

## I. Allen Barber II

President, Denver-Hainan Corporation

Allen Barber began working with Chinese executives and officials in 1987, assisting with the development of Hainan Island, a new Special Economic Zone (SEZ). He founded Denver-Hainan Corporation (DHC) in April, 1989 to assist State Owned Enterprise (SOE) executives to modernize their companies by identifying potential U.S. partner companies, then structuring relationships benefiting both sides. DHC constantly evolves with a rapidly changing China, and now works on many projects throughout China and the U.S. He provides customized support to assist Chinese and U.S. companies to efficiently, and successfully achieve their objectives. He utilizes his large and continually expanding network of executives, associations, businesses, and governmental officials in both countries to assist in achieving project objectives. This network provides him the capability to quickly identify appropriate partners in numerous industries, and geographic locations. He then creates a specialized team to efficiently manage each project. His network of Chinese executives, diplomats, government officials, institutes, scholars, and media is his source of knowledge of contemporary China, and keeps him well informed of developments and changes within China.



Successful endeavors result when informed and confident companies apply knowledge and understanding in a systematic process. Allen first develops and implements a dynamic strategy, and the supporting tactics required for each endeavor. He constantly analyzes trends, concepts, international and in-country events, and other factors that impact global business in order to adjust and position each endeavor to benefit from current developments.

### Benchmarks

- ◆ Advisor to U.S. recipients, and Chinese investors for Chinese FDI in excess of US\$3 billion. These Chinese investments are creating approximately 1,100 new, well paying U.S. jobs, and are proceeding as planned. Each project produces high quality products by utilizing advanced technologies, and management practices.
- ◆ Requested by a company Chairman to analyze, and revise the China initiative of his company. Established close working relationships with quality Chinese suppliers to improve competitiveness, Chinese institutes and universities to improve the technology through cooperative R&D, and a China sales network through a Chinese company in a complementary business. Secured the first sale in 15 months. Estimated first year sales of US\$80 million.
- ◆ Appointed *Investment Advisor* to Nankai District of Tianjin, *Friendly Representative for Hunan International Exchange* for Hunan Province, and advisor to *China Xinhua News Network Corporation (CNC)*.
- ◆ Established a multi State *U.S.-China Cooperation Zone* with local elected officials to encourage Chinese companies to locate within the *Zone*. Chinese media reported the establishment of the *Zone*, and continue their reporting of developments within the *Zone*.
- ◆ Advised Commerce City Mayor Natale on initiating, and establishing a productive sister relationship with Nanning. The relationship produced results in 15 months, including beginning a series of *U.S.-China Mayors and Economic Cooperation* conferences to foster cooperation between and among U.S. and Chinese cities.
- ◆ Introduced the Consul General of Chicago to the Western Governors Association in September, 2007, to develop a working relationship between China and Western Governors. The Consul General was invited to the 2008 WGA Annual Meeting where he and a Minister-Counselor from the Embassy were the first Chinese diplomats to attend an annual meeting of U.S. Governors. They also attended the 2009 WGA Annual Meeting. Advised, arranged meetings with Governors, and accompanied the diplomats during both meetings.
- ◆ Advisor to the Oklahoma State Chamber of Commerce to first develop a successful China business development strategy, then create special projects to broaden and strengthen its China relationships.
- ◆ Developed the strategy, and supporting tactics for the NFL to enter China, and implemented with senior NFL International executives. The objectives were playing an *American Bowl* game prior to the 2008 Olympics, and utilizing the event for U.S. and Chinese executives to meet, and begin developing working relationships.
- ◆ Leader of the three person team that convinced Premier Zhu Rongji to visit Denver in April, 1999. Our objective was to introduce Colorado to China through the Chinese media coverage of his visit. Responsible for developing and implementing the strategy, and supporting tactics to achieve this visit.
- ◆ Member of the [National Committee on United States-China Relations](#).
- ◆ Partnered with the University of Denver on its innovative program teaching Chinese SOE and Sino-Foreign joint venture executives western management practices. This was the first program in the U.S. teaching Chinese executives western management. 90 executives participated from June through July of 1989 at DU.
- ◆ Founded four companies, serving as COO or CEO. Advise others starting, or expanding their companies.
- ◆ Director of community and economic development for two Indiana cities, then held senior management positions in publically, and privately owned large and medium size manufacturing, service, and mining companies. Achieved a number of 'first time' objectives.
- ◆ Received a B.A. in Political Science and Government, with some science and civil engineering from Purdue.