Motors, and has plans to hire 100-150 engineers. It has just started hiring and has filled about 10 of the positions.

The majority of Cotech's management team has spent time in Michigan in the auto industry, and many have family members still living in Michigan.

- Cotech's founder and CEO, Huang Ximing, is a former Ford employee and former resident of Michigan.
- Bao Yimin, VP of Cotech, is a former Ford employee and former resident of Michigan.
- Zhang Tian, VP of Sales and Marketing at Cotech, worked for multiple Michigan companies and has an MBA from U-M.

Cotech Automotive Engineering
Cotech Automotive Engineering is an engineering service provider that aims to support the automotive industry in all areas of vehicle development. Founded in 2008 by Dr. Huang, Cotech has become a major player in the automotive industry with more than 50 technical experts on site in China and a worldwide network of partners. The company is headquartered in Shanghai and has branch offices in Beijing and Chongqing. Cotech has successfully finished many CAE, NVH, and R&H projects for Chinese OEMs like FAW, Chang'an, BAIC, and Chery.

Its products include tuning trailers, damper testers, 4-posters, steering robots, pedal/brake robots, MSC software, and CANASYN software. Its services include CAE analysis, NVH development, vehicle dynamics, chassis design, technical training, tuning trailers, and engineering software development.

Company website: http://www.tachgroup.com/en/

Dr. Huang Ximing



黄希鸣
上海思致汽车工程
技术有限公司总经理

Dr. Huang Ximing graduated from Virginia Tech. He worked for Ford in vehicle development from 1995 to 2007. He then left the U.S. to start Cotech in China.

STAFF/DETAIL

Saturday, November 12, 10:00-10:30 am
Shanghai JW Marriott, Meeting Room 3 and 4 (5th floor)
Tomorrow Square, 399 West Nanjing Road
Shanghai, 200003, China

Snyder visits Shanghai Auto City on first full day of China mission

LANSING, Michigan – Snyder kicked off the first full day of his sixth investment mission to China by visiting Shanghai International Automobile City, a comprehensive auto production base outside of Shanghai that includes a planned town and integrated functions of manufacturing, R&D, trading, expo, sports and tourism.

As part of the visit, Snyder and Jiading District Party Secretary Ma Chunlei presided over the signing of a memorandum of understanding between the Michigan Economic Development Corporation's Automotive Office and The Shanghai International Automobile City. The MOU aims to further the communication and cooperation within the auto industry and encourage cooperation between the universities, research institutions, and companies in Michigan and Shanghai.

"Both Michigan and China are in unique positions as we each pursue business and opportunities in the interconnected autonomous vehicle space," Snyder said. "Today's memorandum of understanding is an important accomplishment that builds on our mutual commitment to continue our friendship and further promote the automotive industry in Michigan and China."

Snyder outlined Michigan's extensive efforts in positioning itself as the global leader in autonomous vehicle technology through Planet M, a new campaign that promotes the state's leading role in the automotive industry.

"Michigan has always been the automotive industry leader, and as the transportation industry evolves, our state's influence will continue to shape the way the world moves," Snyder said. "With Planet M, we're putting our strengths on display for a global audience to see and learn about."

Snyder also visited Shanghai Jiaotong University, where he participated in the announcement of the Joint Institute-Ross Executive Development Program between Jiaotong University and the University of Michigan. The partnership will benefit both universities by broadening international engagement for students and faculty and providing a unique cross-disciplinary educational experience.

This program is just the latest example of a strong history between the University of Michigan and China – an international relationship that began nearly 170 years ago when Judson Collins, a member of the University of Michigan's first graduating class, traveled to China.

On Sunday, Snyder and his delegation met with representatives from Chinese travel media outlets to discuss tourism and leisure travel opportunities in Michigan, highlighting the state's vast natural resources and Detroit's continued comeback, including visitor attraction projects currently underway. He also met with several executives from Chinese companies and attended a reception hosted by the North American Automotive Professionals Association.

During his mission, Snyder will make numerous company visits and meet with business leaders and senior government officials in Shanghai, Hangzhou, Chongqing, Shenzhen, Guangzhou, and Nanchang in addition to Hangzhou.

The trip marks the Snyder administration's sixth mission to China. Other missions led by Snyder or Lt. Gov. Brian Calley have included Japan, South Korea, Canada, Germany, Italy, the Netherlands, Brazil, Mexico, Israel, Chile, Columbia, Switzerland, Ireland and Great Britain.

# # #

RICK SNYDER
GOVERNOR

STATE OF MICHIGAN
EXECUTIVE OFFICE
LANSING

BRIAN CALLEY
LT. GOVERNOR

November 10, 2016

Carol Thomas, Director
National Institute of Standards & Technology
Hollings Extension Partnership
100 Bureau Drive, M/S 4800
Gaithersburg, MD 20899-4800

Dear Ms. Thomas:

I would like to take this opportunity to convey my support for the Michigan Manufacturing Technology Center (MMTC) and the other Manufacturing Extension Partners (MEP) proposal to embed MEP staff in the National Network of Manufacturing Innovation Centers to pilot test approaches of needed technology acceleration for small to medium sized manufacturers.

The Michigan Economic Development Corporation (MEDC), our lead agency charged with retaining and adding jobs in Michigan, considers the MMTC as a strategic partner. Through its statewide and national network, MMTC as well as the MEP network have a pulse on manufacturing needs and has in-depth knowledge of the small to mid-sized manufacturing market.

Rebuilding manufacturing is critical to Michigan and to our nation. We are fortunate to have a National Network of Manufacturing Innovation (Lightweight Innovations for Tomorrow or LIFT) headquartered in Detroit. The State of Michigan believes in the value of the NNMI's and has financially supported LIFT as well as other NNMI's. This is our hope and commitment for global competitiveness.

In addition, MMTC has been a valued partner to LIFT for the past two years and is recognized nationally for its innovative contributions to the advancement of lightweight materials. With the additional support from NIST-MEP, MMTC will be able to add staff, support LIFT's long term technology transfer readiness, reach more companies, and provide additional services to Michigan manufacturers in material innovation and workforce development.

I urge your support to MMTC as well as the network of affiliated MEP Centers in this important endeavor as together we re-shape this vital sector of Michigan's and the Nation's economy and prosperity. Thank you for your consideration.

Sincerely,

Rick Snyder
Governor