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Statewide Partners Bolster Trade and Investment Efforts in China

Sacramento, CA – The California Governor's Office of Business and Economic Development (GO-Biz) today announced the expansion of the China Trade & Investment Network (CTIN), a multi-organizational partnership focused on expanding the state's trade and investment efforts in China.

The trade relationship between California and China is one of the largest in the world, with two-way trade valued at \$177 billion in 2018. CTIN enables California businesses to gain from the many economic development organizations focused on exports to and investment from China by sharing resources and contacts, working together on trade shows and missions, and cooperating on business development.

"As the U.S. is experiencing tremendous volatility in our trade policy, it is critical for California to get beyond the rhetoric and work collaboratively on existing trade and investment relationships that are important for California farmers, manufacturers, ports, and service businesses," said Lieutenant Governor Eleni Kounalakis.

The CTIN expansion is recognition of the growing relationship with China across all regions of California. Today there are many California entities across Tourism, Trade, Education, and Transportation sectors, currently operating 19 offices in China. In addition, regions throughout California are involved in exports to and investment from China. With the addition of the American Chamber of Commerce, Shanghai, the San Diego Regional Economic Development Corporation, and SF Global, CTIN adds to its network and reach. All network partners will now carry the GO-Biz seal for the China Trade and Investment Network.

"The expansion of the China Trade & Investment Network recognizes that many cities and Economic Development Organizations around the state have much to offer and

gain in our relationship with China," said Bud Colligan, Senior Advisor for International Affairs and Trade in the Governor's Office of Business and Economic Development.

"We welcome the additional partners joining the China Trade and Investment Network, said Jim Wunderman, President and CEO of the Bay Area Council. "All the members of CTIN benefit from working together. Expanding the network is crucial to developing the enormous potential with the many provinces and cities of China."

For questions or to request to join CTIN, please contact the Network Manager:

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Quotes from China Trade Network Partners:

World Trade Center Los Angeles

President Stephen Cheung: "As the 2nd largest economy in the world, China will continue to be a key global leader on international trade and foreign direct investment for the next decade and beyond. Given the size of the Chinese market, it would be very difficult for any single region in California to effectively penetrate the Chinese market. However, the CTIN will allow local EDOs to join forces with other regions around the state and maximize their reach to access the \$13.6 trillion Chinese market with 1.4 billion potential consumers. "

California Asian Pacific Chamber of Commerce

President & CEO Pat Fong Kushida: "California is now recognized as the 5th largest economy in the world with a gross domestic product of nearly \$3 trillion. The lifeblood of the California economy is our small business community, who make up the majority of the over 3 million businesses across the state. These businesses are disproportionately affected by the recent tariffs and we must support them as much as possible."

City of Sacramento

Sacramento-China Envoy Antonio Yung: "The City of Sacramento is excited to be a member of the China Trade and Investment Network. As the capital city of California, our regional economy is uniquely mixed with government, business, education, and agriculture sectors. Membership in CTIN allows us to share statewide expertise and access State of California resources while attracting FDI".

World Trade Center San Diego

Executive Director Nikia Clarke: "Trade policy is set at the national level, but its impacts are highly differentiated by region, and the rules of the global marketplace are changing daily. The China Trade & Investment Network enables partners to lead targeted and agile regional strategies based on what their businesses need, while also facilitating statewide collaboration for maximum impact from the border to the bay."

Bay Area Council

Chief of Global Business Development Del Christensen: "We've focused on the importance of China for California businesses for over a decade and are pleased to partner with an impressive group of organizations to create this resource for California businesses."

American Chamber of Commerce, Shanghai

President Ker Gibbs: "California remains one of the most important investment destinations for Chinese companies. It is also the headquarters for many of our 3,000 members that operate successfully in China. As one of the largest and oldest Chambers in Asia, the American Chamber of Commerce in Shanghai is excited to join California's China Trade and Investment Network. This partnership fits well with our core mission, which is to strengthen the US – China commercial relationship. Despite the recent tensions, China will continue to be an important market opportunity for California based companies for years to come."

Global:SF

Executive Director Darlene Chiu Bryant: "GlobalSF, through its longstanding initiative ChinaSF, is delighted to be a member of our Golden State's network focused on attracting China investment and promoting bilateral trade. We look forward to collaborating with our colleagues up and down the state while sharing resources that the City of San Francisco has developed since the establishment of the first Sister City with China in Shanghai almost 40 years ago."

Fresno County Economic Development Corporation

President and CEO Lee Ann Eager: "We welcome the opportunity to promote global trade and investment as a member of CTIN. The Central Valley of California has long been an international center for agricultural commodities and manufacturing, and we look forward to strengthening California-China trade relations by growing our participation in the global economy. We see these activities as fundamental in building up our region equitably. With Fresno as the metro hub of the valley and the fifth largest city in California we are confident that this network will be enhanced with our participation on behalf of the region."

Background:

In 2013, Governor Brown opened the California-China Trade Office in Shanghai during a trade mission to China. GO-Biz partnered with the Bay Area Council (BAC), a non-profit entity, to operate and manage the office with a mission to facilitate trade and investment opportunities between California and China. In 2016, the Los Angeles Regional Economic Development Corporation (LAEDC), California Asian Pacific Chamber of Commerce and the City of Sacramento joined the BAC to form the China Trade Office Network. Since opening, the Network has helped California businesses access export opportunities to China and attract foreign direct investment from China. The Network has assisted and supported dozens of visiting trade delegations, organized attendance to multiple conferences and summits, and assisted scores of businesses with their California-China trade and investment relationships.