

INTERNATIONAL ECONOMIC DEVELOPMENT ACTIVITIES PLAN

CITY OF JOONDALUP
MARCH, 2017

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EXECUTIVE SUMMARY

INTRODUCTION

The City of Joondalup is developing an International Economic Development Activities Plan to identify opportunities to generate economic outcomes for the City that are aligned with industry strengths and growth opportunities. The overarching purpose of the International Economic Development Activities Plan is to provide clear guidance to the City of Joondalup on opportunities to facilitate international relationships that will lead to the establishment of Joondalup as a global city based around the development of mutually beneficial relationships and outcomes.

SITUATION ANALYSIS

The situation analysis explores a range of economic and cultural diversity factors to build an evidence base and understanding about Joondalup's capabilities and drivers that are likely to impact upon the City's ability to be successful in the delivery of an International Economic Development Activities Plan.

The economic analysis included factors like industry contribution to Gross Regional Product, the economic growth of the industry, percentage of overall jobs, the number of businesses and other analysis that looks at the strength of jobs and the potential for jobs growth compared to the national position.

HIGH VALUE SECTORS

Through this analysis it was identified that the following industries in almost all criteria have core strengths to be leveraged in the International Economic Development Activities Plan:

- **Health and Medical (Aged Care)**

The Health and Medical sector has been identified as one of Joondalup's high value sectors, based on capabilities in a wide range of areas including ehealth, cancer care, exercise science, mental health, health and wellness, aged care, nursing and midwifery.

From an international perspective aged care service providers in Australia are considered to be high quality, as a result there is demand from Asian markets in particular to learn from local operators in areas such as facility development, aged care and the training and education of professionals in this industry. For this reason aged care is being highlighted as one of the key opportunities for Joondalup to explore and develop further.

- **Education and Training**

International education and the attraction of international students is already a City of Joondalup strength. On this basis, the opportunities are more around adding value to the experience the international students have while they are in Joondalup and identifying ways to stay connected with the students once their studies are completed. There are a range of initiatives suggested in the Program of Activities to support this.

- **Retail**

The retail sector is identified as one of Joondalup's high value sectors, and there is some major retail infrastructure in the region such as Lakeside Joondalup. In terms of this Plan the major opportunities from a retail perspective relate to how the industry contributes and is part of other opportunities. For example, in relation to tourism, retail is part of the overall tourism package that is contributing to Joondalup as an emerging tourism destination. The retail experience in Joondalup is also part of what will make the area attractive to international visitors and students.

- **Tourism.**

Joondalup as a destination has some picturesque coastal areas and access to natural assets that are in close proximity to the Perth CBD. The challenge for Joondalup as a destination is there is not the critical mass of tourism related infrastructure in place to drive the attraction of international visitors. A priority for the existing

tourism operators is to work together collaboratively to identify and develop packages of tourism related opportunities that will enhance the visitor experience in Joondalup and encourage them to spend more time in the area.

The core strategic assets within Joondalup that will support this include:

- **Proximity to Perth:** immediate access to the Perth market and the infrastructure associated with the capital City presents a range of opportunities for Joondalup. Major road and rail infrastructure also help to ensure Joondalup is easily accessible from the Perth CBD and the international airport.
- **Regional Growth:** over 40% of metropolitan Perth's population can be reached within a 30 minute drive of Joondalup. A further 200,000 people are estimated to be moving into Perth's Northern Growth Corridor over the next 20 years.
- **Innovation assets and capability:** the presence of Edith Cowan University, Edith Cowan College, North Metropolitan TAFE and the WA Police Academy, as well as the Joondalup Health Campus (major hospital for Perth's northern corridor) and the Joondalup Private Hospital demonstrate the strengths of the City in catalytic industries such as education and health and medical. In addition to this there are a range of innovation and knowledge based businesses in Joondalup that assist in raising the global profile of the City.
- **Lifestyle and tourism:** the City has significant tourism assets that contribute to an attractive lifestyle and position Joondalup for investment attraction. Some of the key assets include 17 kilometres of coastline including destinations such as Hillarys Boat Harbour, retail experiences such as Lakeside Joondalup and other nature based experiences such as Yellagonga Regional Park.
- **Geographic location:** Joondalup is located in the same time zone as many of the growing Asian economies. Same time zone as Beijing, Shanghai, Hong Kong and Singapore and only one hour difference with Seoul, Tokyo, Bangkok and Jakarta.
- **Access to land and development flexibility:** there are numerous opportunities for development in the Joondalup area, especially around the master planned CBD. Restrictions to development have largely been removed, meaning that a very wide range of developments can be accommodated in the City centre.

TARGET MARKETS

There are a range of markets Joondalup could pursue, however it is very important to target and build strong relationships. The following countries form those best suited to a strategic international alignment with Joondalup.

Criteria	China	India	Japan	South Korea	South East Asia	UK	Africa	USA
Alignment with Joondalup:								
• Education and Training	✓	✓		✓	✓		✓	
• Health and Medical (Aged Care)	✓				✓	✓		
• Retail	✓							
• Tourism	✓		✓	✓	✓	✓	✓	✓
• ICT (links to innovation)	✓		✓	✓	✓			✓
• Creative Industries (links to innovation)	✓		✓	✓	✓			✓
• Finance and Business Services				✓	✓	✓		
Cultural alignment								
Educational links	✓	✓	✓	✓	✓		✓	
Established relationship/ presence:								
• National	✓	✓	✓	✓	✓	✓	✓	✓
• State	✓	✓	✓	✓	✓	✓	✓	
• Joondalup	✓							
Other:								
• Ease of communication						✓	✓	✓
• Market accessibility	✓	✓	✓	✓	✓		✓	✓
• Low risk				✓	✓	✓		✓
Total	11/15	5/15	7/15	10/15	11/15	8/15	8/15	7/15

Source: AEC

GAPS AND OPPORTUNITIES ASSESSMENT

There are many opportunities in the global economy for Joondalup. Following is a summary of some of the key themes and opportunities to be pursued as part of this program (**bolded** sections highlight the subject of the key themes).

- Joondalup has opportunities in the **high value sectors** of education and training (international education), health and medical (aged care), retail and tourism.
- The most significant opportunities for Joondalup exist in the **target markets** of China, South East Asia (Indonesia, Malaysia and Singapore) and South Korea.
- Joondalup is still an **emerging business destination** with a range of challenges and opportunities that need to be addressed if it is to be successful internationally.
- Joondalup is an attractive **tourism** destination but needs to build product critical mass and reasons such as major events to drive the attraction of international visitors.
- The **retail sector** in Joondalup is an important contributor to the overall package of international economic opportunities, e.g. retail tourism, international student experiences and new developments.
- The opportunities based around **international education** are around adding value to the experience the international students have while they are in Joondalup and identifying ways to stay connected with the students once their studies are completed.
- There is demand from Asian markets in particular to learn from **aged care** operators in areas such as facility development, aged care and the training and education of professionals in this industry.

- Part of the solution to addressing some of Joondalup's perception issues is the attraction and development of a range of **catalytic infrastructure projects**.
- Development of **business cases** relating to targeted opportunities.

INTERNATIONAL ECONOMIC DEVELOPMENT ACTIVITIES PLAN

Vision: A Global City: bold, creative and prosperous

There are five strategic priorities under which the program of activities will be developed, these include:

- Export development
- Investment attraction
- International education
- Profile raising
- Infrastructure development.

The table below includes a suite of activities linked to the strategic priorities that need to be implemented to ensure the success of the International Economic Development Activities Plan.

Program of Activities

Activity	2 Year Target
1. Export Development	
1.1 Engage with local businesses to understand their current and potential export capacity	
<ul style="list-style-type: none"> • Engage with local businesses to discuss export interest, current activity and future opportunities. 	50 businesses
<ul style="list-style-type: none"> • Establish a network of local exporters to provide opportunities for them to share market knowledge and to collaborate where appropriate 	1 network (meet quarterly)
1.2 Coordinate events and activities for local businesses to build market knowledge, capacity and to help facilitate export outcomes	
<ul style="list-style-type: none"> • Invite Austrade and DSD to Joondalup to present/ discuss opportunities in identified target markets. 	2 per year
<ul style="list-style-type: none"> • Coordinate a series of export related workshops designed to build the capabilities of local businesses. 	3 workshops
<ul style="list-style-type: none"> • Prepare market research material for identified target markets and distribute to interested local businesses. 	7 target markets
<ul style="list-style-type: none"> • Coordinate and participate in a trade and investment mission (refer to 2.3 below). These events are about both export and investment opportunities 	Refer to 2.3
2. Investment Attraction	
2.1 Identify targeted opportunities requiring investment	
<ul style="list-style-type: none"> • Identify industry opportunities that have the potential to drive economic opportunities across the city. 	As required
<ul style="list-style-type: none"> • Develop business cases that provide a detailed overview of the project, full costing and potential benefits (ROI). 	As required
2.2 Engage with international intermediaries and contacts to promote the investment opportunities	
<ul style="list-style-type: none"> • As part of meetings with Austrade and DSD present and discuss catalytic development opportunities and refine business cases as required. 	As required
<ul style="list-style-type: none"> • Engage with other trade and investment related intermediaries that can help to facilitate international relationships and trade and investment opportunities, e.g. AustCham, Australia China Business Council. 	15 intermediaries
<ul style="list-style-type: none"> • Identify international intermediary organisations/ industry associations to become a member of, e.g. AustCham 	2 organisations
<ul style="list-style-type: none"> • Participate in international business related events held across the region, State and nationally, to promote investment opportunities. Where possible 	4 events, 2 presentations

Activity	2 Year Target
explore options to present at these events.	
2.3 Facilitate and participate in investment attraction related activities	
<ul style="list-style-type: none"> • Coordinate and participate in a trade and investment mission to identified target markets based around identified priorities 	1 mission
<ul style="list-style-type: none"> • Conduct a more detailed analysis of opportunities in the other priority target markets to identify specific opportunities. 	2 market reviews
<ul style="list-style-type: none"> • From trade and investment mission develop a prospective list of investors and possible international companies looking to relocate/ expand. This list of contacts will need to be followed up regularly 	20 leads
3. International Education	
3.1 Support a range of events and activities to welcome international students to the City	
<ul style="list-style-type: none"> • Liaise with educational institutions to participate in and promote welcome events for visiting international students. 	2 events per year
3.2 Develop a range of packages that can be offered to students as well as visiting delegations	
<ul style="list-style-type: none"> • Work with tourism operators to develop local experience packages to be promoted to visiting international students and to be used for study tours and visiting delegations. 	3 packages developed
<ul style="list-style-type: none"> • Promote the packages through the educational institutions 	As required
<ul style="list-style-type: none"> • Bring the tourism operators together to collaborate and develop packages 	Tourism network
3.3 Leverage international students for other investment opportunities	
<ul style="list-style-type: none"> • Engage with local institutions to develop events and activities for international students that raise the profile of trade and investment opportunities in Joondalup. 	1 event, 3 leads
<ul style="list-style-type: none"> • Identify opportunities to establish an international student alumni. If demand exists then establish the alumni. 	Investigation completed
4. Profile Raising	
4.1 Develop and enhance international economic and cultural relationships	
<ul style="list-style-type: none"> • Continue to enhance the Sister City relationship with the City of Jinan by exploring mutually beneficial trade and investment opportunities 	Liaise quarterly
<ul style="list-style-type: none"> • Promote the relationship with the City of Jinan to local businesses to explore opportunities. 	
<ul style="list-style-type: none"> • Explore opportunities for new formal relationships, such as Economic Cooperation Agreements with cities in identified target markets 	2 opportunities identified
<ul style="list-style-type: none"> • Liaise with the State Government to discuss opportunities for a Sister State relationship with Shandong or leverage the existing Sister State relationship with Zhejiang to develop an economic cooperation agreement with Joondalup 	1 relationship or agreement
<ul style="list-style-type: none"> • In line with 3.2 work with tourism operators to develop local experience packages targeting international visitors. 	Refer to 3.2
4.2 Build relationship with Austrade and Department of State Development contacts	
<ul style="list-style-type: none"> • Meet regularly with key government stakeholders to raise the profile of Joondalup and associated opportunities. 	5 meetings
<ul style="list-style-type: none"> • Organise opportunities to present investment focused business cases to them. 	4 investment business cases
4.3 Develop marketing material	
<ul style="list-style-type: none"> • Update and enhance investment attraction related material. 	1 major item and support items as required
<ul style="list-style-type: none"> • Develop fact sheets to promote the capabilities of high value sectors 	As required
<ul style="list-style-type: none"> • Provide all materials in online format for inclusion on the City's website 	As required

Activity	2 Year Target
4.4 Build transparency and raise awareness within the City	
<ul style="list-style-type: none"> Promote the final IEDAP to the local business community and through appropriate media networks to build awareness of the program and anticipated outcomes. 	Annually
<ul style="list-style-type: none"> Provide quarterly progress updates on the implementation of the plan. 	Quarterly
<ul style="list-style-type: none"> Celebrate successes and promote stories relating to outcomes achieved through the implementation of the plan. 	Minimum 5 stories
5. Infrastructure Development	
5.1 Identify priority projects	
<ul style="list-style-type: none"> Identify priority infrastructure/ development projects that require capital investment 	4 projects
<ul style="list-style-type: none"> Prepare infrastructure business cases for each project 	4 business cases
5.2 Work with landowners/ developers	
<ul style="list-style-type: none"> Regularly liaise with landowners/ developers to identify reasons why projects aren't progressing. 	As required
<ul style="list-style-type: none"> Work with internal and external stakeholders to bring projects to fruition. 	As required

Source: AEC

Performance Measurement

In addition to the targets associated with the actions supporting the above focus areas of the Program of Activities, Joondalup should also track overall outcomes generated as a direct result of implementing the program. The recommended headline performance measures are provided below:

Description	Target
Overall investment leads generated	10 leads
New investment attracted for projects	2 new projects
Number of new jobs created	15 new jobs
Amount of capital investment generated	\$10 million

Source: AEC

Attachment 2

中国济南市和澳大利亚郡德勒普市
三年合作交流计划

THREE-YEAR COOPERATION
AND EXCHANGE PLAN BETWEEN
JINAN, CHINA AND JOONDALUP, AUSTRALIA

2019年3月25日

March 25th, 2019



济南市和郡德勒普市三年友好合作交流计划



Three-year Cooperation and Exchange Plan between Jinan and Joondalup

2019年3月25日

March 25th, 2019

应济南市政府邀请，澳大利亚郡德勒普市市长阿尔伯特·雅各布率代表团于2019年3月24日-26日访问济南。为更好深化两市交流与合作，济南市和郡德勒普市一致同意在教育、医疗健康、文化、园林方面进一步加强合作，深化友好交流关系，并达成以下共识：

At the invitation of the City of Jinan during March 24th -26th, 2019, the delegation headed by the Honourable Albert Jacob, Mayor, City of Joondalup, visited Jinan. To further deepen the exchanges and cooperation between two cities, Jinan and Joondalup agreed to further strengthen cooperation in education, medical care, culture, and garden, deepen the friendly exchange relations, and reached consensus as followings:

条款一：官方和公共领域交流

Clause One: Exchanges in Official and Public Area

I. 促进官方和民间交流。通过政府部门之间的联系，在上述几个领域开展交流合作，同时促进双方非官方的交流和访问，积极促进双方在公共领域的合作。

I. It is recommended to promote official and civic exchanges. Through the linkage of governments and departments, conduct exchanges and cooperation in the above areas and promote non-governmental exchanges and visits in the two regions. Actively promote cooperation in public area between the two regions.

条款二：教育和人才合作

Clause Two: Educational and Talent Cooperation

II. 积极加强双方大学学生和学者之间的交流和互访。

II. It is recommended to actively strengthen exchanges and visits between students and scholars in the two regional universities.

III. 双方积极推动济南大学和伊迪斯科文大学友好学校交流，加强学生、学者互访交流，进一步优化交流生制度，建立友好长效交流机制。

III. It is recommended to actively promote the communication and exchanges between Jinan University and Edith Cowan University, strengthen mutual visits between students and scholars, further improve the student exchange program, and help build long-term friendly cooperation framework.

IV. 双方积极促进济南东方双语实验学校与郡德勒普市有关学校开展线上教育项目合作，推动双方学校师生互访，建立友好学校。

IV. It is recommended to actively help promote project cooperation for online education between Jinan Dongfang Bilingual Experimental School and corresponding primary and middle schools from Joondalup, promote mutual exchanges for teachers and students, and work as a bridge for helping build friendly schools.

V. 积极推动双方职业教育交流，协助双方建立职业教育合作交流机制，推动两地校级项目合作。

V. It is recommended to actively promote mutual vocation education communication and exchanges, help establish dual vocation education cooperation and exchange framework, promote project-based cooperation between vocational colleges in two cities.

条款三：医疗健康合作

Clause Three: Medical Care Cooperation

VI. 积极推动双方开展中医交流，为郡德勒普市建立中医理疗诊所提供必要的帮助，推动双方中医合作。

VI. It is recommended to actively promote communication and exchanges in traditional Chinese medicine, provide necessary assistance to the establishment of traditional Chinese medicine clinic in Joondalup, and promote cooperation in the area of traditional Chinese medicine between two cities.

条款四：文化和旅游交流

Clause Four: Culture and Tourism Cooperation

VII. 积极为以两市为背景的电影《爱，顺其自然》的拍摄及上市、发布提供必要的帮助。

VII. It is recommended to actively provide necessary assistance to the filmmaking, release and production of the film *Flow*, which is made upon the background of the cities of Jinan and Joondalup.

VIII. 加强双方在旅游和文化之间的交流、文化团体及游客互访和相互推广，互派团组参加两地文化旅游类活动。

VIII. It is recommended to strengthen exchanges, cultural organization and tourists visits and promotion between tourism and culture in two sides and send delegations to participate in cultural and tourism activities in two cities.

条款五：园林合作

Clause Five: Garden Cooperation

IX.继续积极促进在郡德勒普市建立济南园，落实济南园项目规划。

IX. It is actively recommended to further promote the building of Jinan Garden in Joondalup, and turn the former Jinan Garden Program into reality.

条款六： 工作实践交流

Clause Six: Governmental practice exchange

X. 积极推动郡德勒普市选派在校学生赴济南参加友城奖学金项目，前往济南大学进行为期一年的汉语学习，计划每年 2-3 人。

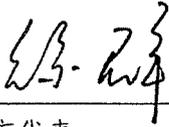
X. It is recommended to actively promote Joondalup city to select annually, 2-3 interested students at University level to take part in Jinan Sister City Scholarship, going to Jinan University to pursue one-year Chinese language study.

XI.制定济南市-郡德勒普市年度访问计划。

XI. It is recommended to establish Jinan – Joondalup annual visit plan.

本备忘录一式两份，用中文和英文书就，两种文本具有同等效力。

This memorandum is written in duplicate in the Chinese and English languages, both texts being equally authentic.



济南市代表

Representative of Jinan



郡德勒普市代表

Representative of Joondalup

Cooperation Framework Agreement Between Huzhou City and Joondalup City

In order to further deepen the friendship between the two cities, strengthen exchanges and promote mutually beneficial cooperation, Huzhou and Joondalup agree to sign this cooperation framework agreement on the basis of the signing of the Letter of Intent on the Establishment of Friendly Relationship Between Huzhou and Joondalup through friendly consultation.

1. Purpose of Cooperation

The two sides are committed to carrying out exchanges and cooperation in business and trade, culture, tourism, education and health under the principle of "equality, mutual benefit and win-win cooperation".

2. Term of Cooperation

2019–2021 a three-year period

3. Content of Cooperation

3.1 Economic and Trade Cooperation

3.1.1 Promote Industry Cooperation

Promotion of key economic sectors in Joondalup, consisting of Medical (Allied Health), Education (University/Vocational), Aged Care and Local Tourism sectors will be actively developed by Huzhou City, as mutually agreed, with the City of Joondalup actively promoting the industry sectors of Huzhou. The intent is to strengthen the communication and exchanges between two sides through the relevant industry organisations and agencies, business associations to each party's mutual benefit.

The City of Huzhou will invite the City of Joondalup to hold Investment Promotion and Project Cooperation Seminar at Huzhou to promote both cities' strengths and advantages, to enhance the cooperation between the two cities in industry, investment, projects, technology and other fields.

3.1.2 Promote Import and Export Cooperation

Seizing the opportunity of China–Australia Free Trade Agreement, two sides will work together to increase the two-way economic and trade cooperation. Huzhou will support its advanced industries including logistic equipment, environment friendly furniture, modern silk and textile to visit Joondalup to seek for business opportunities.

3.1.3 Promote Business Association Cooperation

Huzhou and Joondalup will establish friendly exchange relationship between business associations of two sides as the base to share information on trade, investment, technology transfer and economic cooperation, to recommend trade and investment opportunities and business partners to each other, and to organise and facilitate mutual-visited business delegations.

3.2 Medical and Health Cooperation

3.2.1 Health Care Project Cooperation

Joondalup will encourage high-end nursing institutions to participate in the development of aged care industry of Huzhou. Joondalup will dispatch health care management teams to Huzhou to assist in aged care institution operation, health management, dysphrenia rehabilitation services and psychological care services. Every other year, Huzhou and Joondalup will hold the Innovation Solution to Aging Population International Forum (ISAP) in turns (2020 in Joondalup) in order to enhance the international academic exchanges of aged care sector.

3.2.2 Traditional Chinese Medicine Exchange Program Cooperation

Black Swan Health Ltd. and Huzhou Traditional Chinese Medicine Hospital will carry out co-operation on application of traditional Chinese medicine and products, training and exchange of doctors, and establishment of clinics.

Huzhou will send experts on acupuncture and moxibustion and famous traditional Chinese medicine doctors to the hospitals and universities of Joondalup to promote acupuncture and moxibustion, tuina, minimally invasive therapy, and appropriate techniques of traditional Chinese medicine.

3.2.3 Professional and Technical Personnel Exchange Project Cooperation

The two sides shall carry out 3 to 6 months short term exchanges programs encompassing aspects of traditional Chinese medicine, geriatric psychiatry, rehabilitation medicine, geriatric nursing, midwifery and other professional skills to strengthen research cooperation on Alzheimer and diabetes nursing and to cultivate skilled personals. Every year, Huzhou will send 2-3 relevant professionals to the medical institutions in Joondalup for short-term training, and will correspondently receive medical personnel of Joondalup to study Chinese medicine in Huzhou.

3.2.4 Medical Education and Training Program Cooperation

Medicine Academy of Huzhou University will establish a cooperative relationship with Western Australian Medical Association, to launch cooperation programs of vocational qualification grading training for elderly care service practitioners and research & study for senior management staff in medical field.

3.3 Culture and Tourism Cooperation

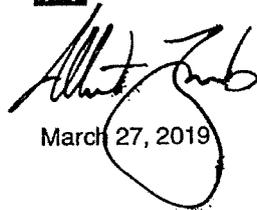
The mutual parts will conduct communication cooperation in field of culture and tourism. Joondalup will be invited to participate in the International (lakeside) Resort Conference and the World Rural Tourism Conference to put forward cultural and tourism exchanges and project cooperation. Huzhou will send delegations to Joondalup to learn the experience of coastal tourism and to discuss the possibility of project cooperation on lakeside tourism and rural guest house. The two parts will have discussion on how to enhance the mutual tourism taking advantage of the respective digital platform.

3.4 Education Cooperation

Two cities will carry out exchange and cooperation in secondary schools and universities. For secondary schools, both sides should share information about education, carry out educational and teaching exchanges to facilitate the establishment of cooperation in teacher-student interaction and culture, explore new models of basic education and teaching, and create platforms for school management communication and collaboration. For universities, both sides should enhance the overall cooperation on teacher-student visit, curriculum, and co-construction of majors between Huzhou University and Edith Cowan University. Through remote connection, the dialogue and communication between teachers and students of the two universities shall be carried out as agreed. An initial attempt shall be made during the delegation' stay in March, 2019 at a convenient time as mutually agreed.

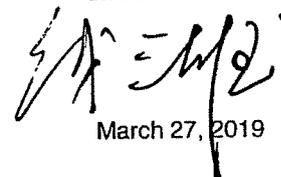
Representative of Joondalup
of the Commonwealth of Australia

 (Signature)


March 27, 2019

Representative of Huzhou City
of the People' s Republic of China

 (Signature)


March 27, 2019

中华人民共和国浙江省湖州市 与澳大利亚联邦郡德勒普市 合作框架协议书

为进一步加深相互友好，加强彼此交流，推动互利合作，经友好协商，中华人民共和国浙江省湖州市与澳大利亚联邦郡德勒普市一致同意在两市签署建立友好交流关系意向书的基础上，签署本合作框架协议书。

一、合作宗旨

双方本着“平等互利，合作共赢”的原则，共同致力于开展经贸、卫生、文化、旅游、教育等领域的交流与合作。

二、合作期限

2019年-2021年，为期三年。

三、合作内容

（一）经贸交流合作

1. 推动产业项目合作。湖州将积极协助推动郡德勒普市优势产业发展，包括医疗、教育、养老和旅游等产业，同时郡德勒普市也将积极助推湖州产业发展。加强两市有关行业机构、商协会的对接联系。邀请郡德勒普市来湖州市共同举办双边投资专场推介会和项目对接会，发挥两地产业及技术优势，推动两市在产业、资金、项目、技术等领域开展合作。

2. 推动进出口合作。抓住中澳自由贸易协定契机及双方产业互补优势，共同推动双方进出口贸易往来。支持物流装备、绿色家居、现代纺织等湖州优势产业赴郡德勒普市开展经贸合作。

3. 推动商会合作。两市建立“友好商会”。依托“友好商会”，相互提供贸易、投资、技术转让和经济合作信息，相互推荐介绍贸易、投资等合作机会和伙伴，组织经贸及项目考察团进行互访。

（二）医疗卫生合作

1. 健康养老项目合作。郡德勒普市大力促成市内高端养老院前来参与湖州养老产业的建设发展，包括郡德勒普市内养老院管理团队派出优秀的养老护理专家团队，负责养老机构运营，健康管理，精神障碍康复服务，心理护理服务等。每两年一次，在湖州市和郡德勒普市轮流举办国际创新为老论坛（2020年在郡德勒普市举办），推进国际学术交流。

2. 中医药交流项目合作。郡德勒普市黑天鹅健康集团与湖州市中医院在中医药产品应用、中医培训交流及开设诊所方面开展合作，由湖州市派出针灸专家、名中医赴郡德勒普市合作院校推广针灸推拿、中医微创和中医药适宜技术。

3. 专业技术人才交流项目合作。在中医、老年精神医学、康复医疗、老年护理、助产士等专业技术方面与湖州市市级医院开展三到六个月的短期交流，加

强老年痴呆、糖尿病护理相关研究合作，培养中青年医疗护理骨干，湖州市计划每年派2-3名相关专业技术人员到郡德勒普市医疗机构开展短期专业进修学习，同时接收郡德勒普医务人员来湖州市进修学习中医药。

4. 医学教育培训项目合作。湖州师范学院医学院与西澳医学会建立合作办学关系，开展养老护理服务从业人员职业资格分级培训、医学领域中高级管理人员研学项目合作。

（三）文化旅游合作

开展文化、旅游领域交流合作。邀请郡德勒普市组团来湖州参加国际（滨湖）度假大会、世界乡村旅游大会等，推动两市文化、旅游交流及项目合作。湖州市组团赴郡德勒普市学习考察滨海旅游发展经验，探讨彼此间在滨湖旅游、乡村民宿等方面开展项目合作。

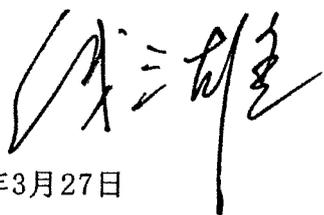
双方将讨论如何利用各城市的数字平台，以及如何根据双方的协议促进目的地旅游。

（四）教育合作

开展两市初高中及高校间的交流合作。在初高中教育领域，加强教育信息交流，互通教育发展情况；尽可能开展教育教学交流，促进学校之间建立对口合作关系，在师生互动、文化交流等方面进行合作；致力于打造探索基础教育教学新模式、创新学校管理等方面的交流合作平台。在高教领域，推动湖州师范学院与伊迪斯科文大学在师生访学、学科合作、专业共建等领域开展多方位合作。通过远程连线方式，在两高校师生间不定期地开展对话交流，2019年3月，郡德勒普市代表团访问湖州期间，在双方商定的方便时间里进行初步尝试。

湖州市

（代表签字）



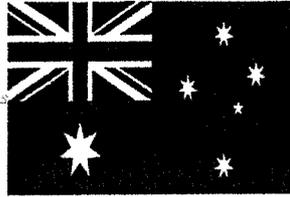
2019年3月27日

郡德勒普市

（代表签字）



2019年3月27日



**LETTER OF INTENT BETWEEN HUZHOU CITY, ZHEJIANG
PROVINCE OF THE PEOPLE'S REPUBLIC OF CHINA
AND JOONDALUP OF THE COMMONWEALTH
OF AUSTRALIA ON THE ESTABLISHMENT OF
FRIENDLY EXCHANGE RELATIONSHIP**

Huzhou City, Zhejiang Province of the People's Republic of China and Joondalup of the Commonwealth of Australia:

Acting in accordance with the principle of Joint Communiqué on the Establishment of Diplomatic Relations between the People's Republic of China and the Commonwealth of Australia;

Wishing to enhance mutual understanding and friendship between the Chinese and Australian people, and develop friendly cooperation between the two sides;

Have signed the following letter of intent, through friendly consultations, on the establishment of friendly exchange relationship.

1. The two sides will carry out, in accordance with the principle of equality and mutual benefit, exchanges and cooperation in various forms in the fields of economy, trade, science and technology, culture, education, sports and health etc to promote common prosperity and development.

2. Regular contacts shall be maintained between the leaders and relevant departments of the two sides to facilitate consultations on the exchanges and cooperation as well as matters of common concern.

3. This letter of intent, signed on March 27, 2019 in Huzhou, shall enter into force on the date of its signature.

4. Done in duplicate in Chinese and English languages, both texts are authentic.

Representative of Joondalup
of the Commonwealth of Australia

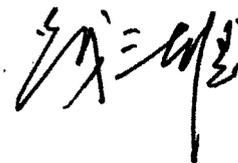
 (Signature)



March 27, 2019

Representative of Huzhou City
of the People's Republic of China

 (Signature)



March 27, 2019



中华人民共和国浙江省湖州市与 澳大利亚联邦郡德勒普市建立 友好交流关系意向书

中华人民共和国浙江省湖州市与澳大利亚联邦郡德勒普市为增进中澳两国人民的了解和友谊，发展两市的友好交流，经友好协商，签订建立友好交流关系意向书。

一、双方根据平等互利的原则，在经济、贸易、科技、文化、教育、体育、卫生等领域开展多种形式的交流与合作，促进共同繁荣发展。

二、双方市政府领导人及协会和上述第一项提到的各领域主管部门保持经常性的联系，以便就双方交流与合作事宜或共同关心的问题
进行协商。

三、本协议书于2019年3月27日在中华人民共和国浙江省湖州市签署，自签字之日起生效。

四、本协议书用中英两种文字写成，一式两份，两种文字同等作准。

中华人民共和国
浙江省湖州市
（代表签字）

2019年3月27日

澳大利亚联邦
郡德勒普市
（代表签字）

2019年3月27日