



History of Communication between City of Geraldton-Greenough and China

*in the context of forming Friendship or
Sister City Relationships*

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Background

Dialogue surrounding the development of a Sister City relationship between the City of Geraldton-Greenough and a Chinese City has been underway since October 2007. In March 2010, the City of Geraldton-Greenough Council adopted a Policy for Establishing Sister City Relationships. The Policy stipulated that any proposed Sister City must be in a country with which the Federal Government of Australia, and/or Government of Western Australia, has a constructive relationship, and stated the selection criteria as being:

- People-to-people relationships: it is desirable that there be an existing economic, social or cultural link between the Sister City and the City of Geraldton-Greenough to act as a foundation for building and sustaining the sister city relationship;
- Gross Domestic Product: should be comparable to the Mid West region or larger or of an equivalent proportional GDP ratio of country to region;
- Growth: Sister City candidates should have favourable growth rates;
- Economic activity: Sister City candidates should have strong trade activity;
- Potential: Sister City candidates should be identified as priorities for future development;
- Investment: Sister City candidates should have potential for mutual investment;
- Commercialisation: Sister City candidates should have potential for cooperation in commercially applicable research;
- Academic organisations: Sister City candidates should have academic institutions such as colleges, universities and research centres;
- Innovation: Sister City candidates provide some opportunity to increase tourism activity; and
- Affiliations: Sister City candidates should have a Chamber of Commerce or other business or industry associations – or equivalent if bodies are not the custom in that country, some body through which the Mid West Chamber of Commerce and Industry may engage with business entities in that city or state/province.

In addition to adopting this Policy, Council resolved to establish the Sister City Economic and Cultural Development Advisory Committee, to assist in progressing such relationships.

After meeting in April and July 2010, the Sister City Economic and Cultural Development Advisory Committee agreed that in order to progress further and develop a Sister City relationship, a full history of previously investigated cities must be collated. This report outlines the cities which were discussed in depth, as well as giving an overview of each city mentioned since October 2007. This is then followed by a complete timeline overview of all communications recorded regarding Chinese Sister City relationships between October 2007 and August 2010.

Summary

Preliminary discussions were initiated in October 2007 by John Clarke of the Australia-China Trade Liaison Office, in regards to Wuhu City based in the Anhui Province. Wuhu were particularly interested in a relationship with the City of Geraldton-Greenough due the ability to export to the Wuhu port. With a pending amalgamation with the Ma'anshan port to become Wu-Ma, this was to be the biggest inland port in China. Although CGG kept Wuhu in consideration amongst other potential Sister City matches, the lack of response and commitment from CGG in response to Wuhu's requests looked to put an end to this possibility in February 2008. However in November 2008, John Clark contacted CGG again, indicating that Wuhu would still consider CGG as a potential Sister City, due to the great potential of such as match. At this stage CGG decided that the preference would be to continue in the direction started with the Chinese Consul, ending discussions of a potential relationship with Wuhu.

Ningbo in the Zhejiang Province has gained attention from CGG since March 2008, when Mayor Ian Carpenter contacted the Chinese Consul to discuss the possibility and protocols of examining a potential Sister City relationship. Based in WA's Sister State/Province, Ningbo looked to be a favourable choice, particularly when taking into consideration its port status within China. In April 2010 it was believed that Ningbo was no longer a viable Sister City relationship due to its upgraded status to become a sub-provincial city, however during discussions with CGG at the Australasia-China Sister City and Business Summit Ningbo indicated that they are happy to form relationships with international cities regardless of size. Discussions between CGG and Ningbo also surrounded possible synergies in relation to new energy.

Discussions surrounding a possible relationship with Zhanjiang (twinned with Cairns since 2004) in Guangdong Province began in September 2008. CGG CEO Tony Brun sent gifts to Zhanjiang via the Consulate General of the Peoples Republic of China, and in response, Zhanjiang indicated a willingness of developing a Sister City relationship with CGG. Mr Chen Guimin from the Zhanjiang Foreign Affairs Bureau indicated they would send a delegation in early 2009 to discuss opportunities for cooperation in economy, culture, minerals and seafood trade. He suggested an MOU could be signed at this point and invited a delegation from CGG to visit Zhanjiang. In October 2008 CGG Mayor Ian Carpenter solicited support from business and education representatives within the City to pursue further discussions with Zhanjiang. In discussions with Tony Brun, John Clarke from the Australia-China Trade Liaison Office indicated that Zhanjiang could be of interest to CGG due to the steel production base recently approved by the National Development and Reform Commission. At the first Sister City Economic and Cultural Development Advisory Committee meeting in April 2010 it was discussed that Zhanjiang, a major emerging iron ore port, is still interested in a possible relationship. It was suggested that Tony Brun should further investigate this opportunity during his visit to China.

In June 2010 Cr Chris Gabelish and Han Jie Davis attended the Australasia-China Sister City and Business Summit in Sydney on behalf of CGG. During the Summit discussions were held between CGG and many Chinese cities that already have relationships with the Government of WA. A Statement of Intent was signed for further exploring friendship between CGG and Yueqing City in the Zhejiang Province.

Many other cities within China have been suggested or investigated between 2007 and 2010, which are outlined in the following section 'Chinese Cities Considered: 2007 – 2010'. Following this is a timeline of all recorded conversations within this period.

Chinese Cities Considered: 2007 - 2010

Cities within Zhejiang Province (WA's Sister Province/State)

Ningbo (Zhejiang Province)

- **Source:** First mention on record by Mayor Ian Carpenter, CGG, March 2008. Discussions with Cr Chris Gabelish at Australia-China Business and Sister City Summit, June 2010. Have a relationship with WA Government.
- **City Level:** Sub-provincial
- **Population:** 5,710,200
- **Port:** Deep-water port in North East China, listed among the top ten ports in the world
- **Key Industries:** Exporter of consumer products, iron ore, oil, electrical products, textiles, food, industrial tools
- **Sister Cities:** Nagaokakyo (Japan), Aachen (Germany), Wilmington (USA), Rouen (France), Waitakere (New Zealand), Santos (Brazil), Veszprem (Hungary), Nelson Mandela (South Africa), Varna (Bulgaria), Stavanger (Norway), Nottingham (UK), Bydgoszcz (Poland), Florence (Italy)

Xiuzhou (Zhejiang Province)

- **Source:** First mention on record by Tony Brun, CGG, October 2008
- **City Level:** District in Jiaxing, Zhejiang
- **Population:** 500,000
- **Port:**
- **Key Industries:** Growing from an agricultural zone to a newly industrial area.
- **Sister Cities:**

Taizhou (Zhejiang Province)

- **Source:** Mentioned at first meeting of the Sister City Economic and Cultural Development Committee in April 2010. Supported by the Department of State Development.
- **City Level:** Prefecture-level
- **Population:** 5,784,700
- **Port:** Transportation of raw materials for hinterland of China. Container transport and trade with Taiwan.
- **Key Industries:** Manufactory, automobile, motorcycle and accessories, sewing equipment, plastic mould, household appliances, medicine, chemical and ship building are leading industries.
- **Sister Cities:**

Yueqing (Zhejiang Province)

- **Source:** Initiated during discussions with Cr Chris Gabelish at Australia-China Business and Sister City Summit, June 2010. A statement of intent was signed between CGG and Yueqing City at the Summit. Have a relationship with WA Government.
- **City Level:** Country-level
- **Population:** 1,139,000
- **Port:** Qili Harbour, a State-invested port, will despatch goods to every major harbour of China with a designed annual cargo handling capacity of 3.59 million tons.
- **Key Industries:**
- **Sister Cities:**

Shaoxing (Zhejiang Province)

- **Source:** Suggested possibility by Annie Gu, Australia International Trade Association May 2009
- **City Level:** Prefecture-level
- **Population:** 4,340,000
- **Port:** Inner river port
- **Key Industries:**
- **Sister Cities:** Belem (Brazil), Odense (Denmark), Bayreuth (Germany), Blois (France), Royan (France), Yongasn Seoul (South Korea), Yeosu (Korea), Jacksonville (USA), Camarillo (USA), Cape Girardeau (USA), Fujinomiya (Japan), Nishinomiya (Japan), Macerata (Italy), Amber Valley (UK), Somerset (UK)

Zhenhai (Zhejiang Province)

- **Source:** Suggested by Ningbo, discussed at Sister City meeting, April 2010.
- **City Level:** District level within Ningbo
- **Population:** 200,000
- **Port:**
- **Key Industries:**
- **Sister Cities:**

Cities investigated outside Zhejiang

Wuhu (Anhui Province)

- **Source:** Suggested by John Clarke, Australia-China Trade Liaison Office, October 2007. Interested in a relationship based on mutual understanding, friendly exchanges, economic development.
- **City Level:** Prefecture-level
- **Population:** 2,304,600
- **Port:** On Changjiang River. Was to merge with Ma'anshan to become biggest inland port in China (Wu-Ma)
- **Key Industries:** Auto & spare parts, bio-pharmaceuticals, textile, printing & dyeing, steel, chemical & food processing
- **Sister Cities:**

Zhanjiang (Guangdong Province)

- **Source:** First mention on record by Tony Brun, CGG, September 2008
- **City Level:** Prefecture-level
- **Population:** 6,902,400
- **Port:** In Southern China. Major emerging iron ore port.
- **Key Industries:** Shipyards, textile plants, sugar refining, farming sugarcane.
- **Sister Cities:** Serpukhov (Russia), [Cairns \(Australia\)](#)

Beijing Guang'an Industrial Park (Zhongguancun National Innovation Demonstration Zone) (Beijing)

- **Source:** Initiated during discussions with Cr Chris Gabelish at Australia-China Business and Sister City Summit, June 2010
- **City Level:**
- **Population:**
- **Port:**
- **Key Industries:**
- **Sister Cities:**

Chongwen District (Beijing Province)

- **Source:** Annie Gu, Australia International Trade Association, May 2009

- **City Level:** Has amalgamated with Dongcheng district and is now called 'New Dongcheng' district.
- **Population:**
- **Port:**
- **Key Industries:**
- **Sister Cities:**

Dongying (Shandong Province)

- **Source:** Annie Gu, Australia International Trade Association, May 2009. Discussions with Cr Chris Gabelish at Australia-China Business and Sister City Summit, June 2010. Have relationship with WA Government.
- **City Level:** Prefecture level
- **Population:** 1,800,000
- **Port:** Dongying harbor is state-level class-one open port
- **Key Industries:** A developing oil industry city, as well as light industry, textiles and garments
- **Sister Cities:** Midland (USA), Samcheok (South Korea)

Rizhao (Shandong Province)

- **Source:** Discussions with Cr Chris Gabelish at Australia-China Business and Sister City Summit, June 2010. Have relationship with WA Government.
- **City Level:** Prefecture level
- **Population:** 2,780,000
- **Port:** Two first-class ports. Rizhao Port is the second largest coal exporting port in China and Lanshan Port is the biggest liquefied chemical harbor in northern China.
- **Key Industries:** Major producer of cereal, oil, fruit and animal products. One of the 4 biggest fish farms in China. Advanced industries of agriculture, forestry, animal husbandry and fishery. Production base of silk and tea.
- **Sister Cities:** Trabzon (Turkey), Gisborne (NZ), Muroran (Japan)

Chongqing (Sichuan Province)

- **Source:** Discussions with Cr Chris Gabelish at Australia-China Business and Sister City Summit, June 2010. Have relationship with WA Government.
- **City Level:** Municipality
- **Population:** 31,442,300
- **Port:**
- **Key Industries:** Automobile & motorcycle, chemical and pharmaceutical, construction & building material, food and tourism. Also expediting the developmet of high-tech industries.
- **Sister Cities:** Brisbane (Australia), Toronto (Canada), Aswan (Egypt), Toulouse (France), Dusseldorf (Germany), Shiraz (Iran), Hiroshima (Japan), Voronezh (Russia), Mpumalanga (South Africa), Leicester (UK), Zaporizhzhya State (Ukraine), Seattle (USA)

Cities mentioned outside Zhejiang

- Xiamen (Fujian Province) – Mayor, CGG, March 2008
- Haikou (Hainan Province) –With particular interest to education by reps from Department of Education and Training, February 2008
- Yuxi (Yunnan Province) – Frank Spagnolo, Agricola Farms, December 2008
- Cangzhou (Hebei Province) – Frank Spagnolo, Agricola Farms, January 2009
- HuaiBei (Anhui Province) – Annie Gu, Australia International Trade Association, May 2009
- Hengyang (Hunan Province) – Annie Gu, Australia International Trade Association, May 2009

- Jiujiang (Jiangxi Province) – Annie Gu, Australia International Trade Association, May 2009
- Yanji (Jilin Province) – Annie Gu, Australia International Trade Association, May 2009
- Liupanshui (Guizhou Province) – Annie Gu, Australia International Trade Association, May 2009

Timeline – History of Conversations

October 2007 to July 2010

October 2007

- Initial communications between Gary Brennan (CEO, City of Geraldton-Greenough) and John Clark (Director, Australia-China Trade Liaison Office).
 - In light of John Clark's upcoming attendance (as a presenter) at the Midwest Economic Alliance Summit in Geraldton, he completed some investigations into possible future CGG/China relations.
 - John Clark approached CGG suggesting a possible Friendship City relationship between CGG and Wuhu City (Anhui Province), a port city on the Changjiang River.
 - Wuhu had already shown great interest in a possible relationship and forwarded through John Clark a Letter of Intent on the Establishment of Friendship City Relationship. The Letter of Intent suggested the relationship should be based on mutual understanding, friendly exchanges and economic development.
 - Gary Brennan agreed that he, Mayor Ian Carpenter (CGG) and Deputy Mayor John Sewell (CGG) would meet to discuss further with John Clark while he was in Geraldton for the Economic Alliance Summit.

November 2007

- Gary Brennan, Ian Carpenter and John Sewell met with John Clark and advised that the CGG would initiate discussions with key stakeholders to determine the level of interest in establishing a Sister City relationship with China.
- Key stakeholders were advised of this and that the matter had not yet been presented to Council. They were asked for their informal comments. Stakeholders included:
 - Peter Klein
 - Steve Douglas (MWDC)
 - Karen Godfrey (MWCCI)
 - Bert Beevers (Central Tafe WA)
 - Meredith Wills (GUC)
 - Geraldton@mp.wa.gov.au
- John Clark spoke further with Wuhu, informing them that:
 - CGG would like to know what export opportunities might exist in Wuhu from Geraldton, especially with regards to iron ore. Also if any iron ore currently being exported from CGG was already going through Wuhu port.
 - CGG has technical expertise in areas such as environmental protection and agriculture.
 - CGG has little interest in investing in Wuhu, however would welcome investment from China.
 - At this point CGG had no interest in importing GuoFeng products, as the Mid West market is very small.
- John Clark suggested that it would be appropriate for CGG and Wuhu to liaise directly between themselves into the future.
- Gary Brennan presented a report to Council (07/06461, 27 November 2007), seeking Council endorsement for the CEO and Mayor to partner with government, business and community stakeholders of the City to recommend to Council a suitable Chinese port City for a Sister City relationship with the City of Geraldton-Greenough.
 - The report stated informal responses of support for these developments had been received from the Geraldton Port Authority, Mid West Development Commission and Mid West Chamber of Commerce and Industry.

- Council endorsed the CEO and Mayor to partner with Government, Business and Community stakeholders of the City, to recommend to Council a suitable Chinese port City for a Sister City relationship with the City of Geraldton-Greenough.

December 2007

- John Clark contacted Gary Brennan to inform of further contact from Wuhu City.
 - Wuhu were interested to know whether CGG had come to a decision about the Sister City relationship. Wuhu also informed that they are particularly keen, especially with the current state of play in the iron ore market, as well as our mineral sands, rock lobster and education services.
 - Gary Brennan informed John Clark that the matter would be progressed further in January 2008.

January 2008

- CGG met with community, business and education reps to consider criteria which would be used in identifying a suitable potential Chinese Sister City. One recommended criteria included that the City be a port that receives imports from Geraldton. The reps included:
 - Peter Klein
 - Steve Douglas (MWDC)
 - Karen Godfrey (MWCCI)
 - Bert Beevers (Central West Tafe)
 - Meredith Wills (GUC)
 - Rob Jefferies (GIOA)

February 2008

- John Clark contacted Gary Brennan informing that the Chinese were still keen to progress a Sister City relationship with CGG and that:
 - Ma'anshan Steel Plant (close to Wuhu) imports their iron ore through Ningbo and Shanghai, where it is transhipped to Ma'anshan Steel Plant
 - The planned merger between Wuhu and Ma'anshan ports will make the Wu-Ma Port China's biggest inland port
- Gary Brennan contacted Mike Bowley (Regional Manager, Dept of Agriculture), to inform him of CGG's intention to investigate the possibility of a Chinese Port City Sister City.
 - Gary Brennan asked for Mike Bowley's comments on potential benefits of having an agriculture link between a Chinese City and rural Geraldton-Greenough (not only restricted to rural producers, but also agricultural research and sustainable practice).
 - Mike Bowley forwarded information in response regarding a relationship between the WA Dept of Agriculture and Food and Zhejiang University in China (in WA's Sister Province/State). This involved collaboration in the Barley Acid Soil Tolerance project, aiming to identify and develop a generation of barley varieties with better acid soil tolerance.
- Bert Beevers contacted Gary Brennan with suggestions (from Dept Education and Training) of the following possible Chinese Sister City, in relation to education and training opportunities:
 - Haikou, on Hainan Island – large tropic island south of Hong Kong. Key industries include fishing, tourism, rubber, canned foods, sugar refinery textiles and machinery. Population of 540,000.
- John Clark contacted Gary Brennan informing that the CGG's intention to create a Sister City relationship with a port in China who was already receiving imports from Geraldton, showed that CGG had a misunderstanding in regards to the basis on which a Sister City relationship should be established. He stated that:

- The proposed merger resulting in the Wu-Ma Port may have resulted in Wuhu receiving substantial shipments of iron ore from the Mid West Region of WA.
- The City of Wuhu, and subsequently other cities in the Province of Anhui, were unlikely to still be interested in becoming a Sister City with CGG after the lack of response and interest from CGG. It is important to keep in contact with potential cities throughout the selection process etc, informing them of timelines, so they don't believe they are being ignored/snubbed.

March 2008

- Ian Carpenter contacted Consul General Li Shugang (Chinese Consulate), requesting to meet with him to discuss the possibility and protocols of examining the following cities for a potential relationship with CGG:
 - Xiamen (Fujian Province)
 - Ningbo (Zhejiang Province)
 - Wuhu (Anhui Province)

April 2008

- Gary Brennan contacted BJ Zhuang (Western Australian Trade Office China), asking for his informal comments on the possibility of Ningbo as a Sister City for China.

May 2008

- Shane Hill (Labor MP, Geraldton) reported back from a Parliamentary delegation to China with news that several provincial cities showed interest in potential Sister City relationships with CGG.

June 2008

- Tony Brun made contact with Wu Gaozhong (Consulate-General of the People's Republic of China, Perth) and BJ Zhuang, informing them of his new appointment replacing Gary Brennan as CEO at CGG.

September 2008

- Wu Gaozhong contacted Tony Brun thanking him for sending gifts from CGG and informing that he would forward these on to the City of Zhanjiang (Guangdong Province).
- Wu Gaozhong contacted Tony Brun to inform him of Zhanjiang's willingness of the development of Sister City relationship with the City of Geraldton-Greenough. The relevant contacts in charge of the development of Sister City at Zhanjiang City are (Telephone 0086-3181559, fax 0086-759-3313765):
 - Mr Chen Guimin – Secretary General of Sister City relationship of Zhanjiang City.
 - Mr Liu Wenhua – Staff member of Department of Foreign Affairs of Zhanjiang City.

October 2008

- Mr Chen Guimin wrote to Tony Brun on behalf of Zhanjiang Foreign Affairs Bureau thanking him for the DVD about CGG and in return passing on information about Zhanjiang. He suggested the following process for development of a Sister City relationship between CGG and Zhanjiang:

- Zhanjiang planned to send a government delegation to visit CGG in early 2009, where ideas about cooperation in economy, culture, minerals and seafood trade. It was suggested at this point an MOU between CGG and Zhanjiang could be signed based on Friendship and Cooperation.
 - Mayor Ian Carpenter would then be invited to visit Zhanjiang to talk further about cooperation opportunities. It would be expected that CGG would send a delegation to attend the 'Mountain Area Development Exhibition' in Zhanjiang in November.
- Tony Brun contacted the CGG business and education reps (Peter Klein GPA, Karen Godfrey MWCCI, Steve Douglas MWDC, Meredith Wills GUC and Bert Beevers CWT) regarding the contact from Zhanjiang and forwarding the information. He also contacted further reps from the previously formed committee (Rob Jefferies GIOA, John Sewell CGG, Ian Carpenter CGG) with this information. He suggested the November delegation was unachievable, however there would still be an opportunity to further discussions with Zhanjiang when a delegation visited in early 2009. He asked the business and education reps for their thoughts on whether they see a role for their organisations as part of the relationship.
 - Bert Beevers responded indicating CWT was very keen to be involved in further discussions. Also informing that Tafe College MD's and the Minister were meeting with a Chinese delegation towards the end of October to explore education and training opportunities in China, international Chinese students and training for 'Chinese owned' companies operating in WA.
 - Karen Godfrey responded indicating that MWCCI would also like to participate in the discussions.
 - Steve Douglas responded indicating that MWDC was very keen to be involved in any discussions. Particular interests for MWDC relate to opportunities in education and high tech.
 - Meredith Wills responded indicating that she would be very keen to represent GUC in further discussions.
 - Ian Carpenter informed he was happy to meet.
- John Clark contacted Rob Jefferies informing that his contact responsible for iron ore procurement at Ma'anshan was seeking a supplier with a firm price on 2,500,000-5,000,000 tons of iron ore, to be stockpiled at Shanghai for shipment to Ma'anshan as required. John Clark requested that this be forwarded to GIOA members, their responses to be directed back to himself. He informed that he had been left out of the loop in regards to CGG/Wuhu Sister City developments.
 - Rob Jefferies responded indicating he had circulated John Clark's email to his members. He suggested that John Clark made contact with the new CGG CEO Tony Brun on the status of any Sister City arrangements.
- John Clark contacted Tony Brun updating him on the history of communication between himself and Gary Brennan regarding a possible Sister City relationship with Wuhu City. He informed that he would still be happy to assist if required.
- Tony Brun contacted John Clark explaining that CGG is very keen to pursue a Sister City relationship with a Chinese city, however have multiple cities that are under consideration for this (Wuhu, Zhanjiang, Ningbo, and Xiuzhou). Tony Brun asked John Clark for any direction on the mentioned cities.
- Tony Brun contacted Rob Jefferies, Ian Carpenter and John Sewell, forwarding them the information he had sent John Clark and highlighting the point that there were now 4 potential Sister City choices for China. He stated that his view was to keep heading with the most recent direction investigated in liaison with the Chinese Consul, unless additional or contrary advice was received.
 - Ian Carpenter responded indicating his preference for continuing in the direction started with the Chinese Consul.

November 2008

- John Clark responded to Tony Brun's request for advice regarding the 4 possible Sister City relationships. He:
 - Outlined the discussions he was involved in over the past 12 months.

- Indicated that although there had been some misunderstandings, Wuhu would still be interested in a Sister City relationship with Geraldton because it seemed to be such an excellent match.
- Indicated that Zhanjiang (who is already twinned with Cairns since 2004) may be of interest to CGG, due to the steel production base recently approved by the National Development and Reform Commission. This would be a good target for iron ore export out of CGG, in addition due to the 200,000 ton iron ore handling berth at Zhanjiang port.

December 2008

- Frank Spagnolo (Manager, Agricola Farms) contacted Tony Brun regarding his recent trip to Beijing, where he discussed the possibility of forming a Sister City relationship between Yuxi and CGG. Yuxi indicated they would like to proceed further.

January 2009

- Tony Brun responded to Frank Spagnolo indicating that CGG would be focusing attention on port based cities (with current priorities of Zhanjiang and Ningbo), however any local or regional based developments and trade with China were still important. He passed Frank Spagnolo's details on to Paul Frick (Manager Economic Development and Marketing, CGG)

February 2009

- Frank Spagnolo contacted Tony Brun strongly recommending Cangzhou (Hebei Province) as their Sister City preference. A relationship with this City would enhance the Batavia Abattoir project, as would give priority selling of products from Geraldton/Batavia Abattoir to the region.
 - Tony Brun responded indicating he had forwarded the email to Paul Frick, to liaise with our representative (Department of Industry and Resources) in Shanghai for advice and protocols.

May 2009

- Annie Gu (Assistant to CEO, Australian International Trade Association) contacted Ian Carpenter indicating they had been engaged by various cities in China to help them develop communications and information exchange with Australian cities. The position of the Australian International Trade Association on this matter was to enhance mutual cooperation in fields such as economic, cultural, technological and educational, with benefit to both Australian and Chinese cities. Annie Gu suggested some cities that may be worth looking into, and to contact her if CGG were interested in any of them (Chongwen District of Beijing, Dongying of Shandong, HuaiBei of Anhui, Hengyang of Hunan, Jiujiang of Jiangxi, Yueqing of Zhejiang, Shaoxing of Zhejiang, Yanji of Jilin, Liupanshui of Guizhou).

June 2009

- Annie Gu contacted Ian Carpenter, following up on the cities she had suggested and asking for his opinion on these cities.

December 2009

- Tony Brun indicated to BJ Zhuang that draft reports regarding Sister City relationships had been presented to Council which he hoped would be adopted early January, with the aim of progressing a visit to China in 2010.

- CGG Council adopted a Mandarin translation for 'Geraldton' (杰尔顿)

January 2010

- Tony Brun contacted John Shute (Regional Manager, China, India, Japan, Korea, Western Australian Global Network) asking for his comments about Chinese relationships (specifically Ningbo). Tony Brun indicated that CGG would see Ningbo as their perfect partner, especially with the ability to 'twin' with Bunbury (Jiaxing in Zhejiang Province directly across Hangzhou Bay and the bridge from Ningbo), as this could allow development of a very positive and constructive combined package.

March 2010

- CGG Council resolved to establish the Sister City Economic & Cultural Advisory Committee (representatives include 2 x CGG Councillors – Vickie Petersen and Chris Gabelish, GUC, Durack, GPA, CUCRH, MWCD MWCCI). In addition to this Council adopted a policy for Establishing Sister City Relationships. The policy stated the selection criteria for Sister City relationships as being:
 - People-to-people relationships: it is desirable that there be an existing economic, social or cultural link between the Sister City and the City of Geraldton-Greenough to act as a foundation for building and sustaining the sister city relationship;
 - Gross Domestic Product: should be comparable to the Mid West region or larger or of an equivalent proportional GDP ration of country to region;
 - Growth: Sister City candidates should have favourable growth rates;
 - Economic activity: Sister City candidates should have strong trade activity;
 - Potential: Sister City candidates should be identified as priorities for future development;
 - Investment: Sister City candidates should have potential for mutual investment;
 - Commercialisation: Sister City candidates should have potential for cooperation in commercially applicable research;
 - Academic organisations: Sister City candidates should have academic institutions such as colleges, universities and research centres;
 - Innovation: Sister City candidates provide some opportunity to increase tourism activity; and
 - Affiliations: Sister City candidates should have a Chamber of Commerce or other business or industry associations – or equivalent if bodies are not the custom in that country, some body through which the Mid West Chamber of Commerce and Industry may engage with business entities in that city or state/province.

April 2010

- First meeting of the Sister City Economic & Cultural Advisory Committee was attended by Cr Vickie Petersen (CGG), Karen Godfrey (CGG), Peter Klein (GPA), Meredith Wills (GUC), Isabelle Ellis (CUCRH), Bert Beevers (Durack) and Bill Headley (MWCCI). The committee:
 - Agreed to pursue a relationship with a City in China and discussed the possibility of relationships with Ningbo, Zhenhai, Zhanjiang and Taizhou.
 - Discussed that Ningbo (Zhejiang Province) was no longer a viable option due to its upgrade to become a sub-provincial city.
 - Suggested that Zhenhai (Zhejiang Province), offered by Ningbo, is only a district level City and not an option.
 - Indicated that Zhanjiang (Guangdong Province) is still interested in a possible relationship and should be further investigated during Tony Brun's visit to China. Zhanjiang is a major emerging iron ore port.
 - Indicated that Taizhou (Zhejiang Province) is interested in the possibility of a relationship and are supported by Department of State Development. It was

discussed that Tony Brun should also investigate this possibility during his visit to China.

June 2010

- Chris Gabelish and Han Jie (Liaison and interpreter, CGG) attended the Australasia-China Sister City Summit & Australasia-China Business Summit in Sydney. Outcomes included:
 - Chris Gabelish did a short presentation at the summit to over 200 people, including representatives of Chinese cities and enterprises.
 - Chris Gabelish participated as a panel member, discussing opportunities for future Sister City multi-faceted based relationships.
 - Dialogue with Chinese cities that already have relationships with the Government of WA (Yueqing – Zhejiang Province, Ningbo – Zhejiang Province, Dongying – Shandong Province, Rizhao – Shandong Province, Chongqing – Sichuan Province).
 - Conversations regarding cooperation between CGG and Ningbo/Beijing, related to new energy research.
 - With approval from CGG Mayor Ian Carpenter a Statement of Intent for further exploring Friendship was signed between CGG and Yueqing City.

July 2010

- The second meeting of the Sister City Economic & Cultural Advisory Committee was attended by Cr Vickie Petersen (CGG), Cr Chris Gabelish (CGG), Karen Godfrey (CGG), Bill Headley (MWCCI), Bert Beevers (Durack), Peter Klein (GPA), Meredith Wills (GUC), Mike Kendall (MWDC) and Han Jie Davis (newly appointed as liaison). It was discussed that:
 - Ningbo had indicated that they are happy to form relationships regardless of size. They are more interested in what we do and what mutual benefits we can share with them.
 - Further research is required before deciding whether a prospective Sister City needs to be within the WA Sister Province/State of Zhejiang.