PARTNERSHIP IN CHINA: APA AND U.S. DEPARTMENT OF COMMERCE

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A. Introduction: Commerce Department
   商务部简介
B. International Trade Administration (ITA)
   国际贸易局
C. Market Access & Compliance (MAC)
   市场准入执行
D. Manufacturing & Services (MAS) 贸易发展司
E. U.S.-CHINA TRADE
F. Market Development Cooperator Program (MDCP)
A. COMMERCE DEPARTMENT

What are Commerce’s objectives?

商务部工作目标:

- Promote & advocate for American business 促进和支持美国商业利益
- Gather economic data 汇集经济数据
- Issue patents & trademarks 专利和商标管理
- Set industrial standards 设置行业标准
- Forecast weather 天气预报
Department of Commerce Organizational Chart
B. INTERNATIONAL TRADE ADMINISTRATION (ITA)

- What is ITA’s primary objective?

国际贸易局工作目标:
- ITA is the lead unit for trade and is composed of four units:
  首要贸易管理部门由四个部门组成:
  (1) Market Access & Compliance (MAC) 市场准入执行司
  (2) Manufacturing and Services (MAS) 贸易发展司
  (3) Commercial Service (CS) 驻外商务管理司
  (4) Import Administration (IA) 进口司

- ITA promotes U.S. exports of manufactured goods, nonagricultural commodities and services.
  促进制成品非农产品和服务出口
C: MARKET ACCESS & COMPLIANCE

(2) Agreement Specialists

(1) Regional & Country Specialists
D. MANUFACTURING AND SERVICES

● MAS primary objectives:
  – Enhance U.S. industry global competitiveness
  – Expand market access & increase U.S. exports

● MAS assists U.S. business:
  – Analyze regulations, trade data, industry trends
  – Advocate industry interests in trade negotiations (WTO, bilateral FTAs – e.g. Korea and Malaysia)
  – Reduce costs of regulations & government policies
E: U.S.-CHINA TRADE

U.S. has overall trade deficit with China:
- 2000  - $84 billion
- 2007  - $256 billion

U.S. services trade surplus with China:
- 2000  +$2 billion
- 2005  +$2.6 billion
U.S.-CHINA TRADE

Trade with China : 2008
- U.S. Exports through August: $49.6 billion
- U.S. Imports through August: $217 billion
- U.S. Trade Deficit with China through August: (-)$167.6 billion

U.S. Trade Deficit with China in 2007:
- (-)$256 billion
U.S.-CHINA SERVICES TRADE

OXFORD ECONOMICS STUDY:

“If the outstanding impediments to service sector growth in China are fully removed, the bilateral services trade surplus with China will increase to around $60 billion by 2015, supplemented by extra income derived from US service-related investments in China worth $7 billion. This would boost US GDP in the short term by about 0.3 percent.”
U.S.-CHINA TRADE

WORKING WITH CHINA:

--U.S.-China Joint Commission on Commerce and Trade (JCCT):
  Industry Focused

--Strategic Economic Dialogue (SED):
  High-level, Gives Direction to Existing Bilateral Mechanisms
Construction Services

- $4.4 trillion construction spending (2006)
- China fastest growing market:
  - $626 billion construction spending in 2007
  - 20% growth rate
  - Driven by 2008 Beijing Olympics ($25 b contracts); 2010 Shanghai Expo; ongoing infrastructure demands
  - Forecast: $2.8 trillion construction spending in 2016
F: Market Development Cooperator Program (MDCP)

- The MDCP makes awards to trade associations and other non-profit industry multipliers
- Requirements: Matching funds, agreement, reporting
- MDCP awards generate exports: more than $3 billion since inception
- ITA administers the MDCP
- The MDCP has a high return on investment: $100 in exports for every Federal dollar spent
- The MDCP galvanizes close cooperation between the U.S. private sector and ITA
- The MDCP is an effective tool to reach and assist SMEs
American Planning Association
MDCP Award

- APA won its 3-year MDCP award in October 2005
- Award period extended into 2009
- APA MDCP supports APA’s China Initiative
- Most APA members are SMEs
- ITA support for APA’s MDCP drawn from Washington and China offices
American Planning Association
MDCP Award: Highlights

- Study Tours of China
- GPN
- Tours of U.S.—”Mayors Forum
- Workshops in China, U.S.—at NPC
- City of Zhenjiang Master Plan: “New Garden City”
USEFUL INFORMATION

- U.S. Department of Commerce websites –
- Market Development Cooperator Program--
  http://www.ita.doc.gov/td/mdcp
- China Business Information Center –
  www.export.gov/china
- Office Service Industries – www.ita.doc.gov/sif
MORE USEFUL INFORMATION

- MOFCOM Services website –

- Oxford Economics Study–

- APA China Program–
  http://www.planning.org/china/services.htm
Thank You

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