

馬里蘭 - 中國商業委員會

# MARYLAND-CHINA

BUSINESS COUNCIL, INC.

## MCBC Steps W a a a y Out...to Shanghai!

### The Maryland China Center & EXPO 2010

On Tomorrow Square rises a gleaming edifice of inspired proportions. If it were located in anywhere other than Shanghai it would be the center feature of any skyline. A few flights up from the street is the Maryland Center China (mccusa.org), the FIRST official state office (in the US) focusing on trade with China.



It is now a model for many other programs and we (MCBC) get to partner with them on our upcoming **Trade Mission to China** in August/September.

Mr. **Shao Ning** (or just Ning) and **May** have been running the MCC for nearly 15 years, linking, fostering, shepherding Maryland companies. We caught up a bit in the middle of MCC's hectic schedule (they just wrapped up a program for the Philadelphia Orchestra and a concert at the Shanghai Expo).

We (my lovely colleague **Eda Liu** from our Shanghai office and I) dropped in on Ning and May on our way to the Expo (and some other business in town) to work on the Maryland-China/Baltimore-Xiamen, Maryland-Anhui Trade Mission to China.



Your correspondent, Eda, May & Ning

The MCC is housed in the **JW Marriott** building (another iconic Maryland institution) that Ning & Company helped bring to fruition. Ask about a sector: biotech, shipping, food, architecture, you name it, and the MCC has had a hand in linking Maryland and China in some way (and Pennsylvania--that's a Nittany Lion over Ning's left shoulder).

The space is airy, light and has a great flow; This week, **Secretary Gary Locke** from the US Department of Commerce (on his Alternative Energy Tour of China) will drop in for a reception and connection to the local US-China business community.

Ning was "there at the creation" and it was interesting to get some historical perspective on what it was like to hammer out agreements and arrangements for the first official tours from Maryland. No one had done this before, so a lot of the inroads were un-surveyed. Now, Ning and May make it look like a walk in the proverbial park.

**Winston Chan** joined us for the lunch planning session. Winston, who, like Ning has a prodigious and long memory of the pioneering public and private sector who formed us (Schaeffer, Hughes, Adams...sorry others went by me) is a successful restaurateur and businessman and has a soft spot for Anhui province, one of our stops on the 2010 mission.



May, Winston, stone pony and Ning

So how's the planning going so far for the Trade Mission? Well, Ning noted that this mission has quite a different pizzazz from previous meetings in that it is being primarily organized by the private sector, as opposed to the government or others. This makes it a more results-oriented mission. With that in mind MCC is arranging matchmaking in Beijing, Shanghai and Hefei. We've got the CIFIT activity in

Xiamen. So the word is, bring lots of business cards and be ready for some heavy follow-through when you get back to terra firm in Mei Guo.

We're also looking to coordinate with CCPIT, which is the largest government-sanctioned trade group in China, dating back to those halcyon days of 1949. The word is that we'll be at-capacity for this mission, so get a hold of Steve Drake, Prez of MCBC or Fontaine Bell, Chair of the Baltimore-Xiamen Sister City Committee.

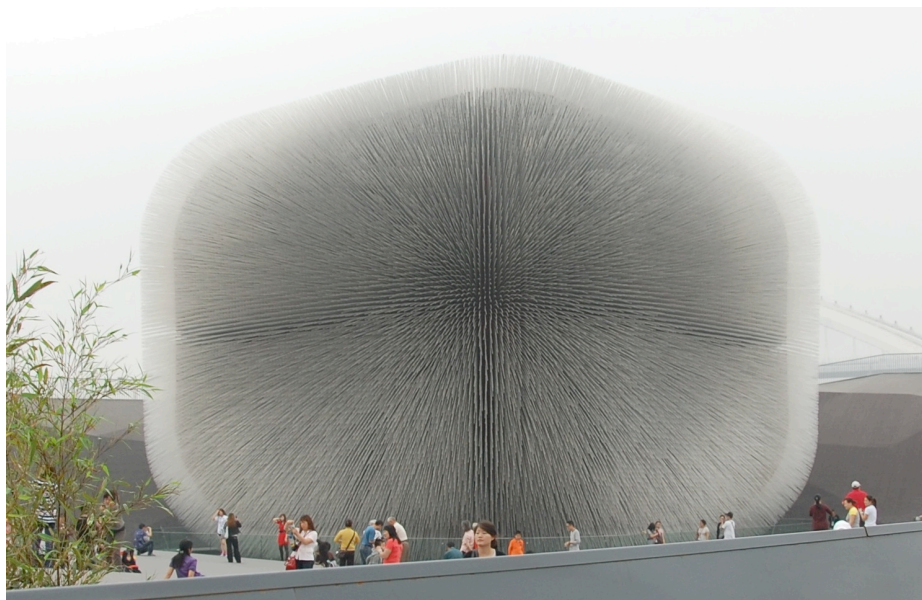
## EXPO!

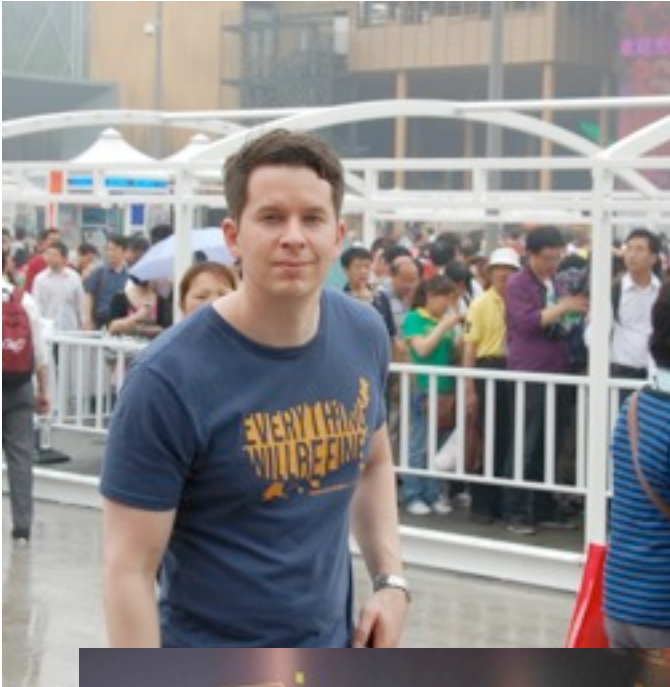
Words to describe all fail: Epcot Center on steroids, gargantuan, over-the-top, LINES! great flow, air-conditioned buses, lines, China and US Pavilions, food, Maltese beer "Cisk", South Pacific is dreamy, constellation of humanity and three days is probably enough for anyone.

One-hundred sixty RMB is not too much to keep a few thousand citizens from standing in line to get a glimpse of far-off cultures. The whole venue is a vibrant, rich, colorful, enchanting and sometimes disorienting walk around the world.



Much of the architecture was something from a Dali dream, like the UK offering, some kind of massive thistle. Makes me feel kinda itchy.





We were lucky to run into our friend **Brad Gillenwater of DBED**, who was in town for a Biotech conference. Brad and I hung out for the afternoon with a few thousand of our closest friends (but they wouldn't let us cut in line to see Indonesia...). But, as Brad's T points out: "Everything will be fine.". Speaking of friends, we stopped at the World Trade Center Association pavilion. Our very own **WTCI Baltimore** well-featured.

Failing to gain our way into the USA Pavilion, too, which has been likened by some to a shopping mall (looks like it would house a typical Beltway

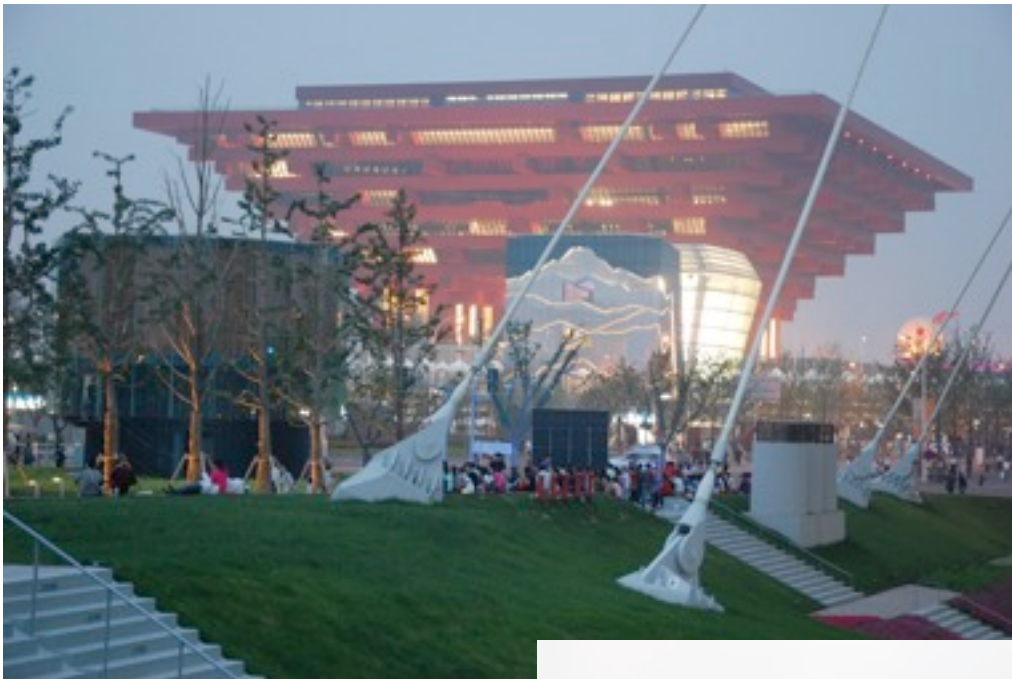


Bandit, IMHO), we found our way to **Malta**, which was a little less crowded.

Malta, a crossroads of culture and trade for millenia, featured a replica of a British-inspired pub. Could not refuse a brief stay.

If your tastes don't run to the Extra Strong Lager "CISK", you can order cappuccino from the lovely Liliانا, over from Malta for the summer.

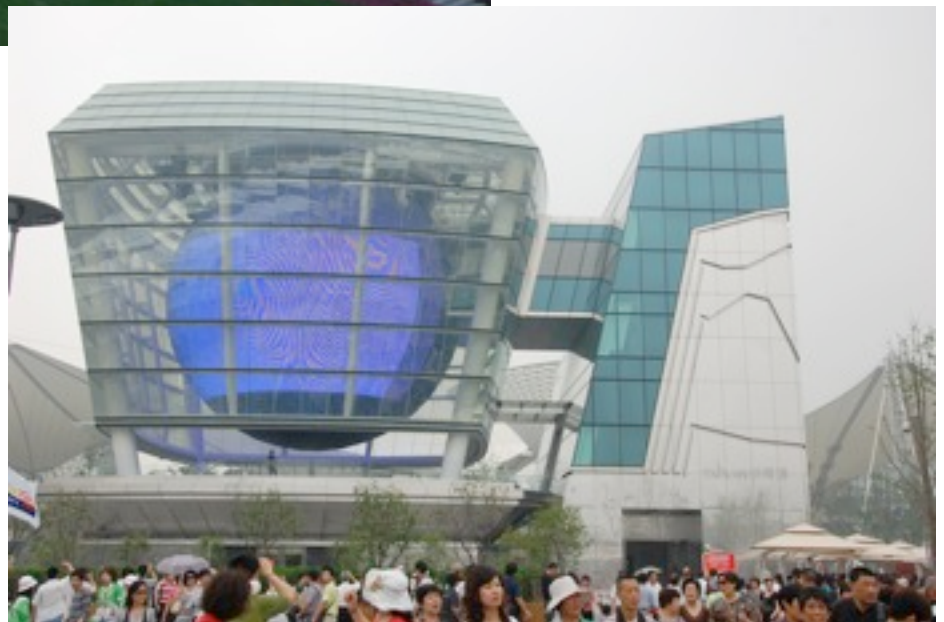
"I can't tell you how many times I've heard people taking pictures saying *yi-ar-san!*" Quoth our barmaid. And it's only been open a few weeks...



The China and Taiwan Pavilions are right across the boulevard from each other, like real friendly neighbors.

China's-ahem-modest endeavor is a classic contrast to Taiwan's tech-inspired oeuvre.

There are certainly a few more billion images of the place. When you come with us this fall, we'll be sure to carve out a few hours to take this walk around the Expo world.



It's worth the trip. And the 160 RMB. You might even get a kiss back.



**Mike Violette**  
VP Maryland China Business Council