



COMMONWEALTH OF MASSACHUSETTS
EXECUTIVE OFFICE OF HOUSING and
ECONOMIC DEVELOPMENT
ONE ASHBURTON PLACE, ROOM 2101
BOSTON, MA 02108

DEVAL PATRICK
GOVERNOR

TIM MURRAY
LIEUTENANT GOVERNOR

DAN O'CONNELL
SECRETARY

TELEPHONE
(617) 788-3610

FACSIMILE
(617) 788-3605

Contact:

KOFI JONES
Director of Communications
(617) 788-3652
(617) 721-2231 (cell)

PATRICK BENCH
Director of Business Development
(617) 973-8557
(617) 777-2751

PATRICK ADMINISTRATION ANNOUNCES NEW MASSACHUSETTS OFFICE IN BEIJING

Commonwealth's new office in Beijing to increase efforts to attract investments from China to Massachusetts and provide more services and assistance to MA businesses for export promotion and market-entry to China

BOSTON – Tuesday, September 2, 2008 – Secretary of Housing and Economic Development Daniel O'Connell today announced Massachusetts is up-grading its presence in China and opening a new office in Beijing. The new office in China's capital city is exclusively dedicated to Massachusetts and will tap growing opportunities for the state's companies in the rapidly expanding Chinese economy while also fostering critical ties with government officials.

In addition to the state's Beijing office, Massachusetts will also maintain a satellite contact office in Shanghai. Massachusetts previously shared a Shanghai-based office with four other states. There will be no additional cost associated with the change.

Daniel Ding, based in Beijing, will serve as Director for both offices in China and will report to the Massachusetts Office of International Trade and Investment (MOITI) (www.mass.gov/moiti). Ding will also support the China efforts of the Massachusetts Export Center (www.mass.gov/export). The Massachusetts Beijing office is centrally located within Beijing's financial district; the contact office in Shanghai is situated within Zhangjiang Hi-Tech Park – China's preeminent innovation park which is home to more than 6,000 global companies.

Daniel Ding, whose appointment became effective on August 1, 2008, will help individual Massachusetts companies increase their exports of goods and services to China and attract foreign direct investment from China to Massachusetts.

Over the past decade, China has become an increasingly important trading partner for the Commonwealth. Exports to mainland China have increased by 79% since 2005.

“Governor Patrick’s Trade Mission to China helped inform the Administration as to how we can improve our opportunities in China, and this office, now relocated and refocused, will help ensure continued investments between the Commonwealth and China,” said Housing and Economic Development Secretary Dan O’Connell. “Companies here at home, specifically in the life sciences and clean energy industries, will have more opportunities to expand and create new jobs in Massachusetts.”

The state’s China offices offer Massachusetts companies assistance with customized market entry studies, agent/distributor searches, due diligence as well as other local market support.

Daniel Ding has extensive experience working with international companies and has well established close relationships with China’s central government in Beijing as well as with regional high level officials and top universities. Before assuming his current role, Daniel was a Managing Partner at a well established Beijing consultancy and has been honored with the China- Britain Business Council award for creative business solutions. Daniel is a resident of Beijing and holds a degree in business and international management from the Oxford Brookes University, Oxford, England.

For more information on the Massachusetts Office of International Trade and Investment and how the state can assist Massachusetts companies expand internationally as well as what help is available for international companies to enter the US market, please go to our website:

www.mass.gov/moiti

###

The Executive Office of Housing and Economic Development is one of eight Secretariats that make up the Governors Cabinet. Under the leadership of Secretary Dan O’Connell the Executive Office of Housing and Economic Development oversees Business Development, Housing and Community Development, and Consumer Affairs and Business Regulation.