

# Greetings from Chile



Dear Friends,

I am pleased to send you my regards through this new communication instrument that I hope will be useful to further encourage each other in giving this Council life and projection. I met with you last April in San Francisco, where I could personally witness your interest to enhance the relation between the State of California and Chile.

These two regions, as we know well, share many similarities; we are at about the same latitude but on different hemispheres both of which are facing towards the vastness of the Pacific Ocean. We keep a fair competition with our wines, and our agricultural production is supplementary thanks to counter-seasonal differences. We are both crossed by tectonic faults that every now and then shake the earth, at times with unexpected force. But, most importantly, we have been able to achieve, over the past years, a deeper understanding between Chile and California which has led us to establish a sort of political and economic partnership oriented towards development and growth of all our fellow countrymen.

Of course, we do not share the same level of development. Chile is still very far from the great scientific and technological development of California, which has Silicon Valley as the symbol of what free, restless spirits can achieve when they take hold of all the available tools of their enlightenment, in turn supported by a society that not only allows but also encourages and profits from them.

But we are eager to get on that road of growth. Our country's major goal is to take that elusive boost into full development. For that purpose, we need to gather resources, but also ideas, exchanges, innovations, ventures, dialogues, etc. Hence the importance of public-private cooperation, as well as the participation of universities and research centers for development. Indeed, all that the Chile-California Plan and the activity of this Council offer and make possible are remarkable: a permanent combination of initiatives, creativeness, open conversation and fruitful dialogue.

Our partnership with California offers Chile a shortcut to development, not only in socioeconomic terms but also in terms of presence of our nation in the world, through the opening of spaces for innovation and accession to world knowledge networks. For its part, Chile can offer California its proven earthquake resistance expertise, economic stability, social protection policies and excellent conditions for development of renewable energies. In another field that matches the scientific interest of this American State, the skies of Chile's north desert are the most appropriate in the world for astronomic project development. This is a paramount task of this Council and a great challenge to ensure a relationship both territories can profit from in a tangible way.

On behalf of Chile's President, Sebastián Piñera, let me express to you our deepest appreciation for your willingness to be a member of this Council. We have gone through challenging times, struggling to reach an order that permits multiple ventures through diversity with the aim of reducing inequalities. All that can be viewed as an opportunity. We count on your ideas, your imagination, your valuable suggestions and your projects to continue with the design of a high impact strategy in relevant issues for Chile and California, as well as the increase of links with the United States and, in the context of globalization, for a better integration of Chile and California into the whole world.

Sincerely yours,

**Ambassador Fernando Schmidt**  
**Under-Secretary of Foreign Affairs**

# Why a new Chile-California Plan?



Almost fifty years ago, a visionary Chilean civil engineer, Edgardo Boeninger, Finance Director at the Treasury Ministry, conceived the idea of a Chile California Plan. An agreement was signed with Governor "Pat" Brown, father of the current Governor. At that time, Chile was a 5,000 dollars per capita country, looking to expand its economy, but strategically searching for new areas of development. Alliance for Progress, the US initiative for Latin America, later expanded by President Kennedy, was the obvious framework for that idea. Hundreds of Chileans started postgraduate studies in Californian universities and professors and postdocs, moved back and forth developing a network for cooperation between Chile and California. Among other stunning results, today Chile is the No. 1 world exporter of table grapes and positioned itself as key producer in agroindustry. University of California at Davies was behind this success, and like that, many other examples flourished in the California - Chile Plan of the seventies, in education, transport and engineering sciences.

On the other side, the Chile - California Plan helped the positioning of California in Chile and Latin America, creating conditions for expanding US exports to the region and the building of strong bonds that today can be used for developing new areas of joint ventures and commerce.

Today, Chile is a 16.000 dollars per capita country. The present government declared a new target: to be a developed nation for 2022, that is 22 or 24.000 dollars per capita like Portugal or New Zealand. Reaching this target is not only a matter of good will, correct decisions, or even access to more capital. The challenge is bigger and more complex. It is not just producing more copper or exporting more salmon, fresh fruits or wine. Chile will be a developed country, only if it is able to produce a radical change on innovation and educational capabilities. To be a developed country today is to be positioned in the international, globalized networks of research and innovation.

California today, considered as a region, is one of the more advanced economies in the world. Innovation, as a culture, has nurtured this development. That is the reason that today, when we mourn Steve Jobs, we recognize in him a public Californian personality that played such a crucial role, not only in California, but all around the world. California is a land of permanent change and creation. Connecting innovation networks and intermingling their conversations between Chile and California is the only way in which innovation can be expanded and create more wealth and social development for both, Chile and California.

This is the basic story behind this second phase of the "Chile- California Plan, a XXI century strategic partnership" that was signed between both territories in 2008 and renovated by the President of Chile when he visited California in 2010. The first plan was designed inside the framework of "development aid". This second phase is part of an strategic partnership.

The main areas of action of the Chile California Plan today are green energies, water and environment, education, science and specially biotechnology, modern agriculture and TICs. In each of these areas we are looking for mutual benefits. This is a partnership, so we are looking for developing new areas of research with a joint effort to identify activities with common interests, and for Chilean students to study in California, with scholarships fully paid by Chile, and to identify opportunities for joint ventures and the increase in bilateral trade.

The XXI century is the century of the networks, de global economy and the development of joint ventures between north and south. The Chile California Plan is an instrument for that, which will benefit Chile in its way to be a developed country, and also California in the relationship with Latin America using Chile as platform for the region and to develop joint ventures to expand in the Pacific, the ocean of the future.

Sincerely yours,

**Gabriel Rodriguez**  
**Executive Director, Chile-California Plan**  
**Director for Energy, Science, Technology & Innovation, Ministry of Foreign Affairs**

# Newsmakers



**Horacio Melo** is Assistant Director of Startup Chile, which is an Economy Ministry Program aiming to attract world class entrepreneurs to Chile for a period of 6 months. Horacio visited last July the Bay Area and Silicon Valley to promote this program. Supported by the Chile – California Council organized several meetings and contacted key people/institutions related with innovation and entrepreneurship. Thanks to this visit more than 20% of the 654 applications received from all over the world were coming from California ([www.startupchile.org](http://www.startupchile.org))

START-UP CHILE

**Alfredo Sfeir** represents a generation of high impact Chilean entrepreneurs seeking to internationalize their companies based on California. Alfredo is the Founder & CEO of Shellcatch, which is a social entrepreneurship that uses mobile technology on fishing vessels, ports and industrial processing plants to effectively address seafood fraud, sustainability claims, and otherwise non verifiable point of source traceability. Shellcatch has been awarded by several institutions because of its unique business model ([www.shellcatch.com](http://www.shellcatch.com)). A Council's challenge should be promoting this entrepreneurial spirit, both in Chile and California.



**Daniel Almonacid** is a Clinical Biochemist from the Universidad de Concepcion and has PhD on Molecular Informatics from the University of Cambridge in the UK. He is the President of Encuentros 2011 which is the largest conference of Chilean students, professionals, and entrepreneurs. For the first time this year the conference will be taking place Europe, in the University of California, Berkeley. Daniel's has asked the Council support to find institutions willing to provide scholarships for Chilean participants ([www.encuentros2011.org](http://www.encuentros2011.org)).

**Jessica Mualim** is the Vice Minister of the Women's National Service of Chile ([www.sernam.cl](http://www.sernam.cl)). On September she led a delegation of business women in APEC meetings. Before the official agenda, Mrs. Mualim was invited to join activities co-organized by the Chile – California Council, which allowed delegates to visit Google, Stanford University, Singularity University (at NASA Ames Research Center) and San Francisco University. These institutions introduced them to Silicon Valley's innovation ecosystem and how to plan using Design Thinking tools, among other experiences. Chile – California women cooperation clearly represents a niche yet to be explore and with a lot of potential.



**Alejandro Wolff**, US Ambassador to Chile, visited various California cities within "U.S.- Latin American Business Promotion Tour". On September 30 he participated in a Business Breakfast organized by the Bay Area Council. Joined by his peers Ambassador Rose M. Linkins to Peru; and Chargé d' Affairs a.i. to Brazil, Todd Chapman, he highlighted Chilean unique conditions as a Latin American platform for trade and commerce.

The breakfast was also joined by Lieutenant Governor Newsom. He pointed out California's urgency to make a swift into the right direction as part of an aggressive strategy for economic growth and competitiveness ([http://www.ltg.ca.gov/docs/LGN\\_Econ\\_Agenda.pdf](http://www.ltg.ca.gov/docs/LGN_Econ_Agenda.pdf)).



The same day Ambassador Wolff met representatives of the Chile – California Council at UC Berkeley. The meeting allowed the attendants to review the latest actions undertaken by the Council in several areas, as well as exchange ideas to move forward in a strategic way. In this sense Ambassador Wolff made three significant recommendations: (i) Renovate the Memorandum of Understanding between Chile and California, which expired past June; (ii) Create a Sub-Committee for California, within the Chile – US Energy Council; (iii) Invite California Governmental Agencies' representatives to visit Chile within ongoing project of cooperation, such as Renewable Energy and Emergency Management.



# Cooperation Framework



PARTIES	YEAR	OBJECTIVE
UC System & The Republic of Chile	2008	Educational Cooperation
Stanford University School of Education & Centro de Políticas y Practicas Educativas	2008	Educational Cooperation
California Environmental Protection Agency & Ministerio de Medio Ambiente	2009	Environmental Cooperation
Center of Advance Interdisciplinary Research in Materials (CIMAT) & Lawrence Berkeley National Laboratory	2008	Joint Research for new materials on solar energy
Vinnova S.A. & University of California (Davis)	2008	Broad Cooperation for reaserch projects on wine
National Office for Emergencies (ONEMI) & California Emergency Management Agency	2010	Emergency Cooperation
Universidad de Concepcion (UdeC) & Universidad de California (Davis)	2009	Educational Cooperation
California Chamber of Commerce, Los Angeles Area Chamber of Commerce & Chilean North American Chamber of Commerce	2009	Trade and Commercial Cooperation
Universidad Tecnológica INACAP & California State University	2008	Educational Cooperation
National Association for Seed Producers (ANPROS), National Institute for Agricultural Innovation (INIA) & University of California (Davis)	2008	Cooperation for seed development and education.
Center for Evaluation of Global Action (CEGA), University of California (Berkeley) & Centro de Microdatos (Universidad de Chile)	2009	Joint Research for Public Policies's Impact Assesment
University of California (Los Angeles) & Universidad Adolfo Ibanez (UAI)	2010	Educational Cooperation for MBA Executive Program
Ministerio de Energía, California Energy Commission & California Air Resources Board	2010	Institutional Cooperation for renewable energy development & energy efficiency research
Ministerio de Agricultura & California Department of Food and Agriculture	2010	Agriculture Cooperation
Golden Gate Park & Parque Metropolitano de Santiago	2009	Cooperation between Sister Parks
Wildlife Conservation Society, California University (Santa Bárbara) & Universidad Católica	2010	Marine cooperation
Stanford Technology Venture Program, Universidad Católica & Ministerio de Economía	2010	Cooperación to create an innovative educational program