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**

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**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.

**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.
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 in China. The New York Center is the first step in developing a network that will bring New York State businesses to China for a genuine long-term presence and enhanced business relationships. I am pleased to announce and support the opening of the New York Center and I am confident that Senator John Wang and the AABDC team will bring our state’s business leaders and government closer to China’s national leaders, and to China’s millions of consumers who demand our products and services.”

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 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.”

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
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.

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.

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 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.
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