

MUTUAL AGREEMENT  
BETWEEN  
RICHMOND, CALIFORNIA, USA  
AND  
ZHOUZHAN, ZHEJIANG, P.R. CHINA

2017-2020

September 2017

**A. PREAMBLE**

Councilmember Eduardo Martinez led a delegation to Zhoushan, China from September 20-24, 2017. The purpose of the visit was to conduct business meetings between Richmond and Zhoushan officials to discuss and renew exchanges in the areas of economic development, arts and culture, education, public health, and tourism, and to renew and update the Mutual Agreement between the two cities.

**B. CULTURE AND ARTS**

It is mutually agreed that Richmond and Zhoushan will continue Cultural Exchange to include:

- Permanent display of Zhoushan artifacts in the lobby of the renovated Richmond City Hall.
- The Zhoushan Commission will work toward creating a webpage in Mandarin on the City of Richmond website to provide information on the sister city relationship and related projects.
- Creating a link to the Richmond Chamber of Commerce website which will provide information about Zhoushan Arts and Culture.
- Arts and culture materials for an exhibit in Richmond which will be facilitated by both the Richmond Arts and Culture Commission and the Zhoushan Commission. Current exhibit will be changed as new materials are received.
- Cultural exchanges facilitated by the Richmond Arts and Culture Commission and the Zhoushan City Arts and Culture Bureau
- Potential exchanges between Zhoushan dance and music troops and the East Bay Center for the Performing Arts or other local performing arts organizations.

## **C. EDUCATION AND LANGUAGE**

Both cities renew their commitment to facilitate an exchange in education and language training. We mutually agree to the following:

- The Richmond Zhoushan Commission will seek the support of the West Contra Costa School Board to assist with encouraging retired teachers from West Contra Costa Unified School District and other institutions to travel to Zhoushan to teach English as a second language.
- To establish contacts with Contra Costa College and the West Contra Costa Unified School District for possible exchanges between Zhoushan and the City of Richmond to develop and promote educational exchange.
- To pursue adult education English language training in Zhoushan.
- Zhoushan delegation will visit Richmond educational institutions during their future visits.
- Both cities will provide contact information for exchange student programs in our cities and their vicinity.

## **B. MEDICAL SERVICES & PUBLIC HEALTH**

- It is mutually agreed that both cities will continue to develop exchanges in medical services and public health, disease control, and food hygiene supervision.
- To afford Zhoushan the opportunity to exchange information, Richmond will facilitate introductions to Kaiser Richmond Medical Center and the Contra Costa College Nursing Program as well as the University of California School Of Public Health.
- Both city governments will explore possible exchanges between University of California, Berkeley and the Zhejiang Ocean University to engage in the exchange of ideas and information.

## **E. TOURISM**

Richmond and Zhoushan renew their commitment to promote tourism between our two cities to include the following initiatives:

- Provide air time on the City of Richmond television Station, KCRT with promotional information for travel and tourism in Zhoushan.
- Create reciprocal links between the Richmond Convention & Visitors Bureau and both of the Zhoushan Tourism websites (English & Chinese written language)
- The Richmond Convention & Visitors Bureau will distribute printed tourism-based information about Zhoushan, to be provided by the Zhoushan Tourism Bureau
- The Richmond Convention & Visitors Bureau will create a webpage Mandarin and reviewed by the Zhoushan Tourism Bureau.

## **F. BUSINESS & ECONOMIC DEVELOPMENT**

Richmond and Zhoushan continue their commitment to identify and pursue areas of business and economic development and agree to the following:

- Pledge our commitment to establish business opportunities and projects which will be mutually beneficial to Richmond and Zhoushan.
- Renew and expand potential development of business and marketing plans between our ports and related businesses focusing on: automobile and bulk cargo: seafood products: logistics and consulting; and other import/export opportunities.
- The ports will continue their cooperative efforts on identifying and implementing appropriate environmental initiatives within the legal requirements of each jurisdiction.
- Identify and pursue investment opportunities for business and development projects in each other's city.

- Examine the potential for business opportunities for member companies of each city's business organizations, and independent companies that have affiliations and/or potential business interest within the respective city's
- Seek organizations and individuals with business expertise to consult or partner with the sister city initiatives for business and development projects.
- Identify where potential business partnerships can be established on an individual and business level.
- Discuss mutual efforts to institute environmental planning efforts in our current and future Port operations.
- Help create joint business ventures between the City of Richmond's Council of Industries and their member companies, and Zhoushan's business and industry as appropriate.

## **G. OFFICIAL VISITS**

Both cities will continue to visit each other's cities on a rotating basis when it is feasibly appropriate.

The Mutual Agreement was signed on September 24, 2017 in Zhoushan, Zhejiang, P.R. China.

Xu Xiaoyue  
Deputy Mayor of Zhoushan City, Zhejiang  
The People's Republic of China  
Date: September 24, 2017

Eduardo Martinez  
Councilmember of City of Richmond, CA  
The United States of America  
Date: September 24, 2017