

2009 New York State Legislators and the “Invest in New York” Trade Mission to China

2009 纽约州议员和“投资纽约”访华代表团



Organizers:



2009 New York State Legislators and “Invest in New York” Trade Mission to China

October 9 – 18, 2009

Beijing, Nanjing, Changzhou and Shanghai

**Greetings from New York State Senate President Pro Tempore
Malcolm A. Smith**



The national economic outlook is improving at a consistent pace. And, while 2009 has been a challenging year, in New York we continue to look for ways to reduce the deficit in thoughtful and progressive ways. As I said last year, one clear and essential approach for our state is to aggressively promote inward investment, to spur growth and create jobs.

I have been very supportive of the Asian American Business Development Center's (AABDC's) steadfast efforts over the past eight years to establish a meaningful presence in China for our great state. To that end, I have participated in five trade missions and together with John Wang, we have built a lot of goodwill. This past October, the “Invest in New York” trade mission was the best I have seen so far – New York State Democratic Conference Leader John Sampson, Assembly Majority Leader Ron Canestrari, eleven legislators and seven business owners attended – the message was clear that we are interested in promoting inward investment in New York, to induce economic development and create jobs. One of the hallmarks of getting our economy back to work, is bringing jobs and investment back from overseas and into the hands of working families. I applaud the AABDC for their extraordinary efforts to bridge the gap between New York and China and help us build a sound business partnership that will serve as a catalyst as we travel together on the road to economic recovery.

The bottom line is that we need a presence in China. Therefore, I support AABDC's **New York in China Center** which was opened in Beijing in 2008, finally fostering a representative office in China. Due to that action, in part, there is a great amount of interest from some large provinces to set up an office in New York, which would encourage New York-inward investment which is our signature goal. In this endeavor, the New York in China Center is our key partner and resource.

In this report you will read about immediate actions we can take to increase trade and bring investment into New York.

Sincerely,

Malcolm Smith

New York State Senate/President Pro Tempore

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A Message from John Wang, President, AABDC

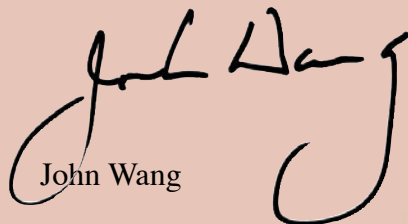


Since opening in Beijing in 2008, the New York in China Center has been very focused on developing inward investment into New York from China. With the first ever “Invest in New York” seminar presented in Nanjing, Jiangsu Province in November 2009, NYICC has taken a multi-pronged approach in laying the groundwork to encourage Chinese businesses to consider New York as an investment destination.

If the first phase of AABDC/NYICC’s strategic focus on New York-China business development can be characterized as ‘relationship building and network development’, then the second phase is marked by ‘activating and utilizing’ these relationships to foster business and investment opportunities. I am pleased to report that our dogged efforts to promote New York in China is beginning to pay-off – we have gained wide spread recognition and credibility from China’s central government, various provincial and municipal governments business and trade organizations. As a trusted partner, AABDC/NYICC has been asked to make introductions and open doors in New York.

I believe I can speak for the delegation and say that the trade mission was a success, but the real measure of success will be actions taken on the New York side to indicate that there is a real will to bring Chinese investment into the state.

Sincerely,

A handwritten signature in black ink that reads "John Wang". The signature is stylized and fluid, with the first and last letters being particularly large and prominent. Below the signature, the name "John Wang" is printed in a simple, black, sans-serif font.

John Wang



Former Vice Premier Zen Peiyuan expressed an interest in the New York in China Center’s role of promoting New York-China trade development.

New York in China Center – The Last Twelve Months

The 2008 “Invest in New York” Trade Mission to China was focused on promoting the Buffalo-Niagara region where the delegation participated in first-ever “Invest in New York” seminar. Over the last twelve months, the NYICC has been involved in following up on ideas and discussions that were initiated during the trade mission:

1. Re-kindling the long-forgotten Sister State relationship signed with Jiangsu Province in 1989.

Outcome:

- *The 2008 New York trade mission delegation was asked by Jiangsu Province to help organize a high-level delegation in 2009 to celebrate the 20th anniversary of the Sister State relationship in Jiangsu.*

2. Establishing a Friendship City relationship between Buffalo and one of Jiangsu’s largest cities, Changzhou.

Outcome:

- *August 2009, an agreement was signed in Buffalo between Mayor Byron W. Brown and the deputy-secretary general of Changzhou Li Peiran.*

3. Meeting with upstate New York regional government and business organizations, and businesses.

Outcome:

- *September 2009, a delegation from Buffalo went to Changzhou to attend a Friendship Conference; AABDC assisted in coordinating visas.*

4. Establishing NYICC as the China representative for New York City Regional Center (NYCRC) to potential immigrant investors (EB5 program).

One of the key incentive components of attracting investment is the Immigrant Investor (EB-5) program. In fact, we are working with the New York Regional Center (NYRC) to promote the Brooklyn Navy Yard, U.S. Government approved investment project.

Outcome:

- *October 2009, signed representative agreement with NYCRC.*



New York State Legislators at the New York in China Center’s office in Beijing.



Meeting with Zheng Silin, Vice Chairman of the National People’s Congress, were Assemblyman Ronald Canestrari, Senator John Sampson, Senator Malcolm Smith and John Wang.

2009 Trade Mission Activities and Business Leads



The delegation members were warmly greeted by the Vice Chairman of the National People's Congress.

The 2009 New York State Legislators and “Invest in New York” Trade Mission which included 26 State legislators and businesses from different regions of the state was co-led by President of the New York State Senate Malcolm A. Smith and Assemblyman Ronald Canestrari, Majority Leader of the State Assembly. This was the seventh delegation of New York State elected officials and business executives to visit China since 2003. In 2007 the delegation participated in the opening in Beijing of the New York in China Center.

The New York in China Center worked with AABDC to coordinate the agenda and all meetings. The trade mission had four objectives: 1) to conduct “Invest in New York”

seminars; 2) visit Chinese companies that had contacted the New York in China Center and expressed interest in meeting with the delegation, 3) to re-establish New York-Jiangsu Sister-State relations through a 20th anniversary celebration, and to 4) expand and increase the New York in China Center’s reach and activities.

“Invest in New York” Seminars

Seminars were held in three key cities -- Beijing, Nanjing and Shanghai. Presentations included an overview of New York State’s economy, industries and investment environment; functions and roles of the New York in China Center; real estate market investment opportunities in New York City and Freeport, Long Island; immigrant investor (EB-5) program for people seeking to obtain permanent residence status in the U.S. through U.S. Government approved projects in New York; Crystal Group, a private New York company seeking investment opportunities. In addition, the U.S. Embassy’s U.S. Commercial Services agreed to be a presenter at the seminars to discuss Invest in America, a federal program which coordinates across U.S. Government agencies to promote inward investment into the U.S. working with state and local counterparts.



“Invest in New York” seminar in Nanjing.

Participants of the seminars were enthusiastic about the existence of NYICC and see it as an important link in doing business with New York. Each seminar drew 40 to 60 people.

Business Leads:

- In Beijing, a group of businesses from the City of Tangshan, Hebei Province came to participate in the seminar and asked NYICC for assistance to organize a delegation to visit the U.S. to explore setting businesses in New York.
- In Shanghai, a major real estate development group asked NYICC to assist in contacting Broadway theatres and entertainment industry for potential participation in a major project. The district governor where the project will be located is visiting New York in December.
- ZhongDe Waste Technology
Founded in 1996, ZhongDe Group designs, manufactures and installs pyrolytic, grate and rotary kiln waste incinerators for the disposal of solid medical, municipal (mixed household refuse) and industrial (including hazardous) waste. ZhongDe is exploring expansion into the U.S. Encouraged by interest expressed by delegation legislators to consider NY State, the Chairman of ZhongDe will visit NY in December 2009 for further discussions with NYICC.
- Foreign Affairs Office of Shanghai
As the economic center of China, this is a crucial connection. Shanghai City would like to have an active relationship with New York City. As a first step, the Foreign Affairs Office has asked NYICC to:
 - *Coordinate meetings to discuss with NY tertiary education institutions the need for management training of managers from Shanghai's state-own enterprises*
 - *Consider opening an office in Shanghai*
- Tourism
Assemblywoman Lupardo discussed tourism opportunities with the American Chamber of Commerce in Beijing, the Chinese People's Institute of Foreign Affairs, the Jiangsu Provincial Tourism Bureau, and the U.S. Consulate General and Committee for Friendship with Foreign Countries, both in Shanghai. All were interested in learning more about expanded tourism opportunities for Chinese travelers. They were especially interested in the agri-tourism potential of New York State's wine trails. All these discussions need to be followed up.

Re-establishing New York-Jiangsu Sister State Relationship

The trade mission's visit to Jiangsu Province to celebrate the Sister State 20th anniversary was highly successful and well publicized on Jiangsu television and newspapers; the delegation was received at the highest level. A memorandum of understanding (MOU) was signed between New York State legislative leaders and Jiangsu Provincial People's Congress:

1. Strengthening exchanges of high-level visits between the two parties.
2. Encouraging exchanges on specific subjects.
3. Support and promote exchanges and cooperation in economy, science & technology, education and culture.
4. Establish regular communication between Offices of the President Pro Tempore of the New York State Senate, the Speaker of the New York State Assembly, and the Foreign Affairs Committee of the JPPC Standing Committee to support the above.
5. Jiangsu officials accepted two proposals by NYICC: (1) establish a Jiangsu Center in New York and a New York Center in Jiangsu; (2) invited Jiangsu to organize a large investment delegation to New York in 2010.

In addition to participating in the “Invest in New York” seminar in Nanjing, New York legislators met with members of the Jiangsu Provincial People’s Congress to discuss a wide range of issues concerning both legislatures.

Business Leads:

- **Nanjing University**

The delegation was invited to visit Nanjing University, the premier university in Jiangsu, to discuss potential academic exchanges to augment programs that are already in existence. Professor Srihari, Distinguished Professor and Dean of the Thomas J. Watson School of Engineering and Applied Science at Binghamton University, will follow up on discussions to create a student exchange program with Binghamton University.

- **Trina Solar**

Founded in 1997, Trina sola produces photovoltaic modules – solar panels. While currently it’s R&D and manufacturing is based in Changzhou, Jiangsu Province, the company is very interested to set up manufacturing operations in the U.S. Given NY’s legislation toward green energy homes and buildings, plus its geographic location, make NY an ideal location for Trina Solar to consider. NYICC will coordinate initial discussions with Riverview Solar Technology Park in Buffalo.



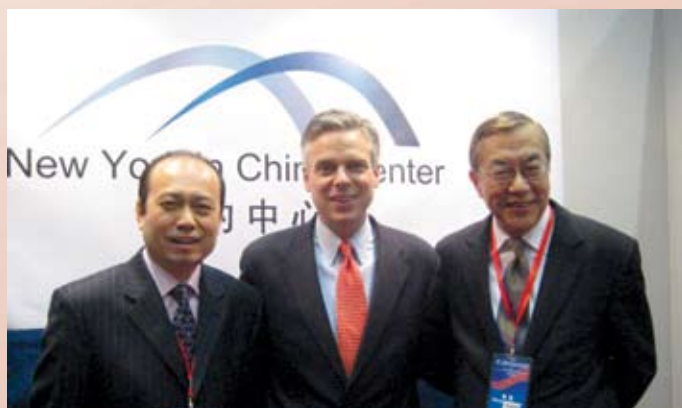
Signing of Memorandum of Understanding between leaders of the New York State Legislature and the Jiangsu Provincial People’s Congress.



The delegation visited Trina Solar in Changzhou to explore the company’s interest in establishing a presence in New York State.

NYICC Next Steps

- 1) **New York-Jiangsu Sister State Relationship** (as noted above).
- 2) **China Overseas Investment Trade Fair**
At the invitation of the U.S. Commercial Services, NYICC was a participant in the U.S. Pavilion of the China Overseas Investment Fair held on November 2 & 3, 2009 in Beijing. The Fair, which attracted over 122 countries and regions’ participation, was organized by the powerful National Development and Reform Commission to



U.S. Ambassador Jon Huntsman stopped by the NYICC booth in the U.S. Pavilion at the China Overseas Investment Trade Fair in Beijing.

signal Chinese government's determination to promote its "outward expansion" strategy of encouraging Chinese enterprises to invest in overseas markets. The China Industry Overseas Investment and Planning Association, which is the government agency responsible for China's "outward expansion" program, invited NYICC to discuss partnering and reached a consensus to hold a 3-day "Summit of Chinese Enterprises Entering the U.S. Market" in September 2010 in New York City.

3) World Expo 2010 in Shanghai

- The Shanghai Foreign Affairs Office extended an invitation to the leaders of New York State Legislature to partake in the World Expo 2010.

4) China County Level Economic Development Center

- NYICC signed a Strategic Cooperative Agreement with the China County Level Economic Development Center to jointly plan a number of delegation visits in 2010, with the main purpose of developing business, tourism, cultural and other forms of exchanges between over 2,000 counties in China and 62 counties in New York State.
- Match-up Mohawk Valley high tech and nanotechnology with counties in China. Will follow-up with Assemblyman Marc Butler who participated in the trade mission, to arrange a meeting in early 2010.



Senator Smith congratulates NYICC and the China County Region Economic Development Center on the signing of Strategic cooperative Agreement.

5) Establishing Provincial Promotional Offices in New York

- Anhui Province – interested to establish a business relationship with New York; in particular, as a first step, establish tourism exchange which could lead to setting up a representative office in the state.
- An initiative is underway to establish "Friendship Mountains" between the Adirondacks and Anhui's Huangshan to promote tourism and business exchanges.
- Jiangsu Province – since re-establishing the Sister State relationship, provincial officials are eager to bring a business delegation to New York in 2010.
- Zhejiang Province – a border province with Jiangsu, provincial leaders are interested to bring a business delegation to New York in 2010.

6) Presentation to the New York State Senate and Assembly Economic Development Committees

- Provide an overview of the State's economic development activities in China, with suggestions on how to advance those efforts.

7) Develop Air Transportation Links

- To encourage trade and tourism, work with the Port Authority to consider direct routes for commercial and passenger links for Stewart International and Niagara Falls International Airports and regional airports in Jiangsu Province.

Tour Itinerary

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|------------------|--|
| Oct. 9 | Depart New York |
| Oct. 10 | Beijing |
| Oct. 11 | Beijing |
| Oct. 12 Mon | Beijing Briefing by American Chamber of Commerce in China Meeting with the Chinese People's Congress Lunch hosted by the Chinese People's Institute of Foreign Affairs Visit Zhongde Waste Technology Co. "Invest in New York Seminar" |
| Oct. 13 Tue | Nanjing Lunch hosted by Jiangsu Provincial People's Congress "Invest in New York" Seminar 20th Anniversary of Sister State Relations – MOU signing Celebration Dinner of the 20th Anniversary of Sister State Relations |
| Oct. 14 Wed | Nanjing Lunch with Jiangsu Provincial People's Congress |
| Oct. 15 Thurs | Changzhou Site visit to Trina Solar |
| Oct. 16 Fri | Shanghai Lunch hosted by Shanghai Municipal People's Congress |
| Oct. 17 Sat | Shanghai "Invest in New York" seminar |
| Oct. 18 Sun | Depart Shanghai for NYC |

2009 "Invest in New York" Trade Mission to China wishes to acknowledge the following organizations and individuals for their assistance and support

The Consulate General of the People's Republic of China in New York
 The Chinese People's Institute of Foreign Affairs
 Embassy of the United States of America U.S. Commercial Service
 American Consulate General Shanghai
 Foreign Affairs Committee of the Standing Committee, Jiangsu Provincial People's Congress
 Western Returned Scholars Association Entrepreneurs Alliance
 China International Institute of Multinational Corporations
 The American Chamber of Commerce China
 Shanghai Jiao Tong University Overseas Education College
 Red Star Macalline International Home Furniture Chain
 Beijing Baiyou Media Advertisement Co. Ltd.
 Ambassador Qiu Shengyun, Senior Advisor, New York in China Center
 Li Li • Windsor Yu • David Xie

Delegation Members

Organizers:

Mr. John Wang President, Asian American Business Development Center
Mr. Michael Liang Vice President, Asian American Business Development Center

Advisors:

Mr. Qiu Shengyun Senior Advisor, New York in China Center

Legislators:

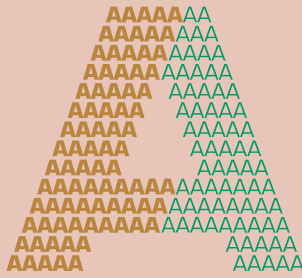
Senator Malcolm A. Smith
Assemblyman Marc W. Butler
Assemblyman Ronald Canestrari
Assemblywoman Nancy Calhoun
Assemblyman Dennis H. Gabryszak
Assemblywoman Donna A. Lupardo
Assemblyman John J. McEneny
Senator Kevin Parker
Assemblywoman Audrey I. Pheffer
Senator John L. Sampson

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Mr. James Liu Honorary Chairman, the New York Chinese Businessmen's Association

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Mr. Douglas Thomas Special Counsel to Mayor of Freeport



ASIAN AMERICAN BUSINESS DEVELOPMENT CENTER

Established in 1994, the main mission of the Asian American Business Development Center (AABDC) is to assist New York based minority and Asian-owned businesses to compete in the mainstream marketplace. Since 2000, AABDC has also been at the forefront, developing opportunities for a wider group of New York business and organizations to do business in China.

AABDC also assists U.S. and Chinese businesses to identify and develop transnational business and marketing opportunities. We organize trade missions, seminars and workshops and facilitate in-depth exploration and implementation of cross-border business development strategies and operations in the U.S. and in China.

In China, where relationships are a key factor to success, AABDC has established the necessary high level contacts with various ministries and central government departments such as the Ministry of Commerce and the Overseas Chinese Affairs Office of the State Council.

AABDC's innovative approach in creating programs to promote and assist Asian American businesses to compete in New York's marketplace - whether in the forms of small business assistance, tourism development, entrepreneurship promotion, marketing support - earns the recognition as the forward-thinking organization of community economic development.

New York in China Center 纽约中心

In order to further develop China Relationships, AABDC established New York in China Center (NYICC) in 2008. The Center's main functions are to assist New York businesses enter the China market and to promote inward investment into New York State. NYICC is dedicated to the identification, marketing and promotion of business and trade opportunities in China for New York State businesses and products. It provides a focal point to introduce and highlight the state's unparalleled position as the center of commerce, culture, education, tourism and high technology in the U.S. to China, the world's fastest growing economy. NYICC also supports the Chinese government's push to encourage expansion of domestic enterprises into foreign markets, through promoting investment opportunities in the U.S.

Targeting Local Business Initiatives

NYICC works with partners that include local and regional organizations and government and non-government entities to develop programs to meet the specific needs of businesses in the area. With offices in New York, Beijing, Hangzhou and Dalian and plans to establish a presence in Nanjing and Chengdu in the near future, the NYICC is well positioned to support business development and investment opportunities in those areas and beyond.

What Can NYICC Do For Your Business in China?

- Seminars on "How to Do Business in China/New York"
- Identify potential partners
- Access key government agencies
- Introduce important business contacts
- Link to a network of influential business organizations
- Assist with public relations and marketing communication
- Create marketing strategies and build sales network
- Assistance on how to successfully exhibit at U.S. trade shows



**ASIAN AMERICAN BUSINESS
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