



**CITY OF CUPERTINO
FRIENDSHIP CITIES PROGRAM
APPLICATION FOR DESIGNATION**

Instructions

This application is to be completed by the Friendship City Committee of the requesting international city and submitted electronically to the Cupertino City Manager's Office by emailing pio@cupertino.org.

Background

A Friendship Cities Designation is an established relationship between the City of Cupertino and a partnering international organization that is mutually beneficial. The first step towards establishing a Friendship Cities Designation is to complete this application. This application helps to identify proposed goals of the relationship, the supporting activities expected, and highlights the areas of interest strengths, or needs of each party. The proponents of establishing such a relationship must be a collaboration of a community organization (a Friendship City Committee) and an elected official of the participating international city.

Who May Request a Friendship Cities Designation?

Any established Friendship City Committee of the proponent Friendship City may submit an application. The most successful applications will have more than one sponsor and will represent multiple agencies or organizations.

Processing and Approval of the Application

This application will clearly state the rationale and the goals of the relationship and the mutual benefits in establishing this relationship. Once the designation is in place, all information in the application will be shared with the community and stakeholders upon request.

Complete information for key contacts and authorizing individuals (the signing authorities) must be provided before the relationship can be finalized. In addition, the committee must have a Cupertino Council member sponsorship. Incomplete information will delay the process. A Friendship Cities Designation will be authorized for a period of two (2) years as outlined in the City of Cupertino's "Policies and Guidelines on Sister Cities, Friendship Cities, and International Delegations" and will be subject to all guidelines therein.

CUPERTINO FRIENDSHIP CITIES PROGRAM APPLICATION FOR DESIGNATION

To be completed in English by the requesting organization:

1. Name and Country of the proposed Friendship City and the Friendship City Committee:

Cupertino-Xianning Friendship City Committee

2. Today's date: June 6, 2019

3. Name of person requesting relationship: Min Song

Title: President

Affiliation: Cupertino-Xianning Friendship City Committee

Address: 10294 South Stelling Rd Cupertino CA 95014

Email: Chutianusa@live.com

Phone: 510-552-8357

4. City of Cupertino Sponsor: Chin Lin 510-928-1769 Barry Chang 408-688-6398

5. Friendship City Elected Official Sponsor: Vice Mayor of Cupertino Liang Chao

6. RATIONALE: Please explain the rationale and focus of the requested Friendship Cities Designation. Describe why a Friendship City relationship would be beneficial to the City of Cupertino and your local community, organization, and city. Please outline the areas of mutual strength and interest for each of the participants. Limit this section to four pages and attach it to this application. Items to include:

- Names, titles, and affiliations of those who will be involved at the proponent Friendship City and the Friendship City Committee. Be sure to include information for the proponent Friendship City's Mayor as they will have the primary signing authority of the Friendship City.
- Areas of mutual interest upon which the relationship will focus.
- Opportunities for new activities and potential outcomes.
- Benefits and measurable results that the City of Cupertino and proponent Friendship City can expect as a result of the establishment of such a relationship.

7. RESOURCES: Please address monetary and in-kind resources that may be necessary to conduct the activities of this relationship, how they are to be obtained, and from whom. If none, state "no funding required". Please note that the City of Cupertino does not currently provide funding for Friendship Cities. Limit this section to one page and attach it to this application.

8. PROFILE: Please attach a brief profile of your city and Friendship City Committee including, but not limited to: background, location, nature, size, and relevant programs. Limit the profile to no more than two pages.

9. ADDITIONAL INFORMATION: Please add any additional information about this proposed relationship, the proponent Friendship City, and/or the Friendship City Committee that you wish to share. Limit additional information to no more than 2 pages.

Cupertino-Xianning Friendship City Committee

6. RATIONALE: Please explain the rationale and focus of the requested Friendship Cities Designation. Describe why a Friendship City relationship would be beneficial to the City of Cupertino and your local community, organization, and city. Please outline the areas of mutual strength and interest for each of the participants. Limit this section to four pages and attach it to this application. Items to include:

- Names, titles, and affiliations of those who will be involved at the proponent Friendship City and the Friendship City Committee. Be sure to include information for the proponent Friendship City's Mayor as they will have the primary signing authority of the Friendship City.
- Areas of mutual interest upon which the relationship will focus.
- Opportunities for new activities and potential outcomes.
- Benefits and measurable results that the City of Cupertino and proponent Friendship City can expect as a result of the establishment of such a relationship.

The leadership of the Cupertino-Xianning Friendship City Friendship Committee consists of:

President: Min Song

The Committee foresees three areas of mutual benefits from a friendship city program:

Business Exchanges:

The Committee will provide businesses from the two cities to identify areas of potential mutual collaboration.

Xianning has a favorable industrial chain with its relatively complete industrial system. There are now many enterprises both at home and abroad which rank top 500 in the world in Xianning, such as Red Bull of Thailand, Uni-president Corporation of Taiwan, China Resources Enterprise of Hong Kong, and Country Garden Holdings of Guangdong Province. Xianning is also, with the idea of "Enterprises and entrepreneurs rank first", aiming at creating a highly-efficient government environment. It is trying to spread the notion of welcoming business trade and respecting businessmen. Xianning has been awarded "Financial Credit City of Hubei" for 11 years in a row. The city is now progressing towards the target of "promoting green rise, building a robust city in Southern Hubei, making it a "Fragrant City and Hot Spring Capital" as well as an important hub city in the Nanchang-Wuhan-Changsha city cluster. In 2013, the GDP of Xianning reached 87.211 billion Yuan, up 10.6% than the previous year. And for years the growing rate of Xianning's major economic indicator has been higher than that of the average level of the whole province.

Culture Exchanges:

The Committee will facilitate cultural exchange between the residents of the two cities. The power of opportunity for cultural exchanges between the two cities will be a mutually beneficial arrangement to help deepen our cross-cultural partnerships between people.

Education Exchanges:

The Committee will connect students from our Cupertino High Schools and De Anza College students so they can exchange information about their daily lives and improve understanding of the two cultures. The Committee will also seek to sponsor small groups of students from both cities to visit the each other city with the support of host families.

Cupertino-Xianning Friendship City Application

7. RESOURCES: Please address monetary and in-kind resources that may be necessary to conduct the activities of this relationship, how they are to be obtained, and from whom. If none, state “no funding required”. Please note that the City of Cupertino does not currently provide funding for Friendship Cities. Limit this section to one page and attach it to this application.

No funding is currently required for the operation of the relationship. The future friendship city is proud to work the community for future activities with a target goal of \$30,000 through donations from the communities of both cities. The actual amount of funding and the financing method will be negotiated separately.

8. PROFILE: Please attach a brief profile of your city and Friendship City Committee including, but not limited to: background, location, nature, size, and relevant programs. Limit the profile to no more than two pages.

Located in the south bank of the Yangtze River, Xianning is called “the southern gateway to Hubei” and it is a city known as the “Fragrant City and Hot Spring Capital”. The Chinese phrase “Xianning” appeared for the first time in the book of Changes, meaning “peace in all corners”.

Xianning is famous for its three historical reasons. Firstly, it is one of the three birthplaces of the Chinese Ancient Tea Horse Road. Famous people such as Empress Dowager Cixi and Karl Marx both talked about tea of Xianning. Secondly, the Battle of Red Cliffs took place in Chibi City (a county-level city of Xianning City) is a typical example in the Chinese history of defeating enemy troops with a force inferior in number as well as in power. Thirdly, the Tingsiqiao Battle, which took place during the Northern Expedition in Xian’an District of Xianning City, showed the Iron Army Spirit that overawed the enemy.

Nowadays Xianning owns three characteristics. The first is fragrance. Xianning is Chinese hometown of sweet osmanthus which is the city flower because of its national-leading species quantity, number of ancient trees, planting base area, fresh osmanthus production and quality. Besides sweet osmanthus, Xianning is also famous for its wine, bamboo, tea and camellia. All the fragrance of these local resources makes Xianning the Fragrant City of China. The second is its virescence. Because the forest coverage rate of Xianning is 54.2%, and excellent air quality days exceed more than 350 throughout the year, negative oxygen ion content is high in the local place. Xianning Successively won the Prize of China Habitat Environment Model, Chinese Best Living City, Attractive city, Virescence Model City, Garden City. Besides it ranks among the first tourism standardization demonstration cities throughout the country together with Suzhou, Qingdao, and Lijiang. The third is convenient transportation for its 138 kilometers golden waterway of Yangtze River, 1 hour expressway to Wuhan Tianhe airport, and 313 kilometers highway. At present, Xianning takes the lead in entering into a High-speed Era especially for the opening of Wuhan-Guangzhou high-speed railway and Wuhan-Xianning inter-city railway.

Being rich in resources, Xianning has a relative advantage in cost which is far lower than that in the richer coastal areas, including costs in labor, water, electricity, gas and land. Xianning has an abundant of water resources, with water here of Class B and hot springs running all over the year. Xianning also has a favorable industrial chain with its relatively complete industrial system. There are now many enterprises both at home and abroad which rank top 500 in the world in Xianning, such as Red Bull of Thailand, Uni-president Corporation of Taiwan, China Resources Enterprise of Hong Kong, and Country Garden Holdings of Guangdong Province. Xianning is also, with the idea of “Enterprises and entrepreneurs rank first”, aiming at creating a highly-efficient government environment. It is trying to spread the notion of welcoming business trade and respecting businessmen. Xianning has been awarded “Financial Credit City of Hubei” for 11 years in a row. The city is now progressing towards the target of “promoting green rise, building a robust city in Southern Hubei, making it a “Fragrant City and Hot Spring Capital” as well as an important hub city in the Nanchang-Wuhan-Changsha city cluster. In 2013, the GDP of Xianning reached 87.211 billion Yuan, up 10.6% than the previous year. And for years the growing rate of Xianning’s major economic indicator has been higher than that of the average level of the whole province. Just like a teenager growing fast, Xianning is enjoying a sound momentum of development, full of vigor and vitality.

中共咸宁市委外事工作委员会办公室

关于委托联系对外友好交流活动的函

尊敬的宋敏先生：

您好！我是中共咸宁市委外办、咸宁市人民政府外事办主任梁业伟。

咸宁地处中国中部、长江之滨、湖北之南，是一座生态环境优良、极具魅力的旅游名城，也是一个开放包容的新兴城市。咸宁市积极致力于发展与各国地方政府间的友好交流与合作，推动咸宁与友好城市之间在经贸、教育、医疗、旅游、文化等领域的合作，促进双方的共同繁荣。目前，咸宁已与世界5大洲15个国家22个城市建立了友城关系，国际“朋友圈”不断扩大。

去年12月，我市常务副市长何开文同志拜访了美国加利福尼亚州库柏第诺市，就未来两市在友城合作、创新创业等方面事宜进行了交流，并签署了《中华人民共和国湖北省咸宁市与美国加利福尼亚州库柏第诺市友好交流城市合作备忘录》，开启了我市与美国旧金山湾区城市开展友城交流的第一步。

因该市改选，我市今年7月拟派副市长汪凡非同志率团拜访该市，并再次签署《中华人民共和国湖北省咸宁市与美国加利福尼亚州库柏第诺市友好交流城市合作备忘录》。

为此，我诚挚地委托您作为咸宁的友好交流代表，与美

国库柏第诺市政府洽谈建立友好城市关系相关事宜，并积极
推动两地在各领域的合作。期盼您的回复。

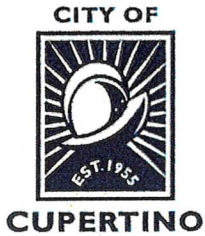
致最良好的祝愿！

中共咸宁市委外事工作委员会办公室主任
咸宁市人民政府外事办公室主任



梁生伟

2019年6月10日



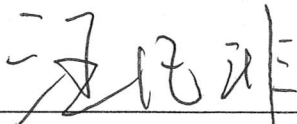
CITY COUNCIL

CITY HALL
10300 TORRE AVENUE • CUPERTINO, CA 95014-3255
TELEPHONE: (408) 777-3212 • FAX: (408) 777-3366
CUPERTINO.ORG


Letter of Intent between
Xianning, Hubei, People's Republic of China and
Cupertino, California, United States of America

This document establishes that Xianning, Hubei, People's Republic of China and Cupertino, California, United States of America are intent on creating a Friendship City relationship to further develop friendly cooperation and deepen mutual understanding between the two cities.

- I. This Letter of Intent states that the two cities will move forward in the future to establish an official Friendship City relationship.
- II. The parties agree to jointly promote friendly exchange on the basis of equality and mutual benefit.
- III. The parties should exchange information with each other and strengthen the exchange and cooperation in economics, culture, education, innovation and entrepreneurship, and other areas.



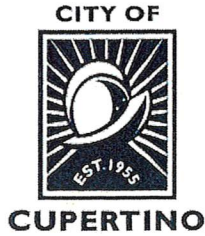
Friendship City Representative
Xianning, Hubei,
People's Republic of China



City of Cupertino Representative
Cupertino, California,
United States of America

Date: 2019年6月27日

Date: 6/27/2019



CITY COUNCIL

CITY HALL
10300 TORRE AVENUE • CUPERTINO, CA 95014-3255
TELEPHONE: (408) 777-3212 • FAX: (408) 777-3366
CUPERTINO.ORG

中华人民共和国湖北省咸宁市与
美利坚合众国加利福尼亚州库伯第诺市
友好交流意向书

该文本致力于在中华人民共和国湖北省咸宁市与美利坚合众国加利福尼亚州库伯第诺市，两市之间建立友好城市意向，并进一步巩固深化两市友好合作，加深相互理解。

- I. 本意向书指出，今后两市将推进正式建立友好城市关系。
- II. 双方同意在平等的基础上共同促进友好交往和互惠互利。
- III. 双方应信息互通，加强在经济、文化、教育、创新创业等方面的交流合作。

友好城市代表
咸宁，湖北，
中华人民共和国

日期：2019年6月27日

库伯第诺市代表
库伯第诺，加利福尼亚州
美利坚合众国

日期：6/27/2019