Governor Rick Snyder
November 17, 2016
Daily Briefing

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*No changes from previous briefing

November 17, 2016
Thursday

All Day — **RDS - China Trip**

All Day — **Attire: Suit/Tie**

All Day — **FYI: Gov. Terry Branstad in China**

All Day — **FYI: UM Basketball AWAY v. Marquette 9:30 PM**

All Day — **Shenzhen/Guangzhou/Beijing**

All Day — **Weather: 83°/70°**

8:00 AM - 9:00 AM — **RDS - REMARKS/ATTEND - Top U-M alumni in Shenzhen Breakfast -- Lan Space, 1st Floor, JW Marriott**

Purpose: Conduct a business development meal with top VIP U-M alumni in the Shenzhen area.

Attendees:

Mr. Jordan Berke	BGS 1998, MBA 2005
Mr. DU Yang (James)	BFA 2002
Mr. Benjamin Hassing	MBA 2003
Dr. Jack HU	U-M, Vice President for Research
Mr. Frederick LUI, JP	AB 1970, M.Arch 1981
Dr. Richard Rogel	BBA 1970, LLD Hon. 2009
Mr. WANG Lejing	
Mr. YOU Yuanqing	MSI 2008
Mr. ZHAO Bin	U-M Development

Kevin Kerrigan
Brian Connors
Jamie Clover-Adams
Lindsay Kirchinger
Courtney Henderson, Michigan-China Innovation Center
Mayor Mike Duggan
Jun Ni, U-M

Agenda:
RDS & Mayor will give welcome remarks

Gift: Pens and DSO CDs

Note: Photo at the end of breakfast

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.
- Can also mention, regarding gifts, that DSO will be visiting nearby Guangzhou in 2017, which we're excited about

Attachment: Briefing



Staff/Detail
POC: BConnors

8:00 AM - 8:00 AM **FYI - Lindsay to check out delegation -- luggage to the lobby by 11:00 AM**

9:00 AM - 9:45 AM **RDS - Meeting with Tencent President Martin Lau -- Club Lounge, 27th Floor, JW Marriott**

Purpose: Build a relationship with Martin Lau, an extremely influential China IT industry leader, who is a U-M graduate and whose family bleeds maize & blue. Inform Martin Lau that RDS comes to Shenzhen often, and that State of Michigan and the Michigan-China Innovation Center are working closely with Shenzhen, so we imagine there could be opportunities for collaboration with him in the future. To invite Martin to meet sometime in Michigan (he comes back to Ann Arbor from time to time).

Attendees:
Martin LAU, President of Tencent
Perhaps 1-2 additional people from U-M development or Tencent

Mayor Duggan
Kevin Kerrigan
Brian Connors
Jun Ni, U-M

Note: Group Photo

Gift: Wooden Pen

Talking Points:
- Note: Martin Lau is a relatively quiet guy, so the meeting is small and we want to focus on building the relationship.
- Talk about both of your time at U-M.
- Talk about your experiences at Gateway, discuss IT leadership.
- Learn more about his role and initiatives at Tencent.
- Ask whether he'll get back to Ann Arbor, and meet up there if possible

Attachment:
1. Briefing
2. Deloitte Analysis



Staff/Detail
POC: BConnors

9:45 AM - 10:00 AM **RDS Time -- JW Marriott**

10:00 AM - 10:30 AM **Travel to Shenzhen Stock Exchange**

10:30 AM - 11:00 AM **RDS - Tour Shenzhen Stock Exchange -- 2012 Shen Nan Ave., Futian District, Shenzhen, 518038**

Purpose: Visit Shenzhen Stock exchange for the first time, which is often referred to as the NASDAQ of China. Following a tour, have lunch with several successful entrepreneurs introduced by officers of the exchange. It will be a good gesture in the relationship between Michigan, Detroit, and Shenzhen, to have visited this important asset.

Attendees:
Qian Li, Board Secretary, BYD Company Limited
Nanly Tian, President, Board Member, Shenzhen Deren Electronic Co., Ltd.
Zongtao Zhang, President, Board Member, Shenzhen Roadrover Technology Co., Ltd.
Jinmin Hu, Technical Director, Shenzhen Roadrover Technology Co., Ltd.
Bikai Oiu, Vice President, CFO, Board Member, Board Secretary, Guangdong Hongteo Accurate Technology Co., Ltd.
Jinrong Zhang, Vice President, Guangdong Hongteo Accurate Technology Co., Ltd.
Wufeng Chen, Board Secretary, Jiangsu Olive Sensors High-Tech Co., Ltd.

Kevin Kerrigan
Brian Connors
Ning Shao
Allison Scott
Jamie Clover-Adams
Dave Lorenz
Emily Guerrant
Lindsay Kirchinger
Jeanne Broad
Weiwei Lu
Katelyn Wilcox
Courtney Henderson

Mayor Mike Duggan
Tom Lewand
Peter Chapman
Jennifer Ollinger
Julie Egan
Jun Ni

Agenda:

10:30-11:00am	Tour Shenzhen Stock Exchange
11:00-11:15am	Transit to Lunch (*See next appointment)*

Talking Points:
- General talking points on innovation in Michigan
- Discussion with entrepreneurs

Attachment: Briefing



Staff/Detail
POC: BConnors

11:00 AM - 11:15 AM **Travel to Lunch**

11:15 AM - 1:00 PM **RDS - Luncheon with Shenzhen Stock Exchange Leadership & CEO Group -- Shangri-la Hotel, 1002 Jianshe Road, RenMin NanLu, Louhu Qu, Shenzhen 518001**

Purpose: Lunch with several successful entrepreneurs introduced by officers of the exchange.

Attendees:
Qian Li, Board Secretary, BYD Company Limited
Nanly Tian, President, Board Member, Shenzhen Deren Electronic Co., Ltd.
Zongtao Zhang, President, Board Member, Shenzhen Roadrover Technology Co., Ltd.
Jinmin Hu, Technical Director, Shenzhen Roadrover Technology Co., Ltd.
Bikai Oiu, Vice President, CFO, Board Member, Board Secretary, Guangdong Hongteo Accurate Technology Co., Ltd.
Jinrong Zhang, Vice President, Guangdong Hongteo Accurate Technology Co., Ltd.
Wufeng Chen, Board Secretary, Jiangsu Olive Sensors High-Tech Co., Ltd.

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Brian Connors
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Jamie Clover-Adams
Dave Lorenz
Emily Guerrant
Lindsay Kirchinger
Jeanne Broad
Weiwei Lu
Katelyn Wilcox
Courtney Henderson

Mayor Mike Duggan
Tom Lewand
Peter Chapman
Jennifer Ollinger
Julie Egan
Jun Ni

Group Photo

Gift: Wooden Pen to most senior businessperson, seated next to RDS

Talking Points:
- General talking points on innovation in Michigan
- Discussion with entrepreneurs

Staff/Detail
POC: BConnors

1:00 PM - 3:30 PM **Travel to Guangzhou**
By Car

3:30 PM - 4:15 PM **RDS - Meeting with CCPIT -- Executive Lounge Meeting Room, 3Rd Floor, White Swan Hotel, No 1 Shamain South Street, Liwan District, Guangzhou**
Purpose: Have a casual conversation with an old friend, Wang Xia, of CCPIT-Auto. Direct the talk to Kevin Kerrigan, to discuss the upcoming US-China Automotive Forum, in Detroit, on Jan 9, which we co-produce with Wang Xia's team.
Wang Xia had tried to secure time with Great Wall Motors Chairman, but was unable to. He may still invite a few automotive professionals to join him in the meeting.

Attendees:
Mr. WANG Xia ("Chairman Wahng"), Chairman, CCPIT-Auto (RDS Last saw 1/13/16 at CCPIT Lunch Reception)
Other CCPIT officials, TBD
Company officials, TBD

No Gift

Note: Photo at end of meeting

Talking Points:
- Discuss the upcoming January 9th "US-China Automotive Forum", co-hosted by MEDC, Michigan-China Innovation Center, and CCPIT-Auto
- Discuss Michigan's progress in intelligent & connected vehicles
- Learn about China's progress in intelligent & connected vehicles; new energy vehicles; lightweighting; ride-share, and other trends

Attachment: Briefing



Staff/Detail
POC: BConnors

4:15 PM - 4:30 PM **RDS Time**

4:30 PM - 5:20 PM

RDS - Guangdong media interviews -- Executive Lounge, 3rd Floor, No. 60 Shamian Avenue, Liwan District

Purpose: To promote Michigan as the premier business market in North America.

Attendees:
Media
Nanfang Daily
Yangcheng Evening News

Mayor Mike Duggan
Kevin Kerrigan
Jamie Clover-Adams
Dave Lorenz
Emily Guerrant

No Gift or Photo

Attachment: Briefing



Staff/Detail
POC: BConnors

5:20 PM - 5:30 PM

Travel to Guangdong Event

5:30 PM - 6:10 PM

RDS - Meeting with Party Secretary Hu Chunhua -- 1st Floor Conference Rm, No. 60 Shamian Avenue, Liwan District

Purpose: To meet with old friend Secretary Hu, who will roll out the red carpet for us, in reciprocation for his May 2016 visit to Detroit. Also, to discuss next steps in the sister province-state relationship.

Attendees:
Mr. HU Chunhua, Party Secretary of Guangdong
Other Guangdong officials, TBD
Kevin Kerrigan
Brian Connors
Ning Shao
Allison Scott
Jamie Clover-Adams
Dave Lorenz
Emily Guerrant
Lindsay Kirchinger
Jeanne Broad
Weiwei Lu
Katelyn Wilcox
Courtney Henderson

Jun Ni
Mayor Mike Duggan
Lori Maher
Tom Lewand
Kathy Lewand
Peter Chapman
Jennifer Ollinger
Julie Egan

No Gift

Group Photo

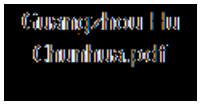
OPEN Press

Talking Points:

- Since the signing of the sister Provinces, we've had substantial exchanges
  - Michigan has visited Shenzhen and Guangzhou
  - Guangzhou foreign affairs office led a follow-up delegation (led by Madam Su Caifang) to Michigan to discuss follow-up to the signing
  - During that trip, there was an exchange between Michigan and Guangdong police, on best practices in public security and anti-terrorism tactics
- Give him a full update on the establishment of the Michigan-Shenzhen Center, and ask whether he has any suggestions
- Anecdotally, Kingfa, who Hu visited while he was in Michigan, is expanding rapidly, and more cases between Michigan and Guangdong are under discussion
- *One possible request to raise:* Have Guangzhou Automotive Corporation take a second look at Michigan for R&D. GAC is currently making plans to do automotive R&D in California, and won't share any information with MEDC and Michigan-China Innovation Center about why.
- Invite Hu to attend a performance during the DSO's 2017 China tour, which will perform in Guangzhou July 25th, 2017
- Thank him for his tremendous hospitality

Attachment: Briefing





Staff/Detail
POC: BConnors

6:15 PM - 7:25 PM

RDS - Dinner with Guangdong Party Secretary Hu Chunhua -- 1st Floor Banquet Room, No. 60 Shamian Avenue, Liwan District

Purpose: Dinner with Secretary Hu, who will roll out the red carpet for us, in reciprocation for his May 2016 visit to Detroit. Also, to discuss next steps in the sister

province-state relationship.

Attendees:
Mr. HU Chunhua, Party Secretary of Guangdong
Other Guangdong officials, TBD
Kevin Kerrigan
Brian Connors
Ning Shao
Allison Scott
Jamie Clover-Adams
Dave Lorenz
Emily Guerrant
Lindsay Kirchinger
Jeanne Broad
Weiwei Lu
Katelyn Wilcox
Courtney Henderson
Jun Ni
Mayor Mike Duggan
Lori Maher
Tom Lewand
Kathy Lewand
Peter Chapman
Jennifer Ollinger
Julie Egan
Note: No Gift during dinner

OPEN Press

Talking Points (same as meeting):

- Since the signing of the sister Provinces, we've had substantial exchanges
    - Michigan has visited Shenzhen and Guangzhou
    - Guangzhou foreign affairs office led a follow-up delegation (led by Madam Su Caifang) to Michigan to discuss follow-up to the signing
    - During that trip, there was an exchange between Michigan and Guangdong police, on best practices in public security and anti-terrorism tactics
- Give him a full update on the establishment of the Michigan-Shenzhen Center, and ask whether he has any suggestions
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- Invite Hu to attend a performance during the DSO's 2017 China tour, which will perform in Guangzhou July 25th, 2017
- Thank him for his tremendous hospitality

November 17, 2016 Continued
Thursday

Staff/Detail
POC: BConnors

7:25 PM - 8:25 PM **Travel to Airport**

9:00 PM - 12:00 AM **Flight to Beijing -- DEPART: Guangzhou, CZ3107**
Arrival: Terminal 2

November 18, 2016

12:00 AM - 12:10 AM **Flight to Beijing -- DEPART: Guangzhou, CZ3107**

Please See Above

12:10 AM - 12:45 AM **Travel to Beijing JW Marriott**

1:00 AM - 1:00 AM **Overnight Beijing JW Marriot -- 83 Jian Guo Road, China Central Place, Chaoyang District, Beijing 100025 China**

Shenzhen U-M Alumni Breakfast

EXECUTIVE SUMMARY

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

Purpose of Meeting/Event:
Conduct a business development meal with top VIP U-M alumni in the Shenzhen area.

Attendees:

Mr. Jordan Berke	BGS 1998, MBA 2005
Mr. DU Yang (James)	BFA 2002
Mr. Benjamin Hassing	MBA 2003
Dr. Jack HU	U-M, Vice President for Research
Mr. Frederick LUI, JP	AB 1970, M.Arch 1981
Dr. Richard Rogel	BBA 1970, LLD Hon. 2009
Mr. WANG Lejing	
Mr. YOU Yuanqing	MSI 2008
Mr. ZHAO Bin	U-M Development

RDS
Mayor Mike Duggan
Kevin Kerrigan
Brian Connors
Jamie Clover-Adams
Lindsay Kirchinger
Courtney Henderson, Michigan-China Innovation Center
Tom Lewand
Jun Ni, U-M

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.
- Can also mention, regarding gifts, that DSO will be visiting nearby Guangzhou in 2017, which we're excited about

Attire: Business (tie)
Photo: Photo at end of breakfast
Gift: Pens and DSO CDs

STAFF/DETAIL

Thursday, November 17, 8:00-9:00 am
JW Marriott Shenzhen, Lan Space (1st floor)
6005 Shennan Boulevard
Futian District, Shenzhen, 518040, China

BACKGROUND

Breakfast Attendees



Mr. Jordan Berke
- Vice President, O2O/eCommerce, Walmart China
- Leads the team to transform Walmart China's business through a company-wide O2O/eCommerce platform.
- BGS 1998, MBA 2003, University of Michigan



Mr. DU Yang, James
- CEO, Asia Briefing Ltd; Chief Marketing Officer, Dezan Shira & Associates
- As the CEO of Asia Briefing Ltd., James leads all business development, client research, creative design, and web development projects for multinational clients entering and expanding into Asia. As the CMO of Dezan Shira & Associates, he oversees all marketing activities, global business publication, content marketing, technical knowledge sharing, and web infrastructure development.
- BFA 2002 University of Michigan; MBA 2009, University of Oxford



Mr. LUI Lai-Cheung, Frederick, JP
- Managing Director, Cosmetech Mably International Limited
- President, U-M Alumni Association Hong Kong, former Board Director of Alumni Association of University of Michigan
- He is active in community service in Hong Kong, serving on numerous government boards and committees, including the Hong Kong Town Planning Board, and nine years as member and chairman of the board of directors of the Tung Wah Group of Hospitals.
- BS 1979, M.Arch 1981, University of Michigan



Mr. Benjamin Hassing
- Senior Vice President, Walmart China
- Over 10 years of experience with Walmart in the U.S. and China, currently overseeing eCommerce development in China.
- As Chief Merchandise Officer of Yihaodian (then Walmart subsidiary), launched first fresh and frozen U.S. food online portal in Shanghai.
- BA Temple University, MBA 2003, University of Michigan



Dr. Richard Rogel
- 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. WANG Lejing

- Co-Founder and CEO, Frontt Capital
- LJ Wang is familiar with the operation mode of the Chinese equity investment industry, and he has rich experience in investment funds and management.
- Frontt Capital is making a $27M commitment to U-M
- BBA Shantou University



Mr. YOU Yuanqing

- Chief Experience Office, General Manager of IT User Experience Design Department, Midea Group
- Midea is a Fortune 500 company with $22 billion revenue and 100,000 employees. Mr. You manages multiple design teams in Foshan and Shenzhen, 9 business groups, Annto logistics company, and a finance center for Midea. He also leads design teams as they build key products for Midea including: supply chain, marketing, research and development, logistics, international business, employee services, mobile products, finance, and big data.
- MSI 2008, University of Michigan

Shenzhen Stock Exchange Tour and Companies Lunch

EXECUTIVE SUMMARY

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

Purpose of Meeting/Event:
Visit Shenzhen Stock exchange for the first time, which is often referred to as the NASDAQ of China. Following a tour, have lunch with several successful entrepreneurs introduced by officers of the exchange. It will be a good gesture in the relationship between Michigan, Detroit, and Shenzhen, to have visited this important asset.

Attendees:
Qian Li, Board Secretary, BYD Company Limited
Nanly Tian, President, Board Member, Shenzhen Deren Electronic Co., Ltd.
Zongtao Zhang, President, Board Member, Shenzhen Roadrover Technology Co., Ltd.
Jinmin Hu, Technical Director, Shenzhen Roadrover Technology Co., Ltd.
Bikai Oiu, Vice President, CFO, Board Member, Board Secretary, Guangdong Hongteo Accurate Technology Co., Ltd.
Jinrong Zhang, Vice President, Guangdong Hongteo Accurate Technology Co., Ltd.
Wufeng Chen, Board Secretary, Jiangsu Olive Sensors High-Tech Co., Ltd.

RDS
Kevin Kerrigan
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Lindsay Kirchinger
Jeanne Broad
Weiwei Lu
Katelyn Wilcox
Courtney Henderson

Mayor Mike Duggan
Tom Lewand
Peter Chapman
Jennifer Ollinger
Julie Egan
Jun Ni

Event Line-by-line:

10:30-11:00am	Tour of Stock Exchange
11:00-11:15am	Transit to lunch
11:15am-1:00pm	Lunch with CEO Group related to Stock Exchange

Talking Points:
- General talking points on innovation in Michigan
- Discussion with entrepreneurs

Attire: Business (tie)
Photo: Group Photo
Gift: MI Wood Box with Pen to most senior businessperson, seated next to Governor

BACKGROUND

Specific Background
RDS has not had any meetings with Shenzhen Stock Exchange before.

General Background
Shenzhen Stock Exchange
Shenzhen Stock Exchange (SZSE), established on 1st December, 1990, is a self-regulated legal entity under the supervision of the China Securities Regulatory Commission (CSRC). It also organizes, supervises securities trading, and performs duties prescribed by laws, regulations, rules, and policies. Its main functions include providing the venue and facilities for securities trading, formulating operational rules, receiving listing applications and arranging securities listing, organizing and supervising securities trading, supervising members, regulating listed companies, managing and disseminating market information, and other functions as approved by the CSRC.

SZSE is committed to developing China's multi-tiered capital market system, serving national economic development and transformation and supporting the national strategy of independent innovation. The SME Board was launched in May 2004. The ChiNext market was inaugurated in October 2009. SZSE's products cover equities, mutual funds, and bonds. The product lines include A-shares, B-shares, indices, mutual funds (including ETFs and LOFs), fixed income products (including SME collective bonds and asset-backed securities), and diversified derivative financial products (including warrants and repurchases). SZSE plays an increasingly important role in supporting the real economy and transforming the nation's economic growth model.

Since 2000, SZSE has signed MOUs with 30 major stock exchanges and financial institutions in the world and enhanced cross-border cooperation and communications. It has also taken an active part in international securities organizations. SZSE is a member of both the World Federation of Exchanges (WFE) and the Asian and Oceanian Stock Exchanges Federation (AOSEF). It is also an affiliate member of the International Organization of Securities Commissions (IOSCO).

STAFF/DETAIL
Thursday, November 17th – 10:30am-1:00pm
Shenzhen Stock Exchange
2012 Shen Nan Avenue
Futian District, Shenzhen, 518038

Guangdong Media Interviews

EXECUTIVE SUMMARY

Staff Lead: Emily Guerrant, Guerrante@michigan.org, (517) 862-5462

Purpose of Meeting/Event: To promote Michigan as the premier business market in North America.

Attendees:

Media
Nanfang Daily
Yangcheng Evening News

RDS
Mayor Mike Duggan
Kevin Kerrigan
Jamie Clover-Adams
Dave Lorenz
Emily Guerrant

Talking Points:

1. In March 2016, the Michigan Strategic Foundation approved a $ 5 million budget to set up the Michigan-China Innovation Center. What kind of organization is this? How will the agency work to improve more cooperation between Michigan and China?

- The mission of the Michigan-China Innovation Center is to build business ties between the two countries. The center provides services directly to companies that are interested in establishing trade and investment relationships between the two regions.
- The center also promotes Michigan to China. The sole purpose of this organization is to improve cooperation between the two counties – investment trips, receiving delegations, convening forums, location promotion events, business to business match making, etc.

2. May 10, 2016, Michigan and Guangdong Province signed the conclusion of a friendly provincial agreement. This was the first friendly province-state agreement signed with China in 1982, when Michigan and China officially established official contact. Why did Michigan choose Guangdong?

- Michigan was one of the first states to begin a formal relationship with China, and we are committed to a partnership that allows that to thrive. The unique vision that these agreements and innovation centers serve will add to Michigan's already unprecedented commitment to helping businesses and people in both of our countries.
- Guangdong Province is already a home to auto companies and suppliers and support numerous connections to Michigan's automotive industry. It's a natural fit for our two regions.

3. You have already visited Guangdong several times. What are your impressions of Guangdong?

- Guangdong is a very impressive province with many strong companies and great leadership. Lots of entrepreneurs and privately opened companies and that is exciting. This is our third trip to Guangdong Province and I look forward to coming back again. We have been to Shenzhen and Guangzhou, and I also look forward to exploring other areas of the province.

4. Yesterday, you attended the China International Hi-Tech Fair in Shenzhen. What was your deepest impression from this trip?

- Michigan is strong in many areas of technology – automotive technology, food processing technology and entrepreneurship start-up companies. We have some technology companies on our trip with us looking for export opportunities. There is a lot of potential for joint growth and collaboration in technology fields.

5. Michigan is an important base for US high-tech innovation. Can you share some experience of scientific and technological innovation? How can Michigan and Guangdong strengthen cooperation in this field?

- Michigan is a hotbed for technology jobs and start-up companies right now, led primarily by Detroit's comeback and resurgence and also the evolving automotive industry leading the world in mobility development.

- Michigan is at the forefront of the next revolution in not only the automotive industry, but transportation. The future is MOBILITY. And Michigan is the place to be for businesses, researchers and entrepreneurs looking to shape the next transportation frontier.
- The technology side of mobility also crosses over into cyber security and the defense industry, which are also strong industries in our state. Many of our universities have developed cyber-security related programs (Wayne State University, Oakland University, and also programs through the Merit Network).

6. In this trip, you also visited Tencent Company. What are your expectations for the development of the Internet? In this field, how can we strengthen cooperation?

- The Internet is bringing us all together and making the world so much smaller. There are great internet companies here in Guangdong and you should be proud of that. In Michigan, we are proud of the fact that Larry Page, one of the founders of Google was from the University of Michigan. We have a strong set of universities and colleges who are producing top talent who will change the world.

7. Michigan is where the "Motor City" Detroit city located; Guangdong is also China's major automobile production base. How can we have more cooperation in the joint research and development of key automotive technology, new energy vehicles and other areas?

- On our trip, the city of Detroit and Shenzhen signed an MOU, which will help both regions focus on areas they can work on together, and combined with the new Michigan-Shenzhen Trade, Investment and Innovation Cooperation Center it's a bright future of opportunity for both areas.
- Michigan is home to 75% of the automotive R&D in the US.
- Recently we launched a new branding campaign to help the world better understand Michigan's strength not just in the traditional auto industry, but the new autonomous interconnected vehicle development of the industry.
- Michigan is already working with China on new autonomous vehicle development. The University of Michigan and Shenzhen-based investment firm Frontt Capital recently reached an agreement to work together on connected vehicles and robotic technologies. The $27M research agreement shows the value our state and research institutions play in the global mobility space and the Chinese appetite to work together.
- The agreement provides support for U of M researchers to advise Frontt on the design of a unique autonomous vehicle testing facility in Shenzhen that will simulate China's unique transportation environment.

8. Michigan has a number of world-renowned universities; Guangdong is also aiming to build a strong province of education. How to promote cooperation in education?

- That is one of the main themes of the new Michigan-Shenzhen Innovation Center. The center will promote trade and investment, but has a special focus on innovation and helping bring new technologies to market between Michigan and Shenzhen, specifically technologies coming out of university research. Because of the focus on research and technology collaboration, the board of the Michigan-Shenzhen Innovation Center is comprised of 10 university leaders from both countries.

9. Agriculture is one of the key industries in Michigan; Guangdong is also a big agricultural province. Is there a shareable experience in modern farming and other farming areas?

- Consumer expectations in both China and the US are rising. They expect high quality products grown in an environmentally sustainable manner. These mutual interests create an opportunity to work together. Michigan & Guangdong can work together through our universities on fertilizer application techniques, best management practices to keep nutrients out of both surface and groundwater, and irrigation application techniques that will benefit the food and agriculture sector of the province and state.

10. Guangdong is currently having Free Trade Area in Guangzhou and Shenzhen. In your opinion, how can we strengthen cooperation in modern service industry like the financial sector and other areas?

- What they are doing is a good idea. The role of the government is to create a business-friendly environment and then get out of the way and let the companies do what they do best. They know their business. The Michigan-Shenzhen Innovation Center will find a way to cooperate with the Free Trade Zones in Shenzhen.

11. The purpose of this visit to Guangdong?
    - To deepen the relationship with our sister province of Guangdong.

12. Guangdong and Michigan became friend state in May this year, how has the relationship between two province(state) developed after that?
    - Our team came to the signing in May ready for action. The same day we signed this sister state relationship, we also signed the document to create the Michigan-Shenzhen Innovation Center as well as 7 other MOUs regarding concrete collaborations between Shenzhen and Michigan.

13. In what fields have two sides reached collaborative intentions during this visit?
    - The Detroit Symphony Orchestra is coming to China in the summer of 2017, including a stop in Guangzhou.
    - The MOU signing between the University of Michigan and Frontt Capital – autonomous interconnected vehicle and research.
    - City of Detroit and Shenzhen are becoming economic partners.

14. How will people in two areas benefit from all these corporations.
    - People in both regions will benefit from more cooperation. Each area has much to learn from the other. Shenzhen has experience significant growth over the past 20 years, and Detroit is going through a period of growth for the first time in decades.

15. Michigan is the center of the American automotive industry, how the industry advance with the times?
    - Michigan help to put the world on wheels. Through innovators like Henry Ford, we mastered manufacturing and production models.
    - But new cars are as much about the technology as the manufacturing – the two areas work hand-in-hand to produce a modern vehicle.
    - Michigan is home to 75% of the auto R&D, and we are changing with the transition to more software and technology development. Our universities are investing more than $60M annually in automotive R&D, leading innovation for our state.

16. Can you briefly introduce your Planet M project to us?
    - Planet M is a branding campaign to show the world that Michigan is a leader in autonomous interconnected vehicle development. It promotes the assets in Michigan such as testing facilities like Mcity or the American Center for Mobility; infrastructure like the Smart Corridor and talent at our universities or in our workplaces.
    - Michigan has the largest concentration of engineers in the nation.
    - The world's top OEMs are all in Michigan.
    - Google and Uber have established facilities in Michigan to test their autonomous vehicles in real-world environments.

17. Tourism is also Michigan's pillar industry, what kind of distinctive tourism resources do you have?
    - Michigan is a beautiful state, and we are very proud of it. You can experience a diverse amount of cultural and tourism experiences – from urban areas like Detroit or Grand Rapids, to our coastal towns along the Great Lakes, to hunting and fishing opportunities in rural areas. Sleeping Bear Dunes was voted the most beautiful place in America. Mackinac Island is a unique experience – a beautiful island where no cars are allowed.
    - Henry Ford Museum highlights the global automotive culture and insights into US history legends like the Wright Brothers and Thomas Edison.

18. How is the communications between two places among young people?
    - Whatever gap there was in the past between Michigan and China continues to narrow. The millennial generation and the use of social media brings everyone around the world closer together. We-chat is even growing among foreigners. On our visits here to China, we promote business opportunity but also tourism opportunities. We want more people from China to come visit Michigan, see how beautiful it is and get to know

us. We're very friendly.

Gift: None
Photo: None
Attire: Business (tie required)

BACKGROUND

Nanfang Daily

Nanfang Media Group is one of China's biggest and most influential media corporations. Nanfang Daily is one of the most important newspapers in Nanfang Media Group. It is a provincial newspaper based in Guangdong, influencing the Pearl River Delta areas, southern China and more than 20 countries and regions overseas. Nanfang Daily is aiming to serve high quality information for high-end readers. Its average daily circulations are about one million.

Yangcheng Evening News

Yangcheng Evening News (simplified Chinese: 羊城晚报) is a Chinese newspaper in the Standard Chinese language, base in Guangzhou, Guangdong, China. The publication was started on October 1, 1957, in Guangzhou city, People's Republic of China. Started from May 18, 1998, this paper was among the several newspapers published by the Yangcheng Evening News Group. Yangcheng Evening News is one of the world's largest circulated newspapers, it distributed mainly in the Pearl River Delta area, South China.

STAFF/DETAIL

Thursday, November 17th – 4:30-5:20pm
Executive Lounge, 3rd Floor
White Swan Hotel
No. 1 Shamain South Street
Liwan District, Guangzhou

President of Tencent, Martin LAU

EXECUTIVE SUMMARY

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

Purpose of Meeting/Event:
Build a relationship with Martin Lau, an extremely influential China IT industry leader, who is a U-M graduate and whose family bleeds maize & blue. Inform Martin Lau that RDS comes to Shenzhen often, and that State of Michigan and the Michigan-China Innovation Center are working closely with Shenzhen, so we imagine there could be opportunities for collaboration with him in the future. To invite Martin to meet sometime in Michigan (he comes back to Ann Arbor from time to time).

Attendees:
Martin LAU, President of Tencent
Perhaps 1-2 additional people from U-M development or Tencent

RDS
Mayor Duggan
Kevin Kerrigan
Brian Connors
Jun Ni, U-M

Talking Points:

- *Note:* Martin Lau is a relatively quiet guy, so the meeting is small and we want to focus on building the relationship.
- Talk about both of your time at U-M.
- Talk about your experiences at Gateway, discuss IT leadership.
- Learn more about his role and initiatives at Tencent.
- Ask whether he'll get back to Ann Arbor, and meet up there if possible

Attire: Business (tie)
Photo: Group photo
Gift: Wooden Pen in Wooden Box

BACKGROUND

Tencent

Founded in 1998, Tencent is one of the largest Internet companies in the world. Its service includes social networks, web portals, e-commerce, and multiplayer online games.

Its offerings in China include the well-known instant messenger Tencent QQ and one of the largest web portals, QQ.com. Mobile chat service WeChat has helped bolster Tencent's continued expansion into smartphone services. Tencent holds 15% stake of JD.com, one of the largest B2C online retailers in China.

In 2004, Tencent Holdings Limited went public on the main board of the Hong Kong Stock Exchange. In April 2015, the market value of Tencent exceeded $200 billion for the first time, hitting $206 billion. In 2015, Tencent became the largest Internet company in Asia by value after Alibaba Group Holding Limited suffered a major drop ($141 billion over 10 months) in its share value.

Martin LAU



Martin and his wife Millie both grew up in Hong Kong and both went to U-M. In her family, her father and brother went to U-M as well, so they are a big U-M family.

Mr. Martin Lau was born in 1973, and serves as the Executive Director of Tencent Holdings. Martin Lau and James Mitchell, who also came from Goldman Sachs, helped persuade the company's co-founder and CEO, Ma Huateng, to offload capital-intensive divisions in search and e-commerce and focus on partnerships. In 2014, the company invested in four of China's 10 largest tech venture deals and took part in a total of 48 deals worth $6.3 billion. Tencent thus became a bigger venture capital player than Alibaba or Baidu.

Career

2007 – present	Tencent Holdings	Executive Director
2006		President: manage the day-to-day operation
2005		Chief Strategy and Investment Officer: responsible for corporate strategies, investments, merger and acquisitions and investor relations.
	Goldman Sachs (Asia)	Executive Director at investment banking division & Chief Operating Officer of Telecom, Media and Technology Group
	McKinsey & Company	Management Consultant
2014	Member of the Board of Directors	JD.com, Inc., an online direct sales company in China, which has been listed on NASDAQ since May 2014.
2014	Member of the Board of Directors	Leju Holdings Limited, an online-to-offline real estate services provider in China, which has been listed on New York Stock Exchange since April 2014.
2011	Non-Executive Director	Kingsoft Corporation Limited, an Internet based software developer, distributor and software service provider listed in Hong Kong.

Education

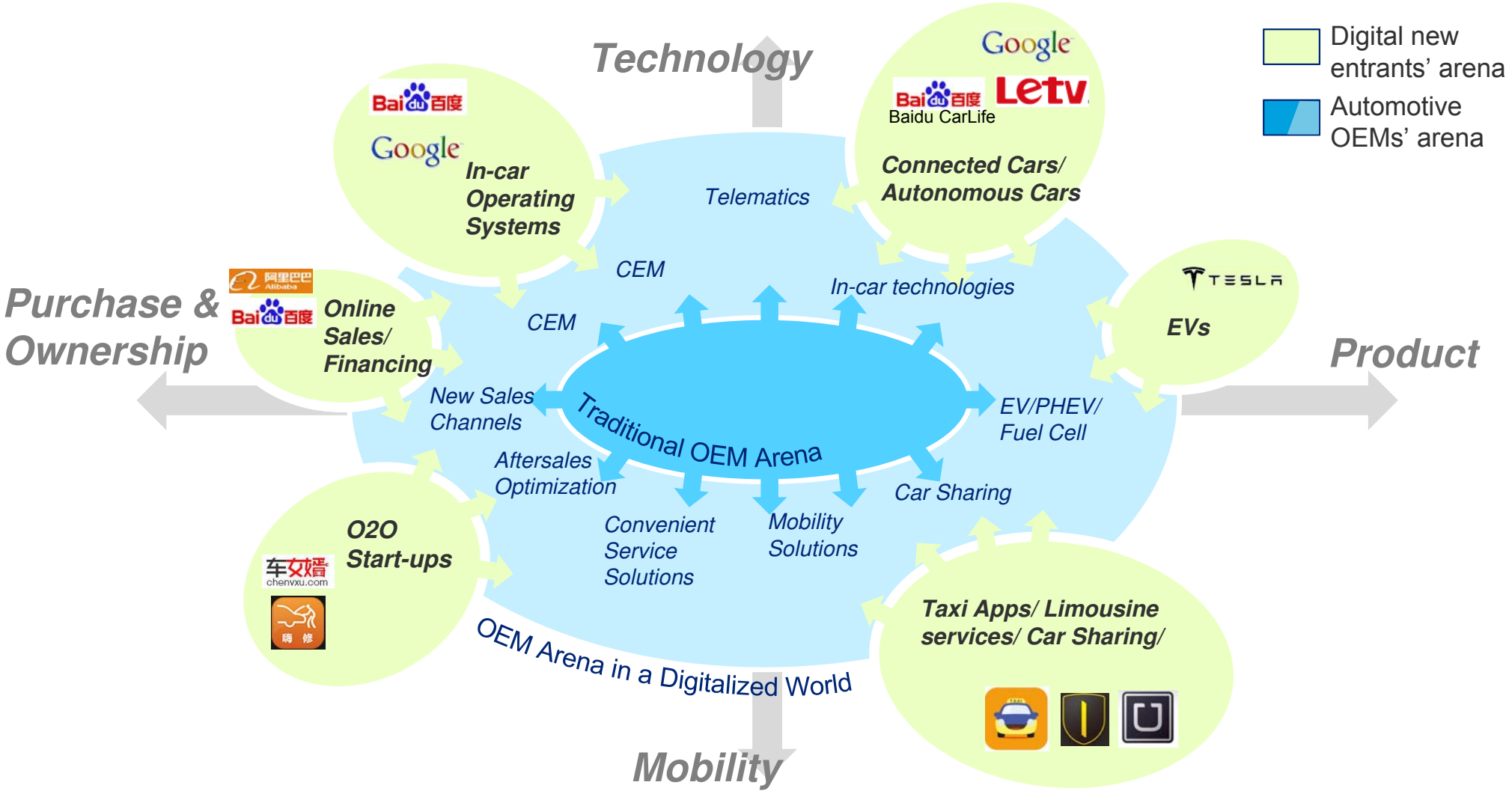
B.S. in Electrical Engineering	University of Michigan
M.S. in Electrical Engineering	Stanford University
MBA	Northwestern University

STAFF/DETAIL

Thursday, November 17, 9:00-9:45 am
JW Marriott Shenzhen, Club Lounge (27th floor)
6005 Shennan Boulevard
Futian District, Shenzhen, 518040, China

Competitive Arenas of the Future (China Specific)

But no matter how innovative, OEMs will face fierce competition from new entrants



Source: Secondary Research, Deloitte Analysis

China has unique requirements for Connected Cars

Capability Groups	Rating	Comments
Device Manufacturing and Provisioning (At Tier 1)	No Gaps	▪ Network and device provisioning processes and infrastructure can scale to support the services
Installation and Certification (At OEM Plant)	No Gaps	▪ Installation and QA processes can scale; Potential cost reduction opportunity by provisioning OTA/Wi-Fi at destination ports
Pre-Sale Management	Some Gaps	▪ No dealer incentives are planned for demonstrating / selling connected services at Lincoln China
Vehicle Sale and Subscription Capture	Major Gaps	▪ Customer experience issues: limited number of channels, activation requires 24 hours, vehicles transfer data not available
Customer and Subscription Management	Major Gaps	(1) ***Fragmented CRM systems*** across different business entities; Missing plan to meet ***CRM for Ford Pass timelines*** (2016); Due to regional regulations the ***carrier cannot share customer info directly with Ford*** / Lincoln CRMs; may require JV to enable Wi-Fi (2) No subscription capability planned to support future services; ***support for China's regulatory environment to be built***
Field Services / Dealer Technical Training	Major Gaps	▪ Business processes and master reset for modem return and vehicle end of life need to be developed
Lifecycle Marketing and Renewal	Major Gaps	▪ Renewal marketing is not in the plan; Omni-channel campaigns cannot be orchestrated
Finance and Accounting	Major Gaps	▪ Revenue recognition and settlement/ payment processes for connected services are not planned; (3) ***Integration with local payment mechanisms and tax engines***
Business Intelligence	Some Gaps	▪ Data warehousing and analytics systems need to be enhanced and scaled to support connected services vision
Security & Controls	Out of Scope	▪ Not in scope
Operations Management	Major Gaps	• IT operational processes for connected vehicle platform are planned and defined, while those for application and backend IT are not yet identified • Organizational roles and responsibilities to manage ongoing business processes have not been defined

Takeaways

For this assessment, JVs were out of scope. A detailed assessment would require inclusion of JVs

Based on assessment of FCO and Lincoln, the following were identified for China –

1 CRM Integration

- CRM consolidation across business entities (Lincoln, Ford, JVs)
- Missing plan to meet CRM for Ford Pass timelines (2016)
- Due to regional regulations, Ford cannot provide services without entering into a JV with the wireless carrier

2 Data Regulatory Requirements

- Support for China data privacy and data storage laws

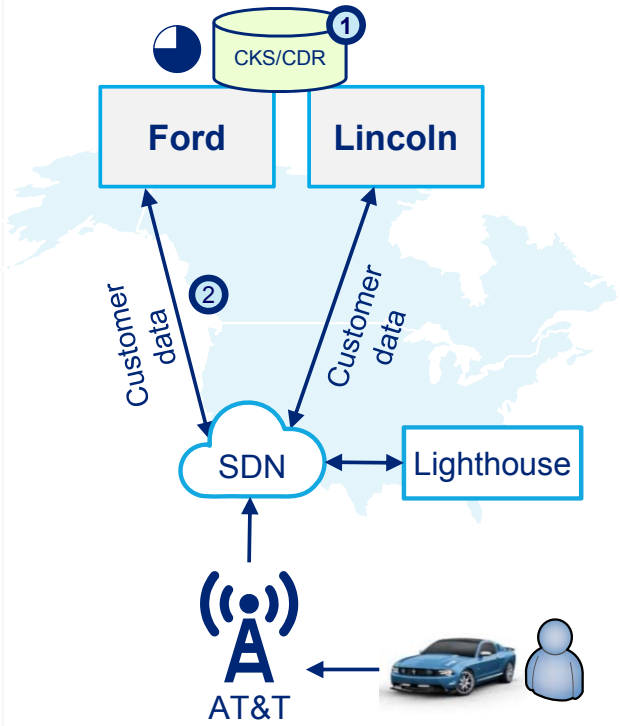
3 Finance and Accounting

- Need to integrate with local payment mechanisms (like Alipay) and tax engine is required

Differences exist in CRM systems used in different regions; China has a much more complex ecosystem and would need a JV to be able to monetize connected services

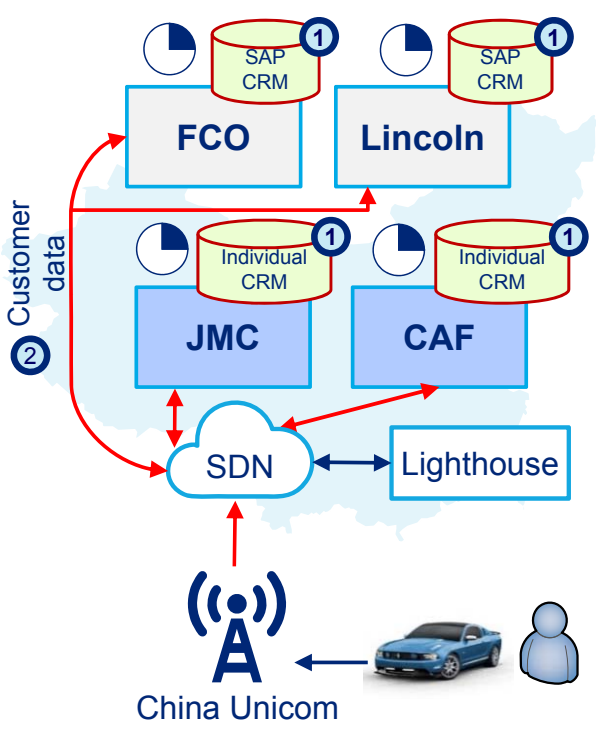
Connected Services

U.S. & Canada



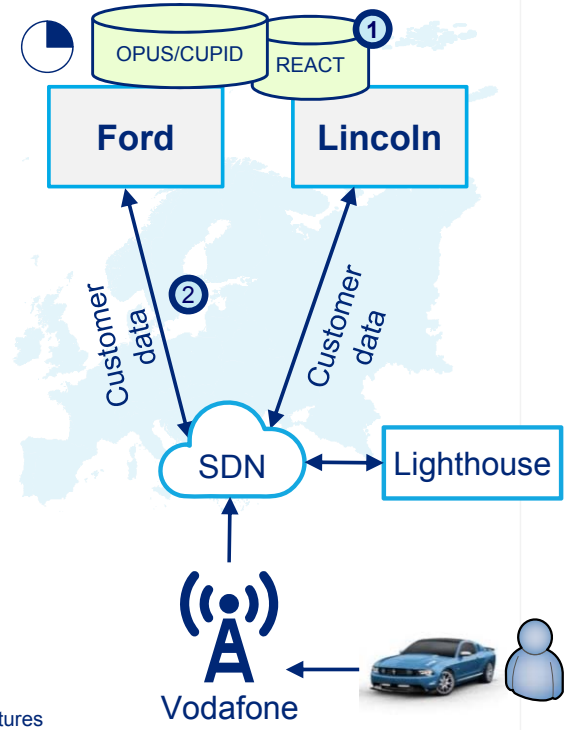
1. CRM infrastructure is in place and comparatively mature in the US, but ***needs enhancements*** to enable connected services, including smart mobility
2. Customer information data pipeline (provided by wireless carrier AT&T for NA) is available to SDN and customer data flows through to CRM

China



1. ***Complex CRM landscape with multiple systems*** exists across different JVs; CAF CRM expected to be merged into **SAP by 2016**
2. Due to regional regulations, Ford cannot sell connected services in China and **will need to enter into JV with a wireless provider or MVNO**

Europe



1. ***Fragmented CRMs*** by sales and service functions (CUPID and REACT)
2. Customer information data pipeline (provided by wireless carrier Vodafone for EU) is available to SDN and customer data flows through to CRM

Joint Ventures

Maturity to support online profile needs for connected services

- Requires some enhancement
- Requires major enhancement
- Requires significant enhancement

Drivers **Summary**

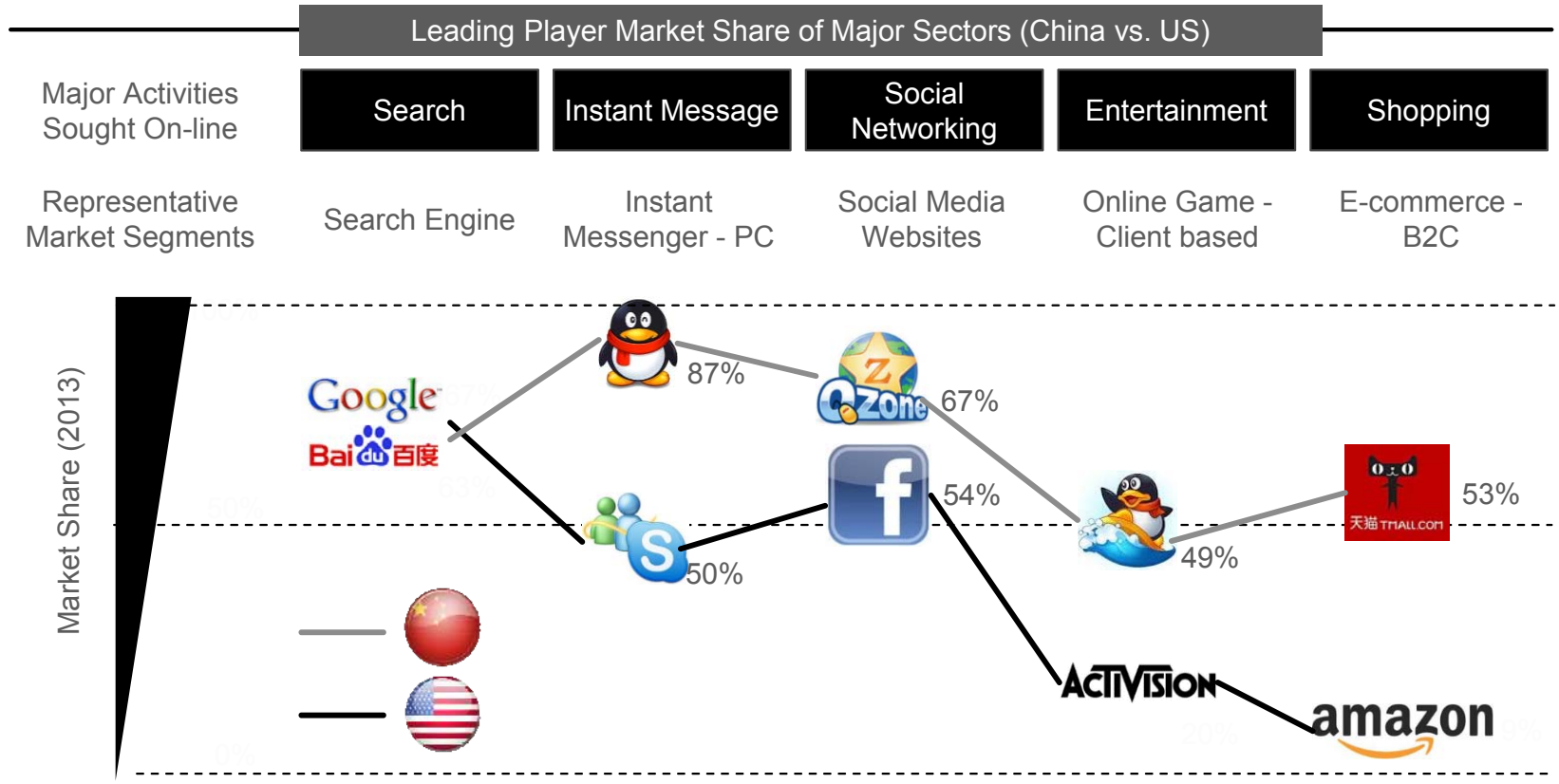
These "Differentiator-factors" are driven by China-specific conditions in regulatory, infrastructure, social and cultural environment…

	China	US
Regulatory / Governmental	• Strong government control and censorship on all communicated contents via the Internet - The *Great Firewall* restricts access to Youtube, Facebook, etc.	• More open regulatory oversight
Infrastructure	• Internet coverage ahead of physical modern retail • Immature and government driven finance / banking industry • Logistics infrastructure, although less developed in terms of systems and platform, can effectively meet the growing e-commerce demand	• Highly developed infrastructure
Social	• Urbanization moves fast, but urban-rural imbalance expected to remain • Huge disparity among regions of the vast geography, e.g. in terms of economy development, infrastructure, etc. • The vast majority of consumer at the bottom of the pyramid have low income level • Demographically, different generation has on-going impact on the internet industry. Single-child is currently the dominant consumer group	• High urbanization rate • Higher parity in social development across regions • Solid middle class
Cultural	• Chinese consumers think highly of Mianzi • Living an isolated lifestyle, Chinese consumers are more active online than offline • Strong conformist mentality among Chinese consumers • Heavy competition and pressure make people feel the fear of falling behind • A lack of trust among Chinese consumers, due to a low level of business integrity	• Practical • Community plays an important role • More sophisticate consumer behavior

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Monopoly – China's Internet market is dominated by 3 players – BAT (Baidu, Alibaba, Tencent)

Differentiator factor



Source: ComScore, Company Websites, China-Consulting, Deloitte Research and Analysis

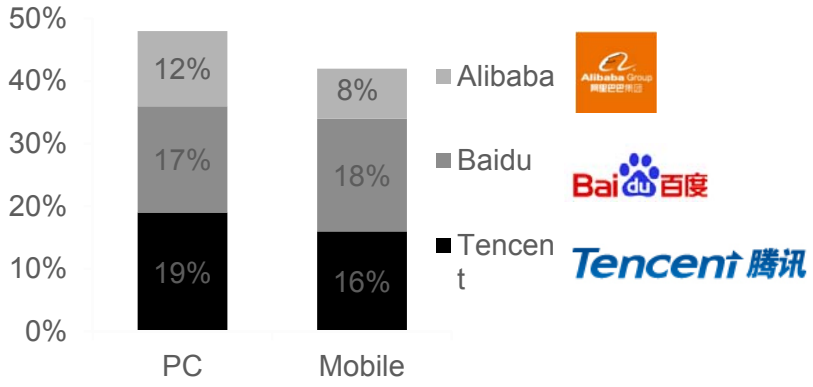
Monopoly – Chinese netizens spend nearly 50% of their time online on services and applications developed by BAT

Differentiator factor

% of Time Spend Online by Consumer with Major Internet Players (China vs. US)



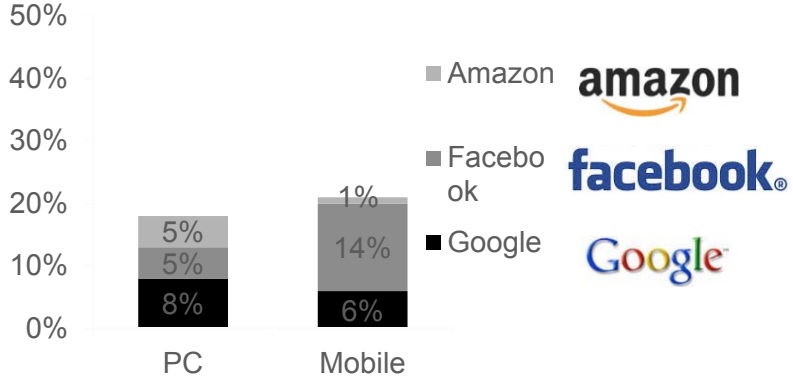
% of Total Time Spend Online



Nearly 50% Time Spend with Market Leaders



% of Total Time Spend Online

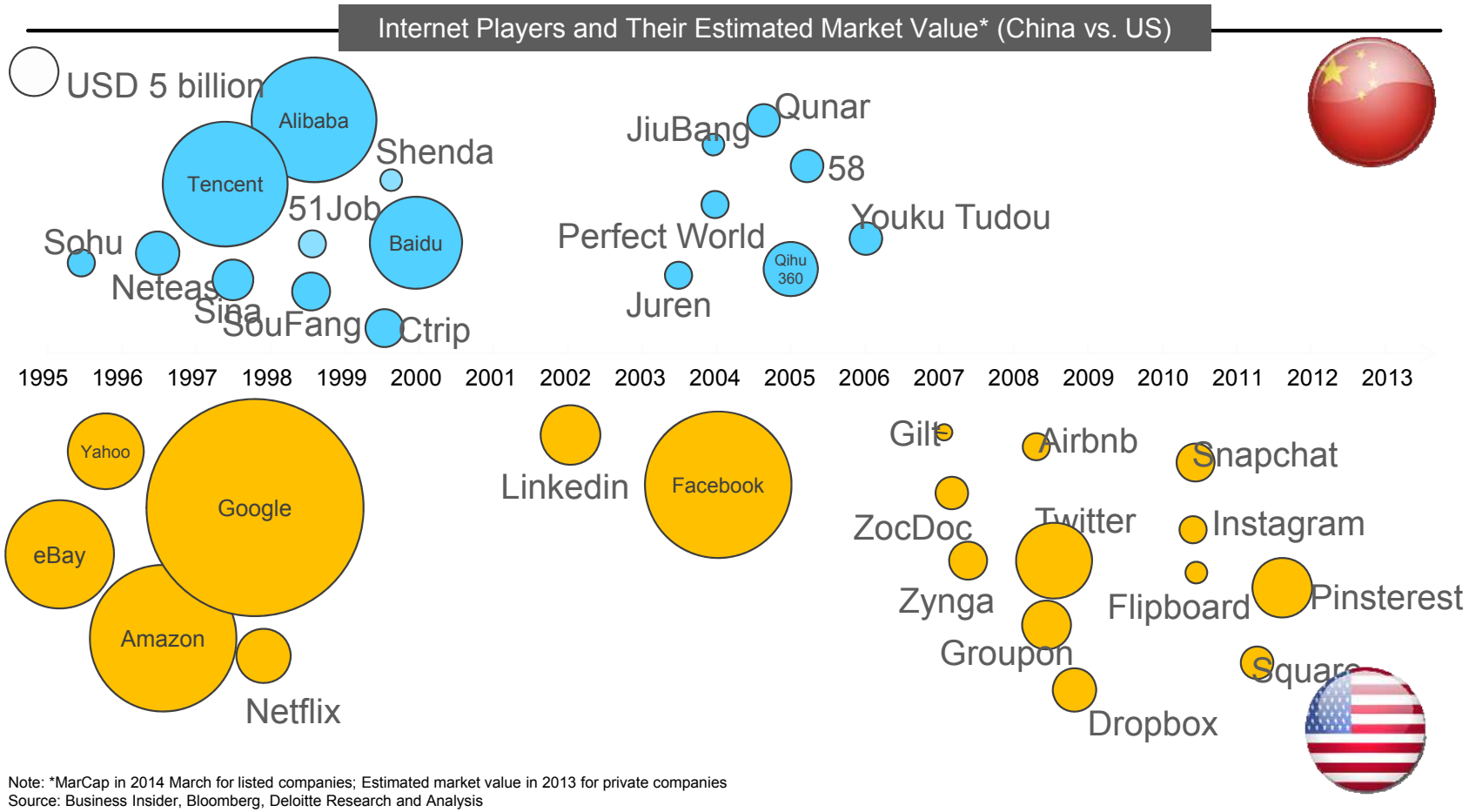


~20% in Time Spend with Market Leaders

Source: CNNIC, China Internet Watch, Experian, Nielson, Company Websites, Deloitte Research and Analysis

Monopoly – BAT dominance deters internet start-ups to emerge

Differentiator factor

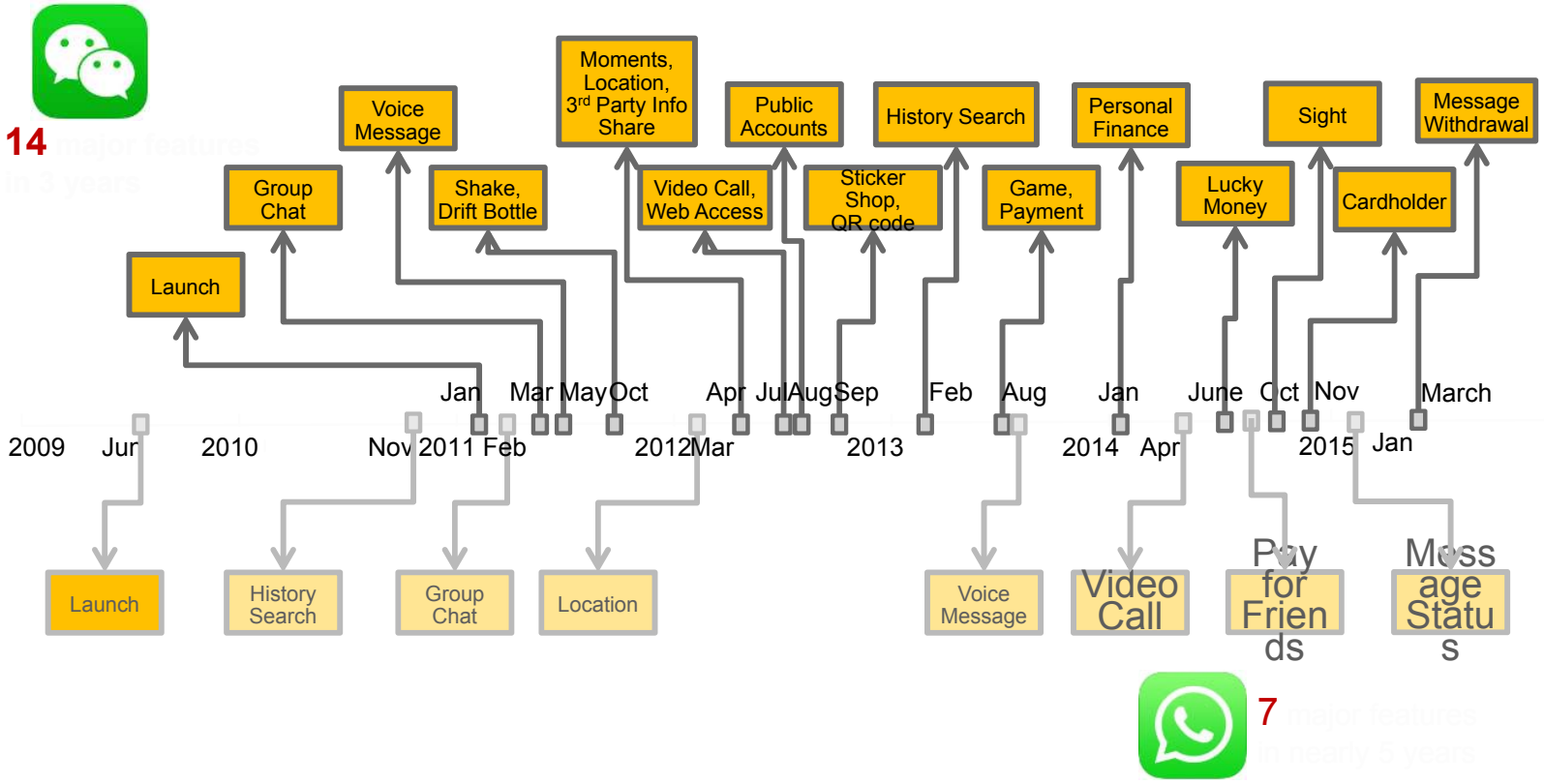


Note: *MarCap in 2014 March for listed companies; Estimated market value in 2013 for private companies
Source: Business Insider, Bloomberg, Deloitte Research and Analysis

Speed of product launch is redefined: not yearly, quarterly, but monthly and weekly…

Differentiator factor

WeChat has outpaced Whatsapp in developing new major features by far



Source: iResearch, Company websites, Whatsapp Blog, Deloitte Research and Analysis

In China new mobility visions are drawing in non-traditional players and alliances

Very much like Tesla and Google in the US, in China wealth generated in other industries, primarily digital industries, is being redirected toward innovative products in the auto sector

- **BYD** was originally a battery maker, focusing on replacement batteries for cellphones and PDAs. They now have an oddly vertical menagerie of businesses, from lithium mining to auto making, with some casualties like solar panel manufacturing along the way
- **Geely** was originally a watch, motorcycle maker ??? And continues to maintain an operating and investment model that does not appear sustainable
- **Tencent**, the Internet gaming company, and Foxconn, the Taiwanese contract electronics manufacturer, have joined with a Hong Kong-listed luxury auto dealer called China Harmony to build electric cars.
- **Xiao Mi**, the diversified consumer products company, was also rumored to be going into electric cars (founder Lei Jun denied the rumor)
- The founder of **AutoHome**, Li Xiang, has announced an electric vehicle venture

Some notable new “digital migrants” have plans that are ambitious in both products and geographic market scope

Faraday Future, founded by a team that left Tesla and Apple and now employing more than 500 people, though there is no product yet. Faraday promises to build a billion dollar plant somewhere in the U.S., according to most recent announcements in Las Vegas. A major shareowner is LeTV founder Jia Yueting. Listed in Shanghai. LeTV was originally a company that provided digital video streaming, then ventured into smartphones. Now it is expressing strong interest in automotive. At a frantic pace, LeTV announced its AutoLink technology in November or 2015, then signed an MOU with Aston Martin in December. LeTV provided enhanced IP display capability to a concept car featured by Aston Martin, the Rapide S, at this year’s CES. Aside from the big Aston Martin display, LeTV has no background in automotive.

Local champions and global partnerships

LeTV founder Jia Yueting introduced his new partnership with Aston Martin at the 2016 CES show. Under the auspices of the LeECO subsidiary, Jia is promoting the “Internet of Vehicles” concept. Like his Faraday Futures project, this is at present more a concept than a business.

In the center console has a 13.3-inch HD touchscreen. And over in front of the driver, Letv has replaced the standard instrument panel with a 12.2-inch TFT screen that incorporates electronic instrumentation and gauges. LeECO’s IOV system has incorporated Letv's speech recognition technology.



http://mashable.com/2016/01/06/aston-martin-letv-autolink-rapide-s/#P6h0Mpp.paqd

Dominance of BAT in the China Market

The Changing Digital Ecosystem

Partnerships to Address Changing Market Demands

Enabling Organizational Change and Agility

Finding the Right Business Model

Customer

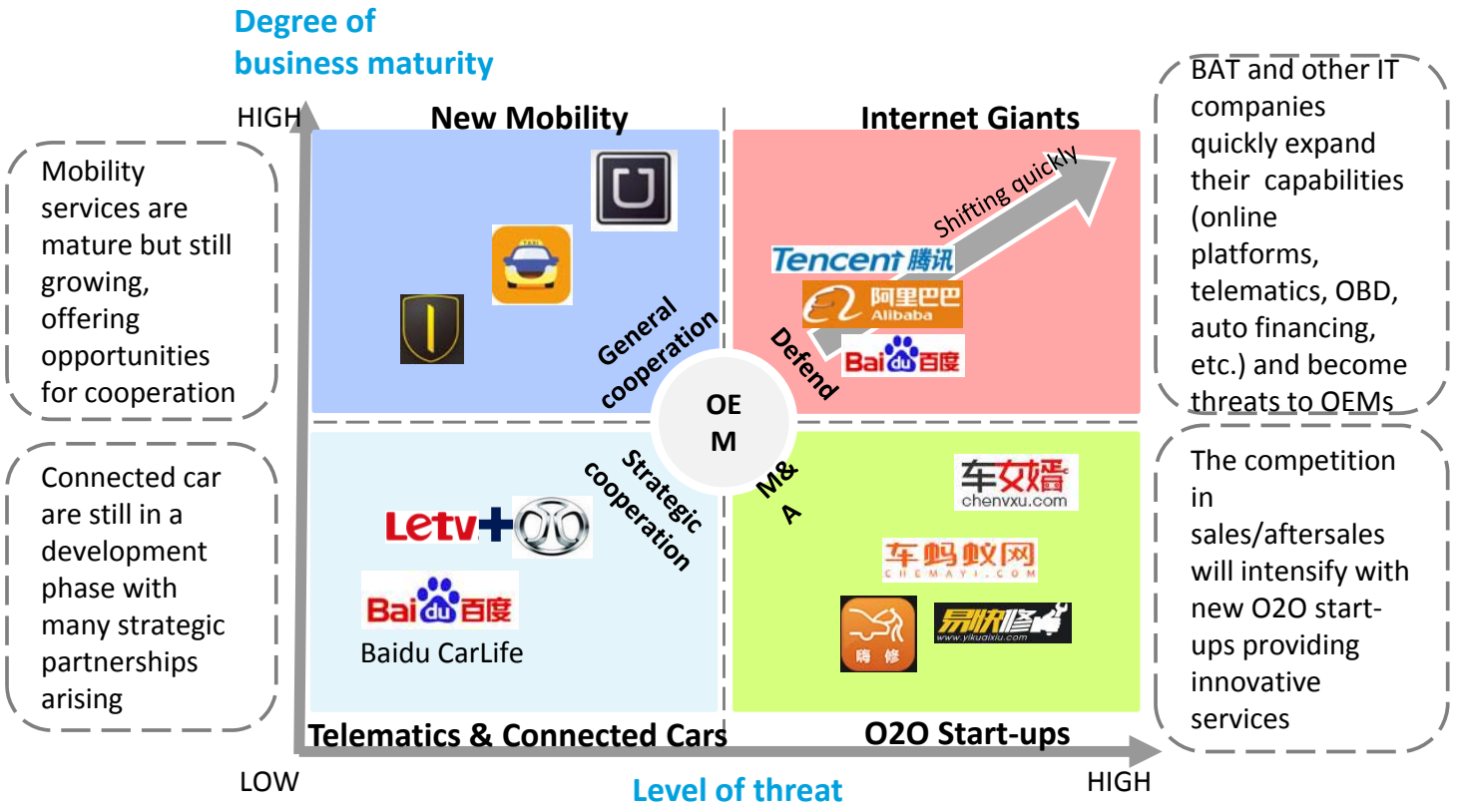
Provider

Services

	Baidu	Alibaba	Tencent
Music	Baidu Music	Xiami Music	QQ Music
Social	N/A	Weibo	WeChat
Map	Baidu Map: In-vehicle integration	AutoNavi	NavInfo Tencent Lubao
Insurance	N/A	众安保险	众安保险
Parking	ParkingWe + Baidu Map	AutoNavi, with built-in access to parking	WeParking
Chauffeur Svc	58 Chauffeur + Baidu Map	edaijia + AutoNavi	Didi, Planning
Car Sharing	N/A	N/A	N/A
Event Tickets	Baidu-tickets + Nuomi	Meituan	QQ tickets
Reservation	Qunar/Baidu Map	AutoNavi/Alitrip with reservation of dining/hotels	Dianping

Strategic Business Decisions for the China Market

- The Changing Digital Ecosystem
- Partnerships to Address Changing Market Demands
- Enabling Organizational Change and Agility
- **Finding the Right Business Model**



Chinese Council for the Promotion of International Trade (CCPIT) Automotive Committee Meeting, Mr. Wang Xia

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, China Business Development Manager, connorsb@michigan.org, 517-455-6344

Purpose:
Have a casual conversation with an old friend, Wang Xia, of CCPIT-Auto. Direct the talk to Kevin Kerrigan, to discuss the upcoming US-China Automotive Forum, in Detroit, on Jan 9, which we co-produce with Wang Xia's team.
Wang Xia had tried to secure time with Great Wall Motors Chairman, but was unable to. He may still invite a few automotive professionals to join him in the meeting.

Attendees:

Mr. WANG Xia ("Chairman Wahng"), Chairman, CCPIT-Auto
Other CCPIT officials, TBD
Company officials, TBD

Talking Points:

- Discuss the upcoming January 9th "US-China Automotive Forum", co-hosted by MEDC, Michigan-China Innovation Center, and CCPIT-Auto
- Discuss Michigan's progress in intelligent & connected vehicles
- Learn about China's progress in intelligent & connected vehicles; new energy vehicles; lightweighting; ride-share, and other trends

Attire: Business attire (tie required)
Gift: No Gift
Photo

BACKGROUND

WANG Xia, Chairman, CCPIT Automotive Committee



Mr. Wang Xia served at the International Cooperation Department of the China National Automotive Industry Corporation from 1992-1993. He was subsequently named Vice Secretary General at Automotive Council for the Promotion of International Trade, Automotive Department, Ministry of Machinery Industry. He then obtained a Chevening Scholarship and studied at the Oxford Brookes Business School, obtaining an MBA in 1998. He held various positions including Vice Secretary General; Secretary General; and Vice-Chairman of the China Council for the Promotion of International Trade, Automotive Sub-Council (now named Automotive Industry Committee). He was promoted to the position of Chairman of CCPIT-auto in September 2009. Mr. Wang Xia received a Degree in Automotive Engineering from Tsinghua University in 1987. From 1987-1989 he worked in Tianjin Bus assembly plant as a design engineer. He then went to Tsinghua University, where he obtained a Master's Degree in Automobile Engineering in 1992.

WANG Xia is known for his business orientation to the organization's activities.

CCPIT
Based in Beijing, and established in May 1952, the China Council for the Promotion of International Trade (CCPIT), a quasi-governmental body, is the most important and the largest institution for the promotion of foreign trade in China. It's comprised of industry and political leaders, enterprises, and organizations representing various economic and trade sectors in China.

The aims of the CCPIT are to promote foreign trade, attract foreign investment, introduce advanced foreign technologies, undertake Sino-foreign economic and technological cooperation, promote the development of economic and trade relations and friendship between China and other countries and regions around the world.

CCPIT Automotive Committee
CCPIT's affiliate, also based in Beijing, focusing on promoting international cooperation in the automotive sector, with a special emphasis on organizing auto shows. The Automotive Committee has around 35 staff, who focus on auto industry shows, research, and international partnerships.
Until a few years ago, the Automotive Subcommittee was part of the Machinery department of the Ministry of Industry before a restructuring saw them move to the CCPIT system. They operate quite independently. The Automotive Committee runs the annual, alternating Beijing/Shanghai Auto Show, as well as the Guangzhou Auto Show. As such, the Committee has close contacts with Chinese auto OEMs and tier 1s. CCPIT Auto also participates in automotive components exhibitions overseas, to help its clients demonstrate their products and understand the markets in North America, South America, Europe, Middle East, Africa and Russia, and to promote Chinese automotive exports.

Michigan and CCPIT Auto Committee
Exchanges began due to CCPIT Auto's regular attendance of the Detroit Auto Show. MEDC then began attending the Beijing/Shanghai auto shows, as well as CCPIT Auto's annual Global Automotive Forum, in China.
In 2013, CCPIT Auto and the North American International Auto Show held the first-ever Chinese Global Automotive Forum in Detroit, which was attended by MEDC officials. Both parties then determined that this event would be best served by MEDC Auto Office playing a larger role in organizing, which led to the current MOU.

Existing MOU
Signed in 2014, our MOU with CCPIT-Auto commits MEDC Auto Office to conduct a US-China Automotive Forum (panel event) both at the Detroit Auto Show and at the annual, alternating Shanghai/Beijing Auto Show. We have since done two Forums with CCPIT-Auto, which the Governor has attended. We now planning our third one together.

STAFF/DETAIL
Wednesday, November 17, 3:30-4:15 pm
White Swan Hotel,
No 1 Shamian South Street
Liwan District, Guangzhou
Room, TBD

Dinner and Meeting with Party Secretary of Guangdong, HU Chunhua

EXECUTIVE SUMMARY

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

Purpose of Meeting/Event:
To meet with old friend Secretary Hu, who will roll out the red carpet for us, in reciprocation for his May 2016 visit to Detroit. Also, to discuss next steps in the sister province-state relationship.

Attendees:
Mr. HU Chunhua, Party Secretary of Guangdong
Other Guangdong officials, TBD

Kevin Kerrigan
Brian Connors
Ning Shao
Allison Scott
Jamie Clover-Adams
Dave Lorenz
Emily Guerrant
Lindsay Kirchinger
Jeanne Broad
Weiwei Lu
Katelyn Wilcox
Courtney Henderson
Jun Ni

Mayor Mike Duggan
Lori Maher
Tom Lewand
Kathy Lewand
Peter Chapman
Jennifer Ollinger
Julie Egan

Event detail:

5:30-6:10pm	Meeting with Party Secretary Hu- Gift: MI Wood Box w/Pen
6:15-7:25pm	Dinner with Guangdong Party Secretary Hu Chunhua

Talking Points:

- Since the signing of the sister Provinces, we've had substantial exchanges
    - Michigan has visited Shenzhen and Guangzhou
    - Guangzhou foreign affairs office led a follow-up delegation (led by Madam Su Caifang) to Michigan to discuss follow-up to the signing
    - During that trip, there was an exchange between Michigan and Guangdong police, on best practices in public security and anti-terrorism tactics
- Give him a full update on the establishment of the Michigan-Shenzhen Center, and ask whether he has any suggestions
- Anecdotally, Kingfa, who Hu visited while he was in Michigan, is expanding rapidly, and more cases between Michigan and Guangdong are under discussion

- *One possible request to raise:* Have Guangzhou Automotive Corporation take a second look at Michigan for R&D. GAC is currently making plans to do automotive R&D in California, and won't share any information with MEDC and Michigan-China Innovation Center about why.
- Invite Hu to attend a performance during the DSO's 2017 China tour, which will perform in Guangzhou July 25th, 2017
- Thank him for his tremendous hospitality

Attire: Business (tie)
Photo: Group Photo
No Gift

BACKGROUND

We have a sister province arrangement with Guangdong and they're interested in establishing a standing working group that checks in from time to time.

HU Chunhua
Hu Chunhua (born April 1963) is the Communist Party Secretary of Guangdong province, succeeding Wang Yang, who went on to become Vice-Premier of China. Hu has worked in Tibet for much of his political career and ascended the party ranks partly through the Communist Youth League. He is popularly known as "little Hu" due to the similarities of his career with that of former leader Hu Jintao. Hu is a promising candidate in the "sixth generation" of Chinese leadership. He graduated from Peking University with a B.A. in Chinese language and literature.

Career

Dec 2012 – present	Communist Party Secretary of Guangdong; Member of 18th Politburo of the Communist Party of China
Nov 2009 – Dec 2012	Communist Party Secretary of the Inner Mongolia
Apr 2008 – Nov 2009	Governor of Hebei
Nov 2006 – Apr 2008	First Secretary of the Communist Youth League
Nov 2003 – Nov 2006	Deputy Secretary of the CPC Tibet Autonomous Regional Committee
Nov 2003 – Nov 2005	Vice Chairman of the Tibet Autonomous Regional Government

Achievements
- Guangdong is widely regarded to be one of China's most important regional offices. Hu thus is seen as a promising candidate in the "sixth generation" of Chinese leadership.
- In Guangdong, Hu earned a reputation for being an action-oriented leader who is not fond of bureaucracy or formalities. Almost immediately after assuming the reins in Guangdong, Hu's government began a sweeping crackdown on so-called "naked officials," i.e. officials who work in China but who have spouses and children live abroad. Since the beginning of Hu's term, over 800 "naked officials" have been disciplined, demoted, or otherwise removed from office.
- Hu's government also cracked down on drug trafficking and the sex industry in the Dongguan area, dispatching police to conduct massive raids of the city's prostitution venues, and removing the city's vice mayor and police chief from office.
- The 2008 Chinese milk scandal, which had roots in Hebei province, occurred while Hu was serving in Hebei. He came out of the incident unscathed, some say as a result of his closeness to Party general secretary Hu Jintao.
- In Inner Mongolia, Hu remarked that Inner Mongolia should focus on sustaining the "quality" and "efficiency" of growth. Under Hu's predecessor Chu Bo, Inner Mongolia saw explosive GDP growth that was the result of developing natural resources, but in the meanwhile, opened a large wealth gap.

- In Tibet, Hu played an instrumental role in developing the Tibetan economy, curbing the independence movement, and the settlement of more Han Chinese into region.

Foreign Affairs
2016 – Led a delegation from Guangdong to the U.S., Canada, and Mexico and met with several governors in May. He focused on facilitating the collaboration between Guangdong and state governments. In comparison, his political rival Sun Zhengcai visited Colombia, Cuba, Argentina and met with the heads of state.

2013 – Led a delegation from the Central Government to Germany, Switzerland, and Italy. In Germany, he met with the Governor of Bavaria and the Mayor of Berlin, and visited Siemens and Volkswagen. In Switzerland, Hu met with the Governor of Zürich, and visited UBS AG, ABB Group, and Feintool. In Italy, he met with the former Premier Enrico Letta and Romano Prodi.

2012 article about Hu Chunhua: http://thediplomat.com/2012/12/the-new-hu-in-town/

STAFF/DETAIL
Thursday, November 17th;
Meeting 5:30-6:10pm; 1st Floor Conference Room, No. 60 Shamian Avenue Liwan District
Dinner 6:15-7:25pm; 1st Floor Banquet Room, No. 60 Shamian Avenue Liwan District

Executive Office of the Governor, Rick Snyder
Constituent Relations Division
WEEKLY CONSTITUENT RELATIONS REPORT

November 6, 2016 - November 12, 2016

State offices closed Tuesday, November 8 and Friday, November 11.

TOTAL Incoming Constituent Correspondence	Webmail	Email	Postal	Phone	Fax	Walk In	Total
	190	1608	25	185	18	0	2026

Top Five Issues

			Webmail	Email	Postal	Phone	Fax	Walk In	
1	**National Popular Vote**	Constituents urging the Governor to support any legislation to elect the President by a popular vote of the people in all 50 states.		1322					**1322**
2	SB 1029 (O'Brien), SB 1030 (Knezek)- **Moving Violations**, HB 5002 (Darany) **Vehicle Offenses**, HB 5003, **Traffic Control** & HB 5004, **Sentencing Guidelines** (Collton)	Request the Governor to sign all 5 bills to "Make Michigan Safer for Bicyclists". * See Below for additional details.		194					**194**
3	**Legislative Inquiries**	Constituents requesting information or offering comments on legislation currently being discussed in the Legislature.	35	4	3	21	1		**64**
4	**Presidential Election**	Constituents commenting on the results of the Presidential election.	17	3		23			**43**
5	**Department of Health and Human Services**	Constituents requesting assistance with their specific DHHS case.	8	3	3	23			**37**

Top Five - Last Week

1	Assault Weapon Regulation Act	Constituents requesting the Governor focus on enforcing laws that exist regarding assault weapons.	83
2	DHHS	Constituents requesting assistance with their specific DHHS case.	58
3	Presidential Election	Constituents requesting the Governor support Donald Trump and commenting on the LG's withdrawal of support.	55
4	Back Forty Project	Constituents requesting the Governor to urge the DNR to deny Aquila's mine permit application by the Menominee River.	22
5	Secretary of State	Constituents requesting the Governor prevent voter fraud and constituents needing assistance with a personal SOS concern.	20

OUTGOING OUTREACH LETTERS

	Sent
Birthday Letters	2
Eagle Scout Letters	3
Military Retirement	2
Wedding Anniversary's	0
Other Letters	1
Air National Guard	0
Army National Guard	0
Total	**8**

PROCLAMATIONS & TRIBUTES

Proclamations

Date	Subject
November 13-19	Elevator Escalator Safety Awareness Week
November 17	Women in Apprenticeship Day
November 24	Family Health History Day

Tributes	#
Legislative	42
Self Generated	4
Certificates	40
Total	**86**

***Bill Detail from Top 5 list**

SB 1029	Moving Violation	(O' Brien) Enhances penalties for moving violation causing physical injury or death to a vulnerable roadway user.
SB 1030	Moving Violation	(Knezek) Provides sentencing guidelines for crime of committing a moving violation causing death of vulnerable roadway user.
HB 5002	Vehicle Offenses	(Darany) Enhances penalties for moving violations causing physical injury or death to a vulnerable roadway user.
HB 5003	Traffic Control	(Callton) Establishes requirement for operator of a motor vehicle to maintain a 5-foot distance when passing a bicyclist.
HB 5004	Sentencing Guidelines	(Callton) Provides for sentencing guidelines for crime of committing a moving violation causing death of a vulnerable roadway user.

Gov. Snyder and Detroit Mayor Mike Duggan join together on investment mission in China, highlight Michigan's future as world center for autonomous vehicles

LANSING, Michigan – The most recent stop on Gov. Rick Snyder's sixth annual China investment mission took place at the China Hi-Tech Fair in Shenzhen, the largest scientific and technological fair in China.

Snyder was joined at the fair by a delegation led by Detroit Mayor Mike Duggan. This is the first trade mission featuring both the governor and a mayor joining together to make the case for investing in Michigan.

At the fair, Snyder and Duggan visited the Michigan booth and spoke on both the state and city's prowess in the field of tech, specifically in regard to the recently launched Planet M campaign that seeks to elevate Michigan as both the hub of mobility innovations and the home of the reinvention of the transportation industry. They were accompanied by executives from 11 Michigan companies currently in China on a trade mission led by the Michigan Economic Development Corporation.

"Michigan is where big ideas in mobility are born," Snyder said. "We are proud of our state's legacy as an automotive industry leader, and we are excited to pave the way for the future of connected and autonomous vehicles, transportation and mobility technology."

Following the fair, the delegations met with Shenzhen Party Secretary Ma Xingrui and Shenzhen Mayor Xu Qin, where the two mayors signed an Economic Partnership MOU between the cities of Detroit and Shenzhen. Playing a key role in the developing relationship between these two cities is the new Michigan-Shenzhen Trade, Investment and Innovation Cooperation Center, which along with its affiliate centers, focuses on exchanges around innovation and product development between the city and state.

Snyder and Duggan witnessed a gift presentation between the University of Michigan and Frontt Capital Management Ltd., a Shenzhen-based investment firm focused on developing the intelligent vehicle industry in China. The gift, a $27 million investment from Frontt Capital, puts into place a research agreement that will advance autonomous, connected vehicles and robotic technologies.

In addition, the governor and the mayor witnessed a memorandum of understanding between U-M, the Southern University of Science and Technology (SUS Tech) and the Beijing Institute of Collaborative Innovation that is intended to establish a Global Collaboratory of Water Technology to conduct research in technologies related to clean water science and to cultivate talent and entrepreneurship.

"The University of Michigan and China have a long history together, dating back nearly 170 years," said Governor Rick Snyder. "With a strong research base, world-class

business school program and a focus on driverless vehicle development, the university shares many areas of common interest and expertise with Chinese companies and partner university programs."

During the remainder of his mission, Snyder will make company visits and meet with business leaders and senior government officials in Guangzhou and Nanchang.

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.

Michigan Tourism Press Conference

EXECUTIVE SUMMARY

Staff Lead: Dave Lorenz, Vice President Travel Michigan, 517-243-3073, lorenzd@michigan.org

Purpose of Meeting/Event:
Highlight Michigan tourism opportunities and Detroit comeback message for Chinese travel media.

Attendees:
Travel Media Attendees

- Ms. Feng Yi, Managing Editor of Traveler
- Mr. Wang XinSheng, Editor Travel Weekly China
- Ms. Zhou YuJie, Editor Harper's Bazaar Men's Style
- Mr. Tian Li, Chief Editor of IQIYI.com
- Ms. Chung Nadia Yun, Reporter with TTG China
- Ms. Lv Qi, Editor of Travel.ifeng.com
- Mr. Dong JinChao, Director of Content Operators for Nationalgeographic.com.cn
- Mr. Han Bin, Editor of Epicure
- Ms. Jin YiSha, Editor of China Travel Agent
- Ms. Dong WenLu, Editor of Esquire
- Mr. He Yuan, Editor of Top Travel
- Ms. Li FeiFei, Editor of Global Travel
- Ms. Shi Hui, Editor of Golfweek
- Ms. Chen DanQing, Managing Editor of Golf Magazine
- Mr. Xi Lei, Lifestyle Editor at Men's Uno
- Ms. Zheng XiaLian, Feature Editor at Conde Nast Traveler
- Mr. Gao RuoGu, Editor at Leon
- Ms. Shi WeiWei, Editor at Let's
- Mr. Peng ZhiGuo, Chief Editor of Trading Up
- Ms. Dai Yun, Lifestyle Editor at Richesse
- Ms. Song YangYang, Editor at Comfort
- Mr. Song GuanHua, Travel Blogger
- Ms. Zhang GuoQian Travel Blogger
- Ms. Lu Na Travel Blogger
- Ms. Liu WenWen Travel Blogger

- RDS
- Mayor Mike Duggan
- Kevin Kerrigan
- Brian Connors
- Ning Shao
- Allison Scott
- Jamie Clover-Adams
- Dave Lorenz
- Emily Guerrant
- Lindsay Kirchinger
- Jeanne Broad
- Weiwei Lu
- Katelyn Wilcox
- Courtney Henderson
- Tom Lewand
- Peter Chapman
- Jennifer Ollinger
- Julie Egan

Talking Points

Pure Michigan

- The Pure Michigan campaign is all about highlighting the diversity of our state – a state blessed with abundant natural beauty, authentic destinations, unique experiences, and friendly people.
- We realize that when Chinese visitors come to America for the first time they will likely head to one of the coasts. However, we want to be a place they consider for a second or third visit in the United States or a place to consider if they want a true "American" experience.
- Many Chinese students come to Michigan universities. Visiting friends and family is a great. opportunity to explore all of Michigan.
- Michigan has vibrant urban areas, including Detroit (America's great comeback city) and Grand Rapids (home of Art Prize).
    - Also offers classic American small towns (like Holland, Traverse City, Bay City).
- Michigan has unspoiled nature, clean air, and an abundance of fresh water.
- Michigan is surrounded by 4 of the 5 Great Lakes and has more than 11,000 inland lakes.
- 19.3 million acres of forests found in Michigan.
- Michigan has 103 state parks and 5 national parks, including Sleeping Bear Dunes National Lakeshore, and Pictured Rocks National Lakeshore.
- Michigan is America's summer golf capital with more than 650 public golf courses in the state.
    - LINKS ranked Michigan 2nd Best Golf in the nation in 2015
- Michigan is a friendly and welcoming destination for visitors. A very authentic, all-American experience.
- Michigan's Upper Peninsula was named one of Lonely Planet's top 10 Value Destinations in the World for 2017 and was the only destination in the United States on the list.

Detroit Message

- Detroit is the gateway into Michigan, and right now in Detroit, people are coming together to show their pride and show the world is America's Comeback City.
    - The perception of Detroit is that it is dangerous, when in reality the people in Detroit are incredible welcoming and excited to showcase their city.
- Detroit is America's Great Comeback City
    - Home to more than 300,000 businesses and 13 Fortune 500 companies.
    - Detroit ranks in the top 9 real estate markets in the US as of June 2015.
    - USA Today ranked Detroit's Midtown one of its 10 Best Up and Coming Neighborhoods in the US.
    - Detroit is attracting young talent, entrepreneurs and start-ups (especially in tech and creative industries)
        - In Detroit cost of living is much lower than other major cities, and people can have a much greater impact on their community.
        - Detroit region ranks #1 in concentration of industrial and mechanical engineers.
- Major projects currently underway in Detroit include:
    - The District Detroit will feature 50 blocks of businesses, parks, restaurants and bars with Little Caesar Arena at the district's epicenter. The arena will be home to the Detroit Red Wings and is scheduled to open next year.
    - A new 5.3 km rail system along Woodward Avenue will transport visitors along key business, university, shopping, and cultural districts offering efficient and affordable transportation through the core of downtown Detroit.
    - High-end brands such as Nike, John Varvatos and Shinola can be found in downtown Detroit, while the Somerset Collection and Great Lakes Crossing offer high end and outlet shopping opportunities in metro Detroit.
    - Detroit was named best American city for sports travel by hotels.com and SeatGeek.
    - Detroit has 4 professional sports teams, 3 located downtown

Event Line-by-line

9:15-9:17am Opening remarks by Brian Connors
9:17-9:26am Governor provides opening remarks and introduces Michigan's tourism product
9:26-9:34am Detroit Mayor Mike Duggan provides remarks on tourism in Detroit
9:34-9:40am Dave Lorenz provides remarks
9:40-9:55am Q&A with media and Lucky Draw
9:55-10:00am Travel Program Concludes; Transition media group

BACKGROUND

Chinese Travelers in Michigan

- Thousands of Chinese visitors come to Michigan each year for business, to attend university, and to visit family members. Michigan's tourism efforts will, in part, encourage those travelers to extend those trips and explore Michigan as a vacation destination as well.
    - More than 7,000 Chinese students studying in the state
    - More than 100 Chinese enterprises have invested in Michigan.
- Direct flights from Beijing and Shanghai on Delta Airlines.
- In 2015, 9 percent of international travelers to Michigan came from China, making China the third largest inbound market into Michigan.
    - Travelers from China made up 8 percent of all international travelers to Detroit and 10 percent of international travelers to Michigan overall.
- The U.S. Department of Commerce estimates travelers from Asia, including China, spend an average of $2,459 per visitor while in the United States.
- The average length of U.S. stay of Asian travelers to Michigan (including Chinese) was 19 nights.
- In March 2017, a new law will take effect that will allow Chinese visitors to Michigan to operate a vehicle in the state.
    - Travelers will need to carry their valid Chinese driver's license and an English translation of the license that contains their photo and identifies what their driving privileges are (i.e. if they may operate a regular passenger vehicle, a motorcycle or a vehicle larger than a standard passenger vehicle).

Travel Media Attendees

Ms. Feng Yi, Managing Editor of Traveler
* Ms. Feng Yi traveled to Michigan in October 2015 as part of a Media FAM
Circ: 556,000
Ove the past 19 years, Traveler has sent teams to more than 104 countries and regions covering topics including destinations, hotels, aviation, road trips, food and wine, and lifestyle. Traveler is one of the top-rated travel publications in China.

Mr. Wang XinSheng, Editor Travel Weekly China
Circ: 50,700
Travel Weekly China has been ranked as China's leading travel industry B2B information brand since 2001. Since joining Northstar Travel Media in March 2014, Travel Weekly China has become a key brand within the Travel Weekly Network in China as well as Travel Weekly Asia and Travel Weekly in the U.S. The company is currently working to re-design print magazines, a responsive website, and a mobile-friendly eNewsletter to offer a fully-integrated content and marketing solution for the travel trade in China.

Ms. Zhou YuJie, Editor Harper's Bazaar Men's Style
* Ms. Zhou YuJie traveled to Michigan in October 2016 to film an episode for Harpers Bazaar China
Circ: 700,000
Harpers Bazaar is the only mass media outlet in China that combined business and fashion together in one publication. Harper's Bazaar has achieved the most powerful, bankable social media platform in China. Bazaarmen creates multi-media products including a monthly issue magazine, social media platform, online magazine and events.

Mr. Tian Li, Chief Editor of IQIYI.com
UV: 121,200,000
iQIYI pioneered video services in China and actively promotes innovation in product design, technology, content, and marketing while prioritizing a rich, high definition professional video experience for users.

Ms. Chung Nadia Yun, Reporter with TTG China
Circ: 14,500
TTG China is dedicated to the unique dynamics of the travel trade industry in the Greater China market. Delivered in simple Chinese, this leading industry business resource if a highly regarded by the region's travel trade professionals for

incisive editorials and geographically tailored intelligence analysis on domestic, inbound and outbound developments. TTG China is a product by TTG Travel Trade Publishing, a business group of TTG Asia Media.

Ms. Lu Qi, Editor of Travel.ifeng.com
UV: 73,032
Provides content including destinations, food tasting, hotel, cultural exploration, and trip ideas. The channel is fueled by a global community of editors and authors to provide a trusted perspective on the world.

Mr. Dong JinChao, Director of Content Operators for Nationalgeographic.com.con
UV: 100,000
National Geographic Chinese network follows the style and concept of its American counterpart. Locally, the site uses concise visual style and provided original graphic content for Chinese readers. Photography includes animal life, the environment, travel, and adventure-related content.

Mr. Han Bin, Editor of Epicure
Circ: 460,000
Epicure is China's leading culinary-based magazine that features foodie content as well as lifestyle, travel, and celebrities.

Ms. Jin YiSha, Editor of China Travel Agent
Circ: 35,000
China Travel Agent is owned by Kaizhou International Media Group, which includes business enterprises in tourism real estate, luxury hotels and resorts, and tourism trade media. China Travel Agent, features exclusive interviews and discussions about hot topics and new trends in the travel and tourism industry both domestic and abroad. China Travel Agent offers immediate and valuable trade information about traditional travel agencies, airlines, hotels & resorts, cruises, destinations, car rental services, online travel agencies, and more.

Ms. Dong WenLu, Editor of Esquire
Circ: 1,056,900
Trends Esquire, magazine with American Esquire copyright. Esquire has been given many Chinese names such as Lao Ye, Jun Zi and, the best known presently, Trends Esquire.

Mr. He Yuan, Editor of Top Travel
Circ: 280,000
Top Travel is the exclusive quality magazine on outbound tourism in China. It is also regarded as the most influential monthly travel magazine domestically. Top Travel boasts a loyal elite readership nationwide, consisting of executive talents, people with high income, rich educational background, and refined tastes.

Ms. Li FeiFei, Editor of Global Travel
Circ: 350,000
Global Travel is under the flag of Global Times, a newspaper first published in 1993, one of the subordinate newspapers of People's Daily newspaper. The circulation of Global Times reaches than 2 million copies a day, making it one of the highest circulated publications in China.

Ms. Shi Hui, Editor of Golfweek
Circ: 350,000
The authority of Golfweek is China Sports Publications Corporation, the largest sports media outlet in China. Golfweek is the top Chinese golf weekly.

Ms. Chen DanQing, Managing Editor of Golf Magazine
Circ: 456,000
The magazine has been the cutting edge in tackling all challenges from the game, being a practical companion to the golf experience. Profiles and interviews of golf stars provide readers with inspiration.

Mr. Xi Lei, Lifestyle Editor at Men's Uno
Circ: 628,000

Men’s Uno China has established its reputation as the leading authority on men's fashion since its first issue in Spring, 2004. Men’s Uno China is one of the definitive voices speaking to men in China on sophisticated living. The publication also publishes in Taiwan, Hong Kong and Malaysia.

Ms. Zheng XiaLian, Feature Editor at Conde Nast Traveler
Circ: 650,000

Mr. Gao RuoGu, Editor at Leon
Circ: 1,060,000
A men’s lifestyle and fashion publication featuring media platforms such as video, website, social media and events in addition to a print publication. Readers are metropolitan men in high positions at companies, organizations, and within the government.

Ms. Shi WeiWei, Editor at Let’s
Circ: 875,650
A top fashion and lifestyle publication for in-flight media. It focuses on urban fashion and culture, particularly related to elite lifestyle and hot social and financial topics. Great potential for urban interests and creative crossover and collaboration between fashion and feature content.

Mr. Peng ZhiGuo, Chief Editor of Trading Up
Circ: 200,000
Trading Up is an iconic magazine in print media, containing cutting-edge publishing. The first issue of Life Style came out in 1993. As the fashion print media with the lowest cost per thousand, as the regional fashion weekly newspaper with the largest circulation in China it was awarded “Most Competitive Urban Weekly” by General Administration of Press and Publication of the People's Republic of China.

Ms. Dai Yun, Lifestyle Editor at Richesse
Circ: 105,441
Published in cooperation with Hearst Media Group's renowned luxury lifestyle magazine Richesse, this publication targets the most affluent women in China by sharing information and insights of trends and luxury brands, as well as upbeat attitudes and elegant lifestyle.

Ms. Song YangYang, Editor at Comfort
Circ: 180,000
Comfort is luxury lifestyle magazine in China. Regarding the readers, they're well educated, have a successful career, caring for quality of life. They chase success, uphold tasteful lifestyle, and pursue elegant living. They're concerned about high-end brands and classical products, with very strong purchasing desire and power, and they're the main consumers for high-end brand products.

Mr. Song GuanHua, Travel Blogger
Followers: 443,976
Song Guanhua is a well-known photographer and travel writer who has published three travel books and has more than 5 million visits to his blog. He has traveled extensively in China as well as the U.S., France, Italy, Switzerland and more. He appreciates all of the experiences from traveling and shares his experiences, feelings and thoughts with followers through photos and words.

Ms. Zhang GuoQian Travel Blogger
Followers: 570,000
She has been writing blogs in Sohu for 9 years. She likes to share blogs with others on different lifestyles, such as fashion, delicious food and travel.

Ms. Lu Na Travel Blogger
Followers: 518,895
Known as wuxudoukou（@无须豆蔻）Ms. Lu Na is a social media influencer, freelance writer, photographer, tourism surveyer, and gourmet chef. She was invited by TVS, Sina, Tianya and Provincial Tourism Bureau to participate in large-scale promotion of tourism activities: Meizhou, Guizhou, Jiangxi, Guangxi, Quzhou, Shanxi, Shaanxi, Hubei, Hunan, Heng Mountain, Chenzhou, Chengde, Jiangsu, Chongqing.

Ms. Liu WenWen Travel Blogger
Followers: 507,933
Ms. Liu WenWen is a member of Writers' Association of Hubei Province, a travel writer, actress and global traveler. She graduated from Wuhan University of Science and Technology. She has been anchor for CSPN, i.e. China Sports Programming Network, Euro Cup on Tencent.com, Tudou.com while she has been invited as judge for dancing competition on Wuhan Television and CCTV Football Girl for 2010 World Cup. Mostly important, she is highly active on social media, covering major social media platforms in China: Weibo, Sina Blog, WeChat, Miaopiao, YiZhiBo and MP.Sohu.com.

STAFF/DETAIL

Friday November 18, 2016 9:15am – 10:00 am
The Zijin Hall at Grand Hotel Beijing (10th floor)
35 East Chang'an Road
Meeting/ Event POC: Dave Lorenz, Travel Michigan

Michigan Business Press Conference

EXECUTIVE SUMMARY

Staff Lead: Emily Guerrant, Vice President of Marketing and Public Relations at MEDC, 517-862-5462, guerrante@michigan.org

Purpose of Meeting/Event:
Announce Michigan's official Chinese name and highlight Detroit comeback story to Chinese business media.

Attendees:
Business Media Attendees

- China Daily
- China News Service
- China Economic Report
- China Business Journal
- China Business Times
- Beijing Evening News
- China Business Herald
- Securities Daily
- Financial News
- National Business Daily
- Beijing Times
- People.cn
- South China Morning Post
- Ifeng.com
- China Economic Weekly

- RDS
- Mayor Mike Duggan
- Kevin Kerrigan
- Brian Connors
- Ning Shao
- Allison Scott
- Jamie Clover-Adams
- Dave Lorenz
- Emily Guerrant
- Lindsay Kirchinger
- Jeanne Broad
- Weiwei Lu
- Katelyn Wilcox
- Courtney Henderson
- Tom Lewand
- Peter Chapman
- Jennifer Ollinger
- Julie Egan

Talking Points

Detroit

- Detroit is the gateway into Michigan, and right now in Detroit, people are coming together to show their pride and show the world is America's Comeback City.
    - The perception of Detroit is that it is dangerous, when in reality the people in Detroit are incredible welcoming and excited to showcase their city.
- Detroit is America's Great Comeback City
    - Home to more than 300,000 businesses and 13 Fortune 500 companies.

    - Detroit ranks in the top 9 real estate markets in the US as of June 2015.
    - USA Today ranked Detroit's Midtown one of its 10 Best Up and Coming Neighborhoods in the US.
    - Detroit is attracting young talent, entrepreneurs and start-ups (especially in tech and creative industries)
        - In Detroit cost of living is much lower than other major cities, and people can have a much greater impact on their community.
        - Detroit region ranks #1 in concentration of industrial and mechanical engineers.
- Major projects currently underway in Detroit include:
    - The District Detroit will feature 50 blocks of businesses, parks, restaurants and bars with Little Caesar Arena at the district's epicenter. The arena will be home to the Detroit Red Wings and is scheduled to open next year.
    - A new 5.3 km rail system along Woodward Avenue will transport visitors along key business, university, shopping, and cultural districts offering efficient and affordable transportation through the core of downtown Detroit.
    - High-end brands such as Nike, John Varvatos and Shinola can be found in downtown Detroit, while the Somerset Collection and Great Lakes Crossing offer high end and outlet shopping opportunities in metro Detroit.
    - Detroit was named best American city for sports travel by hotels.com and SeatGeek.
    - Detroit has 4 professional sports teams, 3 located downtown

Planet M

Official Michigan Spelling

- I am proud to say Michigan is among the most committed U.S. states to building and maintaining a strong relationship with China. We've made a lot of progress over my six years in office as governor, and this is my sixth trip to your hospital country. I hope to continue growing our relationship.
- With more than 3,000 characters in its language, we've also seen our state spelled multiple different ways. In some instances, Michigan is spelled differently, or translated differently all in one document.
- We reached out to the Chinese Consulate General and asked for constituency is how Michigan is portrayed, which will help us better build our brand and awareness among our Chinese partners.
- In partnership with three leading Chinese universities, students held a debate and we have decided upon the one true Chinese spelling of Michigan.
- Thank you to Mr. GUAN (gwan) Jun (joone) for his work as an important ambassador in our effort to brand Michigan consistently in China.

Lucky Draw

- We are very fortunate that Delta Airlines has donated two round-trip economy class flight tickets from Beijing to Detroit.
- We welcome these lucky winners to come visit our beautiful state.

Event Line-by-line

10:00 am	Registration
10:05-10:07am	Brian Connors opening remarks, introduces MCIC
10:07-10:15am	Governor provides opening remarks
10:15-10:18am	Michigan video
10:18-10:23am	Kevin Kerrigan introduces Planet M campaign
10:23-10:31am	Detroit Mayor Mike Duggan provides remarks on Detroit's comeback and financial/talent strength
10:31-10:41am	Governor invites students to stage Governor announces the student debate results Governor invites Chinese Academy of Calligraphy President Mr. GUAN (gwan) Jun (joone) to stage President Mr. GUAN Jun presents framed calligraphy of Chinese name to Governor Governor presents Michigan Goodwill Ambassador Award to Mr. GUAN Jun
10:41-10:43am	Governor and Brian do Lucky Draw and announce winners
10:43-11:00am	Q&A with media
11:00am	Governor and Mayor depart

BACKGROUND

Michigan's Chinese Name

RDS will announce the final results of a Michigan "Chinese name" debate competition that took place between students from leading Chinese universities, including Peking University, Beijing Normal University and Renmin University. There are currently three Chinese translations for Michigan. At the press conference, a Chinese Academy of Calligraphy leader will present RDS with Michigan's new Chinese name written in calligraphy. All judges and the three debate teams will wear t-shirts with the new name printed across the front.

STAFF/DETAIL

Friday, November 18, 2016 10:00 am – 11:00 am
The Zijin Hall at Grand Hotel Beijing (10th floor)
35 East Chang'an Road
Meeting/ Event POC: Emily Guerrant, MEDC

November 16, 2016

His Excellency Hong Lei
Consul General
Consulate-General of the People's Republic of China in Chicago
100 West Erie Street, Chicago, IL 60654, USA

Dear Consul General Hong,

Greetings from China! Our trip is going smoothly, and thank you again for your kind support for my trip, which is underway from November 11 to November 19, 2016.

One issue has come to my attention, regarding Michigan's branding in China. It seems there are several variants of the word 'Michigan', as it is translated into Chinese.

This coming year, to continue deepening our relations with China, we propose that we, together with your Consulate, State of Michigan, and the City of Detroit, should launch a comprehensive and large-scale branding effort for Michigan in the China market. The objective is to celebrate our shared efforts and success with our partnerships in China.

We have begun this work already and hope for your assistance. On November 18, during our China mission, I will hold a press conference in Beijing to announce the final selection of a Chinese name for Michigan, the result of a debate among students at three leading Chinese universities in Beijing. As you know, there are currently three Chinese translations for Michigan, including *Mixigen* (密西根), *Mixiegen* (密歇根) and *Mizhian* (密执安). We can even find in some government official webpages that all three translations are used in one document, which obviously leads to great confusion among Chinese wishing to learn more about our great state.

I hope that announcement of Michigan's official name through all channels will address this concern of ours, and with your support, we plan to contact CCTV, Xinhua News Agency and Baidu after the official announcement of our Chinese name to inform them of the decision. In our initial discussions with stakeholders, the majority of people prefer that our Chinese name is translated as *Mixigen* (密西根), and I personally like this name as well.

I am writing to ask for your kind review of this issue, and we hope very much that you will also agree with us to launch this effort to have our preferred Chinese name for Michigan, as one of our first successes in our work together.

I look forward to your response in this matter, and to seeing you again back in the Midwest after our trip concludes.

With best regards,

Rick Snyder
Governor of Michigan

Leading the way in mobility in North America.

Talent. The minds to make tomorrow.

Michigan has the largest concentration of engineers in the nation.

- **80,000** electrical, mechanical and industrial engineers
- The world's **top OEMs** are all in Michigan
- **63 of the top 100 auto suppliers** call Michigan home
- Investing over $60M annually in automotive R&D, the **University Research Corridor (URC)** is the leading engine for innovation in Michigan

Testing. Where mobility is put to the test.

Companies from around the world come to PlanetM to test autonomous and connected concepts under every road and weather condition.

- **MCity** – the first and only real-world urban testing facility for autonomous vehicles in the U.S.
- **American Center for Mobility** – the country's most comprehensive proving ground for connected and autonomous vehicle testing
- **Smart Corridor** – the largest deployment of freeway and surface street V2I technology in the nation
- **Google** and **Uber** have established facilities in Michigan to test their autonomous vehicles in real-world environments

Infrastructure. Where things get done.

Michigan has the ability to take ideas in mobility from concept to completion.

- Over a century of **automotive leadership and innovation**
- Michigan has **led the nation in manufacturing growth** over the last 5 years
- **PlanetM is driven by a partnership** between government, private and academic resources

To learn more about PlanetM, contact Brian Connors – connorsb@michiganchina.org

MICHIGAN ECONOMIC DEVELOPMENT CORPORATION | PURE MICHIGAN®

WELCOME TO

planetM

Mobility is a critical pursuit that will impact the world environmentally, economically and technologically.

It will help improve air quality and reduce fossil fuel consumption. It will lead to fewer, yet more sophisticated, vehicles and roadways. And it will provide a safer and more convenient mode of transportation for consumers and commerce alike.

That's why Michigan's Planet M is so important.

Michigan is at the epicenter for all things mobility. With all of the talent, resources and vision to make it a reality well before any other place in the world.

www.planetm.com

@MichiganPlanetM

Where big ideas in mobility are born.

THE MICHIGAN ADVANTAGE

More than half of the world's population live in towns 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 the transportation industry will be conceptualized, tested, validated and created in Michigan.

The Planet M campaign was created to elevate Michigan as the hub of mobility innovations, leading to more business investment and jobs in the state.

Michigan's mobility assets include the established automotive foundation, talent and intellectual capital, connected vehicle projects and research and development including:

AN ESTABLISHED FOUNDATION

Michigan's leadership position in the auto industry provides the foundation to lead transportation innovations.

- Michigan is home to 375 automotive R&D centers
- 61 of North America's top 100 auto suppliers are headquartered in the state.
- 60 percent of the largest auto suppliers and 25 percent of all U.S. assembly plants are in Michigan.
- Michigan is ranked No. 1 nationally for the number of advanced automotive industry jobs.

INTELLECTUAL CAPITAL

Michigan produces the talent and innovation that will lead mobility innovations.

- Michigan has 15 universities and colleges with nationally ranked undergraduate engineering programs, four of which have nationally ranked graduate programs.
- Michigan has the highest concentration of engineers in the nation.
- 26 percent of all automotive patents are generated in Michigan, which is nearly three times as many as any other state.
- Michigan leads the nation in patents relating to navigation and smart mobility.
- University Research Corridor universities spend over $60 million annually on automotive innovation-related R&D.

A CONNECTED STATE

Michigan has several projects and assets that are leading autonomous and connected vehicle testing.

- Michigan is one of 16 states that allow testing of fully autonomous vehicles and offers an all-weather environment, critical in testing autonomous technologies.
- Michigan is home to the largest deployment of freeway and surface street V2I technology in the United States. Eventually, 120 miles of southeastern Michigan roadway called the transportation triangle, (I-96, I-696, I-94 and US-23) will become a vehicle-to-infrastructure communication technology-enable corridor. Initial pilot applications being tested in the Transportation Triangle include:
  - ›› ***Red light violation warning:*** alerts drivers who are approaching an intersection that they will run a red light if they continue at their current speed, or if another vehicle is likely to run the red light.
  - ›› ***Work zone warning/management:*** provides real time, accurate location of lane closures due to road construction, and other related hazards such as slow or stopped vehicles.
  - ›› ***Road weather management:*** vehicle- and infrastructure-based road weather management solutions which can detect hazardous conditions like icy roads. Connected vehicle applications take this one step further by providing accurate road condition information to the driver through the use of mobile weather stations.
  - ›› ***Pavement condition:*** sensors detect and measure pavement conditions throughout our road network, mapping out and measuring pot holes and assessing overall pavement condition.

THE MICHIGAN ADVANTAGE

- By 2017, Michigan will be home to two permanent and purpose-built autonomous vehicle testing sites. Nowhere else in the U.S. has resources like these facilities.
  - ›› ***Mcity:*** a 32-acre connected and autonomous vehicle testing site that simulates urban and suburban environments. Mcity opened in 2015 and is in high demand.
  - ›› ***The American Center for Mobility:*** a 335-acre site which will provide additional testing and validation resources for the industry, including higher speeds and interaction with rail and flight. www.acmwillowrun.org
- The University of Michigan Mobility Transformation Center brings together companies from around the world in industries ranging from insurance to telecommunications to big data, in addition to OEMs and suppliers, for one of the most wide ranging partnerships ever undertaken at an academic institution to develop and implement an advanced system of connected and autonomous vehicles in Ann Arbor by 2021.
- The Mobility Transformation Center has three major vehicle deployments in various stages of development and execution:
  - ›› ***Connected Ann Arbor*** (as many as 9,000 vehicles across 27 square miles in and around Ann Arbor)
  - ›› ***Connected Southeast Michigan*** (as many as 20,000 vehicles across southeast Michigan)
  - ›› ***Connected and Automated Ann Arbor*** (an advanced system of connected and automated vehicles, culminating in an on-demand mobility service in Ann Arbor)

RESEARCH AND DEVELOPMENT

Michigan's universities are home to programs and research groups that are in place to propel the industry.

Automotive Safety & Transportation Research group

- Four Michigan schools make up this research group, which partners with industry players like General Motors, Ford, Chrysler and General Dynamics Land Systems, as well as the Department of Defense and the National Institute of Health.
- Faculty from engineering programs are working with MDOT and the Federal Housing Administration on transportation research projects including:
  - ›› Passive safety
  - ›› Active safety; vehicle connectivity
  - ›› Behavioral Science Road and Pedestrian Safety

Cybersecurity programs

- Faculty members from Wayne State University's College of Engineering lead this educational and research-based program which focuses on enterprise security and connected/embedded security.
- Industry partners include Merit Network, Ford and General Motors.

Big Data and Business Analytics project

- More than 30 faculty members from five Michigan schools are involved.
- Industry and Federal support includes: Ford, Urban Science, VA, Loven Systems, General Dynamics Land Systems, General Motors, LexisNexis, Cloudera, SAS, Cleo, Comrise, MicroStrategy, and Apervi.

Next Generation Auto Research Area

- General Motors Foundations Automotive Research Area at Kettering University in Flint will be an electric and autonomous vehicle testing space which houses:
  - ›› Auto proving grounds
  - ›› Powertrain research lab
- This facility is also a chance for enhancements in the following areas:
  - ›› Crash and vehicle safety work through the mechanical engineering department
  - ›› GPS technology through the computer science department

THE INDUSTRY

In addition to the automotive industry, Michigan's key business sectors including defense, cybersecurity and aerospace strengthen its position as the hub for the next generation of transportation.

Michigan has taken a leading role in developing cybersecurity strengths in the state. In 2011, Governor Snyder launched the Michigan Cyber Initiative, creating an award-winning website to educate citizens, businesses and governments.

- Michigan's strength in cybersecurity makes our work in the automotive and defense industries stronger, leading to secure, connected infrastructure and autonomous vehicles.
- Michigan is home to the Michigan Cyber Command Center (MC3), which is responsible for the coordination of combined efforts of cyber emergency response during critical cyber incidents in Michigan. Emphasis is placed upon prevention, response, and recovery from cyber incidents.

THE MICHIGAN ADVANTAGE

- The Michigan Cyber Range, which offers multiple hubs around Michigan for industry, academia and talent to run cyber exercises dedicated to mitigating risk and better securing mobility platforms for automotive, aerospace and robotics.

Michigan is a leader in the defense industry, home to seven military locations important to our nation's security and companies that are developing technologies for the industry.

- TARDEC is testing driverless military vehicle equipment on Michigan's smart roadways, which could allow for supply convoys to run continuously and cut down on dangerous combat situations for soldiers.
- The location was chosen was chosen for the testing because of its proximity to an international border crossing and to the Tank Automotive Research, Development and Engineering Center's headquarters at the U.S. Army Detroit Arsenal.

Michigan's aerospace is growing significantly due to the state's technology climate, operational cost, density of industry and educational system including:

- 600+ companies in Michigan doing work for the aerospace industry.
- The University of Michigan has the oldest aeronautic engineering program and consistently rates in the top two programs in the country.
- The Oscoda Wurtsmith Airport, a former military base with an 11,000-foot-runway capable of landing any commercial aircraft, where over 900 employees perform complex engine repair and overhaul, airframe and composites.

UPCOMING MOBILITY EVENTS

WORLD MOBILITY LEADERSHIP FORUM

September 28–29, 2016, Detroit

www.worldmobilityleadershipforum.com

The smart mobility revolution has begun. How big a change it makes depends on how we apply these new solutions to our shared global challenges.

Join Bill Ford, executive chairman of the Ford Motor Company, and other global mobility thought leaders for an exclusive, invitation-only discussion on global challenges and solutions that can address the world's needs.

NAIAS AUTOMOBILI-D

January 8–22, 2017, Detroit

www.naias.com/press/news/global-mobility-center-launches-in-detroit

AutoMobili-D is a dedicated exposition focused on the rapidly evolving global automotive and mobility landscape. Spearheaded by NAIAS, AutoMobili-D will run in conjunction with the 2017 auto show and will feature more than 100 companies, including automakers, tier one suppliers and tech start-ups.