



ANCILLARY MEMORANDUM OF UNDERSTANDING ON THE FORMALIZATION OF A CO-OPERATIVE RELATIONSHIP

BETWEEN MANITOBA TRADE AND INVESTMENT CORPORATION AND INVEST NORTH WEST

WHEREAS economic development is an important component of sustainable development goals such as those outlined in the New Partnership for Africa's Development (NEPAD);

WHEREAS the Government of North West has an interest in supporting sustainable economic development in its regions and communities and in promoting trade and tourism opportunities for North West businesses;

WHEREAS the Government of Manitoba has an interest in maximizing business and future trade and tourism opportunities for Manitoba businesses in the North West and in the Sub-Saharan Region of Africa;

THEREFORE, Manitoba and North West intend to establish a formal co-operative relationship between their respective economic development and trade/investment promotion agencies – the Manitoba Trade and Investment Corporation in Manitoba and Invest North West in the North West Province – to further their interests in economic development and trade and tourism promotion.

Manitoba and North West seek to co-operate on the following:

1. The Government of Manitoba, through Manitoba Trade and Investment and other entities or private consultants that may be considered pertinent, will provide technical assistance and advice to Invest North West and to other entities from the private sector and government in the North West Province to facilitate sustainable economic development within North West. This co-operative relationship will include, but will not be limited to, the following:
 - sharing best practices and lessons learned on investment and small business development policies and procedures, such as, but not limited to, international business intelligence, product diversification, market access information and marketing advice to businesses;
 - exchanging information on potential opportunities for mutual trade and/or business relationship development in fields such as (but not limited to) agriculture, mining, eco-tourism, bio-technology, agricultural machinery, aviation and airport development, information and telecommunications and “centres of knowledge” development;
 - working together to form consortia of strategically aligned companies, agencies and educational institutions (in North West and Manitoba, as appropriate) to pursue economic development projects and to support them in their efforts to seek funding support through International Financial Institutions (IFIs);
 - jointly lobbying IFIs for financial assistance in support of joint initiatives to promote economic development, trade and tourism;
 - co-ordinating joint trade and investment seminars, missions and other events designed to increase trade and tourism and promote other mutual benefits to the economies of both provinces, in compliance with the existing international relations co-operation frameworks; and
 - providing logistical and personnel support to each other’s incoming trade and investment missions.
2. The joint initiatives will include, but not be limited to, the following areas of co-operation. These will be reviewed annually and may be added to as more areas of co-operation are realised for the benefit of the people of the provinces of North West and Manitoba. These areas of co-operation include a tentative list of projects, which may be expanded as and when new co-operation opportunities are realised:

- Commercial projects:
 - Mining:
 - mining procurement;
 - granite and marble;
 - Agriculture:
 - beef beneficiation;
 - horticulture;
 - aqua-culture, i.e. fish farming;
 - Aviation:
 - airport development – Mafikeng and South Port/Stevenson;
 - Bio-technology:
 - bio-fuels, i.e. producing environmentally friendly fuel;
 - composting;
 - Eco-tourism:
 - Pilanesburg Cultural Village;
 - Capacity Building projects:
 - needs assessment, especially in the area of trade development and investment promotion;
 - companies' database development;
 - life sciences and health care infrastructure; and
 - business support centre and mentor programs.
3. The roles and responsibilities of Manitoba Trade and Investment and Invest North West will be as follows:
- to identify companies in Manitoba and North West to invest in strategic economic sectors of both provinces;
 - to prioritise areas of trade co-operation for increasing exports between Manitoba and North West;
 - to lobby for funding and incentives from International Financial Institutions and relevant South African and Canadian agencies, organizations and government departments;
 - to encourage international trade between North West and Manitoba companies in a way that encourages co-operation between the private sectors of both jurisdictions; and
 - to promote skills transfer between North West and Manitoba companies and personnel.



4. Designates from Manitoba Trade and Investment and Invest North West will be appointed to oversee the implementation of this Memorandum of Understanding. The designates will be responsible for:
- developing an annual workplan that outlines specific outcomes to be achieved, milestones, budgets and timing as well as each participant's commitments and responsibilities to meet the milestones on time and on budget;
 - assessing progress on an ongoing basis;
 - identifying new opportunities for collaboration and recommending amendments to priority areas as necessary;
 - reporting annually to their respective Premiers on activities and progress achieved; and
 - convening a minimum of four times per year, via meetings and/or teleconference.

This Ancillary Memorandum of Understanding does not create any contractual or other legal obligations to perform by Manitoba or North West, nor will Manitoba and North West be subject to any legal liability resulting from non-performance of any provisions of this Ancillary Memorandum of Understanding.

Amendments to this Ancillary Memorandum of Understanding require the written consent of Manitoba and North West.

The duration of this Ancillary Memorandum of Understanding will be for an indefinite period of time, and neither Manitoba nor North West may terminate it unilaterally. This Ancillary Memorandum of Understanding may be terminated upon three months written notice, with the consent of both participants.

Dated at Sun City, North West Province, this 24th day of March, 2004.

original signed by

Honourable Popo Molefe
Premier
North West Province

Witnessed by:

original signed by

Piet Smith
Chief Executive Officer
Invest North West

original signed by

The Honourable Gary Doer
Premier
Province of Manitoba

original signed by

Diane Gray
Associate Deputy Minister,
Federal-Provincial and International Relations
Associate Deputy Minister, Trade
Province of Manitoba