

# export

## GEORGIA-CHINA CONNECTION

### GOVERNMENT & COMMERCE

The Chinese Consulate General in Houston covers consular jurisdiction of eight states in the Southeast, including Georgia. Mrs. Xu Erwen has served as Consul General since August 2011.

Georgia opened its international office in China in 2008. Michael Su is GDECD's Commercial Representative in China.

The National Association of Chinese-Americans (NACA) is an organization dedicated to the advancement of cordial relationships between the United States and China. NACA is a non-profit organization that was founded in 1977. The Atlanta Chapter of NACA organizes and sponsors activities that bring together Chinese dignitaries, local Georgia government officials as well as community and business leaders.

The Georgia China Alliance is a public-private initiative that promotes trade and cultural relationships, as well as long term growth and institutional collaboration between Georgia and China. It also joins existing organizations in strengthening ties between the people of China and Georgia and lobbies for a Chinese consulate office in Atlanta.

The Chinese Business Association of Atlanta (CBAA) is a non-profit organization founded in 1992 with more than 250 members. CBAA's missions include attracting business opportunities and investments from China to Atlanta, aiding American companies in doing business with China, and promoting cultural understanding and exchange between the U.S. and China.

Atlanta is also home to the Association of Chinese Professionals (ACP) group. ACP's 300 members promote business and economic ties and foster mutual understanding between the United States and China.

The Hong Kong Association of Atlanta is a leading non-profit organization in Atlanta involved with issues relating to Hong Kong. It promotes business and economic ties and fosters mutual understanding between the United States and Hong Kong.

The Hong Kong Trade Office, also located in Atlanta, provides governmental advice on trade and fields questions from potential importer and exporters. They are closely connected with the Hong Kong Association of Atlanta.

The Ningbo Foreign Investment Development Board, located in Duluth, provides free-of-charge services for foreign investors such as: brief introductions of local industries, investigation on foreign enterprises, and travel arrangements.



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The Gwinnett Chamber of Commerce opened its first international economic development office in the city of Wuxi, Jiaing Su, China in July 2010. This office helps the county with this Global Business mission and is symbolic of Gwinnett's commitment to strong global business relations with China and the City of Wuxi.

Georgia and the state of Shandong, China, are members of the Regional Leaders Summit along with Québec, Canada; Sao Paulo, Brazil; Bavaria, Germany; Upper Austria, Austria; and Western Cape, South Africa. The goal of each Summit is to discuss topics related to sustainability and strategize to create a sustainable world. The 2010 Summit will take place in South Africa in September; food security and integrated transportation will be discussed.

## TRADE RELATIONSHIP

### TRADE BALANCE

In 2010, the trade deficit between Georgia and China equaled \$11.5 billion.

### EXPORTS

In 2010, Georgia exports to China totaled close to **\$2.4 billion**, which was a **35.2%** increase over 2009.

China is the **2<sup>nd</sup>** largest export market for Georgia. Georgia ranks **9<sup>th</sup>** among other U.S. states exporting to China.

RANK	COUNTRY	2010	%	% CHANGE OVER '09
	World	28,949,552,263	100	21.93
1	Canada	5,115,669,446	17.67	24.32
2	China	2,387,586,010	8.25	34.99
3	Mexico	1,940,117,642	6.7	42.71
4	Japan	1,195,428,262	4.13	9.59
5	Germany	1,016,472,355	3.51	0.21

Top exports from Georgia to China include:

- organic chemicals
- aircraft/spacecraft
- machinery
- woodpulp
- plastic
- iron and steel

Georgia leads the nation in the export of the following goods to China:

- gas generators
- textile floor coverings
- kaolin
- aircraft/spacecraft (2<sup>nd</sup>)
- paper and paperboard
- gas turbines (2<sup>nd</sup>)
- carboxamide
- poultry (2<sup>nd</sup>)
- woodpulp (3<sup>rd</sup>)



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## IMPORTS

In 2010, Georgia's imports from China totaled close to **\$14 billion** (up 32% over 2009). The country is 1<sup>st</sup> among Georgia's top import markets.

Top imports from China include: nuclear reactors and boilers, electrical machinery and equipment, toys, games and sports equipment, furniture, and plastics.

## CAPITAL INVESTMENT

There are more than 30 Georgia companies with operations in China, with over 5 Atlanta based law firms.

There are close to 24 Chinese facilities operating in Georgia, including 4 manufacturing locations. The Chinese-affiliated companies employ close to 240 Georgians.

Note: Please see the appendix for a complete list of the facilities.

## TRANSPORTATION

Delta Air Lines offers flights through Sky Alliance partners and connections to more than 15 cities in China including Beijing, Shanghai, and Guangzhou.

On October 17, 2005, the Georgia Ports Authority and the Shanghai International Port Group signed an agreement to jointly promote all water shipping routes and trade opportunities between Shanghai and the Port of Savannah. The strategic partnership enables both ports to promote all-water shipping routes between Shanghai and Savannah and improves service for customers on both sides of the world. The partnership also enables both ports to share information and expertise in the areas of marketing, information technology, engineering and operations (GA Ports Authority website).



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## COMMUNITY & EDUCATION

According to the National Association of Chinese-Americans, approximately 100,000 Chinese live in Georgia.

The Asia Council of the University System of Georgia develops programs between Georgia institutions and partners in Asia, coordinates study abroad programs in China, and sponsors a Teach English in China program. The Council also organizes faculty exchanges with China. More than 1,600 Chinese students study in Georgia universities, and 140 Chinese members of faculty work in Georgia's universities.

The India, China, and America (ICA) Institute in Atlanta is a non-profit research institute working to foster research and dissemination of knowledge on the rise of China and India and their impact on global markets, global resources, and geopolitics of the world.

The China Research Center at Mercer University links China experts in the greater Atlanta area to the larger community interested in developments in business, media, academia, and government in Greater China.

The Georgia Tech-Shanghai Initiative provides Georgia Tech students an exciting opportunity to live and study in rapidly growing China and gives Shanghai Jiao Tong University (SJTU) students exposure to a world-class education. An agreement between SJTU and Georgia Tech allows students of SJTU to receive dual master's degrees from both institutions.

Kennesaw State University (KSU) houses the China Research Center, Sino-American Education Consortium, Center for International Programs, and Chinese Proficiency Testing Center.

The University of Georgia houses the Sino-American Joint Training Program and the Center for Asian Studies. During his April 2008 mission, former Governor Perdue visited with students and faculty at Tsinghua University, during which he announced a new partnership between that university and the University of Georgia.



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## APPENDIX

Georgia companies with operations in China (highlights):

- AFC Enterprises Inc. (Popeyes Chicken & Biscuits)
- AJC International, Inc.
- AGCO Corp.
- American Megatrends Inc.
- Coca-Cola Company
- Concurrent Computer Corp.
- Cox Enterprises, Inc.
- CP Kelco
- Crawford & Company
- Delta Air Lines Inc.
- ET3, LLC
- Exide Technologies
- Georgia Pacific Corp.
- Global Payments Inc.
- Home Depot
- Hooters of America Inc.
- Infor Global Solutions
- Inovis, Inc.
- Internet Security Systems Inc.
- Invesco PLC
- John Portman & Associates
- Kurt Salmon Associates
- Manhattan Associates
- Micromeritics Instrument Corporation
- Motovario Corporation
- Movius Interactive Corp.
- PRG-Schulz International
- Shaw Industries
- Tandberg Television, Inc.
- Tandus Group Inc.
- TDS Logistics Inc.
- Textile Rubber & Chemical Co.
- United Parcel Service Inc.
- UPS Supply Chain Solutions
- Verso Technologies Inc.
- Weg Electric Motors Corporation

Atlanta law firms with offices in China:

- Troutman Sanders (Hong Kong, Shanghai)
- Paul Hastings (Shanghai, Beijing, Hong Kong)
- Jones Day (Shanghai, Beijing, Hong Kong)
- Hunton & Williams (Beijing)
- Holland & Knight (Beijing)
- Morris, Manning, & Martin (Beijing)



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Chinese companies with operations in Georgia (highlights):

- Associated Hygienic Products
- Boya Flooring
- CDC Software
- Chemance
- China Professional Tours
- ChinaMex
- COSCO North America
- Durkopp Adler America, Inc.
- Ecotech Machinery, Inc.
- Hailun Distribution
- Hisense Corp.
- Hisoft Technology International
- Milwaukee Electric Tool Corp.
- New West International
- PICO Atlanta
- Sanny
- Self Electronics USA
- Sinostone
- Tai Ping Carpets Americas
- Techtop Industries, Inc.
- The Blass Group

