



# ON THE SCENE



Seattle Times business columnist Jon Talton moderates a panel of preeminent experts on China. From left: Talton, Ray Conner, Nelson Dong, Jimmy Hexter, Gary Locke, Brad Smith and Michael Young.

## “A Bridge to China” LiveWire event packs the house

More than 500 people attended The Seattle Times' second LiveWire event, “A Bridge to China: Exploring the Northwest's Future with the East,” at Microsoft's Redmond campus on Nov. 20. The LiveWire event series, presented by Microsoft, features vital issues impacting our region and its people. Each event brings together local and national experts for a conversation moderated by a Seattle Times reporter. “A Bridge to China” addressed business, cultural and educational relations between Washington state and China, offering ideas on how the two regions can better work together moving forward.

Panelists included Boeing Commercial Airplanes President and CEO Ray Conner, Former U.S. Ambassador to China Gary Locke, Microsoft General Counsel and Executive Vice President Brad Smith, Seattle-based Dorsey & Whitney LLP Partner and Co-head of its Asia Law Practice Group Nelson Dong, Catterton Partners Senior Partner Jimmy Hexter and University of Washington President Michael Young. Seattle Times business columnist Jon Talton moderated the panel.

At a reception preceding the discussion, Andy Yip, president of the Hong Kong Association of Washington, said “Everyone on the panel brings me here. Within 48 hours the event was sold out. The quality of the speakers has really drawn a crowd.”



Microsoft Deputy General Counsel and Corporate Vice President Mary Snapp gives opening remarks about the longstanding relationship between China and the Northwest.

Argosy Cruises CEO and President Kevin Clark was interested in discussions surrounding tourism and China, since Delta is a hub for travel to Asia at Seattle-Tacoma International Airport.

JP Morgan Pacific Northwest Region Chairman Phyllis Campbell,

who gave closing remarks, referenced how JP Morgan Chase's global city initiative launched in Seattle this year and how China is a major partner in one of the foreign direct investment strategies. “I'm excited to listen about that, how Seattle and China can interact best for the region.” Port of Seattle

Commissioner Bill Bryant believes a solid understanding of both sides is “central to our region's economic future.”

Washington state Sen. Cyrus Habib is two weeks from visiting China as one of eight state officials representing the United States through the China-United States Exchange Foundation. “I think this is a great opportunity to hear from our two biggest private employers, our biggest university, and what type

of business, economic, and education opportunities there are in China.”

Microsoft Deputy General Counsel & Corporate Vice President Mary Snapp opened the event, pointing out the long, shared history of Seattle

and China. She said that in 1876, one in six people were Chinese or Chinese-American in the Greater Puget Sound region. “Seattle's relationship with China and people from China is quite deep,” she said. “Chinese and Chinese Americans are integral to our economy, history and to our culture.”

Smith mentioned that Washington is the most trade-focused state in the country, and China its largest trading partner: “The question is how to build on it.”

Locke said facilitating better relations between Seattle and China depends upon visiting China to understand its culture, history and challenges — “That means more members of Congress who influence policies, more business leaders and more everyday citizens.”

Locke also said that Chinese citizens used to have to wait 70 to 100 days to interview for a visa to visit the United States. (One of his accomplishments as U.S. Ambassador was reducing that time to three to five days.) Locke said that the long issuance time cost American jobs, especially those in the tourism industry, as Chinese businesspeople and vacationers opt to go elsewhere.

Dong discussed how the relationship between China and United States

is often an uneasy one, stating there isn't a historic precedent for the paradigm shift the two countries are undergoing. Conner talked about the importance of being true partners to the Chinese and integrating

American businesses in China. “One of the important things we can do as a company is not just sell, but become a part of growth that is happening.”

Hexter noted that the most successful American companies in

China are the ones that are authentic and ask what the Chinese need. He said that most of the workers who make cell phones and other mobile devices are 17 to 25 years old and come from the western part of China. Their ambition is to work in manufacturing for three to five years before going home and starting their own business. “If we create a good environment at plants that make our products and mentor these workers on entrepreneurial skills — it affects the way they view the way U.S. does business.”

Visit [livewire.seattletimes.com](http://livewire.seattletimes.com) to learn more about the event, the LiveWire series and to sign up to be notified about future events.



Audience members line up to ask questions following the panel discussion.



The event, the second in the new LiveWire series, drew a packed house.



LiveWire panelists Nelson Dong, Jimmy Hexter and Gary Locke.

## SEE AND BE SCENE



Seattle Times Publisher Frank Blethen (left) speaks with Boeing CEO Ray Conner (right) and University of Washington President Michael Young.



JP Morgan Chase's Pacific Northwest Chairman Phyllis Campbell (left) with Seattle Colleges Chancellor Dr. Jill Wakefield.



Commerce Bank of Washington Relationship Manager William Glassford (left) with Ray Conner.



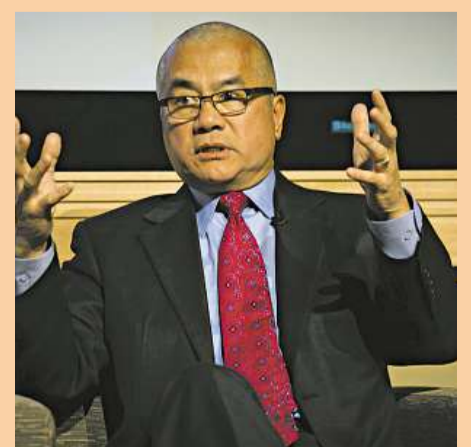
Panelist and Catterton Partners Senior Partner Jimmy Hexter at the VIP reception.



Phyllis Campbell with Argosy Cruises President and CEO Kevin Clark.



Hong Kong Association of Washington President Emiritus Benjamin KC Lee, Washington State Lieutenant Governor Brad Owen and Washington State China Chamber of Commerce President Mark Wen.



Former U.S. Ambassador to China and former Washington State Gov. Gary Locke speaks about Chinese citizens' strong interest in American culture.