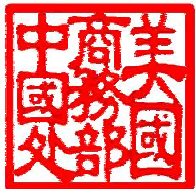


PARTNERSHIP IN CHINA: APA AND U.S. DEPARTMENT OF COMMERCE



INTERNATIONAL
TRADE
ADMINISTRATION



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Office of Service Industries
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U.S. Department of Commerce **美国商务部简介**

- 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?

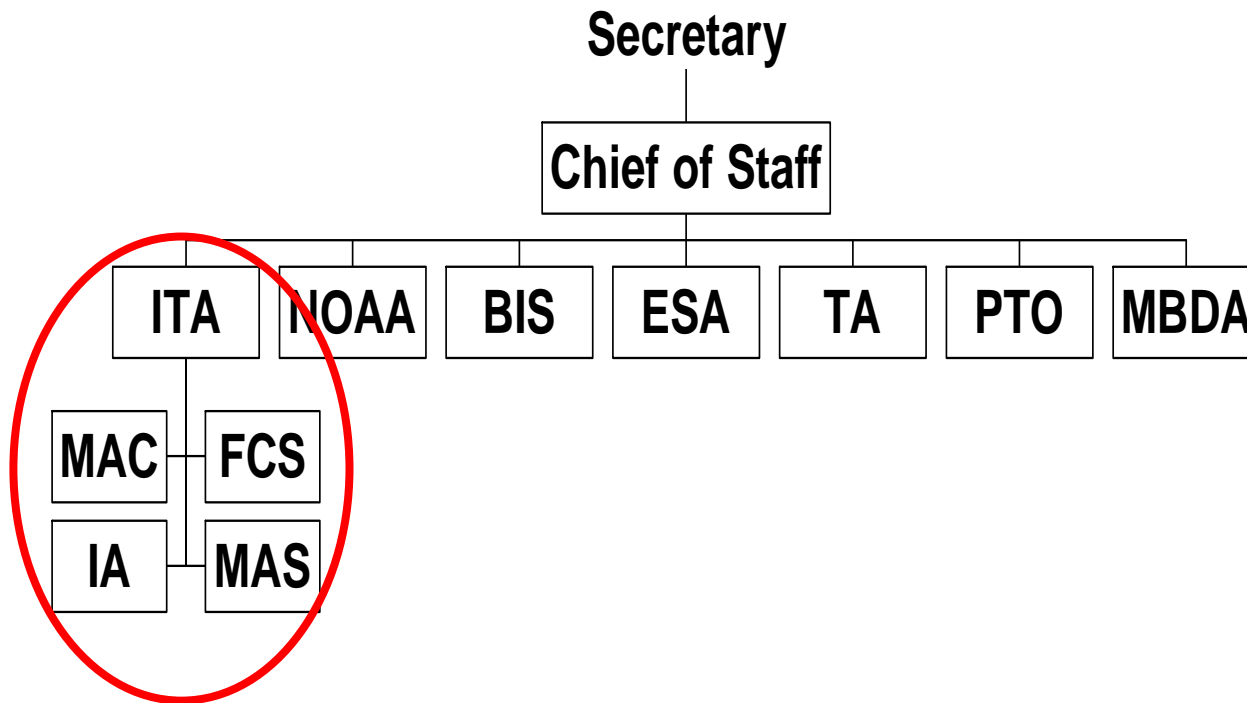
商务部工作目标:

- 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



INTERNATIONAL
TRADE
ADMINISTRATION

Department of Commerce Organizational Chart



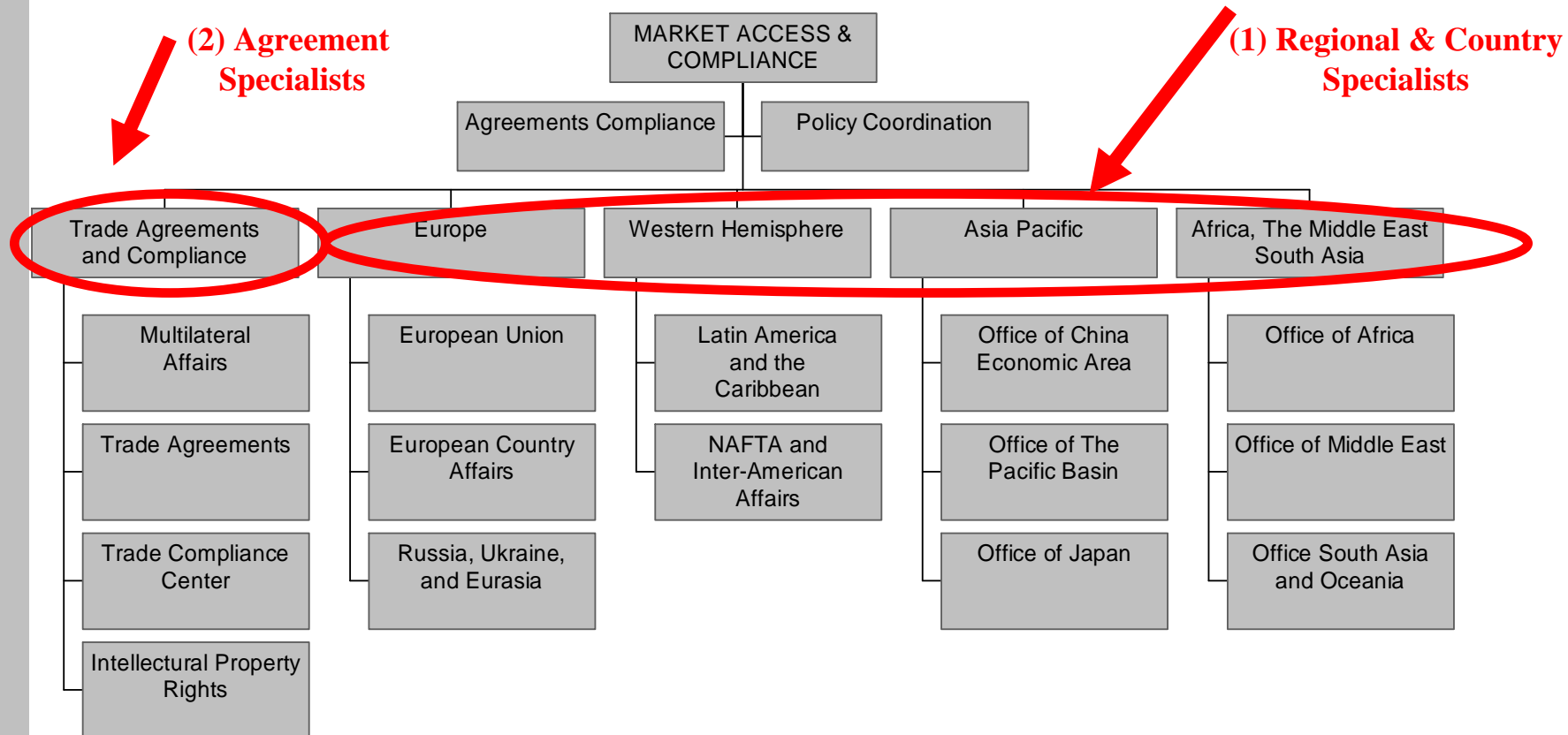
B. INTERNATIONAL TRADE ADMINISTRATION (ITA)

- 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

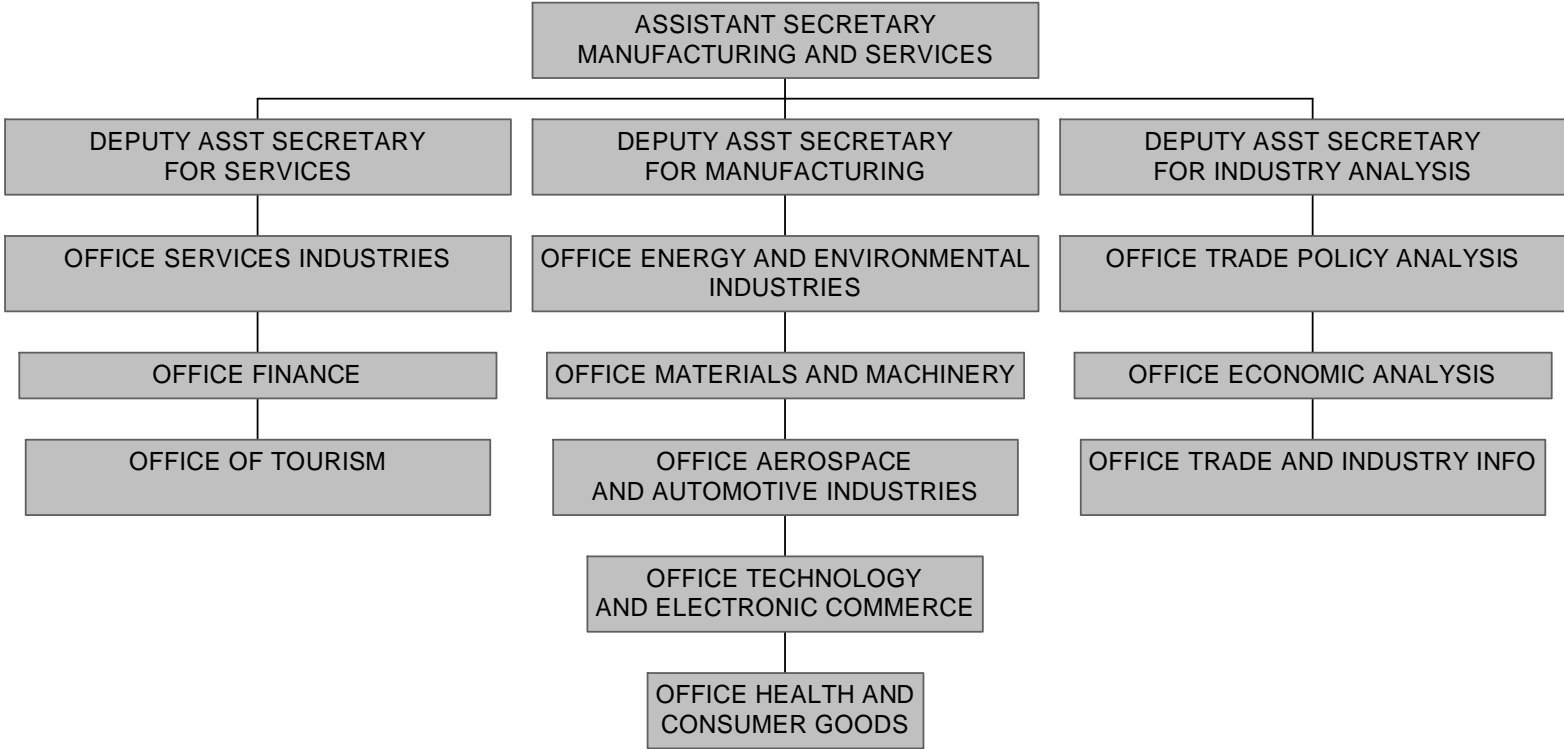
C: MARKET ACCESS & COMPLIANCE



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

MANUFACTURING AND SERVICES



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 – www.export.gov, www.trade.gov, www.commerce.gov
- 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 –
<http://tradeinservices.mofcom.gov.cn/en/e/2007-12-21/18535.shtml>
- Oxford Economics Study–
<http://www.chinabusinessforum.org/pdf/us-china-services-trade.pdf>
- APA China Program–
<http://www.planning.org/china/services.htm>

Thank You

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