



# Sister City relationships and opportunities, between Chinese and New Zealand cities



**A paper for the Metro Sector of Local  
Government New Zealand**



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# Existing Sister City relationships<sup>1</sup>

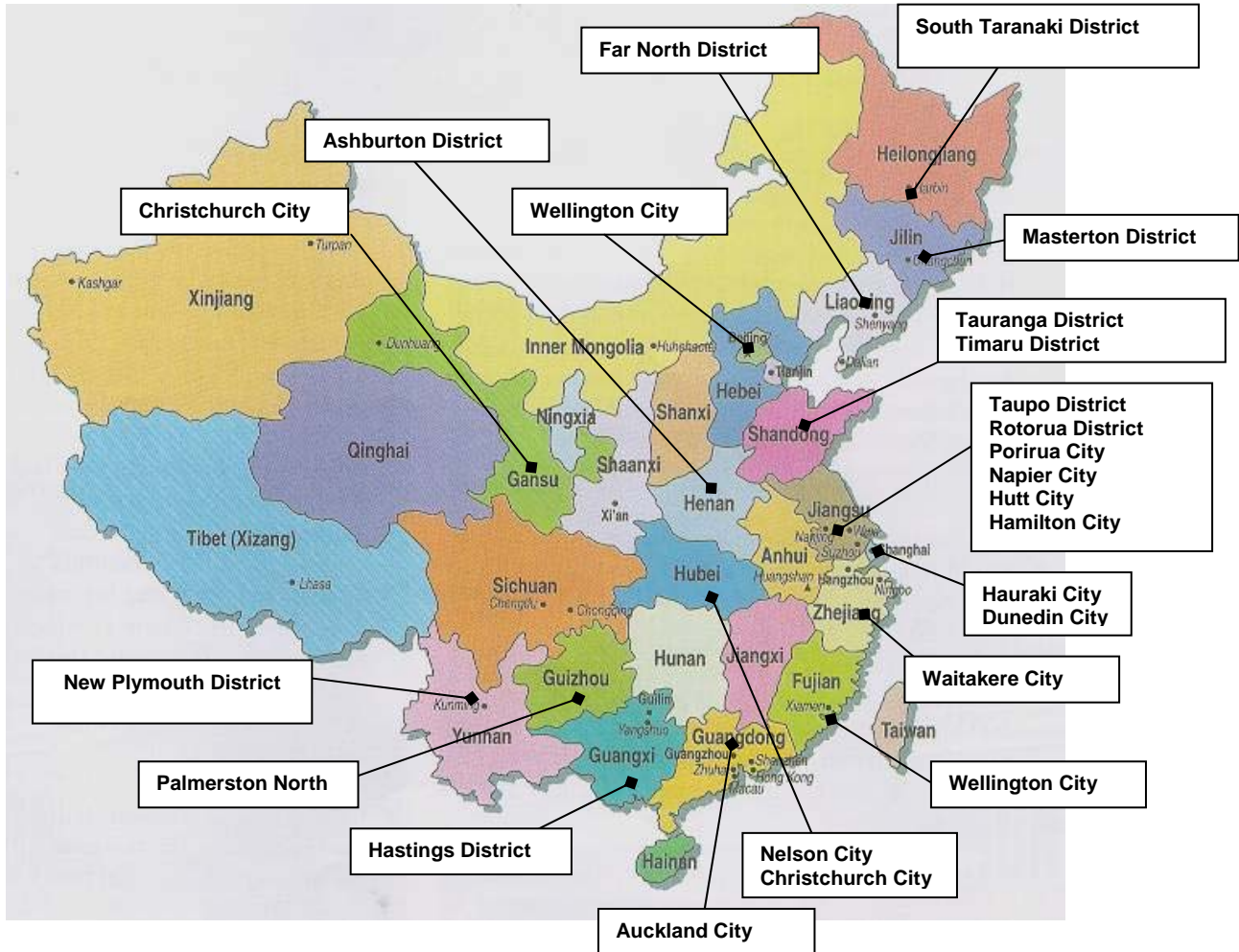
New Zealand City	Chinese City	Description
Ashburton District	Puyang	Henan Province, 300,000 people, central – south of Beijing
Auckland City	Guangzhou	Guangdong Province, 6.6 million people & 3.95 million urban, south coast surrounding Hong Kong
<i>Ports of Auckland<sup>2</sup></i>	<i>Port of Shanghai</i>	<i>Shanghai Province, province 16 million people and city 13 million people, central coast</i>
Christchurch City	Gansu Province	Gansu Province, 23.7 million people, north central
Christchurch City	Wuhan	Capital of Hubei province, a port city on the Yangtze River. It is the fourth largest city in China (4.5 million)
Dunedin City	Shanghai	Shanghai Province, City 13 million people, central coast
Far North District	Liaoning	Liaoning Province, 58 million people, east of Beijing borders Nth Korea
<i>Port of Gisborne</i>	<i>Port of Rizhao</i>	<i>Shandong Province, 400,000 people, coastal south of Beijing</i>
Hamilton City	Wuxi	Jiangsu Province, 4.32 million people, coastal north of Shanghai
Hastings District	Guilin	Guangxi Province, 1.3 million people, south coast borders Vietnam
Hauraki District	Jiading District	Shanghai Province, 750,000 people, inland north-west of Shanghai
<a href="#">Hawkes Bay Region</a>	<a href="#">Xuzhou</a>	<a href="#">Jiangsu Province</a>
Hutt City	Taizhou	Jiangsu Province, 1.3 million people, coastal north of Shanghai
<a href="#">Hutt City</a>	<a href="#">Xi'an</a>	<a href="#">Shaanxi Province</a>
Masterton District	Changchun	Jilin Province, 6.83 million people & 2.78 million urban, borders North Korea
Napier City	Lianyungang	Jiangsu Province, 4.65 million people & 700,000 urban, coastal north of Shanghai
Nelson City	Huangshi	Hubei Province, 2.5 million people, central west of Shanghai
New Plymouth District	Kunming	Yunnan Province, 1.3 million people, south-central borders Myanmar
Palmerston North City	Guiyang	Guizhou Province, 3.06 million people, central west of Hong Kong
Porirua City	Yangzhou	Jiangsu province, 4.46 million people & 500,000 urban, coastal north of Shanghai
Rotorua District	Wuzhong District	Jiangsu Province, 580,000 people, 80 km west of Shanghai
South Taranaki District	Harbin	Heilongjiang province, 9.63 million people & 2.5 million urban, northeast borders Russia
Taupo District	Suzhou	Jiangsu Province, 5.71 million people & 1.05 million urban, coastal north of Shanghai
<a href="#">Taupo District</a>	<a href="#">Xi'an</a>	<a href="#">Shaanxi Province</a>
Tauranga District	Yantai	Shandong Province, 6.35 million people & 1.5 million urban, coastal south of Beijing
Timaru District	Wehai	Shandong Province, 1 million people, coastal south of Beijing
Waitakere City	Ningbo	Zhejiang Province, 5.2 million people, coastal south of Shanghai

<sup>1</sup> **NOTE:** The information contained in this report was variously obtained through phone interviews, council web pages and the Sister City New Zealand web page. Every attempt has been made to obtain up-to-date information, but this report can only be as accurate as the source documents, and the feed back received. As Sister City relationships are constantly changing and maturing, this report will need to be regularly updated in order to maintain accuracy. If any inaccuracies are found, please report these to the authors.


<sup>2</sup> These agreements between ports in China, and New Zealand port companies, differ from the typical New Zealand notion of 'sister cities'. They are more in the realm of commercial partnerships.


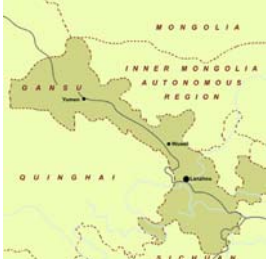







Wellington City	Xiamen	Fujian Province, 1.24 million people, coastal Taiwan Strait
Wellington City	Beijing	Capital of China. A city district of 14 million people.

Figure 1: Existing Sister City locations



## Links by province

<p><b>Beijing</b></p> <ul style="list-style-type: none"> <li>Wellington City</li> </ul>		<p><b>Jiangsu Province</b></p> <ul style="list-style-type: none"> <li>Hamilton City (Wuxi)</li> <li>Napier City (Lianyungang)</li> <li>Porirua City (Yangzhou)</li> <li>Rotorua District (Wuzhong)</li> <li>Taupo District (Suzhou)</li> <li>Hutt City (Taizhou)</li> </ul>	
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<p><b>Fujian Province</b></p> <ul style="list-style-type: none"> <li>Wellington City (Xiamen)</li> </ul>		<p><b>Jilin Province</b></p> <ul style="list-style-type: none"> <li>Masterton District (Changchun)</li> </ul>	
<p><b>Gansu Province</b></p> <ul style="list-style-type: none"> <li>Christchurch City</li> </ul>		<p><b>Liaoning Province</b></p> <ul style="list-style-type: none"> <li>Far North District (Liaoning)</li> </ul>	
<p><b>Guangdong Province</b></p> <ul style="list-style-type: none"> <li>Auckland City (Guangzhou)</li> </ul>		<p><b>Shandong Province</b></p> <ul style="list-style-type: none"> <li>Tauranga District (Yantai)</li> <li>Timaru District (Wehai)</li> </ul>	
<p><b>Guangxi Province</b></p> <ul style="list-style-type: none"> <li>Hastings District (Guilin)</li> </ul>		<p><b>Shanghai Province</b></p> <ul style="list-style-type: none"> <li>Dunedin City (Shanghai)</li> <li>Hauraki District (Jiading District)</li> </ul>	
<p><b>Guizhou Province</b></p> <ul style="list-style-type: none"> <li>Palmerston North City (Guiyang)</li> </ul>		<p><b>Sichuan Province</b></p> <ul style="list-style-type: none"> <li>MoU signed between the Province and North Shore City</li> </ul>	
<p><b>Henan Province</b></p> <ul style="list-style-type: none"> <li>Ashburton District (Puyang)</li> </ul>		<p><b>Yunnan Province</b></p> <ul style="list-style-type: none"> <li>New Plymouth District (Kunming)</li> </ul>	

<p><b>Hubei Province</b></p> <ul style="list-style-type: none"> <li>• Nelson City (Huangshi)</li> <li>• Christchurch City (Wuhan)</li> </ul>		<p><b>Zhejiang Province</b></p> <ul style="list-style-type: none"> <li>• Waitakere City (Ningbo)</li> </ul>	
<p><b>Heilongjiang Province</b></p> <ul style="list-style-type: none"> <li>• South Taranaki District (Harbin)</li> </ul>			

## Chinese cities looking for relationships<sup>3</sup>

City	Province	Description	NZ interest
Changsha	Hunan	Changsha is the capital city of Hunan province. The city (1.5 million) owes its prosperity and wealth largely to its location on the fertile Hunan plains on the Xiangjiang (Yangtze) River.	
Chengdu	Sichuan	Chengdu, population 3 million, is the capital of Sichuan Province, and is rich in history, arts & crafts and culture. It is a modern city boasting a wide range of attractions, and is famous for its brocade silk and laquerware. Chengdu is also where Chinese tea culture began, and is the location of the Giant Panda Research Base.	
Chongqing	Sichuan	Chongqing is both a municipal area (population 30 million) and a city (population 4 million), to the east of Sichuan Province, together they make up China's most populated region (113 million). Chongqing is one of the country's oldest settlements and was the World War II capital. The city is located at the junction of Yangtze River (Xiangjiang) and Jialing Jiang.  North Shore City signed a MoU with Sichuan Province in July 2006.	
Fangchengang	Guangxi	Port city of 130,000 people. Guangxi is located in southwest China between Guangdong, Guizhou, Hunan, and Yunnan provinces. It shares a border with Vietnam.	
Fuzhou	Fujian	Fuzhou is the capital of Fujian province and has a population of 2 million. Its location on the lower reaches of the Min River, bordering on the Taiwan straits.	
Gayou	Jiangsu	Gayou is located in the cross-section formed by Jing-Hu motorway and Jing-Hang canal, Jiangsu Province. Gayou has jurisdiction over 19 towns and countryside, with a total population of 830,000.	
Hangzhou	Zhejiang	Hangzhou, capital of Zhejiang Province, is a tourist city on the lower reaches of the Qiantang River and is the southern end of the 1,794-kilometre-long Grand Canal Beijing-Hangzhou Canal). With an area of 16,596 square kilometres inhabited by a population of 5.2 million.	
Honghu	Hubei	The city is a small city (200,000 in 1999) just west of Wuhan on the Yangtze River, where Rewi Alley carried out flood relief in 1932 and is still revered as a hero. Another link is the presence of half a dozen small-scale industrial co-operatives fostered by the Gung Ho Cooperative movement that Rewi established in the 1980s just before he died.	
Liuzhou	Guangxi	Liuzhou is located on the Liu River in central Guangxi about 255km (160 miles) away from Nanning. It is the second largest city in Guangxi and the main industrial centre. Liuzhou has an area of 5,250 sq km and a population of 1.5 million.	
Pingdingshan	Henan	Pingdingshan has a population of 4.4 million, and is a city of energy resources, one of the three major bases of coal production. There are now 1,147 independent businesses in the whole city, among which 116 are large or medium-sized key enterprises. Agriculture is the foundation of the economy, the land abounding in wheat, maize, tobacco, and soybean. Forestry, animal husbandry and fishery are also fully developed. Pingdingshan is an ideal place for tourism. The Fengxue Temple was built more than a thousand years ago, and there is also the Three Su's Graves of the Song Dynasty's great writer Suxun and his two sons	
Qingdao	Shandong	Qingdao is located on the Jiaodong peninsula on Jiaozhou Bay in the Yellow Sea. Along with this district, the entire city had gone through amazing development of secondary and tertiary industries. As an important trading port in the province, Qingdao flourishes with foreign investment and international trade. Qingdao has a regional population of 7 million, and an urban population of 2.5 million, it is the third largest port in China.	North Shore City Council – MoU signed

<sup>3</sup> Source: Sister City New Zealand web page.

City	Province	Description	NZ interest
Sanmenxia	Henan	Located in the west of Henan Province on the south bank of the Yellow River, Sanmenxia has a population of 2.3 million, including 300,000 in the city area. The area has been inhabited since prehistoric times and contains a number of national parks.	
Xianyang	Shaanxi	Xianyang Municipality is located in the middle of Guanzhong Plain, near Xian, home of the buried army. Xianyang administrates three districts, 10 counties and one city, covering an area of 10,213 square kilometres with a population of 4.73 million.	
Xuzhou	Jiangsu	Xuzhou lies in a contiguous area of four provinces, and located in northern part of Jiangsu Province. Jiangsu Province is one of the most developed regions in China. Xuzhou has an area of 11,258 square km with the population of 9 million of which the urban area occupies 960 square km with the population of 1.2 million.	
Yibin	Sichuan	Yibin is developing as one of the main tourist centres of Sichuan. Located to the south of the province on the Yangtze River and bordering Yunnan and Guizhou, Yibin has direct air connections to Beijing, Shanghai, Guangzhou and Kunming, and it is only 2.5 hours' drive from the major cities of Chengdu and Chongqing.	
Yichang	Hubei	Yichang has long been a major transit port and distribution centre of goods located western Hubei Province at the eastern end of the Xiling gorge, one of the Three Gorges on the Yangtze River. The area is home to 3.9 million.	
Yongzhou	Hunan	Yongzhou City (population 5.63-million) is the main highway from inland provinces to Guangdong, Guangxi, Hainan, South-west China, Hong Kong and Macao.	
Zhengzhou	Henan	A major city in Henan Province, China's most populous and considered the cradle of Chinese civilisation, Zhengzhou is a fast-modernising transport hub situated on the Yellow River. It has a population of 7 million, of whom 4 million are city-dwellers.	
Zhuzhou	Hunan	As a major railway junction (3 railways cross over here) and a port city on the busy Xiangjiang River, Zhuzhou has transformed itself from a small market town into a major transportation, manufacturing and commercial hub.	

# Sister City – partnership opportunities

New Zealand City	Chinese City & Province	Partnership opportunities
Ashburton District	Puyang, Henan Province	Sister City relationship is inactive, so no focus on wider partnerships at this point.
Auckland City	Guangzhou, Guangdong Province	Have previously organised a joint trade mission with other NZ cities. Would not organise it again but may participate. Would consider participating in joint activities with other cities on a case-by-case basis.
Christchurch City	Gansu Province and Wuhan	Haven't considered partnership with other cities, but no reason why not. NZ held in high regard (stable, friend of China for a long time, Rewi Alley, similar people). Important to have a clear focus otherwise nothing will be achieved.
Dunedin City	Shanghai, Shanghai Province	See Dunedin as a conduit for other NZ cities in Shanghai. The place is so vast we can't do it justice on our own and so see Dunedin as providing an entrée to Shanghai by virtue of our Sister City link. Working on a production/retail opportunity now that is so big we couldn't handle it alone and will need NZ support. So we're up for collaboration.
Far North District	Liaoning Province	Have already passed on business contacts (exporting livestock in Napier) following an inquiry from their sister city. See this sort of referral happening among NZ cities, just need to be aware of what cities strengths are.
Hamilton City	Wuxi, Jiangsu Province	Each council works independently in terms of sister cities. It's hard enough to organise these visits with your own set of people without trying to take account of other people's arrangements as well. China is so big it's hard to understand where other cities are and what the potential is for travelling between them.
Hastings District	Guilin, Guangxi Province	Only just started to focus on business and commercial opportunities with our own sister city. Guilin is not the ideal match for us in economic terms, but we have a lot of respect as this relationship is 25-years old and we were the first NZ city to have a Chinese sister city.
Hauraki District	Jiading, Shanghai Province	Potential for NZ cities/districts with Chinese sister cities to get together annually to discuss issues, opportunities and learnings relevant to china specifically – possibly at the NZ Sister Cities conference.
Hutt City	Taizhou, Jiangsu Province	NZ is so small by comparison that we need to broaden opportunities by working together. (See comments under Porirua)
Masterton District	Changchun, Jilin Province	Local businesses might have products for export that are more suited for another sister city's market, so potential there. Hard for NZ suppliers to meet the needs of such large markets, so possible partnership among similar types of suppliers within NZ to meet an export opportunity in China. In November 2005 the two cities signed a Memorandum of Friendly Exchange Intentions and an Agreement on Education Exchange.

<b>New Zealand City</b>	<b>Chinese City &amp; Province</b>	<b>Partnership opportunities</b>
Napier City	Lianyungang, Jiangsu Province and Xuzhou in China	Important to take a hard line around delegations to ensure those that do come from other cities have an understanding of the economic strengths of the region and an economic reason to visit. China is restricted into the major markets (e.g. US and Europe). Through NZ the only restriction is meat into the US, with everything else free trade. There are great opportunities to import Chinese product and re-export with value added.
Nelson City	Huangshi, Hubei Province	In addition to Council involvement, the Nelson – Huangshi relationship is coordinated at the NZ end by the Nelson branch of the New Zealand China Friendship Society.
New Plymouth District	Kunming, Yunnan Province	Probably more likely to work on a regional basis that with other cities – but we never rule anything out. Our unique relationship with Kunming will probably hold the most opportunities for us in future.
Palmerston North City	Guiyang, Guizhou Province	<i>[Not discussed specifically]</i>
Porirua City	Yangzhou, Jiangsu province	Potential to partner where NZ cities have sister cities in the same regions. (E.g. Hutt and Porirua have links in neighbouring cities; Dunedin, Hamilton and Wellington have links in the same general area too). NZ is so small by comparison that we need to broaden opportunities by working together. Working as a contractor to council I see the potential to work with other cities (and businesses directly) to share the benefits of our relationships with China. China is so vast that it's easier in terms of hosting to looking regional or NZ-wide.
Rotorua District	Wuzhong District, Jiangsu Province	Sister City relationship is reasonably quiet, so no focus on wider partnerships at this point.
South Taranaki District	Harbin, Heilongjiang province	Aim to develop broad cultural, friendship exchanges formal student exchanges and promotional gardens or buildings.
Taupo District	Suzhou, Jiangsu Province	<i>[Not discussed specifically]</i>
Tauranga District	Yantai, Shandong Province	Strong focus on the large amount of exciting opportunities coming out of our own relationship. Recently signed a new MOU including a multi-million dollar venture for the Bay of Plenty. We're currently working on 20 projects that include new business ventures.
Timaru District	Wehai, Shandong Province	If outcomes follow as anticipated then there will be growth in all areas related to our own Sister City. People from all cities involved in Chinese sister cities gain the confidence and experience to move into other areas in China for specific opportunities. When the sister city relationship is diligently and consistently fertilized then a lot can be achieved due to goodwill at civic-leader level and doors may be opened.
Waitakere City	Ningbo, Zhejiang Province	Other people in the region are already benefiting in economic terms from our Sister City. This is about give and take. Recent participation in a major trade show.
Wellington City	Xiamen, Fujian Province and Beijing	Many opportunities. For example, Wellington has a close relationship with Beijing but it's so big that every time they have an exchange programme we can't compare with them. It's better that all NZ cities work together and Wellington can channel that access to the Beijing market.

## Sister City selection criteria

New Zealand City	Chinese City and/or Province	Criteria for Selection
<b>Ashburton District</b>	Puyang, Henan Province – inactive relationship.	Chinese approached Ashburton.
<b>Auckland City</b>	Guangzhou, Guangdong Province, Sister City agreement signed 1989.	A large population of the local residents in Auckland were from the Guangdong province, and they approached our Mayor about becoming a sister city with Guangzhou City. In the past, no concrete criteria but we now have confirmed criteria for the sister city/strategic alliance process. The criteria used for evaluating potential relationships have some general analysis such as accessibility, as well as economic and cultural analysis.
<b>Christchurch City</b>	Gansu Province, Sister City agreement signed 1984.  Wuhan agreement signed April 2006	The Sister City relationship came about at the request of Rewi Alley, a Cantabrian who moved to China in 1927. He spent the rest of his life there helping the Chinese people improve their standard of living. By the time of his death in 1987, the Chinese people considered Rewi Alley one of the five most revered Westerners. Rewi Alley worked in Gansu for eight years. He wanted a relationship with Canterbury, but because of the structure of local government, this became a Christchurch City Council relationship.
<b>Dunedin City</b>	Shanghai, Shanghai Province, Sister City agreement signed 1993.	Shanghai approached Dunedin re sister city relationship and we seized on it. No real criteria now but commercial benefit/advantage would be high on the list.
<b>Far North District</b>	Liaoning Province, Sister City agreement signed 2000.	A Chinese delegation came across looking at business opportunities in animal husbandry and priory product processes. The relationship was formally set up after that. There are no specific selection criteria.
<b>Hamilton City</b>	Wuxi, Jiangsu Province, Sister City agreement signed 1986	No record of who initiated the sister city. There's a council policy to govern the relationship (relationships are at the highest level to foster and enhance economic development and educational opportunities, cultural ties and/or sporting contacts/exchanges).
<b>Hastings District</b>	Guilin, Guangxi Province, Sister City agreement signed 1981.	In 1977 a research scientist, Dr Don McKenzie identified a number of common areas of interest between the two cities, including horticulture and their rural-urban mix. The Hastings City Council took up Dr McKenzie's suggestion to establish a Sister City relationship, and approached the Chinese Embassy in Wellington. The Mayor of Guilin invited a Hastings delegation to visit his city to discuss the proposal and the Hastings-Guilin Sister City protocol was signed. This was the first Sister City agreement between a New Zealand and Chinese City.
<b>Hauraki</b>	Jiading in Shanghai Province, Friendly District started in 2001.	Personal contact between the Mayor and the Australian Chinese consulate at the Sydney Olympics. Hauraki made the approach.
<b>Hutt City</b>	Taizhou, Jiangsu Province, Friendly City agreement signed in 2005, now a full sister city.	The approach was made from China. At the management level the criteria used for selection included geographical location (where travel agents can book, where NZTE has representation, where there's an economic powerhouse), as well as business potential and keenness.

New Zealand City	Chinese City and/or Province	Criteria for Selection
<b>Masterton District</b>	Changchun, Jilin Province, Sister City relationship started around 1995.	No record of who initiated it, though understand probably Masterton. No selection criteria as such.
<b>Napier City</b>	Lianyungang, Jiangsu Province, Sister City relationship started around 1993  Xuzhou in China - Friendly City relationship.	Napier was approached by city called Wehi (south of Beijing). Went to the Chinese Embassy and they said no and suggested Lianyungang which has a port and other similarities to Napier so was a better match.  This arose from an economic opportunity but is a difficult relationship because the Chinese don't like you having a partner and mistress.
<b>Nelson City</b>	Huangshi, Hubei Province, Friendly City since 1992 and Sister City since 1995.	The Nelson Branch of the New Zealand-China Friendship Society (NZCFS) first sought this out as a Sister City for Nelson. The Mayor took a small delegation which was reported back favourably to the council. A public meeting defined methods of strengthening the link before a Chinese delegation came to Nelson and the Sister City relationship was officially formed.
<b>New Plymouth District</b>	Kunming, Yunnan Province, Sister City agreement signed 2003.	In the case of Kunming pre-existing links were very strong and long-standing in the education and horticulture sectors and the community drove the relationship in the first instance. There is now an international relationships policy. This focuses unashamedly on clear economic, cultural, social and educational benefits. The criteria for future relationships incorporates the following key factors:  a) A compatible economic base to that of New Plymouth District with the potential to bring mutual economic, social and cultural benefits to the areas;  b) A desire to build links between education providers;  c) A pre-existing links on which to build the relationship;  d) A core of persons or organisations committed to driving the relationship;  e) Ideally some expertise with international relationships;  f) A genuine interest for a long-term commitment;  g) Financial support for exchanges and maintenance of the relationship.
<b>North Shore City</b>	Qingdao, initial agreement signed in May 2006  And MoU with Sichuan Province signed in June 2006	North Shore City was approached by the Chinese Consular Office in Auckland and asked to take on a sister city relationship. Qingdao was suggested due to the obvious sailing links, as Qingdao is the venue for the Olympic sailing in 2008. Discussions are continuing.  The Council was approached by the Governor's Office from Sichuan and asked to enter into some form of a relationship. This was accepted as a MoU agreement largely due to staff members with family links in the Province.
<b>Palmerston North City</b>	Guiyang, Guizhou Province	Historically sister cities chosen where there is potential for city-partnership (i.e. with Massey University) and international student benefits. Policy under review.

<b>New Zealand City</b>	<b>Chinese City and/or Province</b>	<b>Criteria for Selection</b>
<b>Porirua City</b>	Yangzhou, Jiangsu province, a Friendly City agreement was signed in 2002.	The approach was made from China. The criteria used for selection included geographical location (where travel agents can book, where NZTE has representation, where there's an economic powerhouse), business potential and keenness.
<b>Rotorua District</b>	Wuzhong District, Jiangsu Province. Originally a Sister City relationship was established in 1997 with Wuxian City. Chinese restructure disestablished this City so revised Sister City agreement with Wuzhong District in 2000.	The approach came from Wuxian. They somehow found out about Rotorua and came a' courting to gauge interest. Delegations visited both ways before Rotorua determined there could be benefits from the association.
<b>South Taranaki District</b>	Harbin, Heilongjiang province, sister city agreement to be signed in September 2005.	A delegation from the Chinese city of Harbin visited our district to explore the possibility of forging a Sister City relationship. Following some evaluation of the social and economic issues a local delegation visited Harbin to investigate the possibility further before signing an agreement.
<b>Taupo District</b>	Suzhou, Jiangsu Province, friendly city relationship established around 2000.	Unknown.
<b>Tauranga District</b>	Yantai, Shandong Province, sister city agreement signed 1986.	The relationship with Yantai began in the early 1980' when the members of the Tauranga Branch of the New Zealand China Friendship Society in cooperation with Youxie in Beijing (Chinese People's Association Friendship with Foreign Countries) Foreign Affairs New Zealand researched a sister city in China - and Yantai was selected because of its similarities to Tauranga (i.e. marine farming, horticulture leader). At the time of the signing an agreement of cooperation was signed that stipulates Mayoral or official visits every two years to renew the terms of agreement and endorse new projects (a key part of their success).
<b>Timaru District</b>	Wehai, Shandong Province	Unknown criteria, probably fairly opportunistic. Saw some synergies in the littoral aspect and fishing links (significant to identify with a port city which is what Timaru is as well) and relative size (a million or so versus 30,000 is not as incongruous as it seems in Sino-Kiwi affairs).
<b>Waitakere City</b>	Ningbo, Zhejiang Province, Sister City agreement signed 1998.	Something the City wanted to do and the Chinese consulate was putting out feelers. Ningbo is in an ED Zone. They initially wanted Auckland City because it's a port city, but the port company didn't want another Chinese Sister City. Waitakere was looking for a Sister City at that stage, and saw benefits in Ningbo (business and economic).
<b>Wellington City</b>	Xiamen, Fujian Province, Sister City agreement signed in 1987.  Beijing signed May 2006	In the early 1980s the Council asked the Chinese Embassy about establishing Friendly City links with a city in China, following a trip by Prime Minister David Lange. The Chinese authorities suggested that Xiamen was a good partner because there are similarities between the two cities (port cities) and Xiamen had recently been given the first Special Economic Zone status in China designed to encourage foreign investment and trade. The Wellington Xiamen Association (WXA) was established in 1998 to support and encourage the initiative.

# General comments on Sister Cities for councils' decision-making

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- Sister Cities with China must be ratified by the Beijing government. Friendly Cities can be arranged by the province without such ratification. The relationships themselves from a NZ perspective are almost identical.
- Recent government changes in China (Feb 05) has meant all officials have to retrain in government policy, so are not allowed to travel internationally until their training is up to date. This is likely to affect visits to NZ during 2005/2006, though NZ can visit there.
- Delegations from China must be officially invited by NZ Cities. It's important to be careful in selecting who you invite by ensuring clear economic benefit (e.g. business that aligns with your city in terms of export/import/investment potential).
- Major issues around NZ size vs. China. Important to understand that NZ suppliers may not be able to handle the demands of such a huge market, even if just provincially within China.
- Strong government ownership/influence of Chinese firms means that doing business through sister city relationships can be easier, faster and more successful than NZ businesses trying to establish these links themselves (worth initially finding out what parts of China your local businesses currently export to, and what parts of China your citizens come from?).
- The location of a Chinese Sister City is important. Being close to Shanghai, Beijing or Guangzhou is important in terms of NZ Trade representation contacts, economic power, and travel accessibility. Typically the eastern side of China is the more affluent and has better English-speaking capabilities.
- There is a wide variation in terms of the benefits gained from Chinese Sister City relationships. A lot of 'talk-fest' approach. Ideal is to have a city who is keen for the benefits, to develop the relationships through delegations and education/cultural exchanges, and then focus on economic benefits. It takes time, but if you're selective, proactive and maintain an economic focus then you'll reap rewards. It must be a two-way relationship.
- A reasonable budget is required. This is estimated at a bare minimum of \$20,000 per annum to maintain a low-level sister city relationship with biannual visits. Budget recommendations from cities working actively with their sister city to gain serious economic benefits sit around the \$120,000 p.a. and 0.5 FTE.

## Sister City – New Zealand council contact details

New Zealand City	Chinese City & Province	Contact details
Ashburton District	Puyang, Henan Province	<p><b>Website:</b> <a href="http://www.ashburtondc.govt.nz">www.ashburtondc.govt.nz</a></p> <p><b>Address:</b> 5 Baring Square West, P O Box 94, Ashburton, New Zealand</p> <p><b>Telephone:</b> +64-3-3085139</p> <p><b>Fax:</b> +64-3-3081836</p> <p><b>Governance:</b> Sister Cities Sub-Committee</p> <p><b>Officer with responsibility:</b> Maria Hibbert</p> <p><b>Email:</b> <a href="mailto:mariah@adc.govt.nz">mariah@adc.govt.nz</a></p> <p><b>Direct dial:</b></p>
Auckland City	Guangzhou, Guangdong Province	<p><b>Website:</b> <a href="http://www.aucklandcity.govt.nz">www.aucklandcity.govt.nz</a></p> <p><b>Address:</b> Civic Administration Building, 1 Grey's Ave, Auckland</p> <p><b>Telephone:</b> ph 379 2020</p> <p><b>Fax:</b> +64 9 307-7516</p> <p><b>Governance:</b> Auckland City Council's Guangzhou Committee</p> <p><b>Officer with responsibility:</b> Caroline Lassiter – Manager, Nicole Dares – Coordinator for Guangzhou</p> <p><b>Email:</b> <a href="mailto:caroline.lassiter@aucklandcity.govt.nz">caroline.lassiter@aucklandcity.govt.nz</a></p> <p><b>Direct dial:</b> +64 9 373-6130 or +0064 274 725 246 (Caroline)</p>
Christchurch City	Gansu Province  and  Wuhan	<p><b>Website:</b> <a href="http://www.ccc.govt.nz">www.ccc.govt.nz</a> and <a href="http://www.Christchurch-Wuhan.com">www.Christchurch-Wuhan.com</a></p> <p><b>Address:</b> PO Box 237, Christchurch</p> <p><b>Telephone:</b> 64-3-941-8999</p> <p><b>Fax:</b></p> <p><b>Governance:</b> Christchurch-Gansu Friendly Relations Committee</p> <p><b>Officer with responsibility:</b> Dave Adamson - International Relations Co-ordinator</p> <p><b>Email:</b> <a href="mailto:dave.adamson@ccc.govt.nz">dave.adamson@ccc.govt.nz</a></p> <p><b>Direct dial:</b> +64-3-371-1775 (Dave)</p>
Dunedin City	Shanghai, Shanghai Province	<p><b>Website:</b> <a href="http://www.cityofdunedin.com">www.cityofdunedin.com</a></p> <p><b>Address:</b> PO Box 5045, Dunedin</p> <p><b>Telephone:</b> +64-3-477-4000</p> <p><b>Fax:</b> 64-3-474 3594</p> <p><b>Governance:</b></p> <p><b>Officer with responsibility:</b> Jennifer Lapham – Governance Support Officer, Peter Brown – GM Strategy &amp; Development</p> <p><b>Email:</b> <a href="mailto:jlapham@dcc.govt.nz">jlapham@dcc.govt.nz</a>, <a href="mailto:pbrown@dcc.govt.nz">pbrown@dcc.govt.nz</a></p> <p><b>Direct dial:</b> Tel: 64-3-474 3354 (Peter)</p>

<b>New Zealand City</b>	<b>Chinese City &amp; Province</b>	<b>Contact details</b>
Far North District	Liaoning Province	<b>Website:</b> <a href="http://www.fndc.govt.nz">www.fndc.govt.nz</a> <b>Address:</b> <b>Telephone:</b> 0800 920029 or +64-9-405-2750 <b>Fax:</b> <b>Governance:</b> <b>Officer with responsibility:</b> Lyn McCarty <b>Email:</b> <a href="mailto:lyn.mccarty@fndc.govt.nz">lyn.mccarty@fndc.govt.nz</a> <b>Direct dial:</b>
Hamilton City	Wuxi, Jiangsu Province	<b>Website:</b> <a href="http://www.hcc.govt.nz">www.hcc.govt.nz</a> <b>Address:</b> Private Bag 3010, Hamilton 2020 <b>Telephone:</b> +64-7-838-6699 <b>Fax:</b> <b>Governance:</b> <b>Officer with responsibility:</b> Sharon Breen – Manager (sister city position currently vacant) <b>Email:</b> <a href="mailto:Sharon.breen@hcc.govt.nz">Sharon.breen@hcc.govt.nz</a> <b>Direct dial:</b> +64-7-838-6975
Hastings District	Guilin, Guangxi Province	<b>Website:</b> <a href="http://www.hastingsdc.govt.nz">www.hastingsdc.govt.nz</a> <b>Address:</b> Private Bag 9002, Hastings <b>Telephone:</b> +64-6-878-0500 <b>Fax:</b> +64-6-878-0587 <b>Governance:</b> Guilin Sister City Board of Directors (council & community reps, with strategic plan) and Education Link Group and Business Link Group (community reps to set programmes) <b>Officer with responsibility:</b> Christine Ennis – Sister City Coordinator, Community Services <b>Email:</b> <a href="mailto:christinee@hdc.govt.nz">christinee@hdc.govt.nz</a> <b>Direct dial:</b> +64-6-878-0500
Hauraki	Jiading, Shanghai Province	<b>Website:</b> <a href="http://www.hauraki-dc.govt.nz">www.hauraki-dc.govt.nz</a> <b>Address:</b> PO Box 17, Paeroa <b>Telephone:</b> +64-7-862-8609 <b>Fax:</b> +64-7-862-8607 <b>Governance:</b> <b>Officer with responsibility:</b> Chris Hale – Economic Development Officer <b>Email:</b> <a href="mailto:chale@auraki-dc.govt.nz">chale@auraki-dc.govt.nz</a> <b>Direct dial:</b> +64-7-862-5025

<b>New Zealand City</b>	<b>Chinese City &amp; Province</b>	<b>Contact details</b>
Hutt City	Taizhou, Jiangsu Province  Friendship city with Xian City	<b>Website:</b> <a href="http://www.huttcity.govt.nz">www.huttcity.govt.nz</a> <b>Address:</b> Private Bag 31912, Lower Hutt <b>Telephone:</b> +64-4-570-6666 <b>Fax:</b> <b>Governance:</b> Under review. Looking at a multi-discipline community committee acting as advisor to full council on priorities (no budget or other authority) <b>Officer with responsibility:</b> Gary Craig <b>Email:</b> <a href="mailto:gary.craig@huttcity.govt.nz">gary.craig@huttcity.govt.nz</a> <b>Direct dial:</b> +64-4-570-6920 or +64-27-278-9473
Masterton District	Changchun, Jilin Province	<b>Website:</b> <a href="http://www.mstn.govt.nz">www.mstn.govt.nz</a> <b>Address:</b> PO Box 444, Masterton <b>Telephone:</b> +64-6-378-9666 <b>Fax:</b> <b>Governance:</b> <b>Officer with responsibility:</b> Ann – sister cities, Jan Gerickson – Community Services Manager <b>Email:</b> <b>Direct dial:</b>
Napier City	Lianyungang, Jiangsu Province  Friendship city with Xuzhou	<b>Website:</b> <a href="http://www.napier.govt.nz">www.napier.govt.nz</a> <b>Address:</b> <b>Telephone:</b> +64-6-378-9666 <b>Fax:</b> <b>Governance:</b> International Relations Forum <b>Officer with responsibility:</b> Ron Massey <b>Email:</b> <a href="mailto:ron@napier.govt.nz">ron@napier.govt.nz</a> <b>Direct dial:</b> +64-6-834-4193
Nelson City	Huangshi, Hubei Province	<b>Web site:</b> <a href="http://www.nelsoncitycouncil.co.nz">www.nelsoncitycouncil.co.nz</a> <b>Address:</b> PO Box 645, Nelson <b>Telephone:</b> +64-3-546-0200 <b>Fax:</b> <b>Governance:</b> In conjunction with the Nelson branch of the New Zealand China Friendship Society <b>Officer with responsibility:</b> Pat Jones – Nelson Sister City Coordinator, or Barbara Markland (NZCFS) <a href="mailto:erm@xtra.co.nz">erm@xtra.co.nz</a> or +64-3-544-4712 <b>Email:</b> <a href="mailto:neville.hadfield@ncc.govt.nz">neville.hadfield@ncc.govt.nz</a> , <a href="mailto:tschopp@xtra.co.nz">tschopp@xtra.co.nz</a> (Pat) <b>Direct dial:</b>

New Zealand City	Chinese City & Province	Contact details
New Plymouth District	Kunming, Yunnan Province	<p><b>Website:</b> <a href="http://www.newplymouthnz.com">www.newplymouthnz.com</a></p> <p><b>Address:</b> Private Bag 93500, Takapuna, North Shore City</p> <p><b>Telephone:</b> +64-9-486-8600</p> <p><b>Fax:</b> +64-9-486-8410</p> <p><b>Governance:</b> Strategic Management Committee</p> <p><b>Officer with responsibility:</b> Roger Matthews, Economic Development Manager</p> <p><b>Email:</b> <a href="mailto:roger.matthews@northshorecity.govt.nz">roger.matthews@northshorecity.govt.nz</a></p> <p><b>Direct dial:</b> +64-9-486-8600 ext. 8047</p>
North Shore City	Negotiations underway with Qingdao, and a MoU signed with Sichuan Province	<p><b>Website:</b> <a href="http://www.northshorecity.govt.nz">www.northshorecity.govt.nz</a></p> <p><b>Address:</b> Private Bag 2025, New Plymouth</p> <p><b>Telephone:</b> +64-6-759-6060</p> <p><b>Fax:</b></p> <p><b>Governance:</b> International Relations Sub-committee</p> <p><b>Officer with responsibility:</b> Kathryn Scown – International Relations Co-ordinator, Peter Tennent – Mayor &amp; Deputy Chair of NZ Sister Cities.</p> <p><b>Email:</b> <a href="mailto:scownk@npdc.govt.nz">scownk@npdc.govt.nz</a>, <a href="mailto:petertennent@npdc.govt.nz">petertennent@npdc.govt.nz</a></p> <p><b>Direct dial:</b> 06 759 6060 ext 8938 (Kathryn)</p>
Palmerston North City	<p>Guiyang, Guizhou Province</p> <p>Current review to consider making Kunshan the sister city and dropping Guiyang down to friendly city.</p> <p>Friendship cities with Kunshan, Whu and Lishang.</p>	<p><b>Website:</b> <a href="http://www.pncc.govt.nz">www.pncc.govt.nz</a></p> <p><b>Address:</b></p> <p><b>Telephone:</b> +64-6-356-8199</p> <p><b>Fax:</b></p> <p><b>Governance:</b></p> <p><b>Officer with responsibility:</b> Suzanne Craig – City Future Unit, also Tim Harvey – agriculture Massey University</p> <p><b>Email:</b> <a href="mailto:suzanne.craig@pncc.govt.nz">suzanne.craig@pncc.govt.nz</a></p> <p><b>Direct dial:</b></p>
Porirua City	Yangzhou, Jiangsu province	<p><b>Website:</b> <a href="http://www.pcc.govt.nz">www.pcc.govt.nz</a></p> <p><b>Address:</b></p> <p><b>Telephone:</b></p> <p><b>Fax:</b></p> <p><b>Governance:</b> International Committee</p> <p><b>Officer with responsibility:</b> Brian Cross – International Relations Co-ordinator, private contractor reporting to Council's Leisure &amp; Recreation department.</p> <p><b>Email:</b> <a href="mailto:brian@linkplus.co.nz">brian@linkplus.co.nz</a></p> <p><b>Direct dial:</b> +64-4-5863145 or +64-27-270-1188</p>
Rotorua District	Wuzhong District, Jiangsu Province	<p><b>Website:</b> <a href="http://www.rdc.govt.nz">www.rdc.govt.nz</a></p> <p><b>Address:</b> Private Bag 3029, Rotorua</p> <p><b>Telephone:</b> +64-7-348-4199</p> <p><b>Fax:</b> +64-7-347-8318</p> <p><b>Governance:</b> Community, Parks &amp; Rec Committee</p> <p><b>Officer with responsibility:</b> Tom Baker – Community Services Officer</p> <p><b>Email:</b> <a href="mailto:tom.baker@rdc.govt.nz">tom.baker@rdc.govt.nz</a></p> <p><b>Direct dial:</b> +64-7-350 0209 Ext:8115</p>

<b>New Zealand City</b>	<b>Chinese City &amp; Province</b>	<b>Contact details</b>
South Taranaki District	Harbin, Heilongjiang province	<p><b>Website:</b> <a href="http://www.stdc.co.nz">www.stdc.co.nz</a></p> <p><b>Address:</b> Private Bag 902, Hawera</p> <p><b>Telephone:</b> +64-6-278-0555</p> <p><b>Fax:</b> +64-6-278-8757</p> <p><b>Governance:</b> International Relations committee</p> <p><b>Officer with responsibility:</b> Gerard Langford – Communications Manager.</p> <p><b>Email:</b> <a href="mailto:gerard.langford@stdc.govt.nz">gerard.langford@stdc.govt.nz</a></p> <p><b>Direct dial:</b> +64-274-951-166</p>
Taupo District	Suzhou, Jiangsu Province	<p><b>Website:</b> <a href="http://www.taupodc.govt.nz">www.taupodc.govt.nz</a></p> <p><b>Address:</b></p> <p><b>Telephone:</b> +64-7-376-0899</p> <p><b>Fax:</b></p> <p><b>Governance:</b> International Relations Committee</p> <p><b>Officer with responsibility:</b> Sheryl – Mayors Secretary, Sheryl – Secretary for International Relations area.</p> <p><b>Email:</b></p> <p><b>Direct dial:</b></p>
Tauranga District	Yantai, Shandong Province	<p><b>Website:</b> <a href="http://www.tauranga.govt.nz">www.tauranga.govt.nz</a></p> <p><b>Address:</b></p> <p><b>Telephone:</b> +64-7-577-7000</p> <p><b>Fax:</b></p> <p><b>Governance:</b></p> <p><b>Officer with responsibility:</b> Yvonne Tatton</p> <p><b>Email:</b> <a href="mailto:yvonnet@tauranga.govt.nz">yvonnet@tauranga.govt.nz</a></p> <p><b>Direct dial:</b></p>
Timaru District	Wehai, Shandong Province	<p><b>Website:</b> <a href="http://www.timaru.govt.nz">www.timaru.govt.nz</a></p> <p><b>Address:</b> PO Box 522, Timaru</p> <p><b>Telephone:</b> +64-3-687-7200</p> <p><b>Fax:</b> +64-3-687-7209</p> <p><b>Governance:</b> Sister Cities Committee (external to council)</p> <p><b>Officer with responsibility:</b> No-one within council. Hilary Hawes – Mayors PA. Janie Annear - Mayor. Trevor Linyard – Chairman of Sister Cities in Timaru</p> <p><b>Email:</b> <a href="mailto:trevor.linyard@redcross.org.nz">trevor.linyard@redcross.org.nz</a></p> <p><b>Direct dial:</b> +64-3-688 6961 (Red Cross)</p>
Waitakere City	Ningbo, Zhejiang Province	<p><b>Website:</b> <a href="http://www.waitakere.govt.nz">www.waitakere.govt.nz</a></p> <p><b>Address:</b></p> <p><b>Telephone:</b> +64-9-839-0400</p> <p><b>Fax:</b></p> <p><b>Governance:</b> Arts &amp; Events Special Committee</p> <p><b>Officer with responsibility:</b> Sharon Simiona - Officer, Daryl Griffin – Manager.</p> <p><b>Email:</b> <a href="mailto:sharon.simiona@waitakere.govt.nz">sharon.simiona@waitakere.govt.nz</a></p> <p><b>Direct dial:</b></p>

<b>New Zealand City</b>	<b>Chinese City &amp; Province</b>	<b>Contact details</b>
Wellington City	Xiamen, Fujian Province  and  Beijing	<p><b>Website:</b> <a href="http://www.wcc.govt.nz">www.wcc.govt.nz</a>, or <a href="http://www.xiamen.wellington.net.nz">www.xiamen.wellington.net.nz</a></p> <p><b>Address:</b> International Relations (Council Controlled Organisations), WCC, PO Box 2199, Wellington. Also Wellington Xiamen Association, PO Box 28 088, Wellington</p> <p><b>Telephone:</b> +64-4-801-3260</p> <p><b>Fax:</b> +64-4-801-4261</p> <p><b>Governance:</b> Council</p> <p><b>Officer with responsibility:</b> Tom Yuan – International Relations</p> <p><b>Email:</b> <a href="mailto:tom.yuan@wcc.govt.nz">tom.yuan@wcc.govt.nz</a></p> <p><b>Direct dial:</b> +64-4-499-4444 ext 3260</p>

# Relationship summaries – 'a work in progress'

NZ City	Chinese Sister City	Info source	Meet and greet	Broad cultural or friendship exchanges	Tourism visits	Education-focused meetings	Increased international students	Formal student exchanges	Formal teacher exchanges	Local government exchanges	Sporting exchanges	Promotional Events	Promotional buildings or gardens	Trade fair attendance or conference	Trade delegations	Business-focused discussions	Business exchanges	Business to business meetings	Business partnership in China (export)	Business partner in NZ (import)	Large business opportunity	Economic investment in NZ	General relationship strong	Doors opened	Weighted (economic) ranking 1-5	Notes
Ashburton District	Puyang, Henan Province	Personal contact	yes																						0.1	Inactive relationship
Auckland City	Guangzhou, Guangdong Province	Personal contact	yes	yes		yes	yes	aim	aim	Yes, 2 way	yes	yes		yes	yes	aim		aim					yes		2.8	
Christchurch City	Gansu Province	Personal contact	yes	yes	yes			yes	yes					yes	yes								yes	yes	1.5	Long-term
Dunedin City	Shanghai, Shanghai Province	Personal contact	yes	yes	aim	yes		yes		yes			yes		yes			yes	yes		Aim - production/retail		yes		1.9	Renewed
Far North District	Liaoning Province	Personal contact	yes	yes		yes		aim	aim					yes	yes	aim				yes - forwarded			yes		1.3	
Hamilton City	Wuxi, Jiangsu Province	Personal contact	yes					yes							yes	aim									0.5	Long-term
Hastings District	Guilin, Guangxi Province	Personal contact	yes	yes	yes	yes	yes	yes	yes	yes		yes			yes	yes	yes	yes					yes		2.8	Long-term
Hauraki District	Jiading, Shanghai Province	personal contact	yes	yes		yes	aim	yes		yes						yes	aim						yes		1.1	Early stage
Hutt City	Taizhou, Jiangsu Province	Personal contact	yes	aim		yes	aim	aim	aim	yes					aim		yes	aim	aim	aim					0.8	Very early stage
Masterton District	Changchun, Jilin Province	Personal contact	yes	yes			aim	yes	yes						yes					yes					1.3	
Napier City	Lianyungang, Jiangsu Province	Personal contact	yes - some	yes		yes	yes	yes	yes					yes	yes	yes	yes	yes	yes	aim	aim	aim	yes		2.6	
Nelson City	Huangshi, Hubei Province	Council website, personal contact - limited	yes	yes				yes	yes	yes	yes		yes		yes		yes								1.8	
New Plymouth District	Kunming, Yunnan Province	Personal contact	yes		aim	yes		yes					yes	yes	yes	yes	yes					yes	yes		2.3	
Palmerston North City	Guiyang, Guizhou Province	Personal contact	yes	yes		yes	yes	yes							yes	yes	yes	yes			Yes - international scholarship				2.0	
Porirua City	Yangzhou, Jiangsu Province	Personal contact	yes	aim		yes	Yes-agreement	aim	aim		aim				yes	yes		aim							0.8	
Rotorua	Wuzhong District, Jiangsu Province	Personal contact	yes												yes										0.3	Semi-inactive relationship
South Taranaki District	Harbin, Heilongjiang Province	Personal contact - limited	yes	aim		aim		aim					aim	yes	yes	aim									0.5	Very early stage
Taupo District	Suzhou, Jiangsu Province	Council website, personal contact - limited	yes	yes											yes										0.4	
Tauranga District	Yantai, Shandong Province	Personal contact	yes	yes	yes	yes		yes	yes	yes	yes			yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	4.5	Long-term
Timaru District	Wehai, Shandong Province	Personal contact	yes	aim	yes	yes	aim	yes	yes						yes	yes	yes	yes							1.6	Renewed
Waitakere City	Ningbo, Zhejiang Province	Personal contact	yes	yes		yes	aim	yes	aim	yes			yes		yes	yes	aim	yes				yes	yes		2.1	Renewed
Wellington City	Xiamen, Fujian Province	Personal contact	yes	yes		yes		yes	yes			yes		yes	yes	yes	yes	yes	aim	aim		aim	yes		2.1	Long-term