

The 2007 State Legislators Trade Mission was organized with the support and assistance of the Chinese Consulate General in New York City. Once in China, the Trade Mission was hosted by the Chinese People's Institute of Foreign Affairs who also provided an interpreter throughout the seven day tour and made certain the experience was memorable and free of incident.

#### AABDC 2008 Trade Mission and Business Tours to China

---

February 22-March 2, 2008

May 2008

September 13-16, 2008

Sourcing and Cultural Tour to China

NYS Legislators Trade Mission to China

Business Delegation to Fifth Annual China

International Small and Medium Enterprise Fair

---

#### About Asian American Business Development Center (AABDC)

---

Established in 1994, the main mission of the Asian American Business Development Center, Inc. (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 businesses and organizations to do business in China.

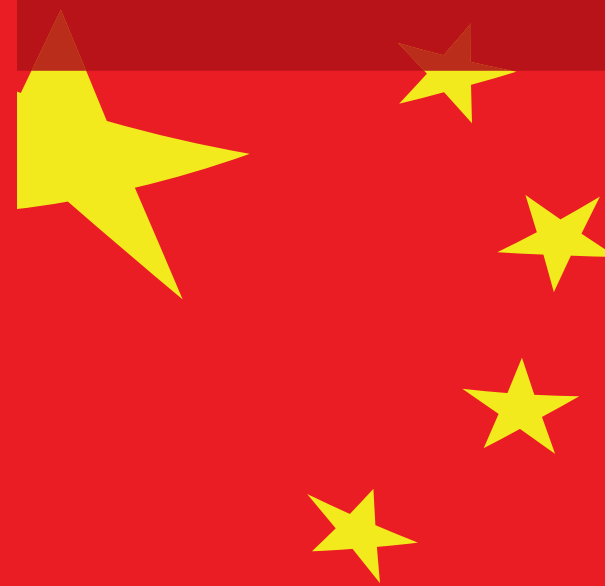
---

Contact John Wang, Tel: 212 966 0100, e-mail: [johnwang@aabdc.com](mailto:johnwang@aabdc.com).



# A Report on the 2007 New York State Legislators Trade Mission to China September 12-19, 2007

Co-chairs: Malcolm Smith, New York State Senator  
John Wang, President, Asian American Business Development Center, Inc.



Published by  
The Asian American Business Development Center



*"We can help replenish the Upstate economy by learning how to harness a bit of the extraordinary surge China is experiencing in its commercial growth."*

*Senator Democratic Leader Malcolm A. Smith, who joined John Wang on Oct. 31 at AABDC's announcement of the opening of the New York in China Center in Beijing.*

## Greetings from New York State Senator Malcolm Smith

It is my great pleasure to provide some introductory comments about AABDC's New York State Legislators Trade Mission to China that took place September 12-19, 2007.

Four years ago, I began working with AABDC and have been to China on four trade missions to encourage both New York State government officials and business people to learn about business opportunities with China. Given that the majority of U.S. trade with China occurs with New York/New Jersey and in the northeast corridor, it is critical that our own elected officials and business leaders become acquainted with the China of the 21st century.

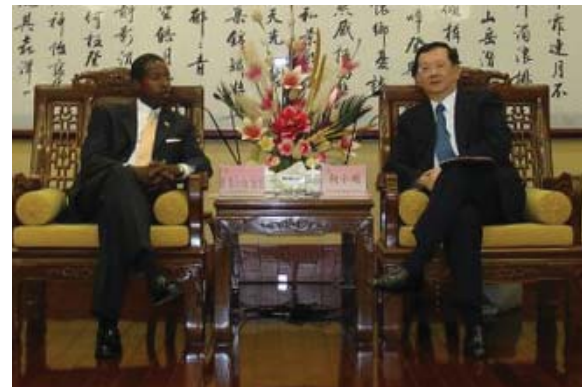
From my perspective, the recent New York State Legislators Trade Mission resulted in new business development opportunities, ongoing communications and trade agreements with China; all laying the foundation for the opening of the New York in China Center. I am pleased to say that the New York in China Center opened on November 1, 2007 in Beijing to serve the needs of New York State SMEs.

The Center will bring together a network of business and trade promotion organizations in New York and China, providing New York businesses with access to information and targeted opportunities that will yield further business development opportunities. I strongly urge New York State to demonstrate a serious commitment to New York businesses by putting its support behind the New York Center.

I am very grateful to John Wang, President of AABDC for his friendship and partnership as we continue our quest and vision to facilitate a greater relationship between New York State and China.

Sincerely,

Malcolm Smith  
New York State Senator



Senator Malcolm Smith meeting with Vice Chairman of the Guangdong Province Political Consultative Conference

## New York in China Center: New Business Development & Trade Opportunities



On October 31, 2007, John Wang, President of the Asian American Business Development Center (AABDC) and New York State Senate Democratic Leader Senator Malcolm Smith with a group of elected officials and business leaders jointly announced the opening of the first New York in China Center in Beijing on November 1, 2007.

The 2007 State Legislators Trade Mission served as the final step in solidifying the political, business and economic ties between New York State and China. Members of the trade mission strongly supported the opening of the New York Center and made the following comments:

Senator Malcolm A. Smith: "Having visited China four times in recent years, I know firsthand just how vital it is for New York to maintain an official long-term presence there. This is why I would like to thank the Asian-American Business Development Center for getting the ball rolling to make New York a major economic player on the international stage."

Senator Kevin Parker (D-Brooklyn): "Though I have always appreciated the potential for a stronger economic presence in China, it wasn't until I saw and heard firsthand the enthusiasm of China's business leaders that I fully understood how promising these relationships are for our state and regional economies."

Assemblyman José Rivera (D-Bronx), Chair of the Assembly's Task Force on Food, Farm and Nutrition

## New York in China Center 纽约中心

*Launched on November 1, 2007, the New York in China Center was created to help NY businesses establish a presence in China*

Policy: "In the last few months dairy farmers have benefited from higher prices, partly as a result of growing demand in China for dairy products such as cheese. The New York Center could help expand that demand and work to increase exports of other foods such as apples."

Assemblywoman Naomi Rivera (D-Bronx) said: "The 'NY in China' center will help revitalize the Upstate economy, create job opportunities and allow us to become an intricate part of the world economy. I am very excited about this project and will look over the process with great interest."

The New York Center will provide on-the-ground support in China for New York State businesses that want to access this burgeoning market, especially small and medium-size companies that want to enhance their competitiveness, but do not have the resources, or knowledge to navigate the China market.

## New York State Legislators Trade Mission to China

### 2007 New York State Legislators Trade Mission to China

September 12-19, 2007

AABDC's Trade Mission included a unique group of six state legislative leaders and their aides who are passionately committed to finding ways to expand and promote trade between businesses in China and in New York State. The 2007 Trade Mission delegation to China consisted of the following state officials:

**Mr. Malcolm Smith**  
NYS Senator

**Mr. Jose Rivera**  
NYS Assemblyman

**Mr. Kevin Parker**  
NYS Senator

**Ms. Naomi Rivera**  
NYS Assemblywoman

**Ms. Patricia Rubens**  
Deputy Secretary to Senator Malcolm Smith

**Mr. Curtis Taylor**  
Director of Communications for Senator Malcolm Smith

This report captures the perspectives of these legislative professionals, who traveled to China as part of an ongoing effort to promote greater New York-China trade development. With visits to the most economically developed cities and provinces in China including Beijing, Guangzhou, Hangzhou and Shanghai, members of the delegation were briefed on the rapidly developing business environments and market conditions of each region. The delegation of New York State elected officials accomplished their goal of exploring business and trade cooperation with political and business leaders at various levels in the Chinese government.



The delegation was greeted by Yu Ping, Vice Chairman of CCPIT in Beijing



Presentation of a souvenir by Guangdong Province

Likewise, the delegates' firsthand experience of China gave them a fuller understanding of the Chinese government's role in the country's economic development and growth. This, in turn, has provided New York State legislators with a greater ability to effectively address their own constituents' interests and concerns regarding doing business with China.

## Trade Mission Itinerary

From September 12-19, 2007, New York State Legislators traveled to Beijing, Guangzhou, Hangzhou and Shanghai during an intensive seven day tour that included a combination of meetings with government and business leaders in each city visited, tours of economic development zones, as well as seminars to promote New York State as a destination for Chinese businesses and investments.

### September 12 –14 - Flight to Beijing: ancient capital and China's center of government

After checking into the Beijing Hotel, Trade Mission delegates participated in a 'whirlwind series of meetings' over the course of two days with both U.S. and Chinese officials. Highlights included a welcome reception and dinner hosted by China National Building Material Group Corporation, a multinational corporation who briefed participants on their interest in exploring investment opportunities in New York State; a briefing on China's growing economic prosperity and Immigrant Investor Program conducted by the Commercial Office of the U.S. Embassy; as well as meetings with the Ministry of Commerce of China and China Council of the Promotion of International Trade. On Friday evening, the Chinese People's Institute of Foreign Affairs hosted an official welcome dinner for the New York State legislators.



China National Building Material Group Corporation in Beijing hosted a dinner for trade mission participants

### September 15 –16 - Flight from Beijing to Guangdong Province, the most economically developed city in the country and a pioneer province of China's reform & opening

After flying to the city of Guangzhou (located in Guangdong Province), on the morning of September

15, Trade Mission delegates met with Mr. Ke Xiaogang, Vice Chairman of the Guangdong Provincial Committee of Chinese People's Political Consultative Conference to discuss ways to strengthen business ties between the region and New York State. State Senator Malcolm Smith invited the officials from the Guangdong Province to organize a delegation to New York State to explore trade and business investment opportunities. In the evening, a welcome dinner was



Visit to the China International Small and Medium Enterprise Fair

hosted by the Guangdong China Council for the Promotion of International Trade (CCPIT). AABDC and CCPIT signed a strategic cooperative agreement to work together to promote export trade opportunities and encourage the development of small and medium-sized business ventures in China and New York State.

The following day, New York State Legislators visited the 4th Annual China International Small and Medium Enterprise Fair (CISMEF), the only international trade fair in the country specifically designed for the worldwide SME market. With its brand new exhibition space, one of the largest in all of Asia, the event attracted thousands of attendees from Asia, Italy, France, Japan and other countries. Members of the delegation agreed that the fair offered a tremendous opportunity for New York State SMEs to network and promote their businesses.

## Trade Mission Itinerary (con't.)

AABDC, with the cooperation and support of the fair organizer, is planning to organize and build a New York Pavilion to showcase products and services created, developed and made in New York at the 5th Annual CISMEF trade fair to be held in September of 2008. Targeted Chinese buyers from key industries and businesses will be invited to visit the New York Pavilion for business discussions and one-on-one private business meetings. For New York companies seeking to expand trade and export opportunities in the China market, this is a must-attend event.

### September 16 –17 - Hangzhou: One of China's oldest cities and the "Silicon Valley" of China

On September 16, after an afternoon flight to the city of Hangzhou (located in Zhejiang Province), Trade Mission delegates met with Mr. Xu Hong Jun, Vice Chairman of the Zhejiang Provincial People's Congress. A dinner and welcome reception for trade mission delegates was hosted by Mr. Xu later that evening. On Monday afternoon, a lunch was hosted by the Zhejiang Federation of Industry and Commerce, the largest business organization representing non-governmental enterprises. This meeting allowed trade mission participants to share information on businesses in their constituent districts. They also invited the Federation to organize a business delegation to visit New York State to meet with local SME business owners.



Sen. Smith speaking to an American exhibitor at the CISMEF

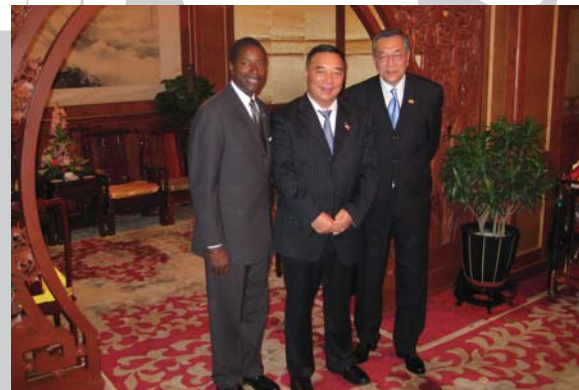
### September 18 –19 - Shanghai: China's largest and most international city; return flight to U.S.

After leaving Hangzhou and on the way to Shanghai, delegates visited Haining, an emerging "second-tier" city with a newly created economic development zone located on the mouth of the Yangtze delta region. State Legislators attended a luncheon hosted by the city's Mayor who led a delegation to New York City on November 15 to look for business opportunities and potential investment partners.

After the visit to Haining, the group traveled to Shanghai, the final city on the Trade Mission's itinerary. After a brief stay, the group prepared to leave for their departure from Shanghai but nearly missed their flight due to a typhoon in the area. Fortunately the storm changed direction, allowing the Trade Mission to complete the final leg of their trip by flying back to Beijing and then returning to the U.S. on September 19.



Meeting with Vice Chairman of Zhejiang Provincial People's Congress



Mr. Song Zhiping, Chairman of the China National Building Material group, with Sen. Smith and John Wang



*"The New York in China Center will not only serve the needs of New York State SMEs by increasing exports and creating jobs, but it will invite investment into New York State as well."*

*AABDC President, John Wang on Oct. 31 at AABDC's announcement of the opening of the New York in China Center in Beijing.*

## A Message from John Wang, President, AABDC

Since 2003, AABDC has worked closely with New York State Senator Malcolm Smith to organize New York-China Trade Missions specifically designed for New York State (NYS) legislators and executives of small and mid-size NYS businesses. AABDC trade missions are an effective way of introducing businesses to each other's countries.

Over the course of seven days, the New York State Legislators were to become acquainted with China's current economic development strategy by being introduced to senior government officials, trade organizations and business leaders at the national and regional levels who formulate and execute China's economic and business policies. We worked closely with staff from our offices in Hangzhou and Dalian to design itineraries that provided numerous opportunities for delegates to discuss and explore potential business opportunities for their constituents. All trade mission participants left the trip with a far greater understanding of what it takes to do business in China.

A major highlight of the trip was a cooperative agreement signed between myself and the Chairman of the Guangdong Province's China Council for the Promotion of International Trade (CCPIT) to facilitate business and trade activities in New York State. As a result of the investment and trade possibilities experienced on the trip, we have moved to accomplishing a long standing goal of opening the New York in China Center in Beijing: an office executed and managed by AABDC, dedicated to the identification, marketing and promotion of business and trade opportunities for New York State businesses and products in China.

Call us today to learn more about the New York in China Center and upcoming Trade Missions!

Sincerely,

John Wang  
President, AABDC



Signing of the strategic cooperative agreement with the Guangdong Province CCPIT