

AmCham China

QUARTERLY

Issue 4
2023

Executive insights, interviews, and intelligence for business in China

P08 The ABCs of AmCham China

P18 Biden-Xi Meeting

P25 Committee Year-end Review



A New Chapter:

*Southwest China Expansion Bolsters
Chamber's Reach*



AmCham China Healthcare Plans

Made Just For You: One Step to Premium Healthcare

Unique Value, Exclusive to AmCham China!

Comprehensive Coverage

- Global protection: major medical, surgical, hospitalization, transplants, outpatient, wellness, maternity, dental + vision benefits.

Premium Services

- Air ambulance and medical evacuation
- Worldwide emergency medical and travel assistance
- Enhanced benefits through partner programs
- Cashless payments and direct billing with 180+ providers
- Comprehensive web-based services

12 Tailored Plans, Flexible Selection

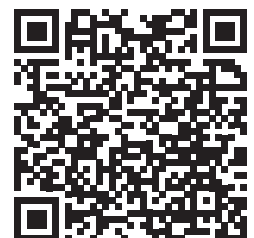
**No medical exam
required** for most plans

Annual Maximum Aggregate
Limit can reach

RMB 20 million

Plans start from

RMB 5,000+



Scan QR code to
learn more

Interested? Contact Aisha Huang to learn more: ahuang@amchamchina.org

20

Years of Excellence
in Beijing

iKang 爱康

iKang
Bayley & Jackson
Medical Center
爱康庇利积臣医疗



- OUTPATIENT SERVICES
- DENTAL SERVICES
- EXECUTIVE PHYSICALS/
ANNUAL HEALTH CHECKUPS
- VACCINATION SERVICES
- DAY SURGERY
- PHARMACY



The Launch of New IKANG BAYLEY & JACKSON MEDICAL CENTER



Founded by Dr. Clive Bayley and Dr. Anthony Jacksons in Hong Kong in 1958, Bayley & Jackson opened its first mainland medical center in Beijing in 2003, which joined iKang Healthcare Group in 2006. iKang was founded by a Harvard graduate Lee Ligang Zhang in 2004 and is now a leading provider in preventive healthcare industry in China, which serves about 10 million individuals annually. Staffed with experienced medical professionals and equipped with state-of-art medical imaging & diagnosis facilities at a center of about 10,000 square meters at its new site at Guanghua SOHO, iKang Bayley & Jackson Medical Center is now one of the largest international medical centers at the heart of Beijing CBD. Direct billing with over 50 international insurance and TPA companies including MSH, Cigna, Pingan, AIA, Bupa, UnitedHealthcare, Allianz, Aetna, AXA, etc.

庇利积臣由Clive Bayley 与 Anthony Jacksons博士于1958年在香港创立,并于2003在北京建立了一家综合医疗中心,之后于2006年加入爱康集团。该集团由成功的连续创业者哈佛毕业生张黎刚先生于2004年创立,每一年服务约1,000万人次,是中国预防医疗领域的知名服务机构。爱康庇利积臣于2022年迁址至北京光华路SOHO,面积约一万平米,拥有资深的医疗服务团队以及国际领先的影像与诊断设备,是北京CBD规模最大的国际综合医疗中心之一。可与超过50多家保险公司与TPA公司进行保险直付。

24 Hours Emergency Hotline: **010-8562.9990**
Medical/Dental Services Tel: **010-8562.9998**
Health Checkups Tel: **010-8561.9296**
Website: **www.bjhealthcare.com**

Entrance for Health Checkups:
9 Guanghua Road, Chaoyang District, Beijing 100020 (South Gate 2, SOHO II)
Entrance for Medical/Dental Services:
9 Guanghua Road, Chaoyang District, Beijing 100020 (East Gate, SOHO II)



运连网

Gotofreight Limited

柏威国际

Best Services International Freight Ltd.

Air Freight / Ocean Freight / Cross-border E-commerce
Inbound Logistics / DDP/DAP Door to Door Delivery

空运 | 海运 | 跨境电商物流 | 进口物流 | DDP/DAP门到门

40+ branches & subsidiaries in major cities across China

40+分子公司遍布中国主要城市

Ranked Top 8 Air Freight Logistics Company in China in 2021

2021年度中国货代物流企业空运第8名

IATA & FMC Licensed, WCA Asia Best Partner

IATA成员、FMC认证、WCA亚洲最佳代理

BSI / BSI-Gotofreight / GRT / BSI E-commerce

Gotofreight Cross-border E-commerce

柏威国际/柏威运连网/巨邦/柏电/运连网跨境电商物流

5300+

5300+ Global service spots

全球服务网点

☎ 199 2871 7341

✉ ecpro.szx@gotofreight.com



QUARTERLY

Editorial

**Senior Director
of Marketing and
Communications**

Mark Dreyer

Magazine Editor

Norris Tangen

Designers

Jin Peng

Zhang Hui

Sponsorship

Please contact
Connie Zhao at

(8610) 8519-0861 or

czhao@amchamchina.org

The *AmCham China Quarterly* magazine is published by the American Chamber of Commerce in the People's Republic of China (AmCham China).

The *AmCham China Quarterly* magazine content does not necessarily reflect the opinions or positions of AmCham China or its Board of Governors.

Contents



P.20 A New Chapter: Southwest China Expansion Bolsters Chamber's Reach

• Beijing

P.08

A look back at AmCham China's **Advocacy, Business, and Community (ABCs)** work in 2023.

P.12

Inside AmCham China's year-end **Annual General Meeting**.

P.18

A deep dive on the **Biden-Xi APEC Summit** from AmCham China's Government Affairs and Policy team.

P.25

AmCham China's **30+ Committees**: The lifeblood of the Chamber – discover their vital work in the past year and how to get involved in 2024.

P.48

From Iowa to Beijing: Get to know **Gary Dvorchak** and his unique connection to President **Xi Jinping**.

• Central China

P.15

Explore the achievements of the Chamber's **Central China Chapter** in 2023.

• Northeast

P.30

A comprehensive view of the Chamber's **Northeast Chapter's** outstanding work over the past year.

P.42

An interview with outgoing Chair of the AmCham China **Northeast Chapter Landon Ghalili**

• Southwest

P.34

Get to know a new Southwest member: A conversation with Dr. Will Hatten from **Chengdu International School (CDIS)** on diversity, leadership, and building a stronger future.

P.36

Advocacy in action: A look back at AmCham China's **Southwest Chapter's** work in 2023 even before the official celebration of the Chapter launch.

• Tianjin

P.38

Another banner year for the **Tianjin Chapter** – discover the impressive array of **events, advocacy, and community** from the Chapter in 2023.

Follow us:



WeChat QR Code

AmCham China Leadership

AmCham China's success is rooted in the vision, hard work, and dedication of its members. Through their efforts, these volunteer leaders make it possible to provide the information and intelligence, business services, networking opportunities, and events that benefit all members and the advocacy initiatives that help shape the business environment in China. At AmCham China's national level, the chairman, two vice chairs, and 11 governors comprise the organization's Board of Governors. Additionally, AmCham China's three Chapters each have their own local executive committee to ensure they are responsive to the needs of local AmCham China members.

AmCham China Board of Governors

CHAIRMAN Colm Rafferty Vermeer	VICE CHAIRS Roberta Lipson United Family	Gloria Xu Albemarle	PRESIDENT Michael Hart AmCham China			
GOVERNORS Alan Beebe Individual	Sherry Carbary Boeing	Allan Gabor Merck	Isabel Ge Mahe Apple	Jerry Guo KKR	Su Cheng Harris-Simpson SCHSAsia	Jeremy Huff Morgan Stanley
GOVERNORS Tony Jiang Intel	Roan Kang Microsoft	Jian Lu LinkedIn China	William Zarit The Cohen Group	TREASURER Dora Cheung PwC	GENERAL COUNSEL Ashwin Kaja Covington & Burling LLP	CHAIRMAN EMERITUS Greg Gilligan Fidelis Investments

Central China Chapter (Wuhan) Executive Committee

CHAIRMAN Steve Carpenter Profab China	VICE CHAIR Scott Shaw LifePlus Worldwide	EC MEMBERS Marina Chen Wuhan Shui On Land	Jun Hu Synopsis (Wuhan)	Tom Tong T&J Technology LLC.	James Ransom Wuhan Yangtze International School
---	--	---	-----------------------------------	--	---

Northeast China Chapter (Dalian, Shenyang) Executive Committee

CHAIRMAN Ladon Ghalili Epoch Technologies (Dalian)	VICE CHAIR Duan Yun A Canadian International School of Shenyang	EC MEMBERS Chang Liu Intel Semiconductor (Dalian)	Dorman Kwan PwC (Dalian)	Cai Mengjun Shengyuan Water Affairs	Olive Liu HPE (Dalian)	Richard Swann Dalian American International School and Dalian Huamei School	Bin Huang Dalian Jialing International Trade
--	---	---	------------------------------------	---	----------------------------------	---	--

Southwest China Chapter (Chengdu) Executive Committee

CHAIRMAN Jeffrey Bernstein Individual	EC MEMBERS Charles Cheung Dell	Clare McDermott QSI Chengdu School	Jennifer Birdsong Chengdu International School (Ldi)	Jun Lin Chevron	Micky Wu JP Morgan	Min Luo TEC
---	--	--	--	---------------------------	------------------------------	-----------------------

Tianjin Chapter Executive Committee

CHAIRMAN Marcus Williams Boeing Tianjin Composites	VICE CHAIRS Howard Li Waitex Group	Cathy Yan PPG Industries Asia Pacific	EC MEMBERS Jeremy Carman LifePlus Worldwide Learning	Wei He The Tianjin Juilliard School	Humphrey Wang Tianjin Pher Food Beverage Management Company	Chuck Yang Fayao Education and Admiral Farragut Academy Tianjin
--	--	---	--	---	---	---

AmCham China Corporate Partners

The AmCham China Corporate Partner Program provides exclusive visibility in chamber activities and communications across our numerous platforms. The current partners are:





AmCham China's Legacy Continues to Strengthen

As I close my two-year tenure as Chairman of AmCham China, I reflect with pride on our organization's evolution, continually guided by our enduring vision and mission. The AmCham China vision is to be a member-driven organization committed to improving the business environment in China and fostering constructive, sustainable US-China economic relations. Our mission is to assist American companies in China through advocacy, networking opportunities, insights, and business support services.

Core Values: Reinforcing Our Ethos

In 2023, the Board of Governors established a set of core values to further strengthen our organization:

- **Independence:** As a non-governmental organization, we will advocate for our members' interests at all times, remaining impartial and resisting external influence or pressure from governments.
- **Leadership:** We strive to be a bridge between the US and China, serving the needs of our members in ways that promote a business-friendly environment.
- **Collaboration:** We encourage cooperation among all stakeholders, helping businesses of all sizes to thrive. We believe in frank, open dialogue that fosters innovative ideas and continuous improvement.
- **Integrity:** We are committed to upholding honesty, transparency, and professionalism in all our operations. We are accountable to our members, our vision, and our mission.

2023 was a testament to our dynamic progress. Our membership continues to grow, demonstrating our increasing significance for American businesses in China. Over 200 events, including nine Signature Events, were held this year, showcasing the active engagement of our committees and members.

The inauguration of our new chapter in Chengdu marks our sixth presence in China, offering dedicated support to American businesses in the region.

Meanwhile, our advocacy efforts were more vibrant than ever. We engaged closely with the Chinese government, holding 78 meetings at various levels and conducting 14 White Paper Delivery Meetings. Our involvement in regulatory submissions and policy discussions has been relentless, translating into tangible outcomes like the extension of the Individual Income Tax (IIT) policies, benefiting our members and their companies. We also held substantive discussions with nearly 20 Congressional offices and key figures, including US Commerce Secretary Raimondo, Treasury Secretary Yellen, and Secretary of State Blinken. These sessions provided invaluable insights and opportunities to exchange constructive perspectives on the US-China economic relationship.

I extend my deepest gratitude to our AmCham China Vice Chairs, Roberta Lipson and Gloria Xu, General Counsel Ashwin Kaja, Treasurer Dora Cheung, and the entire Board of Governors for their dedication. Special thanks to President Michael Hart and our nearly 50 staff members for their tireless efforts.

I am confident that AmCham China will continue to thrive, driven by the same values and commitment that have defined our past. Our mission to advocate, connect, and empower will guide us as we embrace the challenges and opportunities ahead. Together, let's continue to forge ahead with resilience and purpose, shaping a prosperous future for US-China relations.

Colm Rafferty
AmCham China Chairman

AmCham China Chairman's Circle

AmCham China Chairman's Circle is a select group of premium membership holders that provide the chamber with exceptional support and leadership. The current Circle members are:

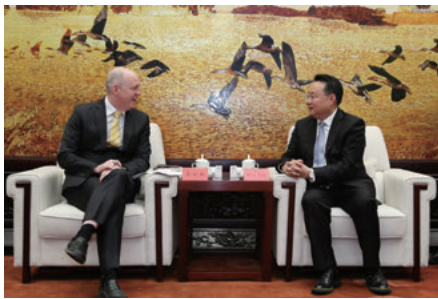


The ABC's of AmCham China: Advocacy, Business, and Community in 2023!

*Photos courtesy of
AmCham China*

Amid the easing of COVID-19 restrictions in the past year, the AmCham China community joyfully welcomed the resurgence of in-person events. High-profile visits from US government officials signaled potential stabilization and increased communications in US-China relations. Adding to this positive momentum, the Chamber celebrated

the success of its first in-person DC Doorknock Trip in three years. Before we set our sights on a promising 2024, the AmCham China Quarterly is taking pause to spotlight the achievements of 2023, recognizing the substantial strides our team and community has made in Advocacy, Business, and Community work. **1**



78 Ministerial Meetings with Chinese Government Officials

4 High-level Meetings with Visiting US Government Officials



Advocacy



Over **30** Congressional Meetings during the Annual DC Doorknock Trip

Secretary of State Antony Blinken, Commerce Secretary Gina Raimondo, Secretary of the Treasury Janet Yellen, as well as Senate Majority Leader Chuck Schumer and the bipartisan congressional delegation he led to China.



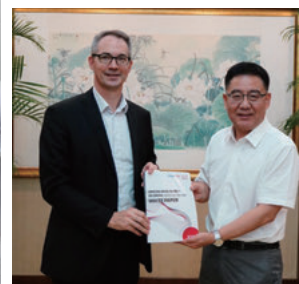
13 Additional US Government Outreach Meetings



1 Business Investment Outreach (B.I.O.) Trip



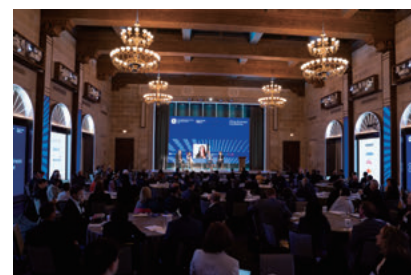
14 White Paper Delivery Meetings



1 New AmCham China Chapter

9 Signature Events

Business





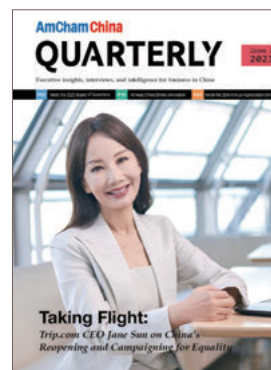
200+ Events Powered by
30+ Industry Committees across Beijing, Chengdu,
Dalian, Shenyang, Tianjin, and Wuhan



30 Case Studies in the **3rd** Annual Social Impact
Reports and **10+** Social Impact Initiative Events

21 Chairman's Circle
and **8** Policy+ Events

4 Quarterly
Magazine Issues
Featuring
30+ Member
Companies



25th Annual Business Climate Survey and
American Business in China White Paper



150+ Top-tier Media Mentions

Independence Day Backyard BBQ



20+ Member Mixers and Diners' Club Events

5 Board of Governors Special Events



5+ Family Days



Community

We would like to thank the entire AmCham China community for your continued support over the past year. All of us at AmCham China are excited about 2024 as we continue to focus on the next 100 years of the US-China commercial relationship.



Inside the 42nd AmCham China Annual General Meeting

Michael Hart, President of AmCham China, warmly welcomed everyone, expressing gratitude to the event sponsors – Vermeer, Microsoft, the Women Empowerment Council, AbbVie, and Intel. He then invited Colm Rafferty, Chairman of AmCham China, to the stage.

Rafferty reflected on what he described as an extraordinarily intriguing year. His experience, spanning multiple terms as Vice Chair, Governor, and now as Chairman, lent depth to his observations about the evolving business landscape.

He emphasized the pivotal role of American businesses in China, stating they serve as a stabilizing force in the bilateral relationship. He highlighted their significant contributions, not just in terms of business but in fostering people-to-people interactions and embodying core American values. These values, he noted, include a strong commitment to labor rights, intellectual property protection, environmental consciousness, anti-corruption measures, and the rule of law. Rafferty emphasized that AmCham China's aim is to act as a beacon for these principles, ensuring that American businesses continue to positively influence China's economic landscape.



Above:
AmCham China Chairman Colm Rafferty

Photo courtesy of AmCham China

**Top:**

AmCham China BOG member Su Cheng Harris-Simpson accepts the Chairman's Service Award

Middle:

AmCham China Board of Governors members Jerry Guo, Allan Gabor, Su Cheng Harris-Simpson, Roberta Lipson, Colm Rafferty, Gloria Xu, and Bill Zarit

Bottom:

AmCham China Chairman Colm Rafferty and AmCham China President Michael Hart

Photos courtesy of AmCham China

The China World Summit Wing Hotel in Beijing set the stage for the 2023 AmCham China Annual General Meeting on Thursday, November 16. The event, bustling with enthusiasm and energy, marked a significant moment. Here, members of the American business community in China converged to commemorate another year of notable achievements and fruitful collaborations. In this edition of the AmCham China Quarterly, we invite you to delve into the heart of this special annual event, capturing the essence of the celebration and the shared success of the community.

He proudly reflected on AmCham China's achievements over the year, particularly highlighting the organization's advocacy work. This included significant ministerial meetings and the DC Doorknock, which fostered high-level government-to-government talks. He expressed satisfaction with the recent series of Cabinet-level meetings and the Presidents' meeting in San Francisco, viewing them as fruits of AmCham China's dedicated advocacy.

Rafferty acknowledged the contributions of the 2023 Board, especially Vice Chairs Roberta Lipson and Gloria Xu. He praised their dedication and involvement, which he deemed critical to the year's successes. Rafferty also gave a special mention to Ashwin Kaja, the General Counsel, for his tireless work in revising the organization's Constitution, thereby setting a strong foundation for the future.

Concluding his remarks, Rafferty shared the Chamber's vision – to be a member-driven organization dedicated to improving business conditions in China and fostering sustainable US-China economic relations – and shared the Chamber's four core values of integrity, collaboration, leadership, and independence. His speech not only celebrated the past year's accomplishments but also set a tone of optimism and resolve for the challenges and opportunities ahead.

Rafferty then presented the Pioneer Award, which is designed to celebrate those whose professional contributions and personal character represent America's stories in entrepreneurship,



business success, innovation, and humanity. This year's recipient was Sean Stein, a senior advisor in Covington's Public Policy Practice Group, the former US Consul General in Shanghai, and the current Chairman of AmCham Shanghai. Stein, who was in San Francisco to attend the ongoing APEC meetings, accepted the award via video message.


The Chairman's Service Award went to Su Cheng Harris-Simpson and Dinah Watkins, recognizing their exceptional contributions and service and acknowledging the joy they have brought to the AmCham China community through the Charity Ball over many years. Rafferty read out some words on behalf of Dinah Watkins, who was unable to attend in person, while Su-Cheng Harris Simpson delivered a heartfelt speech about the treasured memories created by the American Balls over the past two decades.

Next up were the Committee of the Year Awards. Presented by Michael Hart, these awards recognized the outstanding work of the Cosmetics and Nutrition Committee (Jane Yan – Amway, Qian Wu – P&G, Chunhui Xu – GCC CNPERMIT, Frida Liu – Johnson & Johnson, and Dandan Li – AmCham China Committee Manager), and the Legal Affairs Committee, acknowledging the leadership of Michael Liu – Hylands Law Firm, Susan Munro – K&L Gates, Scott Palmer – Perkins Coie, and Ada Yang – AmCham China Committee Manager.

A moment of gratitude was extended to the outgoing members of the Board of Governors, followed by a group photo of the 2023 Board, showcasing the commitment and dedication of these leaders.

William Zarit led the introduction of candidates for the upcoming Board election, providing a platform for them to share their vision and aspirations. 12 candidates are running for seven open Board seats, and each one was each given two minutes to present to the audience.

Before the evening's festivities finished, Su Cheng Harris-Simpson highlighted the significance of the Leadership Development Program (LDP), celebrating the achievements of this year's cohort with a group photo.

The event concluded with closing remarks, wrapping up an evening that was not just a celebration but a reaffirmation of the Chamber's commitment to fostering US-China business relations. The 2023 AGM was a testament to the resilience and adaptability of the American business community in China and the evening not only honored the past year's triumphs, but also set the stage for future endeavors. 



Top:

Graduates of AmCham China's 2023 Leadership Development Program

Middle:

AmCham China Membership Director Ming Chiang with BOG nominee Min Qin and colleague

Bottom:

Attendees show their AmCham China spirit

Photos courtesy of AmCham China

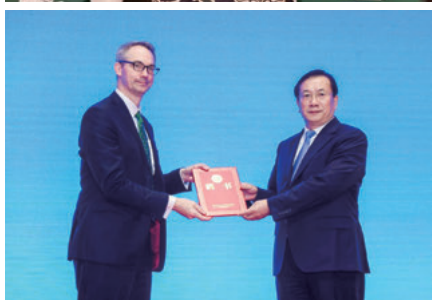
The Central China Chapter's Year of Advocacy, Business, and Community

*Photos courtesy of
AmCham China*

In 2023, the AmCham China Central China has been hard at work advocating for our members in the region. Under the leadership of Chair Steve Carpenter, the Chapter spearheaded a dynamic year with productive meetings, relevant events, and engaging community gatherings. Explore the

impactful programming from the Central China Chapter in 2023! 📌

For more about Central China Chapter, please reach out to Chapter Manager Lina Wang at lwang@amchamchina.org.



**2023 Cherry Blossom:
Business Cooperation &
Fortune 500 Dialogue in Hubei**

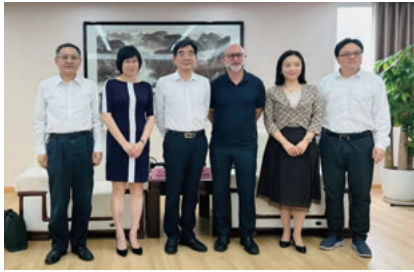
Advocacy

In 2023, the Central China Chapter marked advocacy milestones through strategic events and engagements, reinforcing our commitment to promote American business in China.

Meeting with the Director of the Hubei Provincial Committee of CCPIT



**Yangtze River Economic
Belt, New Opportunities of
Central China NDRC and
US Multinational Enterprises
Roundtable**



**White Paper Delivery
Meeting with the Director
of the Hubei Provincial
Committee of CCPIT**

Advocacy

Engagements with the US Consulate in Wuhan



Lifestyle Pop-up Marketplace

The business landscape flourished with impactful initiatives, including report launches, immersive tours, and key summits, fostering opportunities and knowledge exchange.

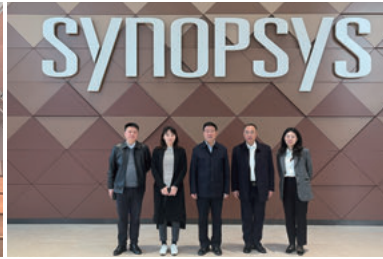
Business



**China Business Climate
Report Launch**

Luncheon with the US Consulate





Member Company Tours

2023 Future Mobility Summit



IMA Yangtze River Economic Belt Summit

Networking Events and Mixers



2023 Thanksgiving Potluck



The Central China Chapter excelled in community engagement, hosting diverse events ranging from mixers and signature events to family-friendly gatherings and enriching training sessions.

Trainings and Seminars



Global Educators Unite Meeting





Depositphotos.com

Policy+ Breakdown:

A Comprehensive Analysis of the Biden-Xi APEC Summit

This comprehensive analysis of the Biden-Xi APEC Summit is derived from an exclusive brief sent out to the Chamber's Policy+ subscribers, a premium service offering timely insights and knowledge to navigate the complex landscape of US-China relations. Policy+ is designed to equip subscribers with the tools needed to make informed decisions under the uncertainties of the geopolitical climate.

Key Agreements: A Foundation for Cooperation

Building upon last year's Bali meeting, the San Francisco summit resulted in a series of pivotal agreements addressing shared challenges and fostering collaboration. The decision to resume military-to-military communication underscores the

commitment to stabilizing defense relations. Simultaneously, the pledge to combat illicit synthetic drug manufacturing, particularly focusing on fentanyl, and the establishment of a working group for ongoing communication and law enforcement coordination demonstrate a joint commitment to counternarcotics efforts.

The agreement to address the risks associated with advanced AI systems signifies a proactive approach to technology

The Biden-Xi APEC Summit, a historic event held on November 15, 2023, at the Filoli Estate in San Francisco, served as a turning point in the trajectory of US-China relations. This seventh meeting between the two leaders not only reduced existing tensions but also instilled a sense of calm, signifying a commitment to cultivating a more constructive and cooperative relationship.

governance. By determining specific parameters for AI system development, the two governments aim to ensure responsible and safe innovation in the realm of artificial intelligence.

Furthermore, the commitment to reconnect the people of both countries is highlighted through agreements to expand educational, cultural, and business exchanges. The decision to increase the number of flights early next year and restore the US-China air transportation agreement reinforces the importance of people-to-people connections in fostering mutual understanding.

Both nations also pledged collaboration on global challenges, including health security, debt, climate change, and finance in developing countries and emerging markets. This comprehensive approach reflects the leaders' recognition

of their shared responsibilities as major global powers.

US Perspectives on Key Challenges

The US delegation emphasized concerns over unfair trade practices, non-market economic policies, and punitive actions against American companies by the People's Republic of China (PRC). Despite these challenges, both countries affirmed their commitment to fostering trade and investment while maintaining a de-risking strategy.

In addition to economic considerations, the US reiterated its dedication to protecting allies in the Indo-Pacific region, supporting Ukraine against Russian aggression, and addressing human rights abuses in

Xinjiang, Tibet, and Hong Kong. The commitment to the One China policy regarding Taiwan reflects a consistent stance.

Moreover, the US highlighted the importance of preventing the misuse of advanced American technologies in ways that could threaten national security. This cautious approach is coupled with efforts to ensure that trade and investment are not unduly hindered, striking a delicate balance between innovation and security.

Additional Developments and Working Groups

Over the summer, the establishment of working groups gained momentum, indicating a commitment to enhancing cooperation and communication in various sectors. Secretary Yellen's initiation of two Working Groups between the Treasury Department and the People's Bank of China, along with the creation of Working Groups by other departments, underscores a multifaceted approach to breaking down barriers and fostering better relations.

The longstanding relationship between President Biden and President Xi, dating back to 2010, remains a crucial channel of communication. This relationship, which has evolved over the years, played a significant role in reducing tensions and fostering a more cooperative atmosphere during the San Francisco summit.

Anticipating future visits and engagements, the commitment to sustaining momentum and connectivity established during the San Francisco meeting sets the stage for ongoing high-level diplomacy and working-level consultations in key areas.

China's Perspective on Key Challenges

From China's perspective, the Ministry of Foreign Affairs emphasized its



Above:

Presidents Biden and Xi shake hands in San Francisco

Photo courtesy of Kevin Lamarque Reuters

"The longstanding relationship between President Biden and President Xi, dating back to 2010, remains a crucial channel of communication."

commitment to the peaceful reunification with Taiwan. It urged the US to relax export control restrictions, ease investment limitations, and lift unilateral sanctions on Chinese businesses, signaling an expectation of reciprocity in economic relations.

Differing views on climate change and people-to-people exchange were attributed to different political environments, highlighting the complexity of navigating global challenges within the context of domestic considerations.

Bali vs. San Francisco: Evolution of Discussions

Comparing the Bali and San Francisco meetings provides valuable insights into the evolution of discussions between the two nations. The Bali meeting, occurring three months after then-US House Speaker Nancy Pelosi's visit to Taiwan, focused on competitive aspects of the US-China relationship. In contrast, the San Francisco meeting was the result of seven months of preparation aimed at reconnecting the two governments and fostering deeper relationships.

Despite enduring and significant differences, both governments agreed on the necessity to coexist peacefully, recognizing the importance of preserving the robust economic relationship established by the business communities in both countries since the late 1970s. The San Francisco meeting created a more advantageous setting for the US and China to manage their differences constructively.

Enhancing People-to-People Connections

The significance of interpersonal connections between US and Chinese citizens

was a central theme in both the Bali and San Francisco meetings, underlining the importance of fostering mutual understanding and cultural ties. In Bali, leaders acknowledged the significance of these connections, laying the groundwork for further discussions on how to enhance these ties. Moving forward to the San Francisco meeting, a consensus was reached to bolster people-to-people connections by increasing scheduled passenger flights and promoting broader engagement in various spheres.

Cultural Initiatives and Tourism

Secretary Raimondo and Minister of Culture and Tourism Hu Heping have not only agreed to hold the 14th US-China Tourism Leadership Summit in China but have also set the dates for May 21 to May 23, 2024, in Xi'an. This summit serves as a platform for reviving and developing tourism cooperation between the two countries, providing a valuable opportunity for stakeholders to explore avenues for collaboration in the tourism sector. The Tourism Leadership Summit signifies a commitment to enhancing cultural understanding and promoting travel between the US and China.

On November 22, the US Ambassador Nicholas Burns met with the head of China's civil aviation regulator, Mr. Song Zhiyong, at an event organized by AmCham China's Aviation Cooperation Program at Bush House. The two parties exchanged views on pushing for a substantial increase in flights between the two countries. Mr. Song stated that the Civil Aviation Administration of China (CAAC) welcomes US aviation-related enterprises to operate and develop in China. This exchange reflects the mutual commitment to facilitating not only business connections but also fostering greater cultural and interpersonal ties through increased air travel.

Symbolic Gestures of Friendship

President Xi Jinping announced at the Welcome Dinner that China is pleased to send new pandas to the US, symbolizing the pandas as "envoys of friendship" between the two nations. This symbolic gesture reinforces the commitment to cultural exchange and serves as a reminder of the historical friendship and collaboration between the US and China. The presence of Captain Harry Moyer, a veteran member of the Flying Tigers from WWII, at the Welcome Dinner further underscores the historical ties between the two nations and emphasizes the ongoing importance of these cultural and diplomatic connections.

Looking Ahead: A Commitment to Continued Diplomacy

The leaders affirmed their commitment to building on the understandings reached in Bali and San Francisco through continued high-level diplomacy. Ongoing working-level consultations will cover key areas, including commercial, economic, financial, Asia-Pacific, arms control, nonproliferation, maritime, export control enforcement, policy-planning, agriculture, and disability issues.

Upon reflection, the Biden-Xi APEC Summit in San Francisco not only marked a significant milestone in US-China relations but also laid the groundwork for more constructive cooperation across various domains. The expanded agreements and initiatives outlined above reflect a comprehensive approach to managing differences, fostering collaboration, and promoting a healthier and more stable relationship between the two global powers. As the leaders look ahead, the emphasis on continued dialogue and engagement sets a more hopeful tone for the future of US-China relations. ❶

POLICY+ PLUS

An exclusive, premium service for AmCham China members who require in-depth policy insights and privileged access to policy-makers.

Exclusive Benefits



Meeting Highlights **INSIGHT**

Timely insights and analysis from Policy+ exclusive events and government meetings (1-3 pages)



Special Report **INSIGHT**

In-depth analysis of major policy issues and market trends (4-8 pages)



Roundtable **ACCESS**

As a Policy+ subscriber, you receive priority invites to our meetings with government officials from both the US and China.



Exclusive Briefings and Meetings **ACCESS**

In addition to 200+ events hosted by AmCham China each year, you will be invited to exclusive breakfasts, luncheons, and briefings that are either invite-only or tailor-made for Policy+ subscribers, based on your interests.



Government Meetings **INSIGHT**

Priority access to government briefings commonly limited to the AmCham China Board of Governors and Chairman's Circle



Customized Briefing **BRIEFING**

A tailor-made annual briefing on the Chinese market or other topics of interest for visiting global executives of member companies by AmCham China's President or Chairman

* Policy+ is available only to AmCham China members.

*To become an AmCham China Policy+ member, please contact us at
(8610) 8519-0800 or email policyplus@amchamchina.org*



Photo courtesy of AmCham China

Legacy in the Making: AmCham China Southwest Chapter Official Opening

The evening commenced with Colm Rafferty (pictured above), Chairman of AmCham China, setting the tone. Highlighting the Southwest region's potential, he dubbed it a "beacon of opportunity." Rafferty pointed out the growing number of American enterprises already making their mark in this vibrant market. "Our presence in this region today is proof of our unwavering commitment to assist US companies in navigating the nuances of the Chinese market, ensuring their success and, in turn, contributing to the prosperity of both our nations," Rafferty remarked.

The event was further enriched by motivating speeches from distinguished guests, Yi Yang, Deputy Director General of the Sichuan Provincial Bureau of

Economic Cooperation, and Lei Xuejie, Vice President of the CCPIT Sichuan Council. They echoed the positive sentiments regarding the strengthening ties between the two countries. Miao Ronghua, Director of American and Oceanian Affairs Division, Foreign Affairs Office of Sichuan Province, also attended the ceremony.

AmCham China President, Michael Hart (pictured above), then took the stage to expand on the Chamber's vision and mission. He emphasized its role as a member-centric body, focused on improving the business climate in China and fostering positive, sustainable US-China economic relationships. "Our mission is to help American businesses succeed in China. We offer advocacy, networking avenues,

In a significant move reflecting the strengthening of US-China business relations, the American Chamber of Commerce in China officially launched its Southwest Chapter on October 31, 2023. The grand event was held at the St Regis hotel in Chengdu, where over 100 attendees gathered to mark this milestone.

Top:

AmCham China Southwest Chapter Chair Jeffrey Bernstein

Middle:

Attendees at the AmCham China Southwest Chapter Grand Opening

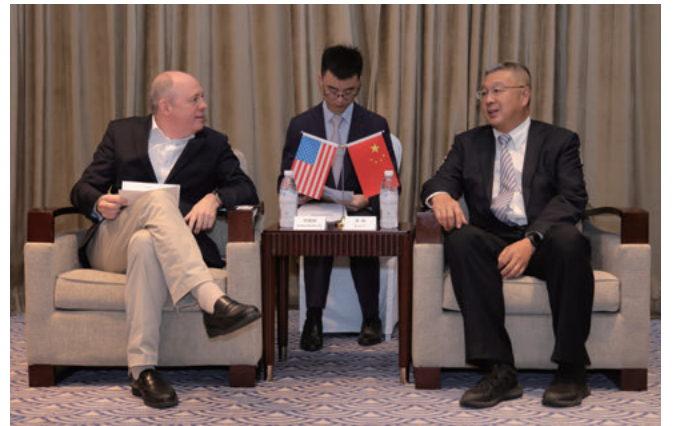
Bottom right:

AmCham China Chairman Colm Rafferty with Yi Yang, Deputy Director General of the Sichuan Provincial Bureau of Economic Cooperation

Bottom left:

AmCham China President Michael Hart

Photos courtesy of AmCham China





crucial insights, and a plethora of business support services,” Hart stated. He also proudly mentioned that the Southwest Chapter had organized over 10 events in the current year, culminating in Tuesday’s official inauguration.

Jeffrey Bernstein (pictured above), Chairman of the Southwest Chapter Executive Committee, representing the seven-member committee, expressed gratitude for the unwavering support AmCham China has received from local governmental bodies this year. He also shared an optimistic outlook on the potential to enhance trade connections in the months ahead. In addition to Bernstein, the Executive Committee is comprised of Jennifer Birdsong (LifePlus Education Group), Charles Cheung (Dell), Jun Lin (Chevron), Min Luo (The Executive Centre), Clare McDermott (QSI International School of Chengdu), and Micky Wu (JPMorgan Chase). More details can be found here.

In the lead-up to the opening ceremony, key members of the AmCham China leadership engaged in a constructive dialogue with Deputy Director General Yi and Vice President Lei (see above). The meeting was a mutual exchange of ideas aimed at fostering collaboration in this rapidly advancing region. 

Several more events are already being organized for the rest of the year, including an executive breakfast meeting, a family-friendly event, and a year-end gathering. For companies looking to be part of this dynamic Chapter and contribute to the growth story, membership details can be obtained by contacting Wei Wei at wwei@amchamchina.org or on 189 8193 7697.



Above:

AmCham China staff and leadership pose with members of the Southwest Chapter Executive Committee

Below:

Attendees at the AmCham China Southwest Chapter Grand Opening

Photos courtesy of AmCham China

Back In-Person & Better Than Ever: A Review of AmCham China's Committees in 2023

At AmCham China, our Committees play a vital role in driving advocacy, building industry relations, and fostering community development. With 26 Committees in Beijing, plus another dozen across our Chapters nationwide, we cover a wide range of industry sectors, corporate functions, and special issue-based interests to effectively represent the needs of our members and the American business community in China.

Benefits of Joining an AmCham China Committee:

- FREE to join
- Receive invitations to relevant events (AmCham China members)

AmCham China's Committees, comprising 26 in Beijing, plus another dozen across our Chapters, drive advocacy, industry relations, and community development in the dynamic American business landscape of China. Reflecting on the past year, our Committees have been pivotal in connecting members with exclusive opportunities, industry events, and US and Chinese government officials. Join us as we delve into the accomplishments of each Committee in 2023, spotlighting their collective efforts in fostering a thriving American business community in China.

get priority access to events and/or reduced ticket prices)

- Gain access to the corresponding Committee WeChat group for latest news and to connect with like-minded professionals (member only)

- Opportunity to participate in the drafting of the Chamber's annual American Business in China White Paper (member only)
- Help to shape the industry agenda for each Committee (member only)

LEGAL AFFAIRS COMMITTEE – Joint Winner of Committee of the Year Award

Co-Chairs:

- Scott Palmer, Perkins Coie LLP Beijing Office
- Susan Munro, K&L Gates
- Michael Liu, Hylands Law Firm

Events: 8

Highlights:

- Attracted more Legal member companies.
- Covered almost every hot topic in



Above:

Legal Affairs Committee Co-Chair Susan Munro and Committee Manager Ada Yang accept the Committee of the Year Award

Photo courtesy of AmCham China

2023, including data, export control, transactions, and healthcare IP.

Legal Affairs Committee Manager: [Ada Yang](mailto:AdaYangayang@amchamchina.org)
[ayang@amchamchina.org](mailto:AdaYangayang@amchamchina.org)

COSMETICS AND NUTRITION COMMITTEE

– Joint Winner of Committee of the Year Award

Co-Chairs:

- Jane Yan, Amway
- Qian Wu, P&G
- Chunhui Xu, GCC CNPERMIT
- Frida Liu, Kenvue

Government Engagements: 8

Highlights:

- Committee leadership refreshed.



Above:
Chamber Vice President Claire Ma presents the Committee of the Year Award to Cosmetics and Nutrition Co-Chairs Jane Yan, Qian Wu, Frida Liu, Chunhui Xu, and Committee Manager Dandan Li

Photo courtesy of AmCham China

- 17 Call for comments and lobby letters on industry's key issues.
- Hosted monthly all cosmetics members meetings, enhancing members' engagement by reviewing regulatory updates of the cosmetics industry.
- Hosted Cosmetics and Nutrition Working Group Annual Meeting in Shanghai, with more than 30 members.

Nutrition and Cosmetics Committee Manager: Dandan Li ddli@amchamchina.org

HEALTHCARE COMMITTEE

Co-Chairs:

- Irene Hsu, *Amgen*
- Alice Xu, *Boston-Scientific*

Events: 39

Government Engagements: 30

Highlights:

- Eight delegation visits with provincial-level Healthcare Security Administration, Health Commission, and Medical Production Administration (Closed-door meetings with governmental officials; Industrial Park Visits)
- Five-call-for-comments on certain

policies, successfully reflecting the demands of the healthcare industry to key stakeholders.

- Two joint events with the Legal Affairs Committee, US-China Agriculture & Food Partnership on IPR, and FDA topics.
- Four community events hosted by co-chairs (breakfast meetings & mixers)

Healthcare Committee Manager: Edward Wang ewang@amchamchina.org

ENERGY COMMITTEE

Co-Chairs:

- Sue Wang, *Honeywell*
- Grace Chen, *Aspen Technology*

Events: 22

Government Engagements: 10

Highlights:

- Delivered 22 events for Committee members.
- Specially designed an Energy-Climate-Environment workshop series.
- Continued to develop a special global focus initiative for international, including non-American, general committee members.

Energy Committee Manager: Lucinda Liu lliu@amchamchina.org

AGRICULTURE COMMITTEE

Co-Chairs:

- Dr. Gao Yong, *Bayer*
- Ashley Wang, *ADM*

FOOD & BEVERAGE COMMITTEE

Co-Chairs:

- Alice Fan, *Pepsi*
- Rachel Yu, *Coca-Cola*

Events: 12

Government Engagements: 8

Highlights:

- Two Sessions Debrief: Population Development Policy Trends, and Impact on MNCs.
- Food Import and Export Policy Roundtable with GACC.
- AFB roundtable with USDA and FDA.
- Yinchuan with CASS Rural Development Research Institute.
- National Food Safety Week Workshop.

Ag and Food & Beverage Committee Manager: Cynthia Zhai czhai@amchamchina.org

EXPORT COMPLIANCE WORKING GROUP (ECWG)

Co-Chairs:

- Ken Nichol, *Gulfstream Aerospace*
- Joan Pan, *Hewlett Packard Enterprise*

Events: 12

Highlights:

- Organized three development and training sessions on foreign direct product rule, export controls on advanced semiconductor rule, and semiconductor manufacturing items.
- Conducted twelve monthly meetings to brief updated export control regulations to members. Each meeting attracted participation of 40.

ECWG Manager: Yiming Li
yli@amchamchina.org

FINANCIAL SERVICES AND INSURANCE COMMITTEE

Co-Chairs:

- **Erin Zhang**, *Goldman Sachs*
- **Viki Huang**, *State Street*
- **Kenneth Zhou**, *Wilmer Cutler Pickering Hale and Dorr LLP (Sub-Committee)*

Events: 7

Government Engagements: 3

Highlights:

- Focused on building strong relationships with the Committee Co-Chairs.
- Attracted more members to become active in the Committee's WeChat Group.
- Hosted seven business seminars.
- Reworked the the *White Paper's* insurance chapter.

Financial Services Committee Manager:
 Ada Yang ayang@amchamchina.org

WOMEN PROFESSIONALS COMMITTEE (WPC)

Co-Chairs:

- **Su Cheng Harris-Simpson**, *SCHS Asia*
- **Frances Yu**, *Amway*
- **Qian Liu**, *The Economist Group*
- **Lin Gao**, *Message Coach*

Events: 5

Government Engagements: 2

Highlights:

- The 2023 Women of Tomorrow Summit, held in close consultation with the Women Professionals Committee, was one of the most successful summits of the past few years. It was also the first in-person, all-sold-out Summit since the COVID pandemic.
- One of the Chamber's most diverse Committees, the WPC hosted a variety of events from a relationship and marriage webinar to a meditation workshop.
- The participation rate of WPC events remained high and continued to draw attention to the importance of females in leadership positions.
- There are more than 150 individuals in the WPC WeChat group chat, with many becoming involved with the Chamber from WPC activities and community sharing.

WPC Manager: Yin Yu
yyu@amchamchina.org

HUMAN RESOURCES COMMITTEE

Co-Chairs:

- **Charise Le**, *Schneider*
- **Michelle Zhang**, *Pfizer*
- **Annie Wang**, *Bayer*
- **Charles Shao**, *Korn Ferry*
- **Janet Chen**, *Microsoft*

Visa Sub-Committee Co-Chairs:

- **Becky Xia**, *Fragomen*

Events: 6

Highlights:

- Organized a successful and profitable Human Resources Conference with over 140 attendees.

- Events included one HR series training and two informative CHRO Roundtables.
- Worked with US Embassy on the interview workshop for persons with disabilities.
- Visa Sub-Committee hosted events around topics of global immigration and permanent residence.
- Currently more than 145 active members in the Committee WeChat group.

HR Committee Manager: Melody Wen
mwen@amchamchina.org

SMES & ENTREPRENEURS COMMITTEE

Co-Chairs:

- **Marco Reyes**, *YMCE*

Events: 6

Highlights:

- Collaborated with other Chambers and SME organizations for events and provided members guest speaking opportunities to proactively promote themselves and develop their businesses.
- One SME candidate ran for the 2023 Board of Governors, demonstrating the SME Community's increased trust and willingness to become more actively involved in the Chamber.
- The SME Committee WeChat group has remained very active with more than 90 members. In addition to sharing SME-related information, staff also assisted with answering epidemic policy and prevention questions.
- Thanksgiving Dinner event was the most popular American festive social event along the year, and it was completely sold out Chamber-wide.

SME Committee Manager: Yin Yu
yyu@amchamchina.org



Above:
AmCham China and MLB host the first "Hit a Home Run: Baseball Lesson"

Photo courtesy of AmCham China

SPORTS COMMITTEE

Co-Chairs:

- Tony Qi, *MLB*

Events: 6

Highlights:

- Held the first baseball class with the cooperation of MLB.
- Hosted the successful flag football series for AmCham China members.
- Incorporated a diverse range of sports and activities and provided a social platform for members.

Sports Committee Manager: Ada Yang
ayang@amchamchina.org

MANUFACTURING, CUSTOMS, SUPPLY CHAIN, AND SOURCING (MSSC) COMMITTEE

Co-Chairs:

- Craig Abler, *Boeing*
- Jonathan Kendrick, *Pacific Resources International (PRI)*

Events: 4

Highlights:

- Held three seminars and one industry mixer.
- Held three *White Paper* discussion meetings. Drafters from across the sector contributed excellent material for the 2023 *White Paper*.
- Currently there are more than 123 individuals in the MSSC Committee WeChat group chat and the community is more active than ever.

- The Winning Strategies Event was featured on the AmCham website and received an overwhelmingly positive response.

MSSC Manager: Yin Yu
yYu@amchamchina.org

BUSINESS SUSTAINABILITY COMMITTEE

Co-Chairs:

- Jing Guo, *Novelis*
- Jing Wu, *UPS*

Events: 4

Highlights:

- Hosted the Seminar on Sustainability Investment in China (ESG).
- Co-hosted the Seminar on Circular Economy and Corporate Green Transformation / Sharing Session on Paulson Prize for Sustainability.
- Co-hosted an in-person panel discussion together with the U.S. Embassy in Beijing to help businesses gain a better understanding of COP27 and its implications for multinational corporation practices in China.

Business Sustainability Committee Manager: Yuning Xu
yXu@amchamchina.org

CHINESE GOVERNMENT AFFAIRS COMMITTEE (CGAC)

Co-Chairs:

- Bing Zhou, *Intel*
- Christine Yuan, *Rio Tinto*
- Qiang Lv, *Abbott*

Events: 3

Highlights:

- In April, the Annual Government Affairs (GA) Conference commemorated the 25th anniversary of the White Paper. An experienced and diverse group of speakers was invited to reflect on the 25-year evolution of the White Paper and discuss GA's role in the facilitation of the localization strategy. About 100 guests attended in person.
- Hosted the US-China Business Leaders Forum in partnership with the China Center for International Economic Exchanges (CCIEE).
- Invited Ma Xiaolin, the distinguished professor of Zhejiang International Studies University, to share insights on the bilateral relationship between the US and China.

CGAC Manager: Weijia Zhang
wzhang@amchamchina.org

MEDIA AND ENTERTAINMENT COMMITTEE

Co-Chairs:

- Charles Shi, *Universal Parks*

Events: 3

Highlights:

- The Committee hosted a diverse range of events, including a movie screening, Frisbee day, and a photography tour,

to activate general members' engagement with the Chamber.

- 60 attendees signed up for the National Geographic Classic Photography Exhibition Tour. This event was initially set for 30 people, but due to a high level of interest from members, two more sessions were added to double the capacity.

Media & Entertainment Committee Manager: Dandan Li dli@amchamchina.org

AUTOMOTIVE COMMITTEE

Co-Chairs:

- Lyn Luo, GM
- Jun Jin, PwC

Events: 2

Government Engagements: 1

Highlights:

- Successfully recruited new Co-Chairs.
- Held the first in-person Auto Committee discussion event.
- Toured the Beijing High-Level Autonomous Driving Demonstration Zone.

Auto Committee Manager: Ada Yang ayang@amchamchina.org

EDUCATION COMMITTEE

Co-Chairs:

- Carol Li Rafferty, Yale Center Beijing
- Jingyu Wang, University of Notre Dame
- Fran Liu, University of Minnesota
- Katie Beck, Western Academy of Beijing

Events: 3

Highlights:

- Hosted the Education Committee kick-off meeting and mixer with over 50 attendees.
- Successfully held the event "Get Ready to Study in the United States" with over 60 attendees.
- Held the "Designing Your Energy in Work and Life" workshop and mixer.

Education Committee Manager: Melody Wen mwen@amchamchina.org

TAX COMMITTEE

Co-Chairs:

- Lin Fang, PwC
- Thierry Labarre, Mazars Group

Events: 2

Government Engagements: 1

Highlights:

- Successful collaboration and engagement with Committee on White Paper drafting.
- STA delivering meeting was a resounding success and assisted in solving a common member concern.

Tax Committee Manager: Ada Yang ayang@amchamchina.org

MARKETING, ADVERTISING, AND PR (MAP) COMMITTEE

Co-Chairs:

- Fiona Huo, The Economist Group
- Peter Zhong, Edelman China

Events: 2

Highlights:

- Popular topics such as ESG communication and AIGC technology were developed for the MAP committee, attracting members from across industries to register.
- Excellent event speakers generated positive feedback from members.

MAP Committee Manager: Dandan Li dli@amchamchina.org

YOUNG PROFESSIONAL COMMITTEE

Co-Chairs:

- Connie Feng, ExxonMobil China
- Jonathan Rechtman, Next Level Communication

Events: 1

Highlights:

- Connected with new Beijing young professionals.
- Held the first successful in-person mixer after COVID.

YPC Manager: Ada Yang ayang@amchamchina.org

REAL ESTATE AND DEVELOPMENT COMMITTEE

Co-Chairs:

- Vacant

Events: 1

Highlights:

- Hosted a meditation event at a new high end housing development in Beijing

Real Estate Committee Manager: Dandan Li dli@amchamchina.org 

AmCham China Northeast Chapter's Unforgettable 2023

*Photos courtesy of
AmCham China*

AmCham China's Northeast Chapter proudly serves Dalian and Shenyang, extending its reach to Jilin and Heilongjiang. In 2023, the Chapter has thrived as a dynamic force, making significant strides in advocacy, business, and community initiatives. Join the AmCham China

Quarterly as we dive into the accomplishments of the Northeast Chapter in 2023! 📌

For more about the Northeast Chapter, please reach out to Chapter Manager Melody Li at mli@amchamchina.org



35+ meetings with US and Chinese government officials and agencies

Opening Up & Investment Promotion Conference in Shenyang



Advocacy

In 2023, Advocacy took center stage for the Northeast Chapter. From White Paper delivery meetings, collaborations with the US Consulate in Shenyang, and impactful discussions with Chinese ministries, it was a year marked by productivity and meaningful contributions to our members' interests.

14th China-Northeast Asia Expo



Policy Briefing sessions in Dalian and Shenyang with the US Consulate General Shenyang



Policy Briefing sessions in Dalian and Shenyang with the US Consulate General Shenyang



Thanksgiving Luncheon at the US Consul General Residence



In the realm of Business, the Northeast Chapter organized over 30 events in Dalian and Shenyang during 2023, providing a diverse range of programming to serve the varied needs and interests of our members in the region.

30 Events

Business

Breakfast Briefings and CEO Roundtables

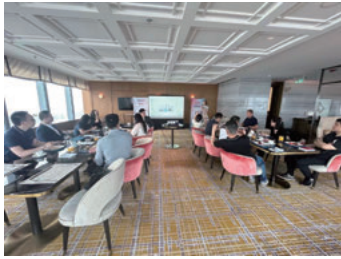


Legal, Tax, and Accounting Committee Briefing



2023 Northeast HR Committee Kick Off





Breakfast Briefings and CEO Roundtables

Networking Mixers and Inter-Chamber events



The Northeast Community was more engaged than ever. The year marked the resurgence of in-person networking events, the annual Mardi Gras Ball, a powerful female empowerment forum, and a host of other community-driven initiatives.

Community



Women in North: Celebrating Women's Achievements



Shenyang International Culture Exchange Festival



Annual Mardi Gras Ball



Fourth of July Celebration



**SIGN
UP,**

and promote your company on our website, in our magazine, and through our WeChat posts and emails to let our members know more about you. We'll help you to amplify your message and enhance awareness of your brand!

AmCham China's Exclusive Discount Program (EDP)!

Annual Fees to Join the EDP:

Large Corporation (China revenue above US \$50m)	<u>RMB 30,000</u>
Small Corporation (China revenue between US \$1m-50m)	<u>RMB 15,000</u>
Venture (China revenue below US \$1m)	<u>RMB 6,000</u>



Once you have joined the EDP program, we will create an individual page to promote your products and services, with your company logo featured on our EDP landing page

Then, your products, services, and company logo will be shared in our:

EDP
WeChat post

Promotional email
to over 10K recipients

Quarterly
magazine

More than that, you will also get:

One time free display booth at an
AmCham China Member Mixer

Participation in AmCham China
events at Member rates

Opportunities to connect and interact
with AmCham China's 900 corporate
members and 4,000 cardholders

More opportunities to promote your
brand, products, and services

Southwest Spotlight: Character-Driven Leadership at Chengdu International School

"At CDIS, we focus on developing nine character qualities that we believe are essential for life," Dr. Hatten shares. "These qualities - Connection, Compassion, Courage, Curiosity, Purpose, Humility, Discernment, Service, and Persistence - are integrated into every facet of our students' daily experiences."

The commitment to character education is not just lip service at CDIS; it's a lived reality. Dr. Hatten emphasizes how these qualities permeate the school day, influencing interactions on the athletic fields, discussions in the classroom, and even casual encounters in the hallways. "We catch students embodying these traits and make sure to acknowledge and encourage them," he adds, illustrating the school's dedication to making character education a tangible part of student life.

Celebrating Diversity

Dr. Hatten proudly highlights CDIS's multicultural environment, stating, "We are a very diverse school with students and teachers from over 20 countries. Our diversity is not just acknowledged; it's celebrated." He details one of CDIS's most significant annual events, International Day, where the entire school community comes together to showcase their cultural heritage. Dr. Hatten speaks of the event's impact, saying, "It's a day where parents, staff, and students become both teachers and learners, sharing their unique cultures and learning from others."

He further explains that the school's theme for the year, "You Belong," emphasizes their commitment to inclusivity. "Many of our students are 'Third Culture Kids,' growing up in a culture different from their parents. We want them to know they belong here, that their voice matters, and they are valued members of our community," Dr. Hatten states.



Photo courtesy of CDIS

A Culture of Diversity

Dr. Hatten emphasizes CDIS's character education, focusing on diversity through the LifePlus 9 Qualities for Life, exemplified by connection. He stresses the importance of seeing differences as opportunities for learning and community building. Additionally, Dr. Hatten discusses the advisory program, highlighting its role in fostering personal connections and guiding students through social and emotional aspects, emphasizing the significance of understanding and connecting with peers from diverse backgrounds. Furthermore, he underscores the active role of students in promoting inclusivity, citing the vibrant student council's initiatives, especially in events like the High School 'Lock In,' where students lead efforts for diversity, equity, and inclusion. He praises the students for

their initiative in creating diverse small groups and ensuring equal opportunities for all participants. "In all student council activities, the focus is on inclusivity, reinforcing their role as representatives of our student body," Dr. Hatten shares.

When asked about ensuring inclusive leadership at CDIS, Dr. Hatten shifts the focus to the collective effort of the school's team. "We have a team made up of staff members from every department that meets quarterly to guide strategic initiatives," he explains. "This team is composed of individuals from many different backgrounds and cultures, ensuring every voice is heard and valued." He details the importance of regular training sessions that highlight the need for cultural understanding in a diverse workplace, explaining that they host regular discussions about how to honor cultural differences at all levels.

Chengdu International School (CDIS) stands as a beacon of educational excellence in Chengdu, proudly holding the title of the city's oldest international school. With a rich history of fostering academic achievement and a commitment to holistic development, CDIS strives to go beyond conventional education, emphasizing character building and global perspectives. The AmCham China Quarterly spoke to CDIS' Head of School, Dr. Will Hatten, who delves into the school's distinctive approach to character education, its celebration of diversity, and the impactful stories of alumni who embody the CDIS vision.

A Focus on Soft Skills

In addressing the importance of soft skills, Dr. Hatten details how CDIS actively incorporates elements like communication, teamwork, and adaptability across subjects. "Teachers actively teach speaking and listening standards that apply across all subject areas," he explains. "Collaboration is not just about group projects; we explicitly teach collaborative skills and provide feedback for effective group processes."



Dr. Will Hatten currently serves as Head of School at Chengdu International School (CDIS). Before relocating to Chengdu in the summer of 2023, he spent three years as Elementary Principal at CDIS's sister school, Wuhan International School, while residing in Wuhan, China. Dr. Hatten also worked in the United States, working as both a teacher and administrator in the North Carolina public school system. Beyond teaching, he is passionate about coaching, integrating technology, and organizing extracurricular activities.

He speaks of the critical role of critical thinking in real-world scenarios, emphasizing the connection between academic concepts and their practical application in students' lives. "Our robust Student Services department provides direct instruction through small groups focused on social and emotional learning," Dr. Hatten adds.

Measuring Success

Discussing the assessment of the character education program's success, Dr. Hatten says active student involvement is essential to the process. "One of the most effective tools is the student-led conferences, where students actively reflect on their progress and set goals for the future," he explains. By involving students in the reflection and evaluation process, Dr. Hatten believes that students are more likely to embrace the educational process and achieve genuine growth.

The success of CDIS's character education program is best exemplified by the achievements of its alumni. Dr. Hatten shares testimonials from recent graduates: "As a graduate of the class of 2020, Chengdu International School provided an unparalleled educational experience, in terms of academics, extracurriculars, and personal growth," shared Jaeho Lee, currently a student at Yale University. "What really separates CDIS from other schools is its mission to develop student growth. CDIS places its emphasis on developing a student's

character, and the faculty executes this goal exceptionally. This allows students to fully thrive in a healthy and encouraging environment. I will always be thankful to CDIS and how the faculty motivated me to grow as a person."

Leah Shin, a member of the Class of 2019 and current staff member at the International School of Qingdao, adds her perspective. "After completing my university education in the US, I came back to China to teach. I felt that LifePlus was a suitable place for me because I knew the language and culture. I have been in the student's shoes, and I now serve as a teacher in the International School of Qingdao, which is a sister school to CDIS and part of LifePlus. I believe that everyone has the ability to love, learn, and lead."

CDIS stands out in the education landscape with its commitment to character-driven education, diversity, and inclusivity. Actively promoting character development, celebrating diversity, and preparing students for a globalized world, the school is molding the next generation of leaders poised to make a positive impact. Aligned with its vision of raising "world-class servant leaders," the school's holistic approach to education undoubtedly achieves this ambitious goal. 📌




Photo courtesy of CDIS

A New Chapter Unfolds: *AmCham China Expands to Southwest*

*Photos courtesy of
AmCham China*

AmCham China's Southwest Chapter embarked on its official journey in Chengdu this October 2023. Leading up to this historic launch, AmCham China orchestrated various programs throughout the year, dedicated to enhancing the local business environment and supporting the growth of its members. The AmCham China Quarterly delves into the notable

initiatives and programming undertaken by our newest Chapter, shaping and enriching the American business landscape in the Southwest. 

For more about the Southwest Chapter, please reach out to Chapter Manager Wei Wei at wwei@amchamchina.org

In the lead up to its official launch, the Southwest Chapter actively collaborated with numerous US and Chinese government agencies and officials, steadfastly advancing the Chamber's mission to empower American companies for success in China.

Advocacy

25th China Business
Climate Survey Report
Launch in Chengdu



**Member Townhall with US
Ambassador to China Nicholas
Burns**





New Year Executive Breakfast Mixer

In 2023, the Southwest Chapter organized a series of events aimed at boosting business. In the year to come, we look forward to expanding our event portfolio, providing even more opportunities to foster growth and serve our community.

Business

Invest in Southwest Event Series



Trainings and Seminars

Diverse community engagements were a hallmark of the Southwest Chapter's inaugural year. From lively celebrations to informative gatherings, our events resonated with the local community.

Community



Family Theater Day: Space Travel 2023


2023 Chengdu International Christmas Gala



Tianjin Triumphs: *A Journey through AmCham China Tianjin Chapter's 2023 Achievements*

*Photos courtesy of
AmCham China*

2023 proved to be nothing short of a banner year for the AmCham China Tianjin Chapter! The Chapter's active Committee members and dedicated general membership came together throughout the year to champion American business interests and nurture their active community. From a noteworthy Townhall meeting with US Ambassador to China Nicholas Burns and a series of impactful discussions with over 10 Tianjin government officials, to walking tours, and treasure hunts, the Chapter's

efforts this year underscored their commitment to delivering on the Advocacy, Business, and Community promise (ABCs) of AmCham China. Join us in this edition of the *AmCham China Quarterly* as we explore the outstanding achievements of the Tianjin Chapter during in 2023. 

For more about the Tianjin Chapter, reach out to General Manager of Chapters and Tianjin Chapter Manager Amanda He at ahe@amchamchina.org



Dialogue with Tianjin Vice Mayor and Tianjin Municipal Government Officials

Advocacy



Townhall with US Ambassador to China Nicholas Burns



Tianjin Members Meet with Tianjin Industrial and Information Technology Bureau



Tianjin Chapter Chair Marcus Williams Attends the Tianjin Foreign Investment Dialogue

10+ Exclusive
Discussions
with Tianjin
Government
Officials



Tianjin Member Delegation Meets with the Tianjin Municipal Education Commission

AmCham China President, Michael Hart Attends the Tianjin Haihe International Consumption Forum



6 Signature Events

Business



Vice Mayor of Tianjin Attends the 2023 Tianjin Government Appreciation Reception

The Inaugural Tianjin Human Resources Forum



6 Vibrant Committees

- Tianjin's Chinese Government Affairs Committee (CGAC)
- Tianjin's Culture and Lifestyle Committee
- Tianjin's Education Committee
- Tianjin's Manufacturing Sustainability Committee
- Tianjin's Real Estate Committee
- Tianjin's Women Professionals Committee





Committee Events



40+ Events



V1 Car Racing Carnival



US Independence Day Celebration

Tianjin Historic Walking Tour



Mental Health and Music Therapy Forum



The Fourth Annual Tianjin Treasure Hunt

AmCham China Tianjin's Annual General Meeting: Celebrating Achievements, Gratitude, and Thanksgiving Spirit

AmCham China Tianjin, set the stage for a memorable evening on November 24, 2023 at The St. Regis Tianjin for its Annual General Meeting and Thanksgiving gathering. The event was a harmonious blend of tradition, recognition, and festive cheer, uniting the diverse community in celebration.

The event began with a Black Friday Market, including a hub of stalls and vendors offering a tantalizing array of products at discounted prices. Following the market, this year's Thanksgiving Parade featured a marching band, whimsical cartoon characters, and eye-catching floats. Attendees enthusiastically represented their companies, adding to the festive spirit.

Reflecting on Success

The highlight of the evening was the Annual General Meeting, marking the culmination of the Tianjin Chapter's year of hard work and dedication. AmCham China President Michael Hart opened the ceremony with insightful remarks, setting the tone for the evening. Marcus Williams, Chairman of AmCham China, Tianjin, expressed heartfelt gratitude to members, sponsors, and friends for their unwavering support.

Zhineng He, Deputy Director General of Tianjin Municipal Bureau of Commerce, took the stage as a guest speaker, extending sincere appreciation for the invaluable collaboration with AmCham China, Tianjin, throughout 2023.

Williams revisited the chapter's achievements, emphasizing notable events and successful engagements with the local government. President Michael Hart acknowledged the pivotal role played by Executive Committee members and Committee Co-chairs, commending their dedication in steering the committee towards its goals.



Left:
AmCham China
Tianjin Chair Marcus
Williams


Photo courtesy of
AmCham China

Awards and Recognition

The ceremony honored outstanding contributors with the prestigious 2022 AmCham China, Tianjin awards. Notable winners included Waitex Group, Tianjin United Family Hospital, CNNC Accuray (Tianjin) Medical Technology, Tianjin Sirui International School, and Tianjin Kerry Properties Limited, who received the coveted Sponsorship Award.

The Women Professionals Committee received the Committee Award, acknowledging its remarkable contributions. Long-term members were celebrated with the Long-Term Membership Award, recognizing the commitment of stalwarts like Caterpillar Tianjin Ltd., Tianjin Sirui International School, LifePlus Tianjin Branch (25-year members), Allied Mineral

Products (Tianjin) (20-year member), and OTIS Elevator (China) Company Limited, NXP Semiconductors (Tianjin) (15-year members), among others.

Creative excellence was celebrated with the Creative Pioneer Award, presented to Bing Xu and Humphrey Wang for their innovative contributions. 

2023 Tianjin Corporate Partners:





Cultivating Connections:

Ladon Ghalili's Impactful Leadership at AmCham China's Northeast Chapter

By Norris Tangen

In 1988, Ladon Ghalili embarked on a life-changing adventure, landing in Dalian, accompanied by her husband and six-week-old infant son. Reflecting on their initial plan for a brief stay, she notes, "Both my husband and I were brought up with the idea that we are one family, the whole world." The planned short stay, however, transformed into a long-term commitment, defying the family's pattern of adventurous travel to different countries.

Ghalili's personal journey, from a newcomer navigating unfamiliar markets,

to a key influencer in the local business landscape, mirrors the transformation she has witnessed in Dalian and China itself. She witnessed China's rapid development, she recalls the shift the country made from burgeoning economy to a technologically advanced and globally connected powerhouse. As an entrepreneur, she overcame language barriers and deftly navigated an ever-evolving business landscape.

Ghalili shares an anecdote from her early days in Dalian, a story that illustrates both the challenges and humor when adapting to a new environment and language. "I would try to ask for frozen chicken or 冰鸡 'bīng jī', but it would sound like I was asking for sick chicken or 病鸡 'bìng jī'." The attempt

to communicate her preference for frozen chicken in a local market took an amusing turn due to the nuances of the dialects. In Chinese, the word "bing" can mean both "sick" and "frozen" based on the pronunciation of the tones, leading to a lighthearted misunderstanding.

Fostering Community, Building Business

In 1993, Ladon and her husband Foad began their entrepreneurial journey in China with the founding of their company, Epoch International. When establishing their company, Ghalili and Foad

In the bustling city of Dalian, China, Ladon Ghalili has left an indelible mark during her tenure as the Chair of AmCham China's Northeast Chapter. Over the past four years, she has navigated the Chapter through a transformative period, tackling challenges head-on. Simultaneously, Ghalili has been instrumental in fostering relationships, championing cultural exchange, and contributing significantly to the flourishing local business landscape. In an exclusive interview with the AmCham China Quarterly, the outgoing Chair reflects on her Chamber journey, the dynamic evolution of Dalian, and the profound significance of fostering meaningful connections.

believed the company's culture would be the bedrock of a strong business model. The couple worked collaboratively to create an organization based on spiritual values such as compassion, generosity, and justice. Since then, Epoch has grown into an international business, most recently expanding its manufacturing operations in the US, and adding a newly established facility in India. Today Epoch stands at the forefront of technology and innovation, holding over 30 patents and manufacturing complex circuit boards for some of the world's largest corporations.

Even the COVID-19 pandemic and the subsequent travel restrictions did not hamper its growth. Despite the Ghalilis being caught outside of China for seven months, Epoch not only maintained its productivity, it also had one of its most successful years on record.

Ghalili attributes much of the firm's success to the culture they built and maintained at Epoch. At the 30-year anniversary celebration of the organization, Foad expressed pride that Epoch's employees regard themselves as an extension of the company. He noted that the next

challenge on the horizon will be to create an environment where global staff see each other as one family working together to grow and improve.

Indeed, even past employees still see themselves as part of the Epoch family. Amy Yao, who was with the company 27 years ago, said she felt lucky to witness the Ghalili's vision for the company become a reality. Chico Huang, who joined the company as a translator in 1999, called his time with Epoch, "the most valuable two and half years of my life." "The company activated a "learning mode" in my brain that he has since never turned off," he said.

beyond the corporate landscape. Even before her involvement with AmCham China, she engaged with the local community, immersing herself in the intricacies of Dalian's vibrant culture. Her dedication to building bridges was not confined to boardrooms but transcended into the everyday lives of those around her.

Ghalili actively engaged in her children's school activities, cultivating connections with local families and forging lifelong friendships. Her commitment to understanding and appreciating diverse cultures became evident as she navigated the intricacies of the local education system. Outside of her professional responsibilities, Ghalili dedicated time to her children's schools, particularly by providing training for English teachers and facilitating connections among community members when newcomers joined.

Later, based on her own struggles as a new expat in China, Ghalili identified a need to provide resources and information to new businesses and community members. The result was the "Welcome Wagon." This initiative brought together local government, businesses, and chambers to provide a platform for new community members to meet and make connections, and even went as far to publish an annual booklet with information and resources in the community. Through these endeavors, Ghalili formed bonds that transcended business interests, laying the groundwork for a profound understanding of the community she now proudly calls home.



Above:

Ladon Ghalili at the Northeast Chapter's annual Mardi Gras Ball

Photo courtesy of AmCham China

Beyond Business

While Ghalili's leadership at AmCham China is notable, her impact extends

Navigating Transformations

Dalian's transformation over the years has been a focal point for Ghalili. She describes the city's journey to becoming

"It is all about trust. If we can build that at the grassroots level, that is the strongest foundation we can build on."

a thriving metropolis. Dalian's openness to adopting technologies from around the world continues to impress her and she expresses a deep admiration and appreciation for the Chinese culture's ability to learn rapidly and elevate innovations to new levels.

Nevertheless, recent challenges, both political and economic, have cast a shadow on the business climate in the Northeast. Ghalili candidly acknowledges the hardships faced by businesses, especially smaller enterprises, grappling with the dynamic landscape shaped by the COVID-19 pandemic and the uncertainties in the US-China bilateral relationship. She underscores the need for a period of policy stability, following the recent uncertainties in China's businesses environment.

Central to overcoming these challenges, Ghalili emphasizes, is the significance of grassroots-level relationships. "It is all about trust. If we can build that at the grassroots level, that is the strongest foundation we can build on. I appreciate that the Chamber does not focus on politics but rather utilizes collective experience to unite and support entities in understanding each other," she shares.

A Legacy of Inclusivity

Ghalili's term as Chair of the Northeast Chapter coincided with the challenges brought about by the COVID-19 pandemic. Despite the difficulties, she again underscores the importance of maintaining a focus on people-to-people relationships. The Chapter, under her leadership, organized events that celebrated diversity and empowered women in the business community. Notable among them was an event supported by various consulates, featuring international speakers, and attracting a substantial online audience.

Ghalili, the first female Chair of the Northeast Chapter, has ever been an advocate for inclusivity and equality. "In the past as women we had to conform to

prove ourselves. Now, it's time to transform, we no longer need to conform. Many of the soft skills that were traditionally considered 'feminine' were so often overlooked, today, they are valued," she shares. She also sees her position as an opportunity to empower others, especially acknowledging the strength of her Vice Chair Duan Yuan A in Shenyang, who has become influential in the region.

Reflecting on the most rewarding aspects of her time as Chair, Ghalili says it was the opportunity to meet so many amazing people from the business community, the embassy and consulates, and the greater AmCham China community. In particular, she considered it a privilege to collaborate with Nancy Abella, the first female to hold the position of Consul General at the US Consulate in Shenyang. At the 30-year anniversary of the company, current Consul General, Sara Yun, also a woman, praised Epoch's impact, "Epoch demonstrates what Americans and Chinese can and have accomplished together, they have worked not only to strengthen the economy but also to strengthen bilateral understanding between nations. Entrepreneurs and companies like Foad and Ladon have managed to build both successful business and give back to their communities along the way."

Another point of pride for Ghalili was bringing some of her New Orleans culture to the Northeast. She shares that she was thrilled to bring the vibrant spirit of a traditional New Orleans Mardi Gras to Dalian, creating an event that celebrated diversity and brought together people from various backgrounds. Such initiatives, she believes, contribute to a more open and approachable business community.

Challenges and Opportunities Ahead

Looking ahead, Ghalili acknowledges the challenges faced by foreign investors

interested in the Northeast region. She notes the complexities of the current business climate and emphasizes the importance of understanding local infrastructure needs. While recognizing the challenges, she remains optimistic about the region's prospects and its potential to attract foreign investment.

In her concluding thoughts, Ghalili underscores the significance of trust in international relations. She believes that fostering people-to-people relationships forms the foundation for advocacy, business development, and community building. Her journey as the Chair of AmCham China's Northeast Chapter has been marked by a commitment to bridging cultural gaps and creating an environment where businesses can thrive together.

A Lasting Impact

As Ghalili steps down from her role as Chair, the legacy of her leadership will endure. Under her guidance, the Northeast Chapter has evolved into a symbol of collaboration, resilience, and inclusivity. Ghalili's personal journey, from a newcomer navigating unfamiliar markets, to a key influencer in the local business landscape, mirrors the transformation she has witnessed in Dalian and the broader region.

Central to Ghalili's mission is the celebration of differences. Drawing from her own experiences, she encourages people to embrace uniqueness, viewing it not as a hindrance but as a strength. Ghalili envisions a world where diverse cultures converge, creating a spectrum of light that transcends individual colors.

The story of Ladon Ghalili and her impactful contributions to the Northeast Chapter of AmCham China goes beyond being a testament to effective leadership; it is a story of bridging cultural divides, fostering collaboration, and leaving an indelible mark on the communities she has served so well. **Q**



Leading Intelligent Applicant Tracking System

More Intelligent | More Streamlined and Effortless | Better Experience

*The Comprehensive Evolution
of AI-native Recruitment Management System*



Time-to-fill
Reduced by

34%



Cost Expenditure
Reduced by

36%



Time Consumption
Decreased by

42%

Hire Right

Highly Customized Hiring Process, Structured Interviews, Powerful Reporting and Analytics

Better Experience

Configurable and Elegant Career Site, Candidate Feedback Collection, Hiring Manager Dashboard

Candidate Relationship Management

Candidate Sourcing and Mapping, Continuous Talent Pool Outreach, and Activation

**Find out how to
achieve robust data
privacy and compliance
for MNCs in China**



Scan to Download

Contact us at :

**www.mokahr.com
400-101-6133
voc@mokahr.com**

AmCham China Committees and Co-Chairs

AmCham China's Committees are the lifeblood of our advocacy, industry relations, and community development. We have Committees focusing on industry sectors, corporate functions, and special issue-based interests that well represent American businesses operating in China as well as the active membership of our community. Committees allow members to:

- Use AmCham China as a platform to drive foreign companies and industry-based advocacy efforts
- Hold dialogues with regulators and industry stakeholders to influence the business environment
- Share information and ideas specific to their industries
- Meet like-minded people for professional development
- Generate contacts for business development

If you are interested in joining any of our **Committees**, please contact the corresponding member of staff listed below.

Agriculture Committee ⁸

Yong Gao, Bayer
Liang Wang, ADM

Automotive Committee ¹

Jun Jin, PwC
Lynn Luo, General Motors

Business Sustainability Committee ¹¹

Jing Guo, Novelis China
Jing Wu, UPS

Chinese Government Affairs Committee ¹²

Bing Zhou, Intel
Christine Yuan, Rio Tinto
Qiang Lv, Abbott

Cosmetics and Nutrition Committee ²

Jane Yan, Amway
Qian Wu, P&G
Chunhui Xu, GCC CNPERMIT
Frida Liu, Kenvue

Education Committee ³

Carol Li Rafferty, Yale Center Beijing
Jingyu Wang, Beijing Global Gateway, Uni. of Notre Dame
Fran Liu, University of Minnesota
Katie Beck, Western Academy Of Beijing

Election Committee ⁶

William Zarit, The Cohen Group

Energy Committee ⁹

Sue Wang, Honeywell
Grace Chen, Aspen Technology

Export Compliance Working Group ⁷

Ken Nichol, Gulfstream Aerospace
Joan Pan, Hewlett Packard Enterprise

Financial Services and Insurance Committee ¹

Erin Zhang, Goldman Sachs
Viki Huang, State Street

Outbound investment Sub-Committee

Kenneth Zhou, Wilmer Cutler Pickering Hale and Dorr

Food & Beverage Committee ⁸

Rachel Yu, Coca-Cola
Alice Fan, Pepsi

Healthcare Committee ¹⁰

Irene Hsu, Amgen
Alice Xu, Boston-Scientific

Human Resources Committee ³

Charise Le, Schneider
Michelle Zhang, Pfizer
Charles Shao, Korn Ferry
Annie Wang, Bayer
Janet Chen, Microsoft

Visa Sub-Committee

Becky Xia, Fragomen

ICT Committee ⁴

Joanna Mao, United States Information Technology Office (USITO)
Wenjie Gu, Zoom

Legal Affairs Committee ¹

Michael Liu, Hylands Law Firm
Susan Munro, K&L Gates
Scott Palmer, Perkins Coie

Manufacturing, Customs, Supply Chain and Sourcing Committee ⁴

Craig Abler, Boeing
Jonathan Kendrick, Pacific Resources International (PRI)

Marketing, Advertising, and PR Committee ²

Fiona Huo, The Economist Group
Peter Zhong, Edelman China

Media and Entertainment Committee ²

Charles Shi, Universal Parks

Policy Committee ¹³

Lester Ross, Wilmer Cutler Pickering Hale and Dorr
Travis Tanner, GreenPoint Group

Real Estate and Development Committee ²

Xenia Otmakhova, Ballistic Architecture Machine

SMEs & Entrepreneurs Committee ⁴

Marco Reyes, YMCE

Sports Committee ¹

Tony Qi, Major League Baseball

Tax Committee ¹

Lin Fang, PwC

Thierry Labarre, Mazars Group

US Government Relations Committee ¹³

William Zarit, Cohen Group

Randal Phillips, Mintz Group

Women Professionals Committee ⁴

Su Cheng Harris-Simpson, SCHS Asia

Frances Yu, Amway

Qian Liu, The Economist Group

Lin Gao, Message Coach

Young Professionals Committee ¹

Jonathan Rechtman, Next Level Communication

Connie Feng, ExxonMobil China

Central China Chapter**CGAC Committee ¹⁴**

Marina Chen, Wuhan Shui On Tiandi Property Development Co., Ltd.

Jun Hu, Synopsys (Wuhan) Co., Ltd.

Education Committee ¹⁴

Christopher Rehm, Wuhan Yangtze International School

Training Committee ¹⁴

Scott Shaw, LifePlus Worldwide

Northeast Chapter**Education Committee ¹⁶**

Richard Swann, Dalian American International School and Dalian Huamei School

Andrew Zepf, Maple Leaf Foreign National School Dalian

Human Resources Committee ¹⁷

Vacant

Legal, Tax, and Accounting Committee ¹⁷

Nicole Wang, Vialto Partners

Sylvia Xu, PricewaterhouseCoopers

Women Professionals Committee ¹⁶

Vicky Guo, Fraser Suites Dalian

Tianjin Chapter**Chinese Government Affairs Committee ¹⁸**

Bo Yu, PricewaterhouseCoopers Consultants (Shenzhen) Limited Tianjin Branch

Cathy Yan, PPG Coatings (Tianjin) Co., Ltd.

Education Committee ²⁰

Wei He, The Tianjin Juilliard School

Chuck Yang, Fayao Education

Manufacturing & Sustainability Committee ¹⁹

Marcus Williams, Boeing Tianjin Composites Co., Ltd.

Tim Li, TEDA Operation Director of OTIS Elevator (China) Co., Ltd.

Tianjin Culture & Lifestyle Committee ²⁰

Humphrey Wang, Tianjin Pher Food Beverage Management

Steve Wang, Minsky Co., Limited (DBA WE Brewery)

Kenneth Li, Waitex Group

Real Estate Committee ¹⁸

Dannie Mu, The Executive Center

William Gao, JLL

Women Professionals Committee ¹⁹

Linda Liu, NXP Semiconductors

Yali Liu, Project Rose Group

Cooperation Programs**US-China Aviation Cooperation Program ⁷**

Sherry Carbary, Boeing

Noel E. Arbis, FAA

Geoffrey Jackson, ACP

US-China Energy Cooperation Program ⁹

Maggie Jia, Cheniere

Yumin Yang, ConocoPhillips

Ma Li, ECP

US-China Healthcare Cooperation Program ¹⁰

Roberta Lipson, United Family Healthcare

Zheng Rong, Merck Healthcare

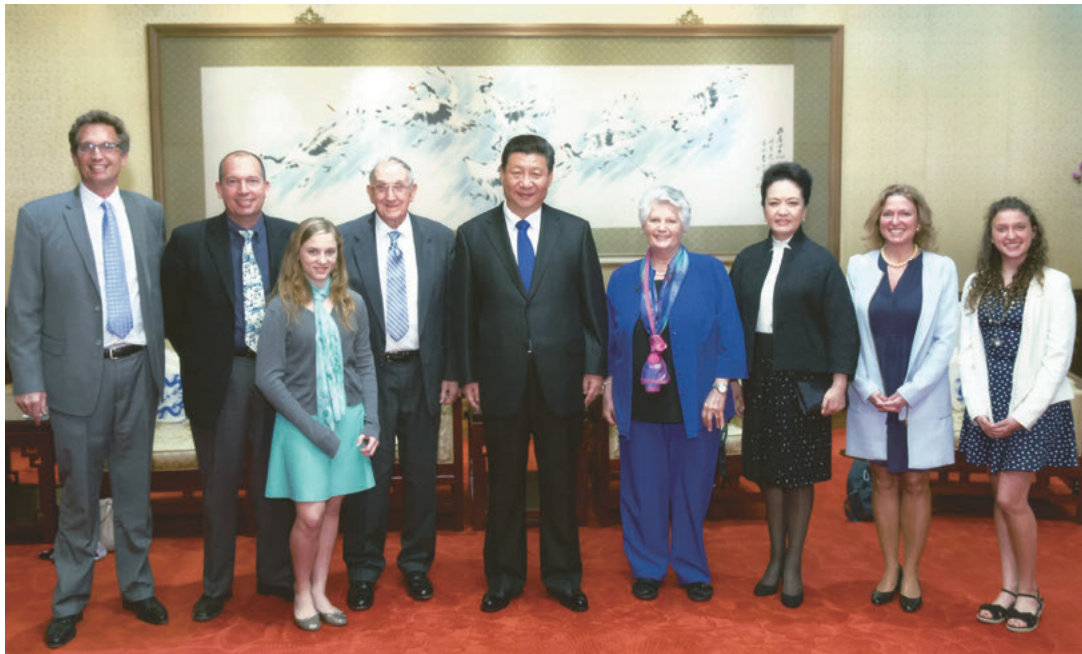
Edward Wang, HCP

Supporting Staff

1. Ada Yang ayang@amchamchina.org
2. Dandan Li dli@amchamchina.org
3. Melody Wen mwen@amchamchina.org
4. Yin Yu yyu@amchamchina.org
5. Yoyo Wu ywu@amchamchina.org
6. Connie Zhao czhao@amchamchina.org
7. Yiming Li yli@amchamchina.org
8. Cynthia Zhai czhai@amchamchina.org
9. Lucinda Liu lliu@amchamchina.org
10. Edward Wang ewang@amchamchina.org
11. Yuning Xu yxu@amchamchina.org
12. Weijia Zhang wzhang@amchamchina.org
13. Elliott Johnson ejohnson@amchamchina.org
14. Lina Wang lwang@amchamchina.org
15. Mora Zhang mzhang@amchamchina.org
16. Melody Li mli@amchamchina.org
17. Alice Xin axin@amchamchina.org
18. Amanda He amandahe@amchamchina.org
19. Linda Cheng lcheng@amchamchina.org
20. Christine Chen Christine.chen@amchamchina.org

From Iowa to Beijing:

Gary Dvorchak's Personal Journey with President Xi Jinping



Left:
Gary Dvorchak and his family at a private dinner with the first family at the Diaoyutai State Guesthouse in 2015

Photo courtesy of Gary Dvorchak

You have a unique connection to President Xi Jinping. Can you share how you first became connected?

Gary Dvorchak:

The story is quite well-known across China, but I still enjoy telling it! As a young county-level official, Xi led a delegation that visited Iowa in 1985 to study US agricultural practices. The visit was organized by the Iowa Sister States (ISS), a young organization that had recently established a sister-state relationship between Iowa and Hebei. Iowa Governor Terry Branstad, who had visited Hebei in 1984, extended the invitation to have a delegation come to Iowa.

Xi's delegation spent two weeks traveling around Iowa, visiting farms and factories, hosted full-time by ISS representative

Luca Berrone. In the middle of the trip, they came to my hometown Muscatine for a few days. To make the visit more personal, ISS arranged homestays for the delegation. The organizer of the Muscatine stop, Sarah Lande, was friends with my mom and asked her to host a couple of people from the delegation. She called my mom because my brother and I were away at college, so she knew we had a couple of empty bedrooms!

We were lucky because we got Xi and the delegation's translator, Wenyi Xia, so my family was able to carry on a conversation and learn more about them...and vice versa! My parents and 14-year-old sister were the hosts and spent the evenings discussing China, America, and their differences, as well as our common values.

I joke that I did my part by clearing out! If we had not had the empty

bedrooms, Xi and Xia would have stayed elsewhere. My bedroom is now famous in China as that of the "teenage son with the Star Trek memorabilia." Although I did not meet Xi in 1985, I have since met him twice, including a private dinner in 2015 with my whole family and the first family of China.

Can you describe the significance of Xi Jinping's trip to Iowa in his early years and how it might have influenced his views on the US-China relationship?

Gary Dvorchak:

No one should be surprised that the trip was so memorable for him. This was his first time out of China and his first time to the US. All of us remember

Embarking on the nuanced landscape of US-China relations, Gary Dvorchak, a finance professional based in China, unravels a unique narrative that traverses geopolitical boundaries. This feature for the AmCham China Quarterly magazine delves into Dvorchak's unlikely history with Chinese President Xi Jinping, established during a pivotal 1985 delegation visit to Iowa. Beyond the formalities of diplomatic engagements, Dvorchak shares insights into the grassroots relationships that form the bedrock of his commitment to fostering understanding between the two nations.

every detail of major life events like that! However, the trip was especially memorable for Xi because of the homestays. Meeting the people, staying in their homes, and getting a taste of their daily life was an unexpected and wonderful treat. The people of Muscatine rolled out the red carpet, inviting the delegation to a barbecue, a birthday party, a boat ride on the Mississippi river, and more. This level of hospitality was striking because this was not a VIP delegation; at the time, they were just ordinary people visiting from China.

The visit left a lasting and positive impression on Xi. He has often referred to the Muscatine “Old Friends” and said, “to me, you are America.” He made a direct and lasting connection with normal everyday people. This connection has inspired and informed the priority he puts on people-to-people exchanges, which is one of the foundations of his approach to relations with foreign countries.

In your opinion, what lasting impact has Xi Jinping's Iowa experience had on diplomatic and economic interactions between the two countries?

Gary Dvorchak:

I believe this long-standing relationship has created an underlying positive foundation for the relationship between our two countries. Even as Xi interacts with the US government in his official capacity and defends his country's interests, he gained an understanding of the American people that few other international leaders can replicate. Xi's interactions with Americans were unfiltered and unscripted, and he has insights that inform his view of America to this day.

What can both countries learn from Xi Jinping's early exposure to American life and culture in terms of building a more collaborative relationship?

Gary Dvorchak:

A key lesson is the value and strength of grassroots relationships. Nearly all of us get our understanding of other countries and cultures from the media, which is often distorted or simplistic. Meeting the people and interacting, building relationships in the process, offers far more insight into our shared values as human beings. Our differences are small when compared to our common humanity. China has long promoted people-to-people relationships, mainly through the various “Friendship Associations” operating at the national and regional level. That commitment to grassroots relationships has been further strengthened under Xi. Now that the pandemic has passed, hopefully, an increasing volume of exchanges—in both directions—can foster better mutual understanding between the peoples of our two countries.

Can you share insights from your recent meeting with Xi Jinping at APEC and its implications for future US-China economic collaborations?

Gary Dvorchak:

I had the privilege to meet Xi personally during the private reception with the “Old Friends from Iowa” and to attend the large banquet where he spoke. His speech at the banquet was especially important. He extended a hand of friendship and struck all the right notes in terms of getting our relationship back on solid footing. He emphasized important themes, saying that China does not pose a threat either to the US or its neighbors. He also noted that our relationship has survived many ups and downs, and in the end, the world needs us to get along. The US and China will lead the world in the 21st century, and while we may compete



Above:

Gary Dvorchak attends a private reception with Xi Jinping hosted by the Old Friends of Iowa at APEC in San Francisco

Photo courtesy of Gary Dvorchak

economically, the competition must be friendly and productive for all.

How did your own interactions with Xi Jinping shape your trajectory and interest in US-China relations?

Gary Dvorchak:

Of all the Old Friends from Iowa, I am the only one that moved to China! I have lived in Beijing for ten years, after moving here in 2013 with my family. My daughters spent half of their childhood in China and consider it home. Because of our intimate and ongoing knowledge of China, like other Americans that live here, my view of the relationship is often different from those viewing China from afar. Being a private businessman, my role is often as an unofficial “Friendship Ambassador”



Top:

Xi Jinping and Wenyi Xia pose with Dvorchak's parents and sister outside their family home during their visit to Iowa

Bottom:

The delegation, joined by hosts Sarah Lande, Luca Berrone, and his wife, enjoy a boat ride along the Mississippi River

Photos courtesy of Gary Dvorchak

trying to correct misperceptions and promote understanding rather than conflict. I suspect most of our AmCham China members feel the same way when they return to the US. This role is not easy, but it does fit the model of understanding China through grassroots relationships. I am proud to be an advocate of a more conciliatory and empathetic understanding of China and its people.

You have spent half of your career working in finance in the US and half in China. How would you compare working in the two systems?

Gary Dvorchak:

Working here in China, I enjoy pointing out to my fellow Americans that China is the most capitalist country on earth!

More so than the US, in fact. In both countries, people are free to pursue the careers they want; they are free to start businesses, and they get to enjoy the benefits of their success while contributing to the common good (as taxpayers, for example). In both countries, companies adjust to changing economic and regulatory conditions, and some thrive while some fail. In both countries, the authorities and the people are concerned about unbalanced distribution of income and wealth and are exploring what policies can best reduce imbalances while not restricting economic growth. Between our two systems, the common elements are vast, and the meaningful differences are small.

In your view, what are the key factors that will define the future of US-China economic partnerships?

Gary Dvorchak:

I firmly believe that neither country poses any sort of “existential threat” to each other. At the core, we are the two countries leading the world

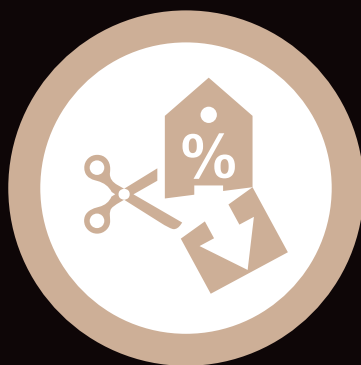
and at a minimum will need to coexist peacefully. Our two technology industries are creating the future for planet earth, whether it be AI or autonomous vehicles or a hundred other technologies. We need to have a friendly, competitive rivalry because competition brings out the best in people, but we can't let it go overboard. We all need to keep in mind that economics is not war, even though it is often described using that language. Economics is about service to others; we need to understand our economic relationship through the lens of how we are serving each other, and the win-win benefits that result. More trade and thus more interdependency are the single greatest force for peace among all countries. This was the founding idea underlying the EU after World War II and should be the underlying foundation of the relationship between our two countries. AmCham China is playing a key role in promoting this concept.

How do you leverage your expertise in technology and finance to foster better understanding and cooperation between the two countries?

Gary Dvorchak:

This happens in my business daily. We advise Chinese companies on raising capital in the US markets via IPOs and then advise them on communicating with investors after going public. The US capital markets are a great global success story. Our capital markets can provide Chinese companies with the capital they need to grow while enabling US investors to participate in one of the great growth opportunities of our lives.

Beyond my business, we are undertaking a major project to promote better relations between our two countries. I recently purchased back my childhood home in Muscatine, the one that Xi stayed in four decades ago. We are developing it into an Iowa Sister States Museum that will promote friendship among all countries, but especially highlighting the US-China relationship. We hope that the museum will enable both Chinese and American visitors to better understand our shared human values and learn more about each other's countries and cultures. We look forward to opening the museum sometime in 2024, and I personally invite all our members to visit one day. **Q**



LIVE IT UP WITH MEMBERS-ONLY DISCOUNTS

Get the most from your AmCham China membership through exclusive discounts on products and services from your fellow members. Bring your AmCham China membership card with you, and start enjoying the benefits of the Member Discount Program today!

www.amchamchina.org/exclusive-discount-program



To become a partner, contact Dandan Xie at (8610) 8519-0882, or send an email to: dxie@amchamchina.org

AmCham China
中国美国商会

*Trusted by HR, Business Leaders, Employees,
and the Government*

Expert in Enterprise Labor Relations Management

- First Choice for Foreign-funded Enterprises
- Turning the "Impossible" of Labor Law into the "Possible" of Enterprise Management Goals
- Addressing Enterprises Tough Communication Challenges in Employee Relations



Individual Manage-out Labor Relations Adjustment

Compliance Issues/Low Performance/Long-term Sick Leave
Position Changes/Work Injuries/Violations of Rules and Disciplines
Including one-on-one Employee Communication



Scaled Labor Relations Management Adjustment

M&A / Closures and Liquidations
Organizational Structure Adjustment/Turnover/Business Transfer
Including One-on-One Employee Communication



LABOURS
Original Methodologies



First Batch Accredited
By MOHRSS



Three Types of
Expert Teams



Strong
Communication Skills



PMO
Result-Oriented



Implementation
Experience



The number of projects with
more than 100 employees exceeds

200⁺



The number of
national programs exceeded

110⁺



Average Time of Communication
is less than 3 days Regardless of
Scale; Average Time to Reach
Mutual Agreement with each
Employee is less than 30 minutes



The Accumulated Rate for
Reaching Mutual Agreement above

99.3%



The average annual
project exceeds

50⁺



The cumulative number of
employees communicated exceeds

50,000⁺

<3 Days <30 minutes



Scan the QR code

to add BLC professional consultant's corporate WeChat
for more solutions

不止于法律风险分析 | 更精于管理目标实现
More than Legal Risk Analysis Only for Better Solution

Contact Information

+86 10 8225 5618

Visit BLC Official Website

www.laibei.com