

**NEW ZEALAND CHINA FRIENDSHIP SOCIETY**  
**Simon Deng Fund**  
**Project Report Form**

**Introductory Details**

**Name of the project:** *Young Lawyers China Delegation 2018*

**Date of this report:** *13 December 2018*

**Contact person:** *Sam Macintosh*

**Contact details – email & phone:**

*E: [sam.macintosh74@gmail.com](mailto:sam.macintosh74@gmail.com) / P: 021 160 7448*

**Funding received from DENG Fund:** \$10,000.

**Is the project completed?** Yes

**Any change to key details since your application was approved?**

No key details were significantly changed since application was approved.

**Project Timetable**

<i>Start date</i>	June 2017
<i>End date</i>	August 2018

**PROJECT DETAILS**

**Restate from your application the project objective.**

- Improve the cultural understanding of young New Zealand lawyers.
- Highlight key comparisons between the New Zealand and Chinese legal systems
- Provide young New Zealand lawyers the opportunity to experience foreign practicing arrangements and interact with professional counterparts

**What activities happened?**

- There were two application stages to select candidates for the Delegation
  - The first in late May 2018 (CV and Cover-letter screening)
  - The second in early June 2018 (Skype interviews)

*In China:*

- The Delegation strengthened ties between Beijing and Shanghai Youxie, and the NZCFS
- The delegation was involved in roundtable meetings with:
  - Beijing Youxie/Shanghai Youxie
  - Beijing Lawyers Association
  - China University of Political Science and Law

- Guantao Law Firm
- Beijing (International) Arbitration Centre
- Zespri/Les Mills
- New Zealand Consulate (Shanghai)
- Hong Kong International Arbitration Centre (Shanghai)
- Rouse (IP focused law firm)
- The delegation also participated in seminars with:
  - BingLong Holdings Ltd.
  - New Zealand Embassy (Beijing)
  - ZhongWo Law Firm
- The delegation also visited places of cultural significance (Forbidden City, Temple of Heaven, Summer Palace, etc).

*Upon return to NZ:*

- Delegates have presented to individually to their respective firms in order to disseminate key lessons on cultural competence
- Delegates have joined their local NZCFS branch, and in at least one case have presented to the branch.
- Delegates have collectively written an article about their experiences, and the significance of the NZCFS, which will be published online to the legal profession nationwide.

**If the project is not yet completed please explain what is yet to happen and when that will occur?**

Project completed, ongoing delegate involvement with the NZCFS.

**What were the outputs or results of the project?** Both positive and negative, expected and unexpected. Remember to have a look at your application and see what was planned.

Planned Output 1: Increase wider cultural competence of the delegates, and by extension the legal profession

Planned Output 2: Gain an understanding of how to better aid Chinese and foreign clients

Planned Output 3: Expose young New Zealand lawyers to the opportunities in China

Planned Output 4: Continue a meaningful dialogue upon our return to NZ

**Risks & Risk Management:** Did everything go to plan or not?

*Risk 1: No applicants*

This was managed through working alongside other supportive organisations to promote the Delegation as widely as possible. As such, we advertised for expressions of interest through the Asia New Zealand Foundation, and the New Zealand Law Society, as well as through the NZCFS, and word of mouth.

We also engaged a graphic designer and had clear objectives in mind, which helped focus the message. This ultimately resulted in over 50 applications for 5 delegate positions. Phew.

*Risk 2: Zero, or few confirmed itinerary events*

We struggled at times to make contact with relevant organisations and institutions in China and even when we did, getting confirmation of professional events was often delayed.

This was managed through maintaining constant and effective communication with the contact person in question, in order to follow up any new developments. We also utilised personal connections to make initial contact with liaisons in China in order to break the ice, and give some mana to the exchange.

*Risk 3: Poor delegate experience*

All delegates gave positive feedback upon return, and we have also received good feedback from our hosts, and from professional engagements. A number of Chinese lawyers have subsequently reached out to connect with us via LinkedIn and WeChat.

The delegates were all well prepared and knowledgeable on areas of New Zealand Law, and were able to have meaningful discussions with Chinese professionals across a range of topics.

*Risk 4: No impact upon return*

All delegates have been involved in reporting their experiences to the profession, and in some cases to their local NZCFS branch. These have included written articles and reports, blog posts, and oral presentations to the NZCFS or colleagues. It would have been desirable for a greater number of delegates to have signed up as members of NZCFS, and this is something we will look to improve going forward.

**Who were the people involved in this project?**

NZCFS: Sam Macintosh, Deng Fund Committee (specifically George Andrews), Dave Bromwich, Luke Qin, Nathalie Harrington

Beijing Youxie coordinator: Chenyi

Delegates: Heida Donegan, Liam Stoneley, Emily Osbourne, Katherine Neville-Lamb, Elia Kim, Emma Gattey.d

**What have you learnt from your project to assist NZCFS with other projects?**

There was enormous interest from the legal profession to learn more about Chinese law, and the how lawyers operate in China (both foreign advisors, and Chinese lawyers).

It was also difficult at times to confirm engagements and professional meetings without prior contacts. Particularly in Beijing it was also often easy to misjudge the distances and travel times required to get to meetings in different areas of the city. Finally, as we went in summer, delegates suggested that it may have been better to allocate sightseeing and professional engagements into different 'blocks' of days, so that we didn't overheat walking around the Forbidden City in dress shirts!

**Anything else you would like to add?**

Overall, I felt that the trip was a success, and this was reflected in the feedback from delegates. Further, everyone has made meaningful contributions to the profession

with regards to their experiences – and will hopefully continue to champion the need for greater cultural understanding and competence in the profession.

None of this would have been possible without the support of the Deng Fund, which provided significant financial support.

**Financial reporting:**

**Income**

Deng Fund	<b>\$10,000.00</b>
Beijing Youxie	<b>Significant funding towards accommodation and expenses.</b>
Individual Delegate Funding (x6)	<b>\$1,200.00 (x6)</b>
H Donegan Funding (was only with us for half the delegation)	<b>\$600.00</b>
<b>Total</b>	<b>17,800.00</b>

**Expenditure:**

<b>Item</b>	<b>Budget</b>	<b>Actual</b>
Travel (Flights)	\$11,500.00	\$6,102.00
Travel (Trains – Beijing-Shanghai)		\$774.00
Miscellaneous Expenses (Includes gifts and sightseeing)	\$3,300.00	\$3,497.24
Accommodation	\$6,300.00	\$1,623.00
<b>Total</b>	<b>\$21,100.00</b>	<b>\$12,446.24</b>

Double check all additions are correct  
Income should equal expenditure.

**Please explain significant budget variations**

Having never organised a delegation prior to this, and after doing some preliminary research into costing of flights and accommodation, I significantly overbudgeted the costs of travel and accommodation. Further to this, I also vastly underestimated the level of hospitality afforded us by Beijing Youxie, who paid for the entirety of our stay in the city, and for the majority of our expenses (food, buses, etc).

On a personal note, I also travelled solo in South America earlier in the year and budgeted poorly, as a result I was conservative in costing the delegation, and extensively budgeted for contingencies.

**I hereby declare the information provided is true and accurate.**

<i>Name</i>	Sam Macintosh
<i>Signature</i>	<i>Sam Macintosh</i>
<i>On behalf of</i>	NZCFS Wellington Branch
<i>Date</i>	13.12.2018