

To: Dr. Piers Willson, One North East  
From: Martine Schlagwein  
9-24-02

The following agreement is an outline for future development. It is subject to the creation of an operational plan, which will be developed by the parties to the agreement through further meetings and exchanges of information. The content of this document is therefore subject to variation.

### AGREEMENT OF COOPERATION

Between

The Michigan Economic Development Corporation, acting on behalf of the  
NextEnergy Initiative and Center

And

The North of England Inward Investment Agency and One NorthEast, acting on  
behalf of the  
New and Renewable Energy Center (NaREC)

**WHEREAS**, the Michigan Economic Development Corporation ("MEDC")  
is a partnership between the State of Michigan and its communities, which  
consolidates into the MEDC all of Michigan's economic development programs; and

**WHEREAS** the North of England Development Agency, represents the interests of  
North of England regional development agencies One NorthEast, Yorkshire Forward  
and North West Development Agency, in North America; and

**WHEREAS**, the MEDC has been charged with the development and  
implementation of the NextEnergy Initiative; and

**WHEREAS** One NorthEast is developing a series of Centres of Excellence of which  
the New and Renewable Energies Centre is one

**WHEREAS**, the MEDC is in the process of enacting the various components  
of the NextEnergy Initiative, and

**WHEREAS**, the NextEnergy Initiative contemplates, amongst other things,  
the creation of the NextEnergy Center, which, once established, will serve as a  
clearinghouse and convergence center for accelerating the development of alternative  
energy technologies; and

**WHEREAS**, NaREC to create a national centre recognised world-wide, in new and renewable energy technologies based upon a strong partnership between academic and industrial research centres in offshore engineering, power generation and renewable energies.

**WHEREAS**, the NextEnergy Center may provide educational, technical, research, testing and other industry support services; and

**WHEREAS**, NaREC SERVICES include commercial research and development; integrated testing; technology transfer; education and awareness and demonstrations

**WHEREAS**, the NextEnergy Center and NaREC may build on and complement existing initiatives and programs designed to accelerate the development of alternative energy technologies; and

**WHEREAS**, the NextEnergy Center and NaREC may establish strong partnerships with leading alternative energy associations, government organizations and industry trade groups to achieve their objectives; and

**WHEREAS**, the MEDC, North of England Inward Investment Agency and One NorthEast on September 19, 2002, have engaged, through their respective representatives, in productive discussions, regarding the opportunities presented by both the NextEnergy Initiative and Center and NaREC; and

**NOW THEREFORE BE IT RESOLVED THAT** the MEDC, on behalf of the NextEnergy Initiative and Center, and the North of England Inward Investment Agency on behalf of One NorthEast and the NaREC (collectively called "the Parties") wish to memorialize their July 17, 2002, discussions and execute this Agreement of Cooperation to further their mutually shared goals and objectives.

1. The Parties agree to each identify one representatives of their respective organizations to act as liaison on all matters related to this Agreement.

2. The Parties encourage each other to promote their cooperative efforts in the media and in their respective publications and facilities, including, but not limited to, publishing articles on their NextEnergy and NaREC joint initiatives in their respective publications.

3. The Parties agree to use their best efforts to develop a **web page** within their own web sites focusing on their cooperative efforts and activities, and to maintain the timeliness of the information contained therein.

4. The Parties agree to use their best efforts to develop a **web-based marketplace exchange service** (the "Exchange"), if feasible. The Exchange would include a list of companies within each of their respective domains that have an interest in establishing inward investment projects, joint ventures, direct sales, and/or networking partnerships with the other domain. This list would be maintained on their respective web pages with information including, but not limited to, the name of the company/organization, address and contact information, the company/organization's products or services, and the company/organization's specific NextEnergy or NaREC's interests. Furthermore, the Parties recognize that it is in their best interest to promote company/organization participation in the Exchange. If necessary, the Parties will develop a joint marketing plan to accomplish the objectives of the Exchange.

5. The Parties agree to inform each other about all planned activities within the partner region and resign from acquisitions of residentiary companies, research facilities and skilled personnel in the partner region without prior notice.

6. The Parties agree to use their best efforts to develop **educational programs**, which would allow students from both domains to participate. If necessary, the Parties will develop a joint marketing plan to promote these educational programs.

7. The Parties agree to use their best efforts to develop **training programs** for organizations and/or businesses, which would allow executives and professionals from both domains to participate. If necessary, the Parties will develop a joint marketing plan to promote these training programs.

8. The Parties agree to meet at least annually, using electronic communication equipment, if necessary, to evaluate the success of this Agreement and develop action plans for correcting deficiencies or expanding this Agreement to new areas of collaboration.

09-2002 16:16 FROM: SIT ONE NORTHEAST

This AGREEMENT OF COOPERATION is effective September 19, 2002 and remains in effect until terminated by either party.

**MICHIGAN ECONOMIC DEVELOPMENT CORPORATION**

(acting on behalf of the NextEnergy Initiative and Center)

Address: \_\_\_\_\_  
\_\_\_\_\_

BY: Adrian Zilli

ITS: President & CEO

DATE: 23/09/02

**THE NORTH OF ENGLAND INWARD INVESTMENT AGENCY (ONE NORTHEAST)**

(acting on behalf of the national Renewable Energy Center (NaREC))

Address: Great North House \_\_\_\_\_  
Sandyford Road \_\_\_\_\_  
Newcastle upon Tyne \_\_\_\_\_  
England \_\_\_\_\_  
NE1 8ND \_\_\_\_\_

BY: [Signature]

ITS: \_\_\_\_\_

DATE: 20<sup>th</sup> September 2002