

## DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT & TOURISM

KA 'OIHANA HO'OMOHALA PĀ'OIHANA, 'IMI WAIWAI



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December 21, 2023

The Honorable Ronald D. Kouchi, President and Members of the Senate Thirty-Second State Legislature State Capitol, Room 409 Honolulu, Hawaii 96813

A HOʻOMĀKAʻIKAʻI

The Honorable Scott K. Saiki, Speaker and Members of the House of Representatives Thirty-Second State Legislature State Capitol, Room 431 Honolulu, Hawaii 96813

Dear President Kouchi, Speaker Saiki, and Members of the Legislature:

For your information and consideration, I am transmitting a copy of the State of Hawaii Offices in Taipei and Beijing Annual Report, as required by Section 201-84, Hawaii Revised Statutes. In accordance with Section 93-16, Hawaii Revised Statutes, I am also informing you that the report may be viewed electronically at: http://dbedt.hawaii.gov/overview/annual-reports-reports-to-the-legislature/.

Sincerely s Kunane Tokioka

Enclosure

c: Legislative Reference Bureau

Department of Business, Economic Development and Tourism

# STATE OF HAWAI'I OFFICES IN TAIPEI AND BEIJING DECEMBER 2023

2023 Annual Report to the Legislature January 1, 2023, to December 31, 2023



A report to the Legislature of the State of Hawai'i as required by Section 201-84, Hawai'i Revised Statues

#### State of Hawai'i Office in Taipei

#### 2023 Annual Report

- PART 1. PROMOTED STUDY IN HAWAI'I
- PART 2. INVESTMENT ATTRACTION AND BUSINESS PROMOTION
- PART 3. CULTURAL PROMOTION
- PART 4. SISTER-STATE AND GOVERNMENT RELATIONSHIPS
- PART 5. TAIPEI OFFICE EXPENSES (FY 2023)

#### Part 1. PROMOTED STUDY IN HAWAI'I

January 6, 2023: The State of Hawai'i Office in Taipei (SHOT) welcomed Mr. Lin, the President of Youheng Farm, Tamjiang Farm, and MES Company/Beihai Camp, and his team to discuss the upcoming Summer Camp Program in Hawai'i. Mr. Lin expressed a keen interest in promoting Hawai'i as the preferred destination for the summer camp in 2024, contingent upon the resumption of direct flights by China Airlines during that period. The potential resumption of direct flights from Taipei to Hawai'i would significantly enhance accessibility for Taiwanese students and save costs by not transferring to other countries. Mr. Lin shared his positive experience organizing a three-week summer camp program in Hawai'i in 2019, in which over 150 Taiwanese students participated. This successful collaboration laid the groundwork for exploring future initiatives. SHOT and Mr. Lin discussed potential collaborative efforts to enhance the summer camp experience, including cultural exchange activities, educational components, and networking opportunities for participating students.



SHOT Director Alex Lei met with Mr. Lin and his team to discuss the potential summer camp in Hawai'i.

January 6, 2023: SHOT Director Alex Lei visited Nan Shan High School to extend a warm welcome and provide encouragement to the 28 students who represented the school in the 2023 First Robotics Competition (FRC). The FRC was held in March 2023 in Honolulu. The purpose of the visit was to express support for students and commend their dedication to participating in the FRC. SHOT Director Alex Lei aimed to inspire and motivate students as they embark on this educational and competitive journey to Hawai'i. SHOT Director Alex Lei also initiated direct communication between the FRC teams of Nan Shan High School and Saint Louis School, introduced team members and established a communication channel, organized virtual meetings between the FRC teams from each school to share information about their respective projects, discussed potential areas of collaboration, and had preliminary discussions on the possibility of future school exchanges.



SHOT Director Alex Lei visited Nan Shan High School to provide encouragement to students who represented the school in the 2023 FRC.

 January 17, 2023: SHOT Director Alex Lei and his staff made a courtesy call to Mr. Ming Wan Cheng, the Director of the New Taipei City Education Bureau. The purpose of the visit was to promote educational exchange opportunities between Hawai'i and New Taipei City and establish contact between Hawai'i and the New Taipei City government. SHOT Director Alex Lei presented the educational opportunities and institutions in Hawai'i and emphasized potential areas of collaboration and exchange programs. Director Cheng introduced his key staff in the Education Bureau to facilitate future communication and collaboration and expressed his interest in exploring educational opportunities in Hawai'i and fostering a relationship with Hawai'i.



SHOT Director Alex Lei and his staff made a courtesy call to Mr. Ming Wan Cheng, the Director of the New Taipei Education Bureau.

February 8, 2023: SHOT Director Alex Lei delivered a keynote speech at the 2023 Model United Nations Conference hosted by Nan Chan High School. The event brought over 300 students from 22 high schools. SHOT Director Alex Lei inspired students to become global citizens, encouraged students to actively engage in international affairs, and approached various issues like post-pandemic economic challenges, geopolitical considerations, food shortage concerns, and the urgency of addressing global warming. He urged students to stay informed about the complexities and nuances of various global issues and emphasized the need for objective analysis and critical thinking when approaching diverse and complex problems.



SHOT Director Alex Lei delivered a keynote speech at the 2023 Model United Nations Conference.

 March 14, 2023: SHOT Director Alex Lei held a meeting with a group of educators from Taipei, Taichung, and Kaohsiung cities to discuss Hawai'i's education opportunities and initiatives. SHOT Director Alex Lei extended a warm welcome to the educators and expressed gratitude for their interest in exploring the educational opportunities in Hawai'i. SHOT Director Alex Lei introduced the Study Hawai'i Consortium and encouraged Taiwan educators to promote Hawai'i as a location for degree study programs and summer camp initiatives between Hawai'i and Taiwan.



SHOT held a meeting with a group of educators from Taipei, Taichung, and Kaohsiung City.

 March 22, 2023: Due to the communication channel for the 2023 FRC established by SHOT Director Alex Lei, two of the high schools' robotics teams from Taiwan visited Saint Louis School in Honolulu during the competition. The purpose of the visit was to foster collaboration and exchange activities in the field of robotics, highlighting the schools' achievements and expertise in the field of robotics. The visit created a platform for knowledge sharing, skill development, and cultural understanding between the students from all schools.



Two high schools' robotics teams from Taiwan visited St. Louis School during the 2023 First Robotics Competition.

 March 23, 2023: Mr. Cy Feng, the International Student Recruiter Manager of the Kapi'olani Community College (KCC), visited SHOT, shared valuable insights into KCC's international student recruitment initiatives, and exchanged information on educational opportunities with SHOT. Mr. Feng was on a mission to foster collaboration and build partnerships with several high schools and universities in Taiwan. SHOT provided essential assistance to ensure the success of his outreach efforts.



*Mr.* Cy Feng, the International Student Recruiter Manager of Kapi'olani Community College, visited SHOT during his mission.

 September 5, 2023: SHOT Director Alex Lei met with two of the Taiwan professors and their children to discuss the specific interests and educational goals of the children, tailored the discussion to their academic pursuits, and addressed any questions and concerns the professors and their children may have about studying in Hawai'i. One child expressed interest in undergraduate studies, and the other was interested in pursuing a master's degree.



SHOT Director Alex Lei met with two of the Taiwan professors and their children to discuss studying in Hawai'i.

#### PART 2. INVESTMENT ATTRACTION AND BUSINESS PROMOTION

December 8, 2022: SHOT Director Alex Lei attended the 2022 Appreciation Reception organized and hosted by the American State Office Association (ASOA). ASOA comprises 16 members of the state offices in Taiwan, aimed at strengthening ties and expressing gratitude for the partnerships that contribute to the success of various initiatives. The Appreciation Party served as a platform for expressing gratitude to key stakeholders in Taiwan, including government agencies, major business associations, and diplomatic entities. A total of 150 distinguished guests attended the event, fostering a diverse and dynamic networking environment.



SHOT Director Alex Lei attended the 2022 Appreciation Reception.

• March 8, 2023: SHOT Director Alex Lei met with Mr. Gavin Wang, the President of the Erica Battery Incorporated, and his staff at SHOT. The purpose of the visit was to explore potential investment opportunities in Hawai'i. Etica Battery Incorporated, a well-known battery storage manufacturing company in Taiwan, is considering branching out to the United States. Hawai'i has been identified as an ideal pioneering location for their expansion. SHOT Director Alex Lei provided an overview of Hawai'i's economy and emphasized the state's commitment to sustainable development and clean energy initiatives. Meanwhile, Mr. Wang presented an overview of Etica Battery Incorporated, highlighting the company's expertise in battery storage technology and its commitment to innovation. The meeting concluded with optimism and mutual interest in further exploring the potential investment by Etica Battery Incorporated in Hawai'i.



SHOTE Director Alex Lei met with Mr. Gavin Wang, the President of Etica Battery Incorporated, to explore potential investment opportunities in Hawai'i.

 March 17, 2023: SHOT Director Alex Lei attended a charity gala reception featuring a Hawai'i theme. The event was hosted by the Taiwan International Woman's Association. SHOT Director Alex Lei delivered opening remarks and spoke about Hawai'i's unique attractions, focusing on three main aspects. First, he highlighted Hawai'i's education institutions, programs, and Study Hawai'i Consortium; second, he highlighted Hawai'i as a premier tourist destination with diverse landscapes, cultural richness, and recreational opportunities; and last, he discussed the potential for investment in Hawai'i and emphasized the state's economic landscape and business opportunities.



SHOT Director Alex Lei attended a charity gala reception and delivered an opening remark.

• May 20, 2023: SHOT Director Alex Lei attended a Hawai'i coffee tasting and trip sharing event. This unique event was organized by two distinguished coffee buyers, Mr. Graham Liao and Mr. Chris Yang from ZhanLu Coffee Enterprise Co., Ltd. Mr. Liao and Mr. Yang were the buyers who attended the 2022 Coffee Buyers Reverse Trade Mission to Hawai'i. This unique event showcased not only the exquisite flavors of Hawai'i's renowned coffee but also served as a platform for sharing insights and memories from the Reverse Trade Mission.



SHOT Director Alex Lei attended a Hawai'i coffee tasting and trip sharing event, hosted by Zhanlu Coffee Enterprise Co., Ltd.

June 14, 2023: SHOT attended the 2023 Food Expo from June 14 to 17, 2023, the 4-day trade show organized by the Taiwan External Trade Development, to showcase Hawai'i coffee. The 2023 Food Expo brought together 1,053 companies from twenty-three countries, occupying a total of 2,488 booths, and attracted 46,000 buyers, traders, and import-export companies. SHOT actively participated, promoted, and showcased Hawai'i coffee to the diverse audience presented at the expo.





SHOT attended and showcased Hawai'i coffee at the 2023 Food Expo.

June 21, 2023: SHOT Director Alex Lei, along with Emily Scott, the Director of the U.S. Department of Agriculture's (USDA) Foreign Agricultural Service, attended the Grand Opening Ceremony of the Kingmauii Coffee Taipei store, hosted by Mr. John Hsieh. During the ceremony, SHOT Director Alex Lei had the privilege of presenting an appreciation letter to Mr. John Hsieh, who expressed gratitude for his longstanding efforts in promoting Hawai'i coffee in Taiwan and China. Emily Scott took the opportunity to compliment the unique and delightful taste of Hawai'i coffee. The event was further enriched by a mesmerizing Hula performance presented by the Hawai'i Hula Club in Taiwan.



SHOT Director Alex Lei and USDA Foreign Agricultural Service Director Emily Scott attended the Grand Opening Ceremony of the Kingmauii Coffee Taipei.

 September 19, 2023: SHOT Director Alex Lei participated in the U.S. Business Day hosted by the Bureau of Foreign Trade (BOFT), the Ministry of Economic Affairs (MOEA), the Taiwan External Trade Development Council (TAITRA), the American Institute in Taiwan (AIT), and the ASAO. The objective of this event was to promote opportunities for trade, investment, technology, and manufacturing between the United States and Taiwan, allowing participants to engage in meaningful discussions and establish connections. SHOT Director Alex Lei participated in networking activities, fostering relationships with key stakeholders, and exploring potential opportunities for cooperation with Hawai'i.





SHOT Director Alex Lei participated in the 2023 U.S. Business Day.

• November 15, 2023: SHOT assisted the Hawai'i Coffee Association (HCA) to organize a remarkable coffee-cupping event in Taipei. Ralph Gaston, the Secretary of HCA, and Juli Burden, the Board Member of HCA, facilitated the event. Over thirty participants attended the event, including coffee experts and coffee shop owners. The Director of the USDA's Foreign Agricultural Service, Emily Scott, attended the event and added a valuable perspective to the event. In addition, the Director of the Ministry of Foreign Affairs (MOFA), Mr. Cheng, and his staff also attended the event and emphasized the significance of the event. The cupping event showcased the rich and diverse flavors of Hawai'i's renowned coffee varieties. Participants had the opportunity to engage with the unique characteristics of Hawai'i coffee, fostering a deeper understanding of the industry and the potential for collaboration.



SHOT assisted HCA to organize a remarkable coffee event in Taipei.

 November 17–20, 2023: SHOT assisted HCA to participate in the 2023 Taiwan International Coffee Show, organized by the Taiwan Coffee Association. The show attracted coffee sellers from all around the world, and this diverse representation offered attendees a broad range of coffee varieties and flavors from different regions. The show also served as the host for prestigious international competitions: the 2023 World Latte Art Championship, the 2023 World Coffee in Good Spirits Championship, and the 2023 World Coffee Roasting Championship. HCA had a significant presence at the coffee show and showcased Hawai'i's unique coffee. Ralph Gaston, the Secretary of HCA, and Juli Burden, the Board Member of HCA, led the representation, emphasizing the distinct qualities and flavors of Hawai'i-grown coffee to the international audience.



SHOT assisted HCA in participating in the 2023 Taiwan International Coffee Show.

#### PART 3. CULTURAL PROMOTION

- January 20, 2023: SHOT Director Alex Lei delivered a keynote speech at the Indigenous Youth Employment Function Exchange Activity organized by the Council of Indigenous People (CIP). The event was to promote and aim for the exchange of ideas and experiences related to indigenous youth employment. SHOT Director Alex Lei used Hawai'i as a successful example, highlighting how Hawai'i has effectively preserved and celebrated its indigenous culture, contributing to a unique and vibrant tourism experience, and emphasizing the role of cultural preservation in fostering a sense of identity and belonging among indigenous youth. He illustrated how Hawaii's focus on cultural tourism has not only preserved indigenous heritage but has contributed to economic sustainability.
- February 20, 2023: SHOT Director Alex Lei had the privilege of hosting Mr. Kimokeo Kapahulehus, a resident of Hawai'i and founder of the Kimokeo Foundation. Mr. Kapahulehus was invited by the Indigenous People of Taitung County to facilitate cultural exchanges and share his knowledge and expertise related to ocean voyaging, navigation, and maritime traditions.



SHOT Director Alex Lei met Mr. Kimokeo Kapahulehus, the founder of the Kimokeo Foundation.

 March 24, 2023: SHOT Director Alex Lei was invited by the CIP to the Grand Opening Ceremony of the 2023 Indigenous Games, where the game was akin to the Olympics. Gathered for the indigenous community, it brought together participants and spectators to celebrate cultural diversity and athletic excellence. SHOT Director Alex Lei took advantage of this unique opportunity to network with representatives from the CIP, further strengthening the relationship between Hawai'i and the CIP. In addition to engaging with indigenous leaders, SHOT Director Alex Lei met with the Mayor of Taipei and the Director of the Ministry of Sport and Education.



SHOT Director attended the 2023 Indigenous Games.

July 23, 2023: SHOT Director Alex Lei, along with representatives from Canada and New Zealand, visited government officials from Hualien County. The trip was arranged and hosted by County Magistrate Hsu Chen-Wei. Magistrate Hsu expressed her interest in visiting Hawai'i to attend the 2024 Festival of Pacific Arts and Culture (FestPAC) and hoped to renew the sister-city relationship with the Island of Hawai'i. The group also attended the 2023 Hualien Harvest Festival.



SHOT Director Alex Lei, along with representatives from Canada and New Zealand, visited Hualien County.

 August 13–18, 2023: SHOT Director Alex Lei was invited by the CIP to attend the 2024 Austronesia Forum held at the Marshall Islands. The Austronesia Forum served as a significant platform for discussion with representatives from other Austronesia-speaking nations to explore opportunities for collaboration, cultural and informational exchange, and shared initiatives. Fostering a deeper understanding of shared heritage, challenges, and opportunities. There were thirteen nations, plus the State of Hawai'i and Guam, that participated in the forum.





SHOT Director Alex Lei attended the 2024 Austronesia Forum in the Marshall Islands.

 September 5, 2023: SHOT Director Alex Lei was invited by the Taiwan MOFA to meet with a delegation of Senators from Guam to discuss and share the objectives and accomplishments of SHOT and exchange views and information regarding trade, investment attraction, education, and cultural exchanges between SHOT and the Guam Senator.



SHOT Director Alex Lei, invited by the MOFA, met with the Guam delegates to discuss SHOT's objectives.

 October 12, 2023: The Principal of Orchid Island, Tatung County, Ms. Chan, and her two staff members visited SHOT. The purpose of their visit was to discuss the opportunity to bring 20 students from Orchid Island to Hawai'i for educational and cultural exchanges and visit several schools in Hawai'i to facilitate cross-cultural learning. The discussion also included their upcoming plan to visit Hawai'i before the 2024 FestPAC.



SHOT Director Alex Lei met with Principal Chan and his staff members from Orchid Island, Tatung County.

#### PART 4. SISTER-STATE AND GOVERNMENT RELATIONSHIPS

 January 12, 2023: Staff members from the Taipei Computer Association visited SHOT to extend their invitation to Hawai'i to participate in the Smart City Forum and Expo in 2024 and discussed the details of the invitation. The Smart City Forum and Expo is hosted by Taiwan and brings together mayors and key industry players to showcase products, exchange ideas on policy and regulation, and explore innovations in smart city development.



SHOT Director Alex Lei met with key staff members from the Taipei Computer Association to discuss the Smart City Forum.

 March 10, 2023: Director-General Douglas Yu-Tien Hsu from North American Affairs, MOFA, invited fourteen directors from the U.S. State Offices in Taiwan to a luncheon meeting. The gathering provided an opportunity for the exchange of diplomatic insight, with discussion focused on recent developments between the United States and Taiwan. Director-General Hsu highlighted key areas of cooperation and challenges between the United States and Taiwan. Directors from U.S. state offices shared their viewpoints on the evolving business relationship, expressing perspectives on shared interests, challenges, and opportunities. The luncheon meeting concluded with a sense of positive engagement and strengthened diplomatic ties.



SHOT Director Alex Lei attended the luncheon meeting with Director-General Douglas Yu-Tien Hsu.

 April 29, 2023: SHOT had the distinct honor to meet with Dr. C.Y. Liang and his manager at SHOT. Dr. Liang represents the Taiwan-U.S. Industry Corporation Promotion Office under the MOEA. The objective of the meeting was to acquaint SHOT with the comprehensive services offered by his division. During the meeting, Dr. Liang emphasized that his office could foster economic collaboration between Hawai'i and Taiwan, specifically to facilitate business forums and matchmaking sessions between companies from Hawai'i and Taiwan and is ready to provide support when Hawai'i State's officials visit Taiwan.



SHOT Director Alex Lei met with Dr. Liang and his manager from the Taiwan-U.S. Industry Corporation Promotion Office.

May 9, 2023: SHOT Director Alex Lei, among seven American State Office Representatives, was invited by the International Relations Department of the Ministry of Education (MOE) to facilitate the exchange of ideas regarding student and teacher exchanges between the United States and Taiwan. The discussion emphasized the prospect of fostering increased collaboration; in particular, MOE expressed its commitment to working alongside SHOT to facilitate the placement of more English teachers in Taiwan. Additionally, MOE pledged support by providing Chinese language teachers to schools in the United States if there was a demand.



SHOT Director Alex Lei, among seven American State Office Representatives, attended the meeting with MOE.

• May 25, 2023: Director-General Douglas Yu-Tien Hsu from North American Affairs, MOFA, extended the invitation to the member of the ASOA for a social dinner. A total of twelve state office directors attended the event. During the event, Director-General Hsu provided a comprehensive update on the diplomatic relations and activities between Taiwan and the United States. He emphasized that the relationship between the United States and Taiwan has grown stronger and more solid over time and expressed sincere appreciation for the invaluable contributions made by the ASOA in Taiwan. The efforts have been instrumental in fostering relationships across various sectors, including investment, trade, education, tourism, and cultural exchanges. Director Hsu assured the attendees of his department's unwavering commitment to working closely with the ASOA in Taiwan. The collaboration has proven to be mutually beneficial, and he expressed optimism about the continued success of these partnerships.



SHOT, along with other American State Offices in Taipei, attended the social dinner invited by Director-General Hsu.

June 26, 2023: SHOT Director Alex Lei made a courtesy call to the government of Keelung County. The meeting was hosted by County Magistrate George Hsieh and Vice Magistrate Pei-Ling Chu. Keelung County, located on the northern part of Taiwan Island, is a significant harbor city undergoing transformation into a tourism and recreational hub. The meeting provided an opportunity to discuss potential collaborations between Hawai'i and Keelung in education, renewable energy, and tourism. SHOT Director Alex Lei provided an overview of Hawai'i's strengths and emphasized achievements in business and economic development, education, renewable energy, and tourism. Magistrate Hsieh shared insights into Keelung's transformation, highlighting the shift from an industrial harbor city to a tourism and recreational destination. He expressed interest in collaborating with Hawai'i on renewable energy development, tourism, and school exchanges between Hawai'i and Keelung, fostering cultural understanding and educational collaboration.



SHOT Director Alex Lei and his staff made a courtesy call to the County Magistrate George Hsieh and the Government of Keelung County.

 September 7, 2023: Director-General Ling Yu Wang from the MOFA invited fifteen American State Office Representatives in Taiwan to a working lunch meeting to foster collaboration and strengthen ties between the MOFA and the fifteen American State Offices in Taiwan. Director-General Wang began the meeting by reporting her recent appointment to the MOFA and expressing her commitment to working closely with the American State Office Representatives. Each of the fifteen American State Office Directors took turns introducing themselves and provided an overview of their respective offices' priorities and objectives. This working lunch served as an essential platform for building relationships and understanding between the MOFA and the fifteen American state offices. Directors left the meeting with a clear sense of each other's objectives and a shared commitment to working closely in the future.



SHOT Director Alex Lei, along with other State Office Representatives, attended the Working Lunch Meeting hosted by Director-General Wang, MOFA.

 September 8, 2023: A meeting hosted by the MOFA Taiwan aimed to facilitate discussions between eight U.S. Secretary of State and the ASOA regarding the common goals and objectives of the U.S. State Offices in Taiwan. The meeting commenced with a presentation by the Chairman of the ASOA to outline the common goals and objectives shared by the American State Offices in Taiwan. Each director from the American State Office had the opportunity to share insights into their respective areas of focus.



SHOT Director Alex Lei, along with other State Office Representatives, attended the meeting hosted by MOFA Taiwan to discuss and provide a comprehensive overview of the collaborative efforts.

- October 1-6, 2023: SHOT facilitated and supported a high-level delegation of Hawai'i State Legislative leaders during their visit to Taiwan. The delegation engaged in a series of productive courtesy calls and meetings with key Taiwanese government officials and organizations. These interactions aimed to foster closer ties and collaboration between Hawai'i and Taiwan. Meetings included:
  - Energy Administration, MOEA: Discussion of energy-related initiatives and collaboration opportunities between Hawai'i and Taiwan.
  - Department of North American Affairs, MOFA: Strengthen diplomatic ties and discuss international relations between Hawai'i and Taiwan.
  - Department of Rapid Transit System, Taipei City Government: Explored possibilities for knowledge exchange in transportation and urban planning.
  - Department of Personnel Planning and Regulations, Ministry of Civil Service:
    Shared insights on civil service best practices and public administration.
  - Office of the President: A prestigious meeting with the President of Taiwan, Tsai
    Ing-wen, emphasized cooperation.
  - CIP: Promotes cultural exchange and understanding among indigenous communities in Hawai'i and Taiwan.
  - Tourism Administration, Ministry of Transportation and Communication:
    Discussion on tourism development and collaboration in the travel industry.
  - Center for International Agricultural Education and Academic Exchanges, National Taiwan University: Explored and shared new technology, methods, and knowledge in agriculture.
  - Taiwan External Trade Development Council: Discussed trade relations, import/export, and investment opportunities between Hawai'i and Taiwan.

The visit of the Hawai'i State Legislative Leaders to Taiwan was marked by successful interactions and promising discussions across a wide range of sectors. Exchanges are vital to strengthening the ties between Hawai'i and Taiwan and fostering opportunities for

future collaboration. SHOT in Taipei remains committed to facilitating and supporting such initiatives.



Hawai'i state legislative leaders visited Taiwan. The delegation was comprised of the following members: Representative Dee Morikawa; Senator Donovan M. Dela Cruz; Senator Chris Lee; Senator Stanley Chang; Representative Scot Z. Matayoshi; Representative Scott Y. Nishimoto; and Representative Adrian Tam. October 20, 2023: Initiated by the AIT Chairperson, Ms. Laura M. Rosenberger, a coordination meeting was held among the directors from different American State Offices in Taiwan. The primary focus of this meeting was to discuss and report on activities conducted by each American State Office in Taiwan and to explore opportunities for closer collaboration between the AIT and each American State Office in Taiwan.



SHOT Director Alex Lei, along with other American State Offices in Taiwan, met with the AIT Chairperson, Ms. Laura M. Rosenberger.

 November 2, 2023: Organized and facilitated by the MOFA, Taiwan, SHOT Director Alex Lei, along with four other American State Office Directors, engaged in a meeting with the Governor of the Commonwealth of the Northern Mariana Islands (CNMI) and the Speaker of the Senate. The purpose of this meeting was to have American State Office Representatives share their knowledge, experiences, and relationships with Taiwan, aimed at encouraging the CNMI, specifically Saipan, to establish a Taipei Representative Office to promote tourism, trade, and investment.



SHOT Director Alex Lei, along with four other American State Office Directors, met with the Governor of CNMI and the Speaker of the Senate.

• November 10, 2023: SHOT Director Alex Lei paid a courtesy visit to the CIP to extend a formal invitation from Governor Josh Green to CIP Minister Icyand Parod to welcome the participation of Taiwan in the 2024 FestPAC. During the visit, SHOT Director Alex Lei also extended the invitation to Ms. Helen Scott, the Taiwan Representative of Kamehameha Schools, and Ms. Yvonne Jiann, the Deputy Director of the Taitung Outrigger Canoe Association. Throughout the visit, Deputy Director Helen Scott introduced Kamehameha Schools and expressed a keen interest in fostering more school exchanges between Hawai'i and Taiwan. Additionally, Ms. Yvonne Jiann shared her experiences of bringing 32 Taiwanese participants to the 50<sup>th</sup> anniversary of the Queen Lili'uokalani Canoe Race in September 2023. Minister Icyang Parod expressed gratitude for the invitation from

Governor Green and affirmed that CIP is organizing a delegation to actively participate in the upcoming 2024 FestPAC.



On behalf of the State of Hawai'i, SHOT Director Lei extended a formal invitation from Governor Josh Green to CIP Minister Icyang Parod for the 2024 FestPAC.

### PART 5. TAIPEI OFFICE EXPENSES (FY 2023)

| Description of Expense        | Total       |
|-------------------------------|-------------|
| Director's Contract           | \$46,996.96 |
| Assistant's Salary            | \$21,482.04 |
| Office Rent                   | \$12,671.53 |
| Parking Rental                | \$1,495.48  |
| Health Insurance              | \$889.51    |
| Labor Insurance               | \$1,479.26  |
| Newspaper Subscription        | \$148.42    |
| Copy Machine Rental           | \$992.12    |
| Utilities                     | \$304.96    |
| Phones/Fax/Long Distance Call | \$836.26    |
| Mobile Phone                  | \$1,171.57  |
| Postage                       | \$123.82    |
| Freight and Delivery Charge   | \$16.45     |
| Office Supplies/Internet      | \$24.74     |
| Office Equipment              | \$8.33      |
| Taxi Fare                     | \$228.41    |
| Miscellaneous Expense         | \$150.00    |
| Membership Fees               | \$333.33    |
| Printing                      | \$253.68    |
| Out of State Travel Expense   | \$4,178.45  |
| Marketing/Promotion/Other     | \$270.67    |
| Seminar/Missions/Trade Shows  | \$54.87     |
| Virtual Coffee Mart Event     | \$2,602.90  |
| Business Weekly Magazines     | \$131.67    |
| Telephone Equipment           | \$416.68    |
| Total Expenses                | \$97,262.11 |

#### State of Hawai'i Office in Beijing

#### 2023 Annual Report

- PART 1. TRADE PROMOTION
- PART 2. EDUCATIONAL SERVCE PROMOTION
- PART 3. SISTER-STATE AND GOVERNMENT RELATIONSHIPS
- PART 4. SOCIAL MEDIA EXPOSURE
- PART 5. BEIJING OFFICE EXPENSES (FY 2023)

#### PART 1. TRADE PROMOTION

 February 9, 2023: The State of Hawai'i Office in Beijing (SHOB) hosted an online meeting with the Guangdong Foreign Affairs Office (GDFAO) and one of the e-commerce platforms in Zhongshan to introduce Hawai'i coffee. Guangdong is one of Hawai'i sister states and has been proactively promoting bilateral trade and exchanges.



SHOB Director Gordon Zhang and his staff, Flora Wu, met with GDFAO and an e-commerce platform to introduce Hawai'i Coffee.

• February 24, 2023: SHOB arranged an in-person meeting with one of the specialty coffee dealers in Beijing to understand the potential collaboration between Hawai'i and Beijing.



SHOB met with one of the specialty coffee dealers in Beijing to introduce Hawai'i Coffee.

 March 9, 2023: SHOB participated in the SelectUSA online trade show in March 2023. SelectUSA is the U.S. government program led by the U.S. Department of Commerce that focuses on facilitating job-creating business investment in the United States and raising awareness of the critical role that economic development plays in the U.S. economy. Due to the pandemic, all trade shows organized by SelectUSA were switched to online in China.



SHOB participated in the SelectUSA online trade show in March 2023.

• March 27, 2023: SHOB assisted and participated at the 2023 Luxury Resort Roadshow at the Outrigger Hotel.



SHOB staff Flora Wu assisted and participated at the 2023 Luxury Resort Roadshow at the Outrigger Hotel.

 April 7, 2023: Paradise Green met with SHOB to introduce Paradise Green, a new company founded by a graduate of the University of Hawai'i at Hilo (UH Hilo), aims to provide services to Hawai'i coffee farms to export their products to China.



SHOB met with the new company, Paradise Green, founded by a graduate from UH Hilo.
May 16, 2023: SHOB attended the 20<sup>th</sup> anniversary celebration of the Agricultural Trade Office (ATO), Beijing. SHOB promoted Hawai'i coffee with all four ATO offices in China. All ATO offices in China are very supportive of Hawai'i coffee and its initiatives to export coffee to China.



SHOB attended the 20<sup>th</sup> anniversary celebration of the ATO in Beijing.

May 2023: SHOB produced a leaflet, *Hawai'i Coffee Export Guide*, to provide Hawai'i coffee exporters and Chinese coffee buyers with practical information regarding the routes and ways of exporting Hawai'i coffee to China such as the China import tariffs, recommendations, and suggestions to identify the best option for exporting Hawai'i coffee to China.

 June 2023: SHOB helped the Hawai'i Coffee Association (HCA) translate and print the booklet in simplified Chinese and distributed it in China. SHOB also has copies at the office, which can be used for different events in the future.



SHOB helped HCA translate and print an information booklet.

June 18, 2023: SHOB participated in the 2023 China (Kunshan) International Coffee Conference (KSCC) and Global Coffee Beans Trade Week (GCBTW) in Kunshan to introduce Hawai'i coffee. Kunshan is the largest coffee processing and logistics destination in Asia. SHOB had generated at least ten trade leads who expressed interest in buying Hawai'i coffee, identified at least four supply chain service providers that are helpful for Hawai'i companies when exporting coffee to China, and built up at least five contacts with official coffee industry organizations who can support Hawai'i in managing trade relations. SHOB believes that attending the trade show provided a great opportunity to get to know lots of coffee experts across the coffee industry and be able to assist the Hawai'i coffee companies.



SHOB attended the 2023 KSCC and GCBTW.

 July 6, 2023: SHOB attended a coffee industry networking event, organized by the Beijing International Coffee Center (BJICC), to promote Hawai'i coffee and farm, and connected with coffee experts. The event highlighted a coffee grading machine invented by ProfilePrint, a Singapore company. ProfilePrint's technology uses A.I. to assess the quality of coffee beans or coffee powder and analyzes small coffee samples at a molecular level using artificial intelligence and advanced sensory technology. SHOB brought three coffee samples for testing. All samples received good grades compared with the other 15 samples from different regions.



SHOB attended a coffee industry networking event organized by the BJICC.

August 3, 2023: According to the International Coffee Organization and the U.S. Department of Agriculture, coffee consumption in China has nearly tripled in the past four years, growing 15% per year, compared with the global average growth rate of 2%. Many local governments in China and the Ministry of Commerce (MOFCOM) are promoting and developing the coffee industry. Invited by the Trade Development Bureau of MOFCOM, SHOB, along with the Brazil Embassy and Colombia Embassy, SHOB joined the single-origin coffee tasting and promotion session to promote the coffee industry and discuss potential cooperation.



SHOB, along with the Brazil Embassy and Colombia Embassy, joined the single-origin coffee tasting and promotion session organized by the Trade Development Bureau of the MOFCOM.

 September 1, 2023: SHOB visited the 2023 Café Show China (Beijing) in September 2023. The three-day trade show attracted 260 exhibitors and 48,000 visitors from China and all around the world and featured key coffee players and innovators in the Chinese coffee market, including green bean coffee traders, roasters, and other industry stakeholders. Governments and business representatives from coffee-producing countries like Colombia, Ethiopia, and Jamaica also attended the show. With a ten-year history, the show has become one of the most important shows for the coffee industry in China. SHOB also met and discussed Hawai'i coffee with ATO Beijing at the show.



SHOB Director Gordon Zhang and his staff, Flora Wu, attended the 2023 Café Show China (Beijing).

- September 8, 2023: SHOB met with Ms. Yi Wang, the President of Beijing Maji Xidong Co., Ltd. Ms. Wang is a business owner who is looking for business opportunities in Hawai'i and is a long-time lover of Hawai'i. She visits Hawai'i almost every year. The businesses that she is interested in are specialty Hawaiian gifts and souvenirs.
- September 12, 2023: SHOB made a courtesy call to Robert Hanson, Minister Counselor for Agricultural Affairs; Chris Frederick, Director of ATO Beijing; Victoria Dokken, Deputy Director of ATO Beijing; Angie Han, Marketing Specialist of ATO Beijing; and Lei Bian, Agricultural Assistant, at the U.S. Embassy to discuss the potential collaboration between Hawai'i and China. ATO Beijing showed great support for Hawai'i's coffee exports to China. ATO Beijing will also coordinate with Synergistics Hawai'i Agriculture Council (SHAC) to facilitate coffee promotion with guidance in getting extra federal or other institutional funds.



SHOB met with ATO Beijing to discuss the potential collaboration between Hawai'i and China.

• September 12, 2023: SHOB met with Mr. Lang, who works with a well-established publisher on programs for Chinese students to participate in Hawai'i study tours. The first group of study tours is expected to visit Hawai'i in early 2024.



SHOB met with Mr. Lang to discuss the study tours to Hawai'i for Chinese students.

 September 22, 2023: SHOB met with Mr. Xingwu Sun, the owner of China's largest wedding ceremony park and wedding event organizer. Mr. Sun has plans to expand his business to Hawai'i, promoting Hawai'i food, wedding ceremonies, honeymoon vacation packages, lodging, and resorts. He also offered to showcase Hawai'i coffee in one of his prestigious coffee shops in Shanghai.



SHOB met with Mr. Xingwu Sun to discuss his potential business investment in Hawai'i.

 October 8, 2023: following up on attending a coffee industry networking event organized by the BJICC in July, SHOB met with ProfilePrint, the Singaporean company offering data and analyzing agricultural products in grading systems and services. The company's services could help and facilitate Hawai'i coffee farms and exporters to do business in China's market more efficiently and economically, offer unbiased data, and profile grades regarding the authenticity, quality, and flavors of Hawai'i coffee.



SHOB Director Gordon Zhang met with ProfilePrint to learn more about the coffee grading machine.

## PART 2. EDUCATIONAL SERVCE PROMOTION

Although there were no educational shows in the first half of 2023, SHOB continued to promote studying in Hawai'i by hosting and attending virtual education shows, making presentations with schools, and meeting with educators. The in-person events were resumed in China in July.

• March 7, 2023: SHOB met with Beijing Dianz Academy, a student event organizer, to discuss and plan a familiarization trip to Hawai'i.



SHOB staff Flora Wu met with Beijing Dianz Academy to discuss and plan a FAM trip to Hawai'i.

 April 18–19, 2023: SHOB arranged a matchmaking meeting between Kapi'olani Community College (KCC) and the UC Culture Exchange Co. in Beijing to discuss the possibility of a scholar exchange with Chinese universities.



SHOB met with Mr. Cy Feng with the KCC and arranged a matchmaking meeting with the UC Culture Exchange Co.

 May 17, 2023: SHOB visited Mrs. Wen Liu, the President of the UC Culture Exchange Co., to discuss and plan a familiarization trip to Hawai'i. Mrs. Wen Liu visited Hawai'i in June and made agreements with the University of Hawai'i at Hilo and KCC.



SHOB visited the UC Culture Exchange Co. to discuss and plan a FAM trip for taking students to Hawai'i.

June 2023: SHOB assisted the University of Hawai'i at Mānoa (UHM) to distribute a
promotional brochure for the summer program. UHM designed a summer program for
university students in China after three years of suspension due to the pandemic. SHOB
announced the news through the WeChat channel.

| 关于参加夏威夷大学马诺阿分校 (University of Hawaii at Manoa) 2024 年暑假线下项目的报名通知<br>项目背景简介  | 2830 美盘项目费用包金英语提高课程、与美丽学生的英语交流活动、机场提机送机服务,项目活动当地交通、校内宿舍(每人一个攀空调的牵问卧室)、一天两卷、结业午宴以及<br>周末一天的环岛游,  |  |  |
|---|---|--|--|
| 夏或武大学是是东更或或"州最大的论立大学联盟、马诺历分校《Manna》是提醒里提一份美臣一<br>福研究型大学,也是重直或州民力试告住士术,因居历为校设第 100 个本科学业。86 个极士考<br>立以及 56 个博士专业。2022 年、夏或夷大学马诺阿分校被祭晤士大学择名列为世界最顶尖的<br>300 所大学之一。常和笔曾为全展国豪美丽的十大公立大学校面之一、夏或夷大学马诺何分校尉<br>将你你在夏夏波发化他同时将给这代学习的关虑。 | 费用不包含: 回彩机栗、釜江、锅险,以及个人消费。<br>9. 申请条件:在校款科生、银土生(年龄18-1)<br>无英语成绩要求,项目第一子会对每一个学生的英语水平进行考核。学生将被按照其英语<br>水平被实择在相知点的英语操学习。   |  |  |
|   | 课程安排  |  |  |
|   | 735 Mee 754 Ter 737 Wei 738 Tees 738 Fee  |  |  |
| Contract recent   | 1220-0.20         0.00.2.20 <t< th=""></t<>   |  |  |
| ■ 或素大学马诺问分校计划于 2024 年早初开办一个为期间因外终下更明项目。参与该项目的学生   | A second se |  |  |
| 将在夏威夷大学马诺阿分校学习生活两周、项目期间、学生不仅得到在世界一流大学学习的体   | 722 Mea         103 Tee         724 Wed         726 Titers         726 Fit           Russes         8.50-10.30         8.30-9.30         8.30-12.20         8.30-10.50  |  |  |
| 验。更能参与项目安排的种类繁多的夏威夷语言文化交流活动。以及申请美国大学研究生教育的  | NICE Bishop Museum NICE English Class NICE English Class NICE English Class   |  |  |
| 相关讲座。现将具体内容通知如下:  | 10:30-12:30 P30 AM -12:20 2:00:500 Noon-2:30<br>Ni22 Hula Class Cross Prostations: Oradiate Conserve  |  |  |
| 基本信息  | 200-4 90<br>Review year personal Culture de People Lancheon<br>Pres Alberto-on  |  |  |
| 1. 课程时间: 2024 年 7 月 15 日-7 月 26 日   | stateneit ad CV   |  |  |
| 2. 报名截止: 2024 年 4 月 30 日  | 5-t.30 200-8.30 Department Visit  |  |  |
| 3. 报名人数:项目仅限 32 人报名。早注册早得到录取通知。   | Director  |  |  |
| <ol> <li>注册链接: <u>https://www.wik.cn/vm/YXyllr.aspx</u>(中国区学生报名)<br/>报名后,我们会稿后把在线注册项目和做费的链接以 Email 方式发给学生。</li> </ol>   | UHM 2024 SummerUP 暑期項目退款政策 <ul> <li>夏威夷时间 2024 年 3 月 31 日中午 12 直線 (北京时间 4 月 1 日早最六点)</li> </ul>   |  |  |
| <ol> <li>课程结构:</li> <li>学术英语提高课程</li> <li>英语口语交流</li> <li>高次得益</li> <li>当边着客景点探访</li> <li>夏成章文化风母体验等</li> </ol>   | <ul> <li>更成長时间 2024年3月31日中午1226日(北京时间 4月1日早最六点)</li> <li>③ 項目目目 (203 英心) 全部追还给中华、以北於当日長元和人民形江半为兆。</li> <li>更成長时间 2024年4月30日中午1226首(北京时间 5月1日早最六点)</li> <li>④ 送江 75%项目费用、以北达当日長元和人民仍江半为北。</li> <li>更成美时间 2024年4月30中午22点以后</li> <li>不没过任何最近申请。</li> <li>225 曼金银老式,任何重要市场必须以电子邮件形式发给 siacxm@havasi.edu, 教問为签</li> </ul>  |  |  |
| 6. 考核评估: 由学术作业、小组工报展示、考勤等综合评定。  | 证被拒而申请退款,请在邮件中提供证据。微信退款申请不予受理。  |  |  |
| 7. 课程结业: 将获得 Program Certificate, 另外有三个优秀学员奖。   | 联系人: Ivy 老师   |  |  |
| <ol> <li>课程费用: 2830 美金 + 225 美金振名费 (报名费不可退款)</li> </ol>   | 微信: Xiaoxin_lvy_Mu (仅供咨询使用)   |  |  |

SHOB assisted UHM to dispatch the leaflet and announced the news through the WeChat channel.

 June 7, 2023: SHOB assisted and posted an online announcement for the Hawai'i Preparatory Academy (HPA) on the WeChat channel regarding HPA retaining the Hawai'i Culture Agency to recruit Chinese students between five and 17 years old. The Hawai'i Culture Agency was established by two UHM graduates. One was working at Hawai'i Community College (HCC) as a recruiter, and the other was teaching English in Beijing.



SHOB assisted and posted an online announcement for the Hawai'i Preparatory Academy (HPA) on the WeChat channel regarding HPA hiring the Hawai'i Culture Agency to recruit Chinese students between five and 17 years old.

 September 16, 2023: SHOB provided support to the KCC to attend the 2023 TOEFL Annual Conference in Beijing to provide brochures, logistics support, and on-site support to promote studying in Hawai'i.



SHOB staff Flora Wu provided support to KCC to attend the 2023 TOEFL Annual Conference.

September 18, 2023: SHOB met with Ms. Shana Tong, the President of Maryknoll School, to support Maryknoll School in providing more resources to connect potential Chinese students who are interested in applying in full-time program at Maryknoll School. Maryknoll School is the only school in Hawai'i that offers a Mandarin Chinese Immersion Program. It was the first time Ms. Tong visited China and she established good relations with the school that is connected to Beijing Foreign Students University.



SHOB met with Ms. Shana Tong to provide support to Maryknoll School.

 September 21, 2023: SHOB arranged and introduced KCC to the Bejing Royal School. The Beijing Royal School is a well-known private school in Beijing. Mr. Xiangbo Wang, the Executive Principal of the Beijing Royal School, is an alumnus of the UHM and is willing to promote educational exchanges between Hawai'i and China. Many private school students are interested in studying abroad. Therefore, schools from Hawai'i that want to attract more Chinese students could always put private schools on their list to discuss potential cooperation.



SHOB arranged and introduced KCC to the Beijing Royal School.

 September 21, 2023: SHOB met with Mr. Cy Feng, the International Student Recruiter Manager of the KCC, and the UC Culture Exchange Co. at SHOB's office. They reached an agreement to set up joint programs with Henan Agriculture University.



SHOB met the KCC and the UC Culture Exchange Co. at SHOB's office. They reached an agreement to set up joint programs with Henan Agriculture University.

 October 9, 2023: SHOB attended a debut Hula performance by Hawai'i Hula dancers Natalie Ai and 'Iolani Ai in Beijing. SHOB Staff Flora Wu made a presentation and addressed the audience about Hawai'i's culture and the mission of SHOB. There are thousands of Hula and 'Ukulele lovers in China.



SHOB attended a debut Hula performance by Hawai'i Hula dancers Natalie Ai and 'Iolani Ai in Beijing.

 October 10, 2023: SHOB was invited to attend the 7<sup>th</sup> Global K12 Education Forum. KCC Chancellor, Misaki Takabayashi, and the International Student Recruiter Manager, Cy Feng, attended the forum. Chancellor Misaki Takabayashi made a presentation regarding the Hawai'i education system to educators from 15 countries.



SHOB, along with Chancellor Misaki Takabayashi and International Students Recruiter Manager Cy Feng from KCC, attended the 7<sup>th</sup> Global K12 Education Forum.

 October 17, 2023: SHOB assisted KCC Chancellor Misaki Takabayashi to visit the Beijing Royal School to make t a presentation to students. In addition to sharing her own educational and working experience as a marine scientist in Hawai'i, she also covered the resources and strengths of the Hawai'i education system in marine science and marine protection.





SHOB assisted KCC Chancellor Misaki Takabayashi to visit the Beijing Riyal School and conducted a presentation to students.

## PART 3. SISTER-STATE AND GOVERNMENT RELATIONSHIPS

 March to April 2023: SHOB assisted the Foreign Affairs Office of the People's Government of Guangdong Province (GDFAO) to arrange a courtesy visit to the Department of Business, Economic Development, and Tourism (DBEDT) in April 2023. The delegation, consisted of five officials led by Deputy Director-General, Mr. Jun Luo, to meet with DBEDT Deputy Director Dane Wicker and the Business Development and Support Division Administrator, Dennis Ling, to exchange and update the status of Hawai'i and China. Both parties are looking forward to resuming the relationship since the pandemic.



SHOB assisted GDFAO by arranging a courtesy visit to DBEDT.

 May 22, 2023: Met and worked with the Foreign Affairs Office of Hainan Province of the People's Republic of China (HNFAO). SHOB assisted HNFAO to prepare for a visit to Hawai'i that would be led by the Vice Governor from Hainan Province. SHOB provided information and data about Hawai'i; explained the function of DBEDT and its organizational structure; selected common interests for business; and discussed potential opportunities for Hawai'i and Hainan. SHOB also helped HNFAO schedule and confirm meetings and made recommendations on lodging and event venues.



SHOB Director Gordon Zhang met with HNFAO Deputy Director, Mr. Xiaoming Zen.

 July 13, 2023: For the first time since the pandemic, the Ministry of Culture and Tourism (MOCT) met with most of the representatives from the foreign cultural and tourism offices in Beijing to reiterate that China was going to gradually lift restrictions for both inbound and outbound travel. 18 representatives from Asia, Europe, Australia, North America, and South America attended the meeting. In the meantime, 60 destinations, mostly in Asia, were opened and welcomed by Chinese tourists. Most of the representatives agreed that lifting restrictions could benefit all parties. MOCT also expressed its hope to strengthen friendly exchanges through cultural performances.



SHOB attended the meeting with MOCT to strengthen friendly exchanges through cultural performances.

 August 4, 2023: SHOB worked with the HNFAO on the 2023 China Hainan Night since May. The event was designed to explore opportunities for future cooperation between Hawai'i and Hainan. One of the highlighted promotions at the event was the Hainan Free Trade Port program that was established by the Hainan Government to attract more business from other countries to export their products to Hainan. Hawai'i State Lieutenant Governor Sylvia Luke attended the event and delivered a speech. Prior to the China Hainan Night, Lieutenant Governor Sylvia Luke had a meeting with the delegation to exchange ideas and discuss potential areas of cooperation between Hawai'i and Hainan.





SHOB assisted HNFAO to host the 2023 China Hainan Night in Hawai'i on August 4, 2023.

• April to August 2023: SHOB collaborated with the GDFAO and the U.S. Embassy to get the export certificates for Hawai'i coffee farmers. As a result of communications, collaborations, mediations, and public relations by SHOB, along with efforts by the ATOs at the U.S. Embassy, the Hawai'i Coffee Association (HCA), DBEDT, the Chinese Consulate General in Los Angeles, China's MOFA, and the GDFAO, twelve of the Hawai'i coffee farms were granted General Administration of Customs China (GACC) certifications by China Customs, which qualified Hawai'i coffee growers and exporters to be able to export coffee to the Chinese market. It was a huge achievement for SHOB and the Hawai'i coffee industry. The GACC certification usually takes a year to review, and only a small percentage of applicants can succeed.

### PART 4. SOCIAL MEDIA EXPOSURE

SHOB manages two social media accounts on the WeChat platform: 1) "Study in Hawai'i" focuses on introducing the education system and schools in Hawai'i to Chinese students and parents; 2) "Love Hawai'i" focuses on trade, culture, and bilateral relations.



SHOB's social media accounts on the WeChat platform introduced Hawai'i Rainbow Stone Coffee and promoted the 2023 UHM summer exchange program for youth.



SHOB's social media accounts on the WeChat platform promoted Hawai'i coffee and natural resources in Hawai'i.



阅读33 赞1 4个朋友读过

檀香山市政府办公厅主任萨姆

·莫库出席2023"鼓岭缘"中...

7月3日

### 中国海南之夜在夏威夷举行

爱上夏威夷 2023-08-10 17:18 发表于北京



以推介海南自由贸易港为主题的"2023中 海南之夜"于当地时间8月4日晚在美国夏威夷 🔹 任命康拉德·吴(Konrad Ng)为夏威夷州 首府火奴鲁鲁举行,逾百位嘉宾出席,共同 讨如何利用这一发展机遇扩展和深化共赢 ■ 任命肖恩·康纳利(Sean Connelly)为夏反 作。

早在今年4月26日,在中国驻洛杉矶总领 的支持下,海南省与夏威夷州召开友城线上 ■ 任命南希·卡尔·史密斯(Nancy Carr Smith 流会,共同探讨农产品进出口、旅游促销、 线开通、文化交流等方面的合作,并约定维 更多的线下互访活动、共同推动经贸合作利

7月26日,中国驻洛杉矶总领事郭少春 访问夏威夷大学, 会见夏威夷大学首席 国际事务官怀特和艺术、语言与文学院 院长阿纳德等。



郭总领事表示,中美加强教育交流合作 对增进两国人民相互理解和友谊、推动 中美关系健康稳定发展具有重要意义。 中方欢迎更多美国学生赴华交流学习, 赞赏夏威夷大学重视开展对华交流合 作, 总领馆愿为夏威夷大学同中方高校 加强人员往来、校际交流提供便利和协 助。

### 夏威夷州长上周进行了一系列 任命

任命

爱上夏威夷 爱上夏威夷

2023-08-03 16:41 发表于北京

夏威夷州州长乔什·格林(Josh Green)近日 宣布了州议会和委员会的人事任命,包括:

- 任命乔丹·J·木村(Jordon J. Kimura)为欧胡 岛第一巡回法院的巡回法官
- 任命尼尔·赫伯特(Neal Herbert)为竞选支 出副主席
- 任命前檀香山市议会议员兼市长穆菲·汉尼 曼(Mufi Hannemann)为夏威夷旅游局董事 会成员
- 任命康拉德·吴(Konrad Ng)为夏威夷州基 金会主席
- 任命肖恩·康纳利 (Sean Connelly) 为夏威夷 州基金会董事会成员
- 任命史黛西·莫尼兹 (Stacy Moniz) 为夏威 夷劳工关系委员会中的员工成员
- 任命南希·卡尔·史密斯(Nancy Carr Smith) 土地使用委员会夏威夷岛席位

# 夏威夷州长上周进行了一系列 檀香山市政府办公厅主任萨姆· 间友好论坛

爱上夏威夷 爱上夏威夷 2023-08-03 16:41 发表于北京

夏威夷州州长乔什·格林(Josh Green)近

- 宣布了州议会和委员会的人事任命,包括:
- 岛第一巡回法院的巡回法官
- 出副主席 任命前檀香山市议会议员兼市长穆菲·茨出席论坛。
- 曼 (Mufi Hannemann) 为夏威夷旅游局重 会成员
- 金会主席
- 州基金会董事会成员 任命史黛西·莫尼茲(Stacy Moniz)为夏
- 夷劳工关系委员会中的员工成员
- 土地使用委员会夏威夷岛席位

莫库出席2023"鼓岭缘"中美E

爱上夏威夷 2023-07-03 12:03 发表于北京

6月28日, 2023"鼓岭缘"中美民间友好论 在福建省福州市举办,论坛主题为"传承友谊 任命乔丹·J·木村(Jordon J. Kimura)为配 火,共创美好未来",由中国人民对外友好协 和福建省人民政府共同主办,"鼓岭之友"部分 任命尼尔·赫伯特(Neal Herbert)为竞党 员等美中各界友好人士参加活动,檀香山市 府办公厅主任萨姆·莫库 (Sam Moku) 应邀来



### 中国海南之夜在夏威夷举行

爱上夏威夷 2023-08-10 17:18 发表干北京



以推介海南自由贸易港为主题的"2023中国 海南之夜"于当地时间8月4日晚在美国夏威夷州 首府火奴鲁鲁举行、谕百位嘉宾出席、共同探 讨如何利用这一发展机遇扩展和深化共赢合 作.

早在今年4月26日,在中国驻洛杉矶总领馆 的支持下,海南省与夏威夷州召开友城线上交 流会,共同探讨农产品进出口、旅游促销、航 线开通、文化交流等方面的合作、并约定组织 更多的线下互访活动,共同推动经贸合作和人 文往来, 实现互利共赢。

SHOB's social media account reported on government relations activities between Hawai'i and China.

夏威夷咖啡庄园,豆子们在茁壮成 长。阳光、海风、火山土壤……每一眼 绿、每一口香都带着生命的力量。







Honolulu Skyline 檀香山天际线铁路系统7月正式投入使用



SHOB introduced the Honolulu Skyline on its social media accounts using the WeChat platform.

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Maryknoll School (玛利诺)代表团 访问北外幼儿园

2023年9月18日 21:45 📋

更多优质国际交流项目落地生根,为 拓展师生国际视野,增进国际理解提 供资源支持。



2023年9月20日 08:01 前

次性满分获得者,夏威夷大学教育心 理和统计博士,曾任美国大学理事会 副总裁。他将AP课程引入中国,推动 了国际化学校教学研究及课程体系的 改革与发展。期待更多精彩!



🛎 来之不易



2023年9月22日13:27 谊

12家夏威夷咖啡生豆庄园和贸 易商获得准入中国市场资格

SHOB 爱上夏威夷 2023-09-22 13:23 发表于北京

近期,中国海关总署动植物检疫司发布了 最新"允许进口境外未烘焙咖啡豆、未烘焙可可 豆注册企业名单",名单中增加了12家夏威夷咖 啡生豆庄园和贸易商,具体信息如下:

| 所在国家/地区注册编号 | 企业名称                       | 地址  |
|-------------|----------------------------|---|
| HI990334042 | Heavenly Hawaiian, Ltd     | 78-1136 Bishop Road,<br>Holualoa, HI, 96725     |
| HI103120161 | Aloha Pachamama Farm       | 81-6597 Mamalahoa Hwy,<br>Kealakekua,HI,96750   |
| HI841245370 | Lewa farms                 | Box 370, Captain Cook,<br>HI,96704              |
| HI976260456 | Kona Hills coffee LLC      | PO Box 115, Honau-<br>nau, HI, 96726            |
| HI403256458 | Silver Cloud Coffee Farm   | 96-1029 Center Road,Paha-<br>la,HI,96777-0882   |
| HI327091201 | Aloha Farms Hawaii, Inc.   | 84-4970 Mamalahoa HWY,<br>Captain Cook,HI,96704 |
| HI516506226 | Green turtle estate coffee | 96-2286 South Road,Paha-<br>la,HI,96777         |
| HI173349119 | Kona Heaven Coffee         | 75-5805 Alii Dr.Kailua<br>Kona,HI,96740         |
| HI383843422 | Isla Custom Coffees LLC    | 96-1110 Paauau Place,Pa-<br>hala,HI,96777       |
| HI844272068 | Kona Ohana Coffee LLC      | 84-5144 mamalahoa<br>hwy,Captain cook,HI,96704  |
| HI271196467 | Konaloha Farms             | 81-870 Makahiki Lane,Cap-<br>tain Cook,HI,96704 |
| HI990244245 | Ka lo Farms                | 78-6516 Mamalahoa Hwy,H<br>olualoa,HI,96725     |

不可不知的夏威夷咖啡--(一)

SHOB reported on the student exchange program with Maryknoll and introduced the GACC certification in the

WeChat social media account.

海洋科学博士 Misaki Takabayashi介绍夏威 夷教育特色及人才培养模式。



2023年10月15日12:03 📋

欢迎夏威夷舞蹈音乐艺术家 Natalie AI 和 lolani夫妇来华交流。两位老师非常热爱中 国,Natalie老师的祖父有二分之一中国血 统,她名字中的 AI 正是来自汉字"爱"。预 祝他们的首次中国之行顺利圆满,感恩和热 爱夏威夷艺术的小伙伴共同度过了一个愉快 的夜晚。



北京市・北京CBD万达广场 2023年10月9日 23:16 面

置顶此朋友圈,将其长期展示在「我的朋**置顶** 友圈」顶部。



蜚声世界的"夏威夷科纳"是香醇而酸的咖 啡皇后。真正的夏威夷科纳咖啡带焦糖般的 甜味,让人享受独特的快意,引你慢慢进入 品尝咖啡的超然状态。而这完全来自于最古 老的阿拉比卡咖啡树,咖啡树生长在火山山 坡上,地理位置保证了咖啡生长所需要的海 拔高度;深色的火山灰土壤为咖啡的生长提 供了所需的矿物质;气候条件十分适宜,早 上的太阳光温柔的穿过充满水汽的空气,到 了下午,山地就会变得更加潮湿而多雾,空 中涌动的白云更是咖啡树天然的遮阳伞,而 晚上又会变得晴朗而凉爽,但绝无霜降。适 宜的自然条件使科纳咖啡豆具有完美的外 表,它的果实异常饱满,而且光泽鲜亮,是 世界上最美的咖啡豆。咖啡柔滑、香浓,具 有诱人的坚果香味,酸度也较均衡适度,就 像夏威夷岛上五彩斑斓的色彩一样迷人,一 样余味悠长。





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SHOB's social media account on the WeChat platform promoted the debut of Hula by Natalie Ai and introduced Hawai'i coffee to the audience.

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# PART 5. BEIJING OFFICE EXPENSES (FY 2023)

| Description of Expense        | Total       |
|-------------------------------|-------------|
| Director's Contract           | \$36,004.22 |
| Assistant's Salary            | \$22,800.00 |
| Office Rent                   | \$27,461.09 |
| Office Management Fee         | \$2,611.67  |
| Bank Fees                     | \$70.37     |
| Phones/Fax/Long Distance Call | \$192.30    |
| Office Supplies               | \$463.70    |
| Office Equipment              | \$60.58     |
| Taxi Fare                     | \$6.71      |
| Miscellaneous Expense         | \$505.04    |
| Out of State Travel Expense   | \$1,417.95  |
| Seminar/Missions/Trade Shows  | \$23.11     |
| Virtual Coffee Mart Event     | \$840.44    |
| Total Expenses                | \$92,457.18 |