

Maryland-China Business Council 2014 Board of Directors Slate

William Fontaine Bell

Senior Vice President, International Banking, Allfirst Bank (Retired); Director, Maryland-China Business Council

Mr. Bell retired as Senior Vice President and Manager of Allfirst Bank's (formerly First National Bank of Maryland and now M&T Bank) International Banking Group in December 2002, a position he had held since 1999. He managed the Allfirst Bank/First National Bank of Maryland Trade Finance & International Operations Divisions from 1986 to 1999 and the Asia-Pacific Division from 1980 to 1986. From 1976 to 1980 he was a corporate lending officer in the bank's National Division. Prior to joining First National Bank of Maryland, Mr. Bell held various international lending/management positions with European American Bank in New York (1972 to 1976) and with Citibank in the Middle East and North Africa (1969 to 1971). From 1962 through 1968 he served in Southeast Asia as a US Marine Corps infantry officer and foreign military advisor.

In addition to the Maryland-China Business Council, where he has been a director since 2000, Mr. Bell continues to be active professionally as Chairman of the Baltimore-Xiamen Sister City Committee. Until 2014 he was also a member and former Chairman of the Maryland/Washington DC District Export Council, Inc. He is a graduate of Norwich University (BA in Government) and New York University (MA in Politics and Asian Studies). He is proficient in French and Mandarin Chinese. Mr. Bell resides in Ellicott City, Maryland with his wife, Ellen. They have two grown sons and three grandchildren.

Winston Chan, Ph.D.

Senior Partner, Corvusys, Inc.; Director, Maryland-China Business Council

Dr. Chan is a private equity investor Corvusys, Inc, who founded Multimax, Inc. in 1988 to provide ADP system integration, telecommunications, information systems, and research and development services to the government. He has subsequently sold all equities with Multimax in 2006. He pioneered the first joint venture business in Anhui, China in 1994 by a Maryland company and has maintained a very prosperous operation there since then. He has been investing in various start-ups and incubators in China. He also belongs to the Maryland-Anhui Sisters State Committee.

Dr. Chan obtained his bachelor's degree from Columbia University and master's and doctorate degrees from Saint Louis University, all in geophysics. As a Carnegie Fellow, Dr. Chan studied the dynamics of the interior of the Earth at the Carnegie Institute of Washington. He received the Alumni Merit Award from Saint Louis University in 1998.

William Cosgrove

Managing Director, Insight China Consulting; Director and Secretary Maryland-China Business Council

William (Bill) Cosgrove is a Managing Director of Insight China Consulting, a finance orientated due diligence firm that helps clients identify, build and protect the value of their China based investments. Bill has over 20 years of global business experience, including founding CMedIT, a business process outsourcing company. This company, which provided medical billing

outsourcing services from its production facility located in the suburbs Shanghai, was one of the first business process outsourcing companies in China. He frequently travels to China and reads and speaks conversational Chinese.

Prior to founding CMedIT, Bill was a director for Capstone Advisory Group. Capstone provides consulting services on companies in financial distress, servicing clients such as Goldman Sachs and JPMorgan Chase. Operationally, Bill was the CFO of an early stage start-up enterprise, leading the financial and human resources of the company from its inception to its eventual sale. Bill has a BA in accounting from Notre Dame, has an MBA from Villanova and is a CPA.

Carol L. De Rosa, Senior V.P., Clinical Svcs/Corporate Development; Director, Maryland-China Business Council

Ms. De Rosa joined the Passport Health team full time in 2000 as the Executive Director and Corporate Trainer. In December of 2006, she assumed the duties of Senior VP of Operations and Corporate Development. She has been an integral part of the leadership and development of the executive team. As an educator she is a frequent contributor of articles to travel agencies, journals, and the Passport Health website. Ms. De Rosa's accomplishments include spearheading the post 911 Anthrax response under CDC protocol. Additionally she and her team in Maryland have responded to the needs of military reservists mobilized on short notice during the Mid East missions. She coordinated the training of medical staff at the Department of Defense in the administration of Smallpox

Prior to working with the Passport Health team, Ms. De Rosa worked in hospital settings in the emergency rooms in New York City, public health in Philadelphia, and in home health and child abuse forensics in Maryland. She is GCP certified and is a member of Maryland Association of Nurse Executives, International Society of Travel Medicine and Optimist International. Ms. De Rosa attended St. Luke's Hospital School of Nursing for her nursing diploma and completed a degree in Human Resource Management with a minor in International Business at American International College in Springfield Massachusetts. She began work on a Masters at the University of Massachusetts in Public Health when her husband entered the Air Force as a Flight Surgeon at Andrews Air Force Base in D.C. and the family moved to Maryland.

**Steven Drake
Principal, Steven Drake Associates, LLC**

Mr. Drake draws on his nearly 30 years of experience developing and leading strategic, global communications programs for some of the world's most recognizable and influential organizations to provide a range of services designed to help clients effectively communicate with audiences most important to their success, influence or reinforce perceptions and opinions, and achieve their organizational objectives. His current and recent clients include Corinthian Colleges, Inc., Education Industry Association, HealthHIV, International Baccalaureate, and Montgomery County, MD (for China-related work).

Before launching Steven Drake Associates, Mr. Drake held senior executive positions in the corporate and public relations agency sectors. As vice president, communications with Sylvan Learning Systems, Inc. Mr. Drake built and managed the first comprehensive corporate communications function for the \$1 billion then-publicly traded global provider of education services to K-12 and post-secondary markets. He also led a comprehensive branding and re-naming initiative for the company when it changed its name to Laureate Education, Inc. to signal its transformation into an exclusively post-secondary education organization.

Before that, Mr. Drake held positions of increasing responsibility with Fleishman-Hillard, Inc., one of the world's largest and most-recognized public relations firms. There, Mr. Drake launched and managed the agency's presence in China, opening offices and serving clients in Beijing and Shanghai from 1993 to 1998. He has also held management positions with two small high technology marketing communications firms, and an account position with Ogilvy & Mather Public Relations. He holds both a Master's and Bachelor's degree in journalism from the University of Maryland, where he serves as an adjunct member of the faculty of the Department of Communication, and as a lecturer for University of Maryland University College.

Mr. Drake is also co-founder and principal of another consulting firm, RFP Associates, which provides public relations agency search services to business organizations and associations, and is a co-founder of mobile video and education company ROI3.

Robert C. Goodwin, Jr.
Professor and Chair, Department of Business and Executive Programs, Graduate School of Management and Technology, University of Maryland University College; Director, Maryland-China Business Council

Mr. Goodwin is a Professor and the Chair of the Department of Business and Executive Programs in the Graduate School at University of Maryland University College (UMUC). His Department encompasses the MBA and Doctorate programs. He originally assumed that role in 2008 but took a break from September 2011 to June of 2013 to serve as the Acting Vice Provost and Dean of the Graduate School. Mr. Goodwin had previously served as the Executive Director of the MBA Program and, prior to that as the Director of the International Management Program at UMUC. He joined UMUC full time in September of 2005, having served as an adjunct instructor for many years. From 1992 to 2005 he served as the Executive Vice President and General Counsel and a Director of Chindex International, Inc., a NASDAQ listed company which is the largest independent American distributor of healthcare products and services to the Chinese marketplace and which owns and operates several international-standard hospitals in China. Professor Goodwin still consults regularly with Chindex.

Prior to his role at Chindex, Mr. Goodwin was engaged in the private practice of law in Washington, D.C. representing companies engaged in international business. He also served for ten years in several senior legal positions in the U.S. Government, where he handled matters ranging from the drafting of international trade statutes to representing the U.S. Government in international negotiations. He was a member of the Senior Executive Service. His last position prior to leaving Government was as the Assistant General Counsel for International Trade and Emergency Preparedness of the U.S. Department of Energy.

Mr. Goodwin is a graduate of the Georgetown University Law Center where he served as Editor-in-Chief of the school's international law journal. He has testified before the U.S. Congress on Chinese legal developments, has written numerous professional articles on the subject, and lectures regularly on international business issues. He served as a Peace Corps volunteer in rural Thailand prior to attending law school

Juanita Hardy
Executive Director, Cultural DC
Director, Maryland China Business Council

Juanita Hardy is Executive Director for CulturalDC, a non-profit that fosters cultural and economic vibrancy in communities through its Creative Place Making initiatives, connecting developers, government, and the artistic community at the local, national and international level. Ms. Hardy has over 38 years of global business experience, including 31 years with IBM, where she retired in 2005. She was part of the startup team for the IBM Consulting Group, a worldwide management consulting firm established in the early 90s. In 2006, Ms. Hardy founded Tiger Management Consulting Group, LLC, specializing in market research and cultural competency training for global business leaders, and with a focus on China. Ms. Hardy has led many large scale business transformation initiatives for public and private sector clients and trained and/or coached business professionals worldwide in the US, Asia, Australia, and South America. She has served as an executive coach with Right Management since 2006.

Ms. Hardy was featured among 13 women in Montgomery County Women Making It, published in 2011. She is a 2010 recipient of the Washington Business Journal's Minority Business Leaders Award. Currently, she serves on the Boards of the Maryland China Business Council and Mentor Foundation USA. Ms. Hardy's papers and articles have been featured in The Roadmap to 2020 published by Quantum Leaps and sponsored by IBM, Enterprising Women magazine, and The Peking University Business Review published by Peking University, Beijing. She is a sought after speaker, recently for The Women Executive Conference in Stockholm (2013), sponsored by the Swedish- American Chamber of Commerce. Ms. Hardy has been featured in Smart CEO Magazine and the Gazette News of Business and Politics. She co-founded Millennium Arts Salon, a non-profit art education program, out of her passion for forging cross cultural connections in art and business.

Ms. Hardy received a Bachelor of Science Degree from Livingstone College. She did graduate work in Operations Research at George Washington University. Ms. Hardy is a 2006 graduate of the inaugural program on entrepreneurship, ACTIVATE, at the University of Maryland Baltimore County.

Clay E. Hickson
Senior Director, Strategy & Business Development, Worldwide Responsible Accredited Production; Director and Chairman Emeritus, Maryland-China Business Council

Mr. Hickson helps develop and refine Worldwide Responsible Accredited Production's (WRAP) vision and strategy; specifically, focusing on managing relationships with global brands and retailers. WRAP is an independent, objective, non-profit team of global social compliance experts dedicated to promoting safe, lawful, humane and ethical manufacturing around the world through certification and education. Previously he was Executive Director of TowsonGlobal Business Incubator, where he focused on helping early-stage companies succeed in the global economy. Prior to this, he was Managing Director of Rhôton Hill Group, a management consulting firm he established, which provided international marketing, corporate communications, strategic planning and cross-cultural communications services. He also was Director International Business Services/China Programs for International Technology and Trade Associates, Director of International Programs for the World Trade Center Boston, and Account Director with Ogilvy Public Relations Worldwide (Taiwan). He worked with the 1993 Seattle Asia-Pacific Economic Cooperation (APEC) summit, Burson-Marsteller, the National Crime Prevention Council, Overseas Private Investment Corporation and US-Philippine Business Committee. Mr. Hickson is

Chairman Emeritus of the Maryland-China Business Council, serves on the advisory board of TowsonGlobal and the board of directors of the Asian Pacific American Chamber of Commerce. He has served on the advisory board of the Asian Arts and Culture Center, and served as President of the Maryland Business Incubation Association.

Mr. Hickson has developed and taught training programs, seminars and college courses that have prepared executives for doing business in international environments. He has taught graduate and undergraduate economics courses for the University of Phoenix Online. He also has served as a consultant/trainer for the Diversity Management Institute at Montgomery College and earlier acted as the institute's Interim Director. He was a regular contributor to China Business & Investment. Other current and past affiliations include the US Council for International Business, the American Apparel and Footwear Association, the US Chamber of Commerce-Asia Task Force, Asia Society, and Maryland-Anhui Sister State Committee. Mr. Hickson received his MA in International Relations from the School of Advanced International Studies at The Johns Hopkins University and received his BA in International Relations from The George Washington University. He also studied Chinese at Columbia University.

David J. Hofmann
Senior Consultant and Director, North America
Interchina Consulting

David Hofmann is a Washington Metro Area based consultant and business development executive focused on China and emerging markets as well as serving as a Senior Advisor to InterChina Consulting. He has over 30 years of experience conducting business between the United States and the People's Republic of China and Asia; 16 of which were spent living and working in Mainland China and Hong Kong. David's experience is in both line and management positions in a wide range of industries including textiles, automotive and healthcare. David joined InterChina Consulting in 2005 and relocated to the United States in late 2006 to establish its U.S. subsidiary in Washington, D.C. Prior to this, David held a variety of operational positions with Bethesda based, Chindex International in Beijing and Hong Kong as well as with Chrysler Motors Corporation based in Detroit.

David graduated from Michigan State University, James Madison College with a bachelor's in international relations and from The Columbia University, Graduate School of Business with an MBA in international business.

A fluent Mandarin speaker well versed in cross-cultural management, David has served as vice president of programs and activities for the American Chamber of Commerce, Beijing, as well as a past chairman of the China Business Committee of the American Chamber of Commerce in Hong Kong.

Katie Kong, Vice President, Middle Market, M&T Bank; Treasurer, Maryland-China Business Council

Katie Kong has been Vice President for Commercial Banking at M&T Bank since 2007. She has over 15 years of banking experience in the U.S. and China. At M&T Bank, Ms. Kong has been instrumental in fulfilling the financing and treasury management needs of Middle Markets clients, as well as providing international banking and trade services to support clients' import and export business. M&T Bank has been awarded the President's "E" Award for excellence in international trade. This award was given by the U.S. Department of Commerce in recognition of M&T Bank's International Trade Finance Group and their steadfast dedication to providing excellent service to the U.S. export community.

Prior to joining M&T Bank, Ms. Kong was a commercial banker in Hong Kong for 11 years at Standard Chartered Bank, a London-headquartered international bank present in over 60 countries and one of the largest banks in Asia. At Standard Chartered Bank, Ms. Kong financed various manufacturing, trading, distribution and service companies based in Hong Kong and China and engaged in trade with U.S. and European markets. She also provided various financial services to clients to facilitate their operations throughout Greater China. Ms. Kong was born and raised in Hong Kong, and received a BBA from The Chinese University of Hong Kong with concentrations in both marketing and finance.

John Lau, Manager, Thermal Storage, Baltimore Aircoil Company

Mr. Lau joined Baltimore Aircoil Company (BAC) in 1995 and served as International Market Manager responsible for directing and supporting BAC's international market activities. In 2006 Mr. Lau was appointed General Manager, Sales and Marketing for Greater China, and he and his family moved to Beijing China. During his 4-year international assignment, Mr. Lau helped establish BAC as a market leader in the air-conditioning industry in China. BAC has two manufacturing facilities in China and offices in Beijing and Shanghai. Mr. Lau returned to Baltimore in 2010 and assumed the role of Manager of the Thermal Energy Storage product line, for which he is responsible for market development and product applications support. Prior to joining Baltimore Aircoil Company, Mr. Lau worked for Westinghouse Electric Corporation as an electrical engineer and as a program manager where he was involved in the design, development, and manufacturing of electronics equipment for the space and aviation industry.

Mr. Lau is a frequent speaker at professional conferences including American Society of Heating, Refrigerating and Air-Conditioning Engineers, International Energy Conference, California Energy Efficiency Conference; and China Energy Conferences in Beijing and Shanghai. He is a Certified Energy Manager. Mr. Lau holds a Bachelor of Science degree in Electrical Engineering from the University of Tennessee and a MBA degree from the John Hopkins University. Mr. Lau is fluent in Mandarin Chinese and English. His leisure activities include playing violin with Hopkins Symphony Orchestra and local chamber music groups.

Tony T. Lau

Chief Strategy Officer, AP Group
Managing Director, Détente Group
Managing Director, Totus Strategic Partners

Mr. Lau is the Chief Strategy Officer of AP Group which owns a growing number of technology, consumer electronics and equipment manufacturing companies in the US, Europe and Asia. He is a Managing Director of the Détente Group which provides financial and strategic advisory services to public and private enterprises as well as to US and foreign governments. He is also a Managing Director of Totus Strategic Partners, an angel investment firm that provides funding and advices to early-stage technology companies.

Mr. Lau is a CPA and an alumnus of KPMG and Deloitte & Touche. He has held line of business CFO and senior financial management positions at Stratus Computer, GTE Internetworking, Lockheed Martin/Astrolink and Hughes Network Systems, among others. Mr. Lau holds a BS degree from the University of Waterloo, a BS and an MBA degree from Northeastern University. He is fluent in English and Chinese.

Federico Manno**Vice President, International Banking Group, Fulton Financial Corporation; Director, Maryland-China Business Council**

Mr. Manno is currently a Vice President – International Banking Group and employed by Fulton Financial Corp., a large regional bank with sophisticated international banking capabilities. He employs SBA and Ex-Im Bank Export Working Capital Guarantees and export credit insurance to mitigate commercial and political foreign receivables risk for commercial companies. Foreign exchange payments and hedging future rate fluctuation risk is also another aspect of his work. In addition, Mr. Manno coordinates payment vehicles such as export letters of credit and the entire line of trade services that work for financial institutions and downstream correspondent banks that are looking for credit and international banking services.

Prior to joining Fulton, Mr. Manno served as a Trade Finance Vice President at M & T Bank, structuring trade finance products for commercial customers and local correspondent banks. Mr. Manno received a B.A. in Political Science from George Washington University, an M.A. in International Affairs & Economics from George Washington University and an Executive Certificate in International Business from Georgetown University. He can be contacted by e-mail at fmanno@fult.com or at 703-788-1848.

Mi Puyang**Managing Partner, Puyang & Associates, LLC., Director, Maryland-China Business Council**

Mi Puyang is the Managing Partner of Puyang & Associates, LLC., a law firm providing legal services to corporations, non-profit organizations, and individuals worldwide. She is an experienced practicing attorney in the field of immigration law. As a bilingual attorney, Mi Puyang has been successfully representing multinational corporations and foreign investors to establish and develop their business as well as to obtain their residency in the United States. Mi Puyang also represents clients in their domestic legal matters in the state of Maryland.

Mi Puyang obtained her Juris Doctor Degree from the University of Maryland School of Law. She also obtained her Doctor of Philosophy Degree and Master of Arts Degree from the University of Maryland Baltimore County. She is admitted to the bar of the Court of Appeals of Maryland and the United States District Court District of Maryland. Mi Puyang has been a Board Member of Maryland-China Business Council and Co-Chair of Program Committee since 2006.

David A. Rice**Chairman & CEO, Dartrans, Inc.; Director, Maryland-China Business Council**

Mr. Rice, a Licensed Customs Broker since 1987, has over 35 years of experience in the US Customs clearance and international freight forwarding industry. He founded Dartrans, Inc. in 1989 and is celebrating 25 years of success this year. Dartrans, based in Baltimore, MD, is a full service international forwarding company. Under Mr. Rice's direction, the company offers licensed and bonded forwarding, customs clearance, warehouse, insurance, trucking, consolidation and consulting services. Dartrans services cover all the modes of transportation, including air, vessel, truck, rail and barge. The company utilizes the latest electronic customs interfaces available. Mr. Rice is continually growing Dartrans in areas of expertise and in focused trade lane development.

Mr. Rice is a staunch supporter of and participant in various international associations including the local and national chapters of the Customs Broker and Freight Forwarder Associations, the local and national chapters of the Propeller Club of the United States, the World Trade Center Institute, World Cargo Net Association, Project Partners, the Baltimore Hispanic Chamber of Commerce and of course, the Maryland China Business Council. He has sponsored a graduate level training program with the National Customs Brokers and Forwarders Association of America and has participated in providing attorneys with Continued Education Credits at Georgetown University and speaks to Trade Missions in concert with the US Department of Commerce's SABIT program. He received his education at the University of Maryland, College Park.

Mr. Rice's travels have taken him on visits to customers and logistics partners in Argentina, Australia, Belgium, Canada, China, Costa Rica, Ecuador, France, Germany, Greece, Hong Kong, Ireland, Italy, Japan, Luxembourg, Mexico, Netherlands, Peru, Spain, Sweden, Turkey, UK, Uruguay and many islands in the Caribbean and Pacific. This year's plans call for visits to Russia, Lithuania and the Czech Republic.

Michael F. Violette
President at Washington Laboratories
Chairman and President, Maryland-China Business Council

Michael Violette, P.E., iNARTE Certified EMC Engineer

Mike is President of Washington Laboratories and Director of American Certification Body. He has over 25 years of experience in the field of EMC evaluation and product approvals and has overseen the development of engineering services companies in the US, Europe and Asia.

Mike is currently on the Board of Directors of the American Council of Independent Laboratories (ACIL), Exemplar and on the advisory board for the International Association of Radio and Telecommunications Engineers (iNARTE). He is President and Chair of the Maryland-China Business Council.

He is a Professional Engineer, registered in the State of Virginia. He has given numerous presentations on compliance topics and is a regular contributor to technical and trade magazines.