Local cooperation, Sino-US relations to develop new growth points
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By Zhang Niansheng

(WASHINGTON, D.C. – July 25, 2017) In the course of the development of Sino-US relations, cultural and economic exchanges and cooperation between local governments of the two countries flourished and the results were fruitful. Local exchanges and cooperation are important pillars of Sino-US relations and play an important role in promoting the further development of Sino-US relations. Strategic connections between Chinese provinces and American states are creating more opportunities transforming local exchange and cooperation into a new growth point for Sino-US relations.

Cooperation with China means a win-win situation

Green Valley, a well-known retirement community, lies about 80 km south of Tucson, the second largest city in Arizona. The average age of Green Valley residents is 70.6 years old, and the medical problems of the elderly have plagued the community for 30 years. The opening of the Green Valley Hospital, 70% of the funding for which resulted from Chinese investments, has produced a fundamental improvement in access to medical treatment for the community.
"If someone suffers a cerebral thrombosis, and it takes at least 50 minutes to get to the hospital, imagine how valuable those 50 minutes are!" “In that sense, China invests in saving American lives!” At a conference in the City Hall of the City of Phoenix, the capital of Arizona, Green Card Fund Marketing Director Rudy Witt told this reporter, “The hospital also created 1,161 jobs!” The remark caused the other guests present to laugh appreciatively.

Phoenix City Government Economic Development Executive Director Hank Marshall added, pointing out of the window to a white building, that it was a newly opened high end hotel, for which 60% of the investment came from China. Viewed from the 20th floor of Phoenix City Hall, this hotel is particularly striking and contrasts with some of the old buildings around it.

Speaking enthusiastically about China’s investments, Marshall stated, “The investment from China is not just money, the real value is the in the improvement of a way of life, and creation of business opportunities that allow people to support their families.” He said that Chinese investors, investing in a warehousing business, contributed to the construction of a building, and the building of a company that is undertaking sustainable business activities, creating jobs to support the community, promoting local economic development, and bringing new ideas.

"China’s trade and investment is important for Arizona." Speaking in fluent Chinese, former Congressman, Arizona State University Vice President Matt Salmon told this reporter that in recent years Arizona has received many benefits from investments from China, opening new hotels, hospitals, etc. In terms of Phoenix, about 50,000 Chinese live here, and investment from China is rising steadily. Salmon has visited China many times and has a great sense of accomplishment from his participation in negotiating several Chinese investment projects.

"We are very clear that China’s investments and cooperation with China means a win-win situation.” Phoenix sister city organization vice president Rick Girard said that the successful test flight of China’s own large aircraft, the C919, benefitted from Arizona’s participation, as did the development of trade relations between China and Arizona. Girard was referring to the participation of Intel, Honeywell and other large companies as suppliers for the C919. Intel has a large factory in Arizona and Honeywell’s aerospace headquarters is also in Arizona.

With regard to Arizona’s cooperation with China, a spokesman for the City of Phoenix, responsible for media affairs, provided the following data: In 2016, China was the second largest source of imports to Arizona, second only to Mexico; from March 2016 to February 2017, China was Arizona’s third largest export destination, third only to Mexico and Canada; between 2008 and 2015, Arizona’s imports from China grew 39% annually; Arizona’s exports to China grew on an annual basis from about $ 670 million in 2009 to about $ 1.17 billion in 2016. ... these data reflect a large volume of trade and many projects and plans implemented.

**Showing its own characteristics and connecting with China**

The welcoming and embracing of investment from China by various states in the United States, and the enthusiasm and expectation of carrying out economic and trade cooperation with China, is a common phenomenon in deepening the strength and pursuit of relations with China. Each state displays its own characteristics in connecting with China. California’s science and technology innovation, Iowa’s agriculture, Texas’s energy industry, Alaska’s oil and gas development, and New York State’s financial services are all seeking cooperation with China, and many connections have already yielded fruit.
Held in mid-July in Buffalo, New York, “China and the United States, New York State Trade and Investment Cooperation Forum” is an example. Local government departments and business representatives from provinces and cities such as Shaanxi, Liaoning, Shanghai, Guangdong, Jiangsu and Hunan provinces, and representatives of their New York State counterparts joined together to discuss the life sciences, information industry, financial services, food processing and many other areas.

"The City of Buffalo welcomes companies from various provinces and cities in China to invest and sell, and is willing to do whatever they can.” Buffalo Mayor Byron Brown says Buffalo is supporting urban expansion and prosperity. The government will be implement tax cuts, simplify regulatory requirements and institute many other measures to promote business investment and economic growth.

"The forum will help promote China's provinces and municipalities and New York to expand economic and trade ties, strengthen economic and trade relations between the two countries and promote the common prosperity of the two economies.” New York State Economic Development Bureau Executive Vice President Jeff Janis Stansky said.

**Sidebars to the story**

According to Zhang Qiyue, Chinese Consul General in New York, in 2016, New York and China's total trade in goods reached 23.5 billion US dollars, China is New York's second largest trading partner and the largest source of imports. From 2000 to 2016, Chinese companies in New York City, the direct investment of 9.2 billion US dollars, for the local to create more than 3,000 jobs.

Founded in April last year, “China and the United States New York State Trade and Investment Cooperation Working Group”, is the northeastern United States established the first Sino-US provincial economic and trade cooperation mechanism, by the six provinces and cities in China and New York to participate. For more than a year, the mechanism to promote the two sides to develop products to each other, tracking the two sides to promote large-scale projects, the implementation of high-level cooperation between China and the Americas to promote economic consensus, to promote further cooperation in various fields, all-round cooperation, effect.

**The number of Chinese students is on the rise**

Reporters interviewed in some states in the United States, but also fully feel the local government and relevant departments to promote US-China local cooperation enthusiasm.

In the vicinity of Dayton, Ohio, Morrison, the city manager to perform the main administrative responsibilities of David Hicks, the reporter's request for the interview is given a “24 hours a day”; the day of the request, The original half an hour of the interview extended to an hour and a half, after Hicks was very enthusiastic with reporters to visit the municipal government agencies.

In the city of Greenwich, Connecticut, CEO Peter Tessi saw the reporter said he had just sent away a group of guests from Shanghai, China, the exchange of topics is education cooperation. He said that Greenwich as a distance from New York Manhattan not far from the “satellite city”, has a good educational resources, public education resources are particularly rich, and Chinese institutions can complement each other. In this city with a population of only 60,000, there are several Chinese schools. “The rapid development of Chinese schools is also one of my
achievements.” Has been for nine consecutive years as the city’s chief executive of the West did not forget a humor.

In Chicago, Illinois, Andrew Spinelli, an official in China Merchants for China's investment, spoke of Chicago's “8 + 1” plan. The so-called “8 + 1” is the Chicago city advocacy organization with Beijing, Shanghai, Tianjin, Hangzhou, Qingdao, Wuhan, Chengdu and Shenyang, eight Chinese cities in the regular exchange program. Since the establishment of this mechanism, has contributed to more Chinese investment to the United States, there are more US companies to enter the Chinese market. According to Spinelli, only in the surrounding area of Chicago, there are more than 80 Chinese enterprises in operation. At the same time, the number of Chinese students is on the rise. According to incomplete statistics, Chicago City, the number of Chinese students in the United States more than 12,000.

According to statistics, China and the United States have formed 43 pairs of friendly provinces and 200 pairs of friendly cities, Sino-US provincial and inter-city economic and trade cooperation has become an important basis for Sino-US economic and trade relations. According to the “China-US Economic and Trade Relations Research Report” released by the Ministry of Commerce of the People's Republic of China, trade in imports of goods increased by 136% in California in 2016, 176% in Iowa, and in Texas, compared with 10 years ago, 131%, Michigan growth of 242%, Washington State growth of 221%, 111% growth in New York, Chicago, where Illinois grew 263%. Investment, the 2016 Sino-US working group mechanism to promote two-way investment projects nearly 50, the contract amount of more than 2.5 billion US dollars. In 2016, the Chinese provinces and municipalities organized 22 economic and trade groups to visit the US state, the United States organized 14 groups to visit China provinces and cities.

With the deepening of local cooperation and non-governmental exchanges between China and the United States, more and more people have found that the common ground between China and the United States is far beyond the points of disagreement. The more contacts, the more opportunities, the future will have more potential. "Like a mosaic puzzle, we are willing to do that piece of mosaic, to achieve a beautiful picture." Witt told this reporter.

Original website: