

I. Opening Remarks (3–4 minutes)

English

Good afternoon, distinguished guests, colleagues, and friends.

Welcome to the Agriculture and Food Trade Facilitation Session of the China–California Business Forum. I am Jianying Zhao, General Representative of the China Council for the Promotion of International Trade (CCPIT) in the United States, and it is my great pleasure to serve as your moderator today.

Agriculture and food are essential pillars of people's livelihoods, but they are also strategic sectors that shape global supply chains, sustainability, and long-term economic cooperation. California is one of the world's most dynamic agricultural regions, and today's dialogue brings together leaders from dairy, almonds, food processing, international trade promotion, and global agribusiness. Their insights will help us better understand opportunities for collaboration and market access between China and California.

Thank you all for joining us. Let's begin our discussion.

II. Speaker Introductions (10–12 minutes)

English

To begin, I would like to invite each of our speakers to briefly introduce themselves, their organizations, and their work related to agriculture and food trade.

We will follow this order:

Mr. Matt Henderson, International Sales Representative,  
California Dairy Inc.

Ms. Lindsay Tello, Senior Trade Policy Advisor, Almond  
Board of California

Mr. Liu Chunxi, Senior Vice President, Yili Group

Mr. Chen Rensheng, Director, International Liaison  
Department, CCPIT Hainan

Ms. Judy Zhu, CEO, Synear Foods USA

Each speaker will have about two minutes.

III. Round Two: General Questions for All Speakers ( 20  
minutes )

Question 1 — Global Agricultural Trade Trends

English

From your perspective, what major trends are shaping global agricultural and food trade today — whether in supply chains, consumer demand, sustainability, or market access?

Question 2 — China–California Cooperation Opportunities  
English

Where do you see the strongest opportunities for China–California cooperation in agriculture and food products? What areas have the greatest potential for growth?

Question 3 — Trade Facilitation & Policy Environment  
English

What improvements in trade facilitation — such as logistics, customs procedures, standards, or regulatory coordination — would most benefit your sector?

IV. Round Three: Sector-Specific Questions (20 minutes)

1. For Matt Henderson — Dairy

English

California is one of the world's largest dairy producers. What competitive advantages does U.S. dairy offer in international markets, and what cooperation opportunities do you see with Chinese partners?

2. For Lindsay Tello — Almonds & Trade Policy

English

The almond industry is highly sensitive to trade policy. How do current global trade dynamics affect almond exports, and what policy coordination would help strengthen market stability?

3. For Liu Chunxi — Global Dairy & Food Processing

English

Yili is a global leader in dairy innovation. How is Yili building international supply chains, and what role can North America play in your global strategy?

4. For Chen Rensheng — Hainan Free Trade Port

English

Hainan Free Trade Port is becoming a hub for agricultural imports and international cooperation. What policies or platforms can support deeper collaboration with California and Chinese agrifood companies?

5. For Judy Zhu — Food Processing & Consumer Markets

English

Synear Foods serves diverse consumer markets in North America. What trends do you observe in consumer preferences,

and how do they influence product development and cross-border supply chains?

V. Closing Remarks ( 3–4 minutes )

English

Thank you to all our speakers for your valuable insights. Today's discussion highlights the strong complementarities between China and California in agriculture and food. With continued openness, innovation, and practical cooperation, we can build more resilient and mutually beneficial supply chains.

Thank you all for joining us, and I wish you a productive and successful forum.