

IVC

International Visitors Council of Philadelphia

For 58 years IVC has been the region's international relations and business organization:

- International Relations
- Foreign Business Attraction
- Professional Exchanges
- Counterpart Meetings
- International Student Engagement
- Volunteer Activities
- American Cultural Experiences
- Business Networking
- Citizen Diplomacy
- Internationalization of Philadelphia

2011 ANNUAL REPORT

2012

...IVC makes it happen in *Philadelphia*

MAKE FRIENDS MAKE CONTACTS MAKE PEACE®



IVC

2011 ANNUAL REPORT

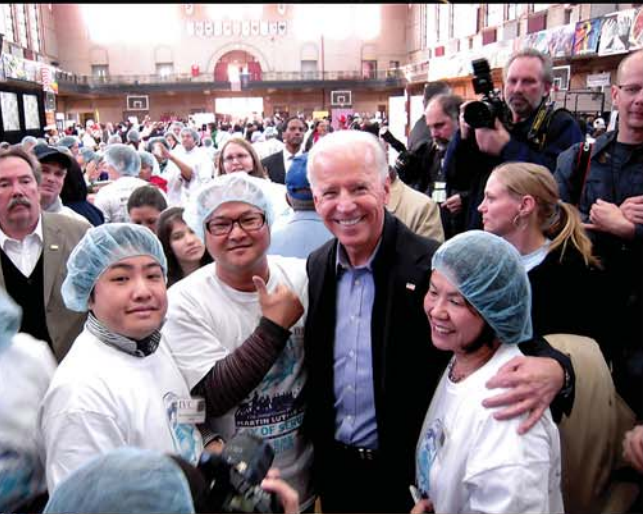
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Citizen diplomacy is the idea that the individual citizen has the right, even the responsibility, to help shape U.S. foreign relations — “one handshake at a time.”

...IVC makes it happen in *Philadelphia*

City scene: Fountain at Logan Square



What is **IVC** of Philadelphia?

IVC is a public/private partnership with the U.S. Department of State and the City of Philadelphia. We design more than 200 programs annually for senior-level delegations, cultural groups and educational exchanges from 150 countries that address cutting-edge and important topics that range from human trafficking to STEM education to cyber security and clean energy. Through these meetings IVC puts international relations on a very personal level. We engage local citizens in playing a role in U.S.-foreign affairs by opening their homes and offices for professional dialogue and candid discussions with our guests from abroad.

The only Network like it in the world:

IVC is part of a “citizen diplomacy” network of 95 Councils across the United States that each administer the U.S. Department of State’s premier exchange, the **International Visitor Leadership Program** (IVLP). The Philadelphia Council was formed in 1954, and over the years other Councils were also started across the U.S. These Councils are members of the **National Council for International Visitors** (NCIV), forming a unique network which was nominated in 2001 for the **Nobel Peace Prize**. These 95 Councils engage and enable the American public to be personally involved in international relations where they have opportunities to “welcome strangers and send home friends.” There is no other network like this in the world.

The IVLP - by invitation only:

Visitors on the International Visitor Leadership Program travel to up to five U.S. cities to meet their professional counterparts by day and experience American life at night through dinner with families in private homes, and by attending a variety of cultural events. The IVLP gives visitors opportunities to see the country first-hand and form their own opinions of the U.S., its policies and people. Past visitors include: F.W. de Klerk, Hamid Karzai, Willie Brandt, and Nicolas Sarkozy, who are among the 320+ current and former heads of Government. Unlike other government-sponsored exchanges, this program is by invitation only.

Beyond the IVLP:

IVC is the “door” to the greater Philadelphia community not only for guests of the U.S. Government. We also arrange professional programs for individuals and corporations seeking professional connections to the people and institutions of our region. Each year, we successfully link hundreds of rising and established leaders from other countries with Philadelphia’s leading businesses and institutions.

As the region’s **citizen diplomacy** organization we believe in the power of exchanges, knowing that exchanges create enduring relationships that build bridges of cooperation and understanding between peoples. In addition to our core program, the **International Visitor Leadership Program**, we also administer the City of Philadelphia’s **Sister Cities Program**. Through both programs, IVC arranges local itineraries and “American experiences.” We identify experts in various fields to meet with our guests, which ultimately lead to new relationships for academic, civic and business institutions. Through the **Discover Philadelphia Program**, we engage international graduate students with young Philadelphians and take them off campus to explore the region’s cultural and historic resources and develop relationships with people and institutions throughout the region.

Who We Work With:

We work in partnership with the foreign affairs agencies in Washington, including the **U.S. Department of State** and its **Office of International Visitors** and the **Office of Citizen Exchanges** (within the Bureau of Educational and Cultural Affairs), and the **United States Agency for International Development** (USAID). We also receive requests from programming agencies in Washington, and from foreign governments, companies and organizations that ask us to arrange counterpart meetings and cultural experiences. To administer Philadelphia’s **Sister Cities Program** we work with the **Philadelphia Department of Commerce**, the **Office of the City Representative** and the **Office of the Mayor**. To administer **Discover Philadelphia**, we work in partnership with Philadelphia’s universities and colleges.

Competing for delegations:

IVC competes with 94 other Councils and cities across the U.S. to attract the State Department’s delegations and the millions of federal and foreign dollars they spend in area hotels, restaurants, and shops. IVC’s staff then designs carefully crafted programs and itineraries where high-level guests from abroad can meet their American counterparts and gain an understanding of the U.S. We identify experts in the Greater Philadelphia region and match them with visitors and to IVC members who create “American cultural experiences” for them by opening their offices, courtrooms, classrooms, and homes. Each year, IVC’s small staff arranges more than two thousand meetings with area experts, our ‘citizen diplomats.’

IVC’s Citizen Diplomats change perceptions:

IVC puts international relations on a very personal level. As a citizen diplomacy organization we engage local citizens in personally shaping how the United States is viewed abroad. IVC has hundreds of members who open not just their offices to visiting leaders for a professional dialogue, but also open their homes for informal dinners and candid discussions. These dinners offer a personal look at the private side of our country and people, and are often perception-changing experiences for guests whose image of the U.S. was formed by TV, movies or a negative world media.

Our Citizen Diplomacy program:

IVC’s Citizen Diplomacy Program engages area residents and institutions with distinguished guests from abroad for professional exchanges. These volunteers are experts in their fields from law, art, government, education, free markets and journalism, to that of simply being an American. They meet with members of Parliament, presidential advisors, economists, business leaders, mayors, arts, library and university administrators, journalists and others who can affect positive change in their countries. Our citizen diplomats are generous with their time and expertise.

Why we exist:

We work to make friends with the world’s new leaders, make contacts for business development and build peace and mutual understanding through face-to-face interactions—one person, one handshake at a time.

...IVC makes it happen in *Philadelphia*

City scene: Close-up of City Hall



IVC is a part of a “Citizen Diplomacy” network throughout the U.S. with a hundred thousand volunteers —*citizen diplomats*—who open their offices, courtrooms, classrooms, and homes to visitors from more than 150 countries each year.



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Nancy J. Gilboy

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City scene: Independence Hall

the IVC Board

IVC's Board represents a diverse group of professionals dedicated to promoting positive relations with other countries and to improving the image of the U.S. abroad. Each Director has an expertise important to the program themes that IVC is asked to execute each year. They assist IVC's staff with designing creative programs and by sharing their expertise with our visitors. They open doors in their professional communities and engage their colleagues with delegations' programs and interests. The IVC Directors provide financial support, conference space for meetings and seminars, and host receptions for delegations. These individuals are our key advisors, and the thousands of appointments arranged each year could not be done without the support of these committed professionals.

...IVC makes it happen in *Philadelphia*



President of IVC, **Nancy Gilboy** (center) and **Matt Drexler** (far left) welcome a large group of IVLP visitors attending the annual meeting representing: Afghanistan, Argentina, Czech Republic, El Salvador, Iraq, Jordan, Kenya, Nigeria, Panama, Peru and United Arab Emirates



Among our attendees: **Farouk Alyassin**, France; IVC member **Nawai Khafaji**, M.D. ; and Board member, **Suzanne Garber**, International SOS. At right, our enthusiastic audience filled the room.



Recognizing the success stories of the year and our Citizen Diplomats



Guests at the Annual Meeting included **Abhijit Choudary** and Philadelphia's Honorary Ambassador to India, **Kanika Choudary**



Citizen Diplomat award recipient, **Mandy Hu** holds award, surrounded by **John Goldschmidt**, **Sana Abed-Kotob**, and **Nancy Gilboy**.



Friends of Awardee **Mandy Hu** joined the evening's festivities.



Three of our usually more serious Board members just couldn't resist! From the left: **William Spang**, **Steve Kelly**, and **Dick Atkins**.

The 2011 Annual Meeting:

It was a year of in-between numbers. We weren't having a big-number anniversary like our 55th with champagne to celebrate, but it didn't matter because the 57th Annual Meeting was as interesting as ever. After the "official business" took place, which included renewing the 3-year terms of eight Board members and voting in one new citizen diplomat to the IVC Board, we presented six Citizen Diplomacy Awards to several individuals and two organizations for their extraordinary contributions to our work. Following the 16th annual award recognition, we listened to a great guest speaker and then held our usual lively reception that included our Board, IVC members and staff, plus guests from seventeen countries.

Our guest speaker was from our favorite office, the U.S. Department of State's **Office of International Visitors** in Washington, D.C. **Sana Abed-Kotob**, who has been with the Office of International Visitors since 1999, joined Chairman **John Goldschmidt** and **Nancy Gilboy**, IVC President, for the presentation of the awards. She then spoke passionately to a very attentive audience about the "*Power of International Exchanges*."

Among those attending the event were teachers from Sister City Torun, Poland who were planning the next high school exchange; students and a professor from Sister Cities in China, Korea and Russia; Philadelphia's Honorary Ambassador to India, **Kanika Choudary**; and a group of eleven museum managers on the **International Visitor Leadership Program** who were looking at Museum Management in the U.S. The museum managers came from Afghanistan, Argentina, Czech Republic, El Salvador, Iraq, Jordan, Kenya, Nigeria, Panama, Peru, and the United Arab Emirates.

Renewing their board terms were: **Beth Cohen**, Esq.; **Edward M. Dunham**, Esq.; **Robert Frye**, **Kimon Hatza**, Esq.; **Stephen Kelly**, **Maria Mills-Torres**, **William Spang**, and **Warwick Wheeler**. And joining the IVC board was **Raquel Guzmán**, Esq., an attorney with the Philadelphia Gas Works who, in the past year, has already shown her strong dedication to our work.



Kholoud Saber, who is from Egypt, and our guest speaker, **Sana Abed-Kotob**



Jenn McGinn, **Alan Hattfield** with Board member, **Laura McCluskey**

...IVC makes it happen in *Philadelphia*

Six Citizen Diplomacy Awards were presented to:

Branch & Joan Heller
Cultural & Professional Hosts

Mandy Hu
Sister Cities Program

Independence National Historical Park
Cynthia MacLeod, Superintendent
Outstanding Civic Partner

Mural Arts Program
Amy Johnston
Outstanding Civic Partner

Robert Philpott
Cultural & Professional Host

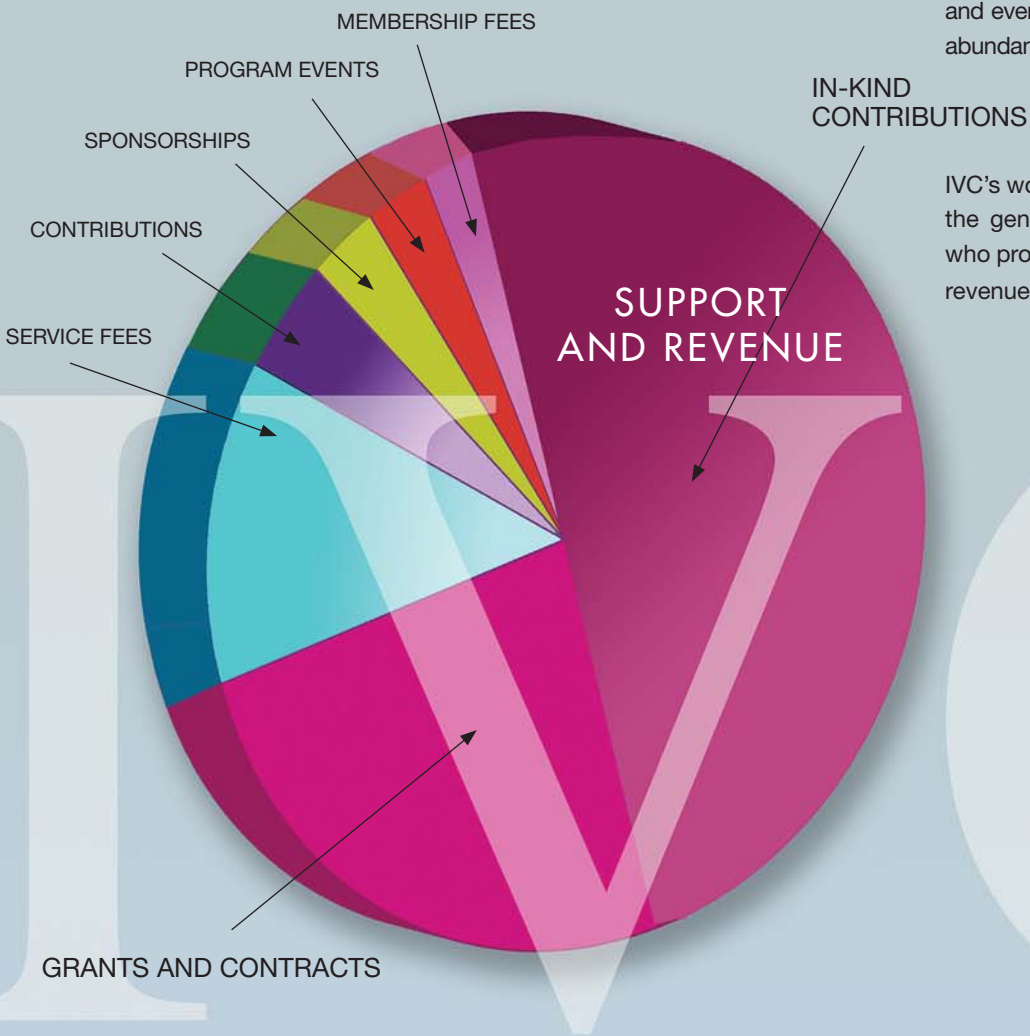
Thomas J. Jennings, Esq.
Trustee of the Year



Our thanks to International SOS and IVC Board member Suzanne Garber for sponsoring the 57th Annual Meeting.

2011 FINANCIAL REPORT

An annual audit of IVC's financials was completed by Haefele, Flanagan & Co., p.c.



In FY 2011 IVC's revenue came from Federal and City grants, donations and sponsorships from individuals and corporations, from membership and event fees, fee-for-service programs and an abundance of in-kind donations.

IVC's work could not be accomplished without the generosity of the friends and supporters who provided in-kind support that doubled our revenue to \$1,138,054.

Statement of Activities for the year ended June 30, 2011

SUPPORT AND REVENUE*

Grants and contracts	\$ 289,986
Contributions	67,895
In-kind contributions	564,799
Service fees	102,523
Membership fees	15,635
Program events	32,765
Sponsorships	64,400
Other	51

Total support and revenue \$ 1,138,054

EXPENSES* / PROGRAMS / SERVICES

Discover Philadelphia	\$ 110,192
IVC Centers	165,007
Sister Cities	116,634
NCIV	556,046
Community Connections	36,817
IIE Fulbright	102,704
Support Services: Management & General	36,149
Support Services: Fund-raising	10,634

Total program services \$ 1,134,183

Complete financial information can be obtained by calling IVC.

The Chairman's Message

The International Visitors Council of Philadelphia truly does "Make it Happen in Philadelphia!"

According to our mission statement, it is the objective of the IVC:
...to build partnerships among people from the Greater Philadelphia area and citizens of other countries that strengthen democratic ideals, encourage economic development and promote cultural understanding through the exchange of ideas and knowledge.

Since 1954, the International Visitors Council of Philadelphia has worked to build such partnerships. In so doing, it has established one of the strongest networks in the United States for promoting lasting relationships between the people of other countries and the people of our region. In this regard, the Department of State has come to rely upon the IVC to administer its most prestigious leadership exchange program—the International Visitor's Leadership Program (the "IVLP") in Philadelphia and the surrounding region. The invitation-only IVLP exists to promote cultural understanding and build friendships between the citizens of the United States and those who visit us from around the world.

Over the past 58 years, the IVC has hosted thousands of foreign businesspersons, government officials, dignitaries, educators, and students who have visited Philadelphia. Integral to the longstanding success of the IVC are our "Citizen Diplomats," which include anyone who has ever opened their home or place of business, or met with or exchanged a pleasantry with a visitor. The participation of each Citizen Diplomat is essential to the IVC's principal mission to improve foreign relations and promote peace through cultural understanding through the exchange of ideas and knowledge.

At the center of our Citizen Diplomatic corps is the dedicated members, staff, and Board of Directors of the IVC. Our members share their time, families, homes, workplaces, and particularly themselves to those visiting our region. Our talented staff schedules professional appointments, books hotels, arrange cultural activities, designs and conducts special programs, coordinates home stays and dinners, and spearheads our First Thursdays receptions and the now famous BBQ – all while treating each visitor like the VIP they truly are! Finally, our Board members make significant contributions by sharing resources, and providing valuable counsel to our Executive staff. Each contribution by our members, staff and Board are crucial to the continuing success of the IVC.

Although the IVC focuses on enhancing Philadelphia's prominence as a leading international city, the IVC works in concert with 94 counterpart organizations across the United States, each as members of the National Council for International Visitors (the "NCIV"). This past February, during NCIV's 51st anniversary, the member organizations convened in Washington, D.C. to re-charge their 'batteries' after another busy year of receiving IVLP delegations. As in previous years, Philadelphia was well represented at the National Meeting. Those attending listened to prominent speakers, met with government officials and diplomats, participated in workshops, and expanded their domestic and international networks—all to enhance foreign relations and promote world peace and friendship. We are fortunate to have such a vibrant national organization which supports our efforts in Philadelphia.

And we are equally fortunate to have an organization as effective as the IVC working in and for our region. Now, more than ever, we need the International Visitors Council of Philadelphia, and particularly every one of our Citizen Diplomats, to continue to make friends, make contacts, and make peace—one handshake at a time.

It is in this way, everyday and throughout the year that
...IVC makes it happen in Philadelphia

John W. Goldschmidt, Jr., Esq., Dilworth Paxson, LLP
IVC Chairman

City scene: FCenter city skyscrapers

Standing in front of IVC's display table at the NCIV conference in Washington, D.C., Board Chairman John W. Goldschmidt, Jr. Esq. (left) meets with NCIV guest speaker, Joseph Karam, Esq., an attorney from Lebanon, who is an IVLP alumnus.



Teachers from Torun, Poland enjoyed their visit to Philadelphia and their exchange with Principal **David Kippbut**, and (holding the certificate) City Representative **Melanie Johnson**.



IVC President's 2011 Message

...IVC makes it happen in Philadelphia

The year 2011 was our 57th year—by most standards, not considered an ‘important’ year; but, for us it was incredibly busy one. As we were putting together this 2011 Annual Report, we were astonished by the many events and projects that IVC conducted, and were even impressed ourselves with all we had accomplished!

This is why we felt that “*IVC makes it happen in Philadelphia*” would be the appropriate theme to tell you about this incredibly successful year. There was such an abundance of outstanding events and projects—that if we had the budget to tell the full story of even a small percentage, we’d most likely need to triple the pages of this Report!

The Annual Report is devoted to our many programs and the people we’ve engaged in playing a role in international relations—our citizen diplomats. It all began because of our partnership with the U.S. Department of State. Since 1954, this partnership has given us a unique perch to view what’s happening around the world. And as each visitor and delegation arrives, it gives us opportunities to involve local citizens—and their expertise—in our work.

And involved they were! IVC’s small programming staff of three arranged more than 1,200 meetings between local experts in various fields and our guests from abroad. We don’t always hear about ongoing communications after visitors leave; but, recently we learned that at least two of our local experts have been invited to travel as a result of their meeting with our State Department* guests to address important themes:

“**Human Trafficking**” is a disturbing but important theme we address. **Hugh Organ**, associate executive director of Philadelphia’s **Covenant House** has met with our visitors seven times in the past three years to discuss combatting this growing international problem. As a result of his meeting with the **Royal Canadian Mounted Police** in 2010, he was invited to Canada to speak at an important conference on trafficking.

“**Support for People with Disabilities**” was the theme for a group from Poland who met with **John Bennett**, director of **Temple University’s** Disability Resources and Services. Impressed by John, they invited him to Poland where he presented the keynote address at a national conference in Krakow about the development of services that enable greater inclusion of students with a disability in higher education.

Those 1,200 appointments and all the things that “make it happen in Philadelphia” is because of the talented and dedicated staff I’m honored to work with. On the surface their work appears effortless. But it’s certainly not. Each year, they do exhaustive research identifying local experts to address each visitor’s program theme (*for a sample of themes researched, see page 25 for a list of IVLP themes.*). And if we added up all their calls and e-mails with requests for meetings with our international guests, it would be well into the thousands.

* U.S. Department of State’s prestigious International Visitor Leadership Program (IVLP).

Speaking at our Annual Meeting, **Sana Atab-Kotob**, representing the U.S. Department of State’s Office of International Visitors in Washington, D.C., spoke about the Power of International Exchanges, which is IVC’s *raison d’être*!



Pictured here: Discover Philadelphia participants from Penn’s Law School enjoyed First Thursday’s friendly networking.



Citizen Diplomacy—one handshake at a time

Many IVC highlights are featured in this Report, but there are a few I’d like to mention briefly. For example, Philadelphia’s population increased with the birth of our first official Sister City baby, **Estella Chen**, who immediately became a new Philadelphian and American citizen! She’s the daughter of our first Sister City Scholar, **Mu Yang**, Esq., and her husband **Kai Chen**. (*In keeping with his focus on growing Philadelphia’s population, Mayor Nutter sent Estella a letter that warmly welcomed her to Philadelphia—and to the world.*)

Then there’s **Kanika Choudary**, a Wharton graduate from India (*read more on page 29*) who has served as Philadelphia’s Honorary Ambassador to India for the past two years. Because of her tireless efforts, Indian students are now studying at Drexel and Penn, and 200 others will be in Philadelphia this summer to visit our universities and choose a school for their American education. Kanika will also be putting “heads in beds” from her personal connections with Kuoni, the largest tour operator in Asia; and has already lined up investors from India to participate in Philadelphia’s foreign direct investment projects. It’s an amazing program and IVC is thrilled to be guiding it.

IVC’s program staff works daily to solve a never-ending calendar “puzzle.” Their goal is to align local experts with a day and time slot that allows each program’s theme to be addressed in a smooth, logical sequence. What a challenge, especially when they’re working on eight to ten inbound delegations at a time! But, they do it well. Very well, thanks to **Ann Stauffer**, **Jennifer McGinn Ennis** and **Matt Drexler**.

Handling donations, memberships and First Thursdays appears effortless, too, but there’s a lot of work to make those lively receptions happen ten times a year, and to acknowledge donations and memberships the day they’re received. That’s all Alan! **Alan Hatfield**, he’s the one who makes the events and the BBQ happen.

Tracking every penny of every grant we receive is each project director’s responsibility. But their actual accounting, and the recording of all the in-kind donations (*which doubled our revenue – see page 8*), while keeping the office running smoothly is another big job done well, thanks to **Colleen Hardimon**. Our database is our lifeline to our experts, members and our generous donors, plus it’s filled with e-mails of people we want to have involved. We all strive to keep it up to date, but **Steve Forte**’s attention to every detail quickly spots when someone has moved, married, died, or changed their company’s name.

Then there’s IVC’s **Board**. Each individual has their own expertise and connections that open doors in their professional communities—and it makes our programming more competitive with the other 94 other Councils around the country.

It was a good year, thanks to all the nice people involved with us – each helping us make some new friends around the world for the country and for the region. IVC is a great organization and I send my thanks to all who supported our work this past year.

Nancy J. Gilboy

— Nancy J. Gilboy, IVC President and CEO

Historic Sister City Event:

IVC organized the official signing ceremony on February 13, 2012 at Philadelphia’s City Hall when the Philadelphia and Tianjin Sister City offices connected Philadelphia law firm **White and Williams LLP** with Tianjin’s major law firm, **The Winners**.

Mayor **Michael Nutter** served as a prominent witness to this event and offered his congratulations to the two firms that formed a strategic alliance—establishing a formal attorney visitation/internship program and agreeing to work collaboratively for future mutual referrals.



Mu Yang, Esq. and her husband **Kai Chen** read the letter of welcome from Mayor **Nutter** to their daughter, **Estella Chen**, IVC’s ‘first official’ Sister City baby!

City scene background: Brick house on Elfreth’s Alley



IVC is supported by grants, fee-for-service programs and by individuals, foundations and corporations. Our thanks to all who support our work to make friends and create memorable American experiences. These IVC supporters have a direct impact on how the U.S. is viewed around the world.

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\$50,000 - \$250,000

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Mississippi Consortium
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Montgomery, McCracken,
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Morgan Lewis & Bockius LLP
Moshulu Restaurant & Bar
Mount Airy USA
MTM Linguasoft
Multicultural Youth Exchange

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National Association for the
Advancement of Colored People
National Clearinghouse for the
Defense of Battered Women
National Constitution Center
National Council for International Visitors
National Institute
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National Museum
of American Jewish History
National Organization for Women
Philadelphia Chapter
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Nenko Advisors International, LLC
Neumann University
Office of International
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New Jersey Board of Public Utilities
New Jersey Health Care Quality Institute
Newark Public Schools

Youth Education and Employment
and Success Center (YES)
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NuStar Energy, L.P.

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Old City District
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Operation Understanding
Oppenheimer & Co. Inc.
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Department of International Affairs
Inter-American Commission of Women
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Saturday Morning with Joy Keys
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Ms. Carina Weidmann
Ms. Laura Weinbaum
Mr. Ari M. Weiner
Mr. Harvey A. Weiner
Ms. Carole Weintraub
Mr. Joseph Weiss
Mr. Garth Weldon
Dane & Joan Wells
Mr. Brian Welsh
Ms. Angela Wende-Minch
Ms. Veronica Wentz
Carolyn Wepfer, Esq.
Rose & Michael Werner, Esq.
Ms. Deanna Wertheimer
Ms. Lisa Westerfield
Mr. Michael F. Whalen
Mr. John F. Whealin
Warwick S. & Mollie M. Wheeler
Mr. Floyd White
Ms. Patty White
Mr. Richard White
Mr. Raymond Whittaker
Mr. Michael Whitzer
Ms. Judy Wicks

Mr. Bill Wierzbowski
David Wilcots, P.G.
Jean K. Wilcox, Ph.D.
Ms. Signe Wilkinson
Ms. Cindy Willard-Mack
Ms. Chelsea A. Williams
Mr. Dennis Williams
Mr. Ivin Williams
Mr. Kevin Williams
Ms. Lucy Williams
Wendy & Tommy Williams
Ms. Heidi Williamson
Mr. Dave Wilson
Ms. Tina Wiltse
Mr. Marcel Winokur
Dennis M. Wint, Ph.D.
Sallie I. Winters, C.P.A.
Donald & Maggie Winthrop
Mr. Stan Wischnowski
George M. Wohlreich, M.D.
Ms. Catherine Wolfgang
Mr. Robert C. Wonderling
Ms. Carol Wong
Mr. Jay Worral
Ms. Janine Wright
Ms. Jennifer Wright
Ms. Melanie Wright
Ms. Sarah Wu

Ms. Lihua Xu
Ms. Louisa Xue

Mr. William Yalowitz
Mr. Keijiroh Yama-Guchi
William Yancey, Ph.D.
& Patricia Wisch, Ph.D.
Ms. Lana Yang
Mu Yang & Kai Chen
Philip Yannella, Ph.D.
Mrs. Helen Weary
Ms. Jacqueline Yates
Ms. Svetlana Yazovskikh
Ms. Larissa Yeager
Ms. Cecilia Moy Yep
Ms. Ellen Yin
Ms. Yasuko Yoshihara
Ms. Shushi Yoshinaga
Ms. Alison Young
Harvey Young, Esq.
Ms. Ashley M. Youwakim
Ms. Haoren Yu
Mr. Mark Yudell
Ms. Molly Yun

Stan & Mary Zakrzewski
Mr. Thomas Zaleski
Robert Zauzmer, Esq.
Ms. Hannah Zellman
Mr. James K. Zhang
Ms. Dan (Emily) Zhu
Rachel Zibbell, Psy.D.
Ms. Diana Ziman
Ms. Rachel Zimmerman
Kelly Zinn, M.S.W.
Mr. Gordon Zubrod
Ms. Maureen Zug
Ms. Cathy Zurbach

Visiting Delegations

Between July 1, 2010 and December 31, 2011 we received 2,692 visitors from at least 137 countries and regions. Within the 2,692 are 670 internationals who are not included in the list below because their countries were not identified. These delegations and individuals represented government officials, community leaders, educators, entrepreneurs, religious leaders, scholars and graduate students who were in Philadelphia on one of IVC's many programs.

The *asterisk denotes our Sister City countries. There were 111 people from 7 of our ten Sister Cities who were in Philadelphia for a total of 685 days, and 12 outbound delegations to five Sister Cities – Florence, Italy, Tel Aviv (2), Tianjin, China (6), Torun Poland (2) and Incheon, Korea.

14	Afghanistan	1	Iceland	4	Paraguay
6	Albania	51	India	17	Peru
3	Algeria	19	Indonesia	19	Philippines
1	Angola	7	Iran	87	Poland
7	Argentina	44	Iraq	14	Portugal
3	Armenia	16	Ireland	3	Qatar
4	Australia	13	Israel*	9	Romania
9	Bangladesh	51	Italy	51	Russian Federation*
2	Belarus	3	Jamaica	18	Saudi Arabia
7	Belgium	102	Japan *	5	Senegal
1	Bhutan	6	Jordan	6	Serbia, Republic of
1	Bosnia and Herzegovina	10	Kazakhstan	2	Seychelles
24	Brazil	10	Kenya	4	Sierra Leone
5	Bulgaria	97	Korea*, Republic of	4	Slovakia
34	Cameroon*	8	Kosovo	2	Somalia
6	Canada	11	Kyrgyz Republic	10	South Africa
1	Central African Republic	2	Laos	2	South Sudan, Republic of
2	Chad	4	Latvia	60	Spain
6	Chile	2	Lebanon	3	Sri Lanka
251	China*, People's Republic of	1	Lesotho	3	Sudan
27	Colombia	7	Liberia	5	Swaziland
9	Congo, Democratic Republic of	3	Lithuania	3	Sweden
6	Costa Rica	2	Macedonia, Republic of	13	Switzerland
3	Cote d'Ivoire	2	Madagascar	13	Syria
7	Cyprus	1	Malawi	24	Taiwan
6	Czech Republic	11	Malaysia	2	Tajikistan
6	Denmark	2	Maldives	5	Tanzania
2	Djibouti	2	Mali	16	Thailand
18	Dominican Republic	4	Mauritania	1	Timor-Leste
9	Ecuador	31	Mexico	1	Togo
42	Egypt	20	Moldova	2	Trinidad and Tobago
6	El Salvador	30	Mongolia	3	Tunisia
2	Equatorial Guinea	2	Montenegro	37	Turkey
1	Estonia	21	Morocco	1	Turkmenistan
2	Ethiopia	4	Mozambique	1	Uganda
1	Finland	2	Nepal	45	Ukraine
24	France*	14	Netherlands	6	United Arab Emirates
14	Georgia	5	New Zealand	16	United Kingdom
54	Germany	11	Nicaragua	3	United States
5	Ghana	3	Niger	6	Uruguay
10	Greece	30	Nigeria	16	Uzbekistan
3	Guatemala	9	Norway	21	Venezuela
7	Haiti	5	Oman	24	Vietnam
12	Honduras	48	Pakistan	3	Yemen
11	Hong Kong, SAR	6	Palestinian Territories	4	Zimbabwe
9	Hungary	12	Panama		



IVC

*Lists like this can never be complete,
but we are most grateful to all who support our important international
relations work—they do it one person, one handshake at a time.*



Established and emerging leaders from around the world form their own opinions of the United States and American people



IVLP—this prestigious program is by invitation only. No one can apply



Citizen diplomacy is the right – if not the obligation – of the individual citizen to shape foreign relations



We welcome strangers and send home friends Citizen diplomacy is at the heart of the IVLP - one person, one handshake at a time.



International Visitor Leadership Program

Philadelphia's IVC is among 95 Councils in the United States that administer the IVLP. Competition with other cities is based on local resources that best address visitor themes.

The following list highlights the **IVLP themes** for which the Philadelphia IVC arranged professional appointments, counterpart meetings, and candid, off-the-record discussions in offices and homes for 431 distinguished visitors in 2011:

- | | |
|---|--|
| Airport Safety, Certification, Inspection & Surveillance | Local Government: Serving Citizens & Planning for Community Needs |
| Alternative Education | Managing National Historic Sites & Museums |
| American Language: Connecting English Teaching to U.S. History & Culture | Multiculturalism |
| American Libraries | Museum Management in the U.S. |
| Arts & Culture in the U.S. | NGO Management |
| Aviation | NGO Management of Youth Programs in the U.S. |
| Biodiversity Preservation & Environmental Education | NGOs & Civil Society |
| Capacity Building in Education & Teaching Methods | Nuclear Power - Managing Sensitive Issues |
| Civil Society | Outreach & Prevention Programs for At-Risk Youth |
| Combating Trafficking in Persons & Combating Domestic Violence Against Women & Children | Post Secondary Technical Education |
| Conflict Resolution | Promoting Micro-Entrepreneurship & Small Business Development |
| Contemporary Challenges in Higher Education | Public Administration Reform, Professional Ethics Training & Anti-Corruption |
| Criminal Justice Administration | Public Policy on Crime Prevention |
| Current U.S. Social, Political & Economic Issues | Public Security & Safety |
| Current U.S. Social, Political & Economic Issues for Young European Leaders | Religion, Democracy & Human Rights |
| Decentralization in the U.S. | Religious Education in the U.S. |
| Decentralized Basic Education | Religious Freedom & Interfaith Dialogue |
| Development of Small & Medium Businesses | Riot Control & Critical Infrastructure |
| Early Childhood Education | /Key Resource Protection |
| Economic Security & Trade | The Role of Civil Society Organizations as Change Agents |
| Education, Health, Culture & Crime Prevention: U.S. Programs for Minority Youth | The Role of Performing Arts in the U.S. |
| Educational Administration | The Role of Religion in Addressing Social Issues in the U.S. |
| Effective Law Enforcement & Government Accountability | The Role of Religion in the U.S. |
| Energy Power Generation | Rural Economic Development & Poverty Alleviation |
| Engaging Youth Through Music | Support for People with Disabilities |
| Fair & Transparent Competition | Teacher Development in the U.S. |
| Forest Planning, Forest Protection & Project Management | Teaching English to Speakers of Other Languages |
| FURP - Political Social & Economic Issues in the U.S. | Technology Commercialization in the United States |
| Globalizing Japan's Higher Education | Tolerance & the Arts |
| Grassroots Civic Engagement | Transparency & Accountability in U.S. Government |
| Grassroots Political Organizations | Transparency & Good Governance |
| Higher Education Administration | U.S. Education System |
| Holocaust & Human Rights Education in the U.S. | U.S. Education System, K-12 |
| Hospital Management | U.S. Foreign Policy |
| Human Rights & International Networking | U.S. Governance |
| Initial & Continuing Education for Law Enforcement & Criminal Justice Professionals | U.S. Government & Constitution |
| Insights on America: An Overview of U.S. Politics, Society, Culture & History | U.S. Institutions & Governance |
| International Security Issues | U.S. Judicial System |
| International Women of Courage | U.S. Judicial System, Civil & Criminal Justice, Court Procedure |
| Islam in America: Religious Educators & Leaders | U.S. Penitentiary System |
| IVLP Gold Star's Tour: Alumni Connecting the World | U.S. Political System |
| Juvenile Justice Systems | U.S. Political System & Local Government |
| Law Enforcement & The Art of Public Relations | U.S. Political, Educational & Social Issues |
| Law Enforcement & the Judicial System | U.S. Security & Foreign Policy Issues |
| Leadership in Local Communities | U.S. Society & Library Science |
| Legal Education for the 21st Century | University Administration |
| The Legislative & Regulatory Process in the United States | University Admissions Process |
| Library Science | University's Fundraising Projects - Design & Administration |
| Local Governance: Serving Community Needs | Urban Development |
| | Youth Outreach from a Government Perspective |

—This important State Department program is managed by **Matthew Drexler**, IVLP Program Officer

IVC

International Visitor Leadership Program

a program of the U.S. Department of State



The International Visitor Leadership Program (IVLP) is the U.S. Government's most prestigious exchange – alumni include 49 sitting heads of Government and more than 250 past heads. This program is not as well known as Fulbright, Muskie or other exchanges because it is by invitation only. No one can apply for it.

Each IVLP participant comes with an agree-upon program theme and objectives to be met while visiting up to five cities where they experience and observe American politics, business and culture. Because of political sensitivities some IVLP guests arrive under the radar. To protect their safety and identities we don't announce their arrival or country, and cannot allow photos to be taken.

All visitors experience professional counterpart courtesies, and the warmth of American hospitality.



FLORENCE, ITALY

Valerie Pearce, Chief of Administrative Operations at **Morgan Lewis & Bockius**, visited Florence with a friend in May after winning the Grand Tuscany Visit Prize at IVC's 2010 BBQ. Thanks to our many friends in Florence—from **Elisabetta Borghi** to **Cathleen Compton** to **OpenUp Consulting**—they enjoyed private tours, three nights at the Westin Excelsior Hotel in Florence and three nights at the Relais Castellare de'Noveschi in the Chianti region. Armed with restaurant and shopping recommendations from **Joyce Acciaioili** (Splendor of Florence), Valerie and her friend enjoyed an extraordinary visit to this historic and beautiful city. Special attention by the “warm, delightful and accommodating” **Elisabetta** and **Cathleen** ensured the grand prize was indeed grand!

Cathleen Compton is the Chief of Staff of the Commissioner of University, Research and Youth Policies in Florence. She returned to the U.S. in July to visit her family in New Jersey. She stopped by the IVC office, signed the IVC signing board, and discussed potential projects for the coming year.

Sam Katz was among the Philadelphians to visit Florence and be charmed by Cathleen.

TEL AVIV-YAFO, ISRAEL

Each year Tel Aviv asks us for insights into how Philadelphia handles various things, from security cameras to gardening to how we license businesses. This year the City of Philadelphia's Department of Public Property assisted with an information request for lighting. **John Herzins** (Deputy Commissioner), **Gary Knappick** (Deputy Commissioner, Capital Projects Division) and **Glenn Ismael** (Project Coordinator, Capital Projects Division) were all most helpful in assisting with this request.

IVC Board member **Beth Cohen, Esq.** visited Tel Aviv in May and had a friendly meeting with city officials. They enjoyed brainstorming about ways to make Tel Aviv more international, and a hub for entrepreneurs and international students. (Philadelphia's goal, too!) Beth is the Director of Emerging Growth Services at **Blank Rome, LLP** and works with the **Israel America Chamber** (where she is Board chair) to bring entrepreneurs from Israel to Philadelphia.

Alice Solomon, Director of Business Development for **Select Greater Philadelphia**, assisted Tel Aviv's International Relations Project Manager by sending a marketing kit about the Greater Philadelphia region so they could see how we market our region.

The Sister Cities Program was created in the 1950's with its mission to prevent future wars by linking U.S. cities with cities and people around the world. Over the years as our economies became more interdependent, this program developed into an economic force for education, cultural exchanges, trade and foreign direct investment.

Sister Cities Program

TORUN, POLAND

Mayor **Michael Nutter** issued a congratulatory letter to Mayor **Zaleski** on his being reelected. Mayor **Zaleski** was in Philadelphia in 2009 during a school exchange and has since been a strong supporter of the ongoing exchanges between Philadelphia and Torun's high school students.

Torun's **Ewa Bojanowska** and **Radek Rudnicki** visited Philadelphia in April 2011 to discuss their next high school exchange for October. **David Kipphut**, then-Principal of **Swenson Arts and Technology High School**, arranged their program and homestays with students' and teachers' families. They also attended IVC's Annual Meeting, signed the Signing Board, and visited Annapolis and Washington, D.C.

In October 2011, the next group of excited high school students and teachers arrived in Philadelphia from Torun for the fourth high school exchange with Swenson Arts and Technology and Lincoln High Schools. This group of 24 students and 5 teachers spent ten days in Philadelphia and stayed with host families. They enjoyed their school visits, tours, day trips to Washington, D.C. and New York City, and all the American experiences they had and the friendships they made. Planning for the fifth exchange is underway for Philadelphia students to travel to Torun in Fall 2012 and will include a basketball tournament in their activities.

Talented Philadelphia photographer **Eileen Kennedy** visited Torun in May/June to participate in the “Torun in the Twin Lenses” photography project. Eileen had met Ewa and Radek at the IVC Annual Meeting and enjoyed meeting with them again in Torun. She photographed the historic city and enjoyed its warm hospitality while representing Philadelphia well.

TIANJIN, CHINA

Mr. **Song Jinchang**, Deputy Director-General in the **Foreign Affairs Office of Tianjin Municipal People's Government**, arrived in Philadelphia with a high level delegation during the first week of January. Mr. Song was responsible for creating the Sister Cities relationship 30 years earlier, and for the building of the Friendship Gate in Chinatown Gate. He also supported the Gate's recent restoration and the artisans' trip to Philadelphia, guaranteeing that ours is the only authentic Chinese gate in the United States.

Mayor **Michael Nutter** met with them privately in his office for an exchange of gifts and a friendly conversation about our two cities and the fruitful

Sister Cities relationship. They enjoyed a private tour of the Liberty Bell and Independence Hall, a luncheon at **City Tavern** hosted by Deputy Mayor **Alan Greenberger**, and a dinner at **Ristorante Panorama**.

Managing Director of Philadelphia-based GreenWorld Capital, **David Elkin**, visited Tianjin for a day in March and had doors opened by Mayor Nutter's letter in support of GreenWorld's efforts. A highlight of his China trip was the visit to Tianjin, particularly the **TEDA** and **Eco-City** meetings.

Craig Hamilton, Vice President, Government & Community Affairs with **The Philadelphia Orchestra**, visited Tianjin to discuss collaboration and training with **The Tianjin Orchestra**. He also brought a letter of support from Mayor Nutter.

A delegation passed through Philadelphia over Memorial Day weekend. Deputy Mayor **Alan Greenberger** graciously met the delegation in the Mayor's Cabinet Room with **Nancy** and **Yeoun Joo Lee**, Sister Cities Fellow from **Incheon** and a Temple Sister City Scholar. Tianjin and Incheon are Sister Cities as well.

In May 2011, Mayor Nutter wrote a letter welcoming the First Sister City child to the world when **Estella Nancy Chen** was born! Her mother is **Yang Mu**, the first Sister City Scholar who attended Drexel University then Temple Law School. Mu and her husband, **Chen Kai**, were married in the Mayor's Reception Room, and in 2009 renewed their vows in Beijing.

Ann Anspach, teacher at **Chestnut Hill Academy**, has visited Tianjin more than 30 times and returned there in the summer to create additional relationships. She hopes to set up a Sister School exchange with her school and one in Tianjin in the near future.

In October, Vice Mayor **Ren Xue-feng** of Tianjin visited Philadelphia for a quick visit with two officials. They met privately with Mayor Nutter in his office and presented a beautiful picture book of Tianjin. Vice Mayor Ren also toured the **Navy Yard** and met with **Will Agate**, Vice President of Navy Yard Management & Development for PIDC. Deputy Mayor **Alan Greenberger** joined the delegation. **The Pennsylvania Chinese American Chamber of Commerce** sponsored their welcome dinner. Before they left Philadelphia they did get to enjoy their first Philly cheese steak.

President **Ann Weaver Hart** of **Temple University** traveled to Tianjin with a high level delegation to

—more about Sister Cities on the next page



Philadelphia is officially linked with 7 Sister Cities and 3 Partnership Cities in 9 countries. Areas of cooperation include: economic development and trade; youth and education; municipal and technological cooperation; arts; sports and culture.

One big family 7 SISTER CITIES

Florence, Italy	1964
Tel Aviv-Yafo, Israel	1966
Torun, Poland	1976
Tianjin, China	1980
Incheon, Republic of Korea	1983
Douala, Cameroon	1986
Nizhny Novgorod, Russia	1992

3 PARTNERSHIP CITIES

Kobe, Japan	1986
Abruzzo, Italy	1997
Aix-en-Provence, France	1999



—The official letters, requests, introductions, exchanges, gifts and “Philadelphia experiences” for the Sister Cities Program are handled by **Nancy Gilboy** and **Jennifer McGinn**. They work closely with the Office of the City Representative, Commerce Department, and Office of the Mayor.



—*Sister Cities continues:*

establish educational partnerships. In Tianjin, new exchange and dual bachelor's-master's degree programs were established at **Nankai and Tianjin Normal Universities**.

INCHEON, SOUTH KOREA

Our new liaison in Incheon is Mr. Lee, Ki-wook at the International Relations Department in Incheon City. We look forward to working with him!

Yeoun Joo Lee, a Temple University student from Incheon, volunteered in the IVC office during the summer of 2011. She translated many materials into Korean for our guests.

DOUALA, CAMEROON

Danielle and Cynthia Ngaba's father and mother visited many times during this past year. In addition to representing Douala at our First Thursdays, they also attended the IVC BBQ. **Pierre Ngaba** has become our liaison with Douala so that new activity can take place.

NIZHNY NOVGOROD, RUSSIA

The annual photography contest has the theme "Lights of My City" and we sent 20 digital images of Philadelphia to Nizhny Novgorod this year that depict Philadelphia in various lights.

We can always count on artists from Nizhny Novgorod to send us beautiful submissions for the Sister Cities International Young Artist Showcase. This year was no exception. Citations were sent to the two artists who participated in the Sister Cities International Young Artist Showcase.

Boris Yarmakhov, Ph.D., our friend from Nizhny Novgorod returned to Philadelphia and began joining us again at First Thursdays. His wife is a Fulbright Scholar at the **University of the Arts** and is a jazz violinist.

Planning is underway for a high school exchange and for city officials to visit in 2012 for our 30th anniversary of the Sister City relationship.

KOBE, JAPAN

In November, Vice Mayor **Saburo Nakamura** visited Philadelphia with the Vice Chairperson of the Kobe City Assembly and officials to celebrate the 25th anniversary of our Sister City relationship. Their itinerary included a visit to **University of Pennsylvania**, meeting with **Epitek, Inc.** at the Science Center, a reception at **Dilworth Paxson, LLP** and dinner at the Union League hosted by the **Japan America Society of Greater Philadelphia**. Mayor Nutter warmly greeted them in the Mayor's Reception Room where they exchanged gifts. This year's **Philadelphia Marathon** and the **1st Annual Kobe Marathon** were held on the same date in November. Funds raised by the Kobe Marathon went to earthquake relief efforts. During the meeting at City Hall Mayor Nutter presented a Philadelphia Marathon jersey to Vice Mayor Nakamura and in exchange, received a "happi" (light jacket) with "Kobe Marathon" displayed on the back.

In addition to city officials, five high school students and two teachers visited and had teenager American experiences during their homestays with students at **Bodine High School**. They attended classes and also enjoyed a city tour. **Matthew DeSoi**, our liaison at Bodine, said that a highlight of their program was the student assembly with the Kobe students displaying information about their city and doing a choreographed and energetic dance to a very popular Japanese music group.

AIX-EN-PROVENCE, FRANCE

Philadelphia has new Sister Cities liaisons for Aix-en-Provence, **Jérôme Imbert** and his wife, **Kathleen**, who are planning their first official trip with a group for the opening of the Barnes in May 2012. Their first request was for Philadelphia to again be represented at the annual holiday market, **Marché de Noël**, in Aix. Thanks to **Paul Steinke** at the **Reading Terminal Market**, a huge 8' canvas of the Market was donated and shipped to Aix, and hung at the entrance to the Philadelphia section of the Market.

ABRUZZO, ITALY

In early June 2011, Mayor **Luciano Marinucci** and Vice Mayor **Massimiliano Bronzino Cesario** visited Philadelphia with a delegation of officials and musicians. They met privately with Mayor Nutter in his cabinet room and exchanged gifts. They also visited with officials at the **Philadelphia International Airport**, **The Curtis Institute of Music** and attended another lively IVC's First Thursday reception. **Anna Mattei**, Ph.D. and **Jody Della Barba** from the **PhilAbruzzo Committee** coordinated their program.

SISTER CITY SCHOLARSHIPS

Rosemont College and the University of the Sciences are the latest additions to Philadelphia areas schools offering Sister City Scholarships. The full list of colleges and universities as of 2012 include:

- Community College of Philadelphia
- Drexel University
- LaSalle University
- Moore College of Art & Design
- Rosemont College
- Temple University
- Temple University Beasley School of Law
- University of the Arts
- University of the Sciences

Sister Cities students currently calling Philadelphia "home" include:

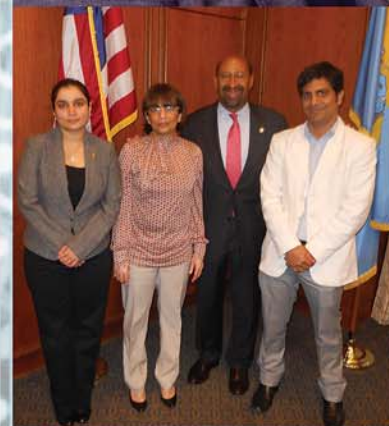
Yeoun Joo (Incheon);
Cynthia Ngaba (Douala);
Danielle Ngaba (Douala);
Haoren Yu (Tianjin);
Marina Vishnyakova (Nizhny Novgorod)

...IVC makes it happen in *Philadelphia*



Kanika Choudhary, a native of Mumbai, India, fell in love with Philadelphia as a student at Wharton.

Below: Kanika with Mayor Nutter, Kashmiri Commissariat, and Irshad Dadan in the Mayor's office.



The Indian tour operator, Atlantis Research, created an impressive brochure to promote the schools and colleges in this city.



Meet Kanika Choudhary, Philadelphia's Honorary Ambassador *Special Projects*

Telling Philadelphia's Story in India

No other U.S. city has created such an exciting initiative

Kanika Choudhary, a Wharton graduate from Mumbai, fell in love with Philadelphia while studying here. Looking for a way to share her passion and give back to the city she loves, she told IVC that she wanted to promote Philadelphia in India. IVC promptly connected her with Philadelphia's **City Representative** and the **Deputy Mayor for Economic Development**, and the position of **Honorary Ambassador to India** was created. We then connected her to Philadelphia's leaders in business attraction, tourism and education. She met with **Pennsylvania's Center for Direct Investment**, **Select Greater Philadelphia**, and **CanAm** for information about attracting Indian companies to Pennsylvania. She met with the **U.S. Export Assistance Center** about trade and connecting with the U.S. Embassy in Mumbai. She met with the **Philadelphia Convention and Visitors Bureau** for ways to promote overnight stays. And we connected her with **Campus Philly**, **Arcadia**, **Drexel**, **La Salle**, **Moore College of Art and Design**, **Temple University**, and the **University of the Sciences** so she was prepared to promote Philadelphia's great schools for Indians interested in an American education.

We heard repeatedly that no other U.S. city has created an initiative as impressive as this. After three trips to India—in just eighteen months—the results from her efforts are absolutely amazing.

This unique initiative promotes the city and region in India in four key areas: **Education**: Kanika's visits to more than 50 high schools in India has brought students onto campuses at Drexel, Penn, Temple, Moore and other schools—with 10 already studying here. **Educational Tourism**: Last summer 19 Indian students and chaperones came to see this "Philadelphia" the Ambassador spoke of so highly. Impressed, their tour organizer quickly created a program to bring more than 200 students to Philadelphia in 2012 for campus visits, sightseeing and shopping. **Tourism**: Kanika's personal connections opened doors for overnight stays in Philadelphia. After meeting with dozens of tour operators, including well-known **Kuoni** and **Cox & Kings**, the COO of Kuoni (Asia's largest tour operator) visited Philadelphia to see the city for herself and to personally thank Mayor Nutter for sending his Ambassador to India (see photo). Kuoni plans to include an overnight in Philadelphia in its 2013 tour package—its potential is 5,000 to 7,000 room nights in the first year. In addition, following a subsequent trip and meeting with the Board chairman; Kuoni is now promoting the city to individual travelers, too. **Foreign Direct Investment**: Kanika's personal contacts already have twenty business owners interested in investing in ventures in Philadelphia.

Leading off our Special Projects section is the new Ambassador's program, created after a dynamic young woman found her way to IVC and, in turn, the City of Philadelphia. She is now opening important doors in India for Philadelphia.

The following six pages focus on some of the programs that fall under the umbrella of Special Projects. Special Projects are managed by Jennifer McGinn, Director of Special Projects, but this year's Fulbright Scholars Seminar, the Fulbright Enrichment Program and the special Egyptian and Nicaraguan programs attracted the attention and expertise of Ann Stauffer, IVC's Executive Vice President, who managed them.

In all, the department handled 111 program requests that varied from designing innovative professional programs to arranging tours, hotels, dinners and home stay experiences.



International Students — positive American experiences

...IVC makes it happen in *Philadelphia*

Discover Philadelphia — In 2003, IVC developed this inclusive and effective program welcoming graduate students

Eight years ago IVC created Discover Philadelphia as part of the City of Philadelphia's outreach within the knowledge industry to attract, engage and retain students. We recognized the importance in meeting the needs of international students by involving them with the community—and the track record speaks for itself.

Philadelphia knows that international students make a substantial contribution to our community – they bring foreign dollars into our economy as well as the richness of their home culture. An international education has become our country's fifth largest export and Pennsylvania ranks #6 among the 50 states for the number of international students studying here (up from #7 in 2010). The latest data show that international students contributed over \$965.1 million to Pennsylvania's economy in 2011, and \$21.2 billion to the U.S. economy in the 2010/11 academic year.

We knew that too many international students tended to stay on campus and weren't getting to know or appreciate the country and/or city in which they were studying. Discover Philadelphia is the country's only city-funded program designed to create positive American experiences for foreign students. By offering a warm welcome and personalized attention these students become ambassadors for our city by telling friends and family back home that Philadelphia is a great place to visit, live in, and do business.

International students bring intellectual, economic and cultural benefits to Philadelphia

Discover Philadelphia countries are listed at right:

IVC's programs and events for Discover Philadelphia were attended by more than 1,114 international students from around the world and 707 Americans who helped create positive experiences for them. There were 71 countries represented at the 30 events.

Discover Philadelphia offers activities throughout the academic year that range from professional and networking events to speaking engagements. The international students are invited to IVC events and programs that take them off their campuses to interact with IVC's Board of Directors, Members and Compass, our young professionals group.

The Philadelphia experiences provided by Discover Philadelphia are sure to have a positive impact on how the international students view Philadelphia and the United States. These experiences can be a deciding factor in their decision to remain here to work or establish a business after graduation, or perhaps recommend the City to colleagues looking to the U.S. for their own higher education requirements, or to establish an American headquarters here in the future.

Discover Philadelphia goals are quite simple:

- Provide a warm welcome to the U.S. and Philadelphia for international graduate students
- Introduce them to Philadelphia's rich history and culture
- Strengthen the City's international connections with networking opportunities
- Build business ties to Philadelphia law firms and corporations
- Engage international graduate students in activities showcasing the City's diverse and exciting cultural life
- Encourage the students to make Philadelphia their home after graduation
- Increase opportunities for attracting business from abroad

Afghanistan, Albania, Argentina, Australia, Bangladesh, Belarus, Belgium, Brazil, Bulgaria, Cameroon, Canada, Chile, People's Republic of China, Colombia, Cote d'Ivoire, Dominican Republic, Egypt, France, Georgia, Germany, Greece, Hong Kong, SAR, Iceland, India, Iran, Iraq, Ireland, Israel, Italy, Japan, Kazakhstan, Kenya, Republic of Korea, Kyrgyz Republic, Latvia, Lebanon, Lesotho, Liberia, Macedonia, Malaysia, Mexico, Moldova, Morocco, Nepal, Netherlands, Nigeria, Pakistan, Paraguay, Peru, Philippines, Poland, Russian Federation, Saudi Arabia, Singapore, Slovakia, Spain, Swaziland, Syria, Taiwan, Tanzania, Thailand, Tunisia, Turkey, Uganda, Ukraine, United Arab Emirates, United Kingdom, United States, Uruguay, Venezuela and Vietnam



Discover Philadelphia focuses on two select groups among Philadelphia's international graduate students:

- International attorneys and judges working on their advanced American law degree (LL.M.)
- International graduate students working on their M.B.A., M.S. and Ph.D. degrees.

Participating schools include:

Arcadia University
Drexel University
La Salle University
Philadelphia University
St. Joseph's University
Temple University
University of Pennsylvania

— This program's many professional and cultural activities are arranged by **Ann Stauffer**, IVC's Executive Vice President, with valuable help from IVC's Board of Directors, particularly **Richard Atkins, Esq.**, and **Jennifer McGinn**, IVC's Director of Special Projects, as well as many Compass members (IVC young professionals group). To view a list of Discover Philadelphia activities, go to www.ivc.org/DP2012

make friends





3 Fulbright Programs

Special Projects — *Meet the Fulbrights: a learning exchange on many levels*

IVC was pleased to manage these three distinctive programs for Fulbrights

#1. Fulbright Regional Visiting Scholar Enrichment Seminar — “Valuing Diversity and Resolving Conflict”

IVC was selected to host one of three Fulbright Regional Scholar Enrichment Seminars in the United States for the 2010-2011 academic year. Forty-six Scholars from 30 countries chose to come here to learn about the important and timely topic: “Valuing Diversity & Resolving Conflict.” These Scholars were in the United States teaching at American colleges and universities. They traveled from across the U.S. to attend the seminar, which was held at the **Courtyard by Marriott**

The Fulbright Scholars learned how diversity issues factor in American life and how conflict is managed in areas such as: Ethnic Relations—Religious & Interfaith Relations—Workplace Practices—University & College Life.

The seminar included plenaries, panel discussions, on-site visits to the **Welcoming Center for New Pennsylvanians**, the **Interfaith Center of Greater Philadelphia**, and the **Philadelphia Gas Works**, a visit to the **National Constitution Center** and conflict resolution group exercises. The Scholars were guests of honor at IVC’s First Thursday reception, enjoyed a 76ers basketball game and dinner hospitality in the homes of IVC members and Fulbright alumni.

#2. Fulbright Visiting Scholar Enrichment Program

IVC was chosen to administer the Fulbright Visiting Scholar Enrichment Program for Eastern Pennsylvania, Southern New Jersey and Delaware for the 2011-2012 academic year. This prestigious program involves twenty-nine Fulbright Scholars from twenty-two countries who are teaching and doing research at twelve area universities, colleges and one museum. IVC has been engaging the Fulbright Scholars in many cultural, professional and networking activities and providing positive American experiences.

#3. Dinner Hospitality for Fulbright Students

In April 2011, 136 Fulbright students who were attending universities and colleges across the U.S. flew to Philadelphia to gather here for a 4-day seminar sponsored by the **Institute for International Education (IIE)**. These students represented 66 countries. In what has become a memorable part of this annual event, they were invited out for an evening where they enjoyed a special dinner and the informal hospitality in homes throughout the region—or they were entertained at one of the city’s popular restaurants. Forty-two gracious IVC hosts provided this very personal, diverse and unforgettable American experience for our Fulbright guests from around the world.

IVC was privileged to participate in three Fulbright Programs. Our Special Projects department arranged many exciting activities and events that highlighted Philadelphia’s international involvement and the region’s warm hospitality.

The Fulbright Program is the world’s best known educational exchange and is funded by the **U.S. Department of State, Bureau of Educational and Cultural Affairs**. It is administered by the **Institute for International Education (IIE)**, and the **Visiting Scholar Program** is administered by the **Council for the International Exchange of Scholars (CIES)**, a division of IIE. Over the years, the Fulbright Program has provided almost 300,000 participants — chosen for their academic merit and leadership potential — with the opportunity to study, teach and conduct research, exchange ideas and contribute to finding solutions for shared international concerns. Worldwide, 140 countries have been involved —visiting Fulbright scholars or students representing those countries coming to the U.S., and American Fulbright scholars and students teaching and studying overseas.



Photo above: Fulbright Scholars at the National Constitution Center. Photos (left to right, top): dinner hospitality at a Philadelphia restaurant before First Friday; Scholars visiting Independence Park; a tour with family and friends; networking at IVC’s First Thursday; Fulbright Student home hospitality with Clio Mallin. (Left column, top to bottom): Visit to Independence Hall, Home hospitality host, Missy McQuiston welcomes her Fulbright guest for Thanksgiving Dinner; a meeting with “Ben Franklin”; and Robin Kolodny, a Fulbright alumna herself was host to a Fulbright Scholar and his family.

Fulbright Program activities included:

- Welcome & orientation tours
- Dinner hospitality for Thanksgiving and dinners in American homes throughout the year
- Attending a 76ers game
- Meeting our friendly IVC members at IVC’s First Thursday networking receptions
- Participation in a panel discussion related to their countries and their impressions of the U.S.
- Participating in a local volunteer activity
- Visiting area cultural institutions and events, including the Philadelphia Museum of Art, the Philadelphia Flower Show and others
- Participation in Independence Day and Welcome America activities

...IVC makes it happen in *Philadelphia*



Egypt, Japan and Nicaragua *Special Programs*

Special Projects extras — featuring some of the most diverse, intense and interesting projects that IVC managed...

Participating organizations for Nicaraguan Women's Rights included:

Washington, D.C.
Organization of American States (OAS)
– Inter-American Commission of Women
American University - Washington College of Law & Domestic Violence Clinic
National Organization for Women (NOW)
Open Society Foundations
Vital Voices Global Partnership

New York City
Ford Foundation
– Sexuality & Reproductive Health Rights
Madre
International Women's Health Coalition
United Nations – UN Women

Philadelphia
IVC Board Director, **Beth Cohen, Esq.**, hosted a welcome reception at her law firm, Blank Rome LLP

Women Organized Against Rape (WOAR)
Congreso De Latinos Unidos
– Women's Center & Latina
– Domestic Violence Program
Dawn's Place
Public Defenders Association of Philadelphia
National Clearinghouse for the Defense of Battered Women

EGYPT: IVC Develops Three Important Programs for Egyptians

Once again, acting at the forefront of our country's foreign policy, IVC developed three key programs for the Egyptians who are working to build their country's democratic institutions, promote human rights, and provide educational and economic opportunities for future leaders.

Two programs: the STEM Education Program, and the Democracy and Governance Internship Program, were developed to support the Cairo Initiative, a series of programs to provide education and training opportunities for Egyptians.

The Cairo Initiative resulted from President Obama's June 2009 speech in Cairo, when he stated, "One of the principal investments by the American people has been in the provision of educational opportunities to the Egyptian people."

1. Egypt's Minister of Education and Higher Education and Delegation Study Best Practices of STEM in U.S.

The Minister, a former President of **Mansoura University**, and his ten person delegation arrived in the Philadelphia region in August to look at best practices for **STEM** (Science, Technology, Engineering and Math) education at the high school and university levels. The delegation's members were guests of the **U.S. Agency for International Development (USAID)** and our Washington, D.C. partner organization, **World Learning**.

Because the Egyptian Ministry of Education is building a STEM school prototype in Cairo, its delegation included educational advisors and officials, an architect and engineer (*who took measurements and photos of the schools visited*), plus a USAID official involved in this project with the Egyptian Government.

Their visit was productive—thanks to the fine professional organizations (*see list at far right*) who met with the delegation. Several representatives from these institutions are now advising the Ministry on the STEM school in Cairo, and eventually for additional schools in other locations.

2. Democracy and Governance Internships Increase Awareness

Sponsored by **USAID** and administered by **World Learning**, this important program offered month-long internships in the U.S. to young Egyptian civil society activists and media leaders so they could review a range of techniques and practices that are utilized among U.S. civil society organizations in democracy-related fields.

In April 2011, we hosted a young, female human rights activist who works with an independent organization founded five years ago for the protection and reinforcement of freedom of thought and expression in Egypt. It provides legal aid, monitors and documents human rights violations. It also prepares and organizes training workshops for targeted groups to raise awareness of civil rights, students' rights and the right to information.

She was welcomed by the **American Civil Liberties Union of Pennsylvania (ACLU)** for her professional internship, and visited the **University of Pennsylvania**, **Drexel University**, and **Villanova University** to meet with faculty and students, and the **Council for American Islamic Relations**. She spoke at the Philadelphia Bar Association about the "Arab Spring" events in Egypt.

3. Egyptian Journalists Study Freedom of the Press/U.S. Media Operations

In December 2011, a delegation of eleven Egyptian journalists visited Philadelphia on a program entitled, "**Journalism in Democratic Societies**," as guests of the U.S. Embassy in Egypt and our Washington, D.C.-based partner organization, **Meridian International Center**. The journalists represented well-known media outlets, such as **Al-Akhbar**, **Rassd News Network**, **Al-Ahram**, **the Middle East News Agency (MENA)**, **Al-Tahrir Newspaper**, and others. The delegation met with the **Director of Communications and Strategic Partnerships** in the City of Philadelphia Mayor's Office to discuss her work representing the Mayor and his administration to the press and public. They visited **The Philadelphia Inquirer** to meet with the Managing Editor and sit-in on the daily Editorial Board meeting. The Egyptians had a great discussion with the Senior Editor of **Metropolis** regarding his work as an investigative journalist and the importance of "new media" in journalism today. They visited the **National Constitution Center** to understand the importance of freedom of the press and expression in the U.S. Constitution and Bill of Rights, and attended a performance of "The King and I" at the **Walnut Street Theatre**.

The STEM visit was productive and highly successful thanks to the wonderful professional resources who met with the Egyptian delegation:

- Commonwealth of Pennsylvania Department of Education – STEM Education Programs
- University of Pennsylvania School of Engineering and Applied Science
- Franklin Institute Science Museum
- 21st Century Partnership for STEM Education
- Delaware Valley Industrial Resource Center (DVIRC) – STEM Talent Development Division
- Lower Merion School District
- Science Leadership Academy
- George Washington Carver High School for Engineering and Science
- MAST Community Charter School

Nicaragua:

Alliance Building and Sustainability Practices for Women's Organizations

IVC was honored to develop a program for four important and quite famous women leaders from Nicaragua as part of the U.S. Agency for International Development's **FORECAST-Nicaragua Institutional Development and Training Program**, which was administered by **World Learning**. The program's goal was to strengthen the capacity of women's non-governmental organizations that promote women's rights in Nicaragua, and to more effectively combat sexual violence against women and girls. During their program they learned how organizations that promote the rights of women in the U.S. manage, fund and conduct awareness campaigns and lobbying efforts. They also learned new ideas in how women's shelters and crisis centers operated, with a focus on fund-raising and strategies to be sustainable. IVC's Ann Stauffer traveled with the women for their eleven-day program in Washington, New York City and Philadelphia and assisted in the program objective to develop relationships with U.S. counterparts and foundations for future cooperation and exchange of ideas.

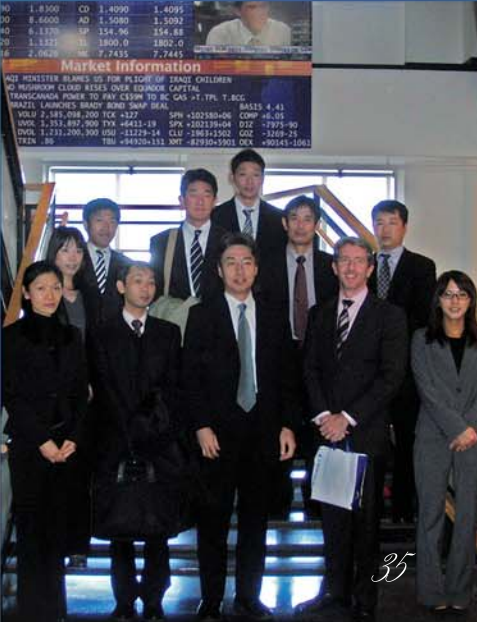
Japan:

Home Stay Experiences Provide Social and Cultural Insights

This year's annual visit from the **Japan Productivity Center** was the first to include women in the delegation. The ten executives took a break from their New York training program to spend 36 hours in Philadelphia to experience more aspects of American business and culture.

They met with **Comcast's Programs and Partnerships Department**, learned about innovation from **Electronic Ink**, and volunteered at **Independence Charter School**. They ended their day with the ultimate "American experience" — each spending an overnight as a guest in a local home where they were welcomed by member hosts. This home stay experience provided an invaluable appreciation for the American family life and lifestyle.

...IVC makes it happen in *Philadelphia*





From S-p-e-e-d Networking and dancing to fabulous food and music—everyone had fun connecting!

Meet interesting people from everywhere! It's just easy to say 'Hello.'



Our 25th International “BBQ” was one great celebration!



25 years! Making friends—and always having a good time doing it!

The 2011 BBQ marked our 25th year of creating this very special American experience. It started small in 1986, but now more than 500 people come together each July to support IVC, a positive U.S. image, and our work with citizen diplomacy. And they all have a great time doing it!

The BBQ is IVC’s only fund-raiser and supports our work throughout the year. This allows us to keep our events free or very affordable so everyone can be engaged in playing a personal role in international relations.

KEEPING IT FRIENDLY – new traditions:

As the event got bigger and bigger our challenge was how to keep it as “personal” and friendly as everything else we do. So in 2003 we created *S-p-e-e-d Networking* and every year since it’s been so popular that lines form while people wait to be part of the fun (they get just a few seconds to introduce themselves). In 2009 we created the “**I Don’t Know Anyone Tables**” so anyone coming alone would immediately have friendly people to talk to... and at this 25th BBQ a new tradition was born, and the “**Dreadful Art Hour**” became the latest ice-breaker where our artistic (and not-so-artistic) attendees could join the fun and meet others while painting on communal canvases. It was an instant success! We thank our friends at **Moore College of Art & Design** for organizing it, as well as their students’ playful chalk art that directed BBQ attendees to the College of Physicians. The colorful path on the sidewalk signaled the fun would soon begin!

The BBQ is truly a volunteer activity and it couldn’t be done so well each year without our friends at **Catering By Design** and the **College of Physicians**. And a special thanks to the talented **MA+G Graphic Design** for the creative designs and themes—year after year!

The following programs and institutions were represented at the 2011 BBQ:

- U.S. Department of State’s *International Visitor Leadership Program*
- City of Philadelphia’s *Sister Cities Program*
- U.S. Department of State’s *Partners for Peace Program*
- La Salle University’s *International MBA Program*
- Moore College of Art & Design
- University of Pennsylvania’s *International Business Communication Program*

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...the ‘Dreadful Art Hour’ brought out the inner Picasso—or (maybe) advanced kindergarten talents!



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International guests came from these countries:

Australia Brazil Cameroon
People’s Republic of China
Germany Greece India Iraq Italy
Japan Republic of Korea Poland
Saudi Arabia Spain Switzerland
Taiwan United Kingdom (Scotland)



First Thursday brings Philadelphians together with our international visitors and foreign students—and only the rare few sleep through this lively evening!



FIRST THURSDAY is welcoming!

IVC's monthly program is long recognized as Philadelphia's "friendliest" networking opportunity. Each month these ever-changing receptions become the place to be for hundreds of guests to gather from around the region and abroad.

...IVC makes it happen in Philadelphia

FIRST THURSDAY @ THE ANNEX

We recently overheard someone remark that IVC's First Thursday is Philadelphia's longest-running monthly cocktail party. However, we like to think it's the longest-running *friend-raising* event in town. For 13 years these unscripted, ever-changing receptions have been making friends around the world for Philadelphia and the United States. First Thursday welcomes established and emerging leaders visiting us through the U.S. Department of State, as well as Sister City Scholars and graduate students who are far from home while attending our great universities and colleges. First Thursday welcomes executives deciding where to locate their business, and new Consuls as they become part of the first Consular Corps Association in the United States. These events are unique and are more popular now than when first introduced.

Ten times a year we meet at the beautiful Courtyard by Marriott Downtown to create this "international salon." Every reception is different because the faces and countries change each month. These receptions are free for IVC members—many of whom never miss an opportunity to chat informally with some of the most interesting people in the world, individuals they wouldn't have met elsewhere. Here they discuss the latest, most important world events and meet leaders in business, government, law, education and the arts from around the world.

This past year, 1,358 American 'citizen diplomats' greeted 895 internationals from 112 countries and regions. They practiced their language and diplomacy skills. They showed that Americans are curious about the world, educated about international affairs and open to new dialogues.

A special call-out to our friends at the Courtyard Marriott! These receptions wouldn't be nearly as successful without the capable hotel staff—including the chef, servers and bartenders—all have become valued partners in furthering our citizen diplomacy work.

—First Thursdays are beautifully organized by **Alan Hatfield**
IVC's Director of Membership, Special Events & Development

Afghanistan Albania Algeria Angola Argentina Armenia Australia Bangladesh Belarus Belgium Bhutan Brazil Bulgaria Cameroon Canada Chad Chile China, People's Republic of Colombia Costa Rica Cote d'Ivoire Cyprus Czech Republic Congo, Democratic Republic of Denmark Dominican Republic Ecuador Egypt Ethiopia France Georgia Germany Ghana Greece Haiti Honduras Hong Kong SAR Hungary India Indonesia Iran Iraq Ireland Israel Italy Japan Jordan Kazakhstan Kenya Korea, Republic of Kyrgyz Republic Laos Latvia Lebanon Lesotho, Kingdom of Liberia Lithuania Macedonia, Republic of Madagascar, Republic of Malaysia Maldives Mexico Moldova Mongolia Montenegro Morocco Mozambique Nepal Netherlands New Zealand Nicaragua Niger Nigeria Norway Pakistan Palestinian Territories Panama Peru Philippines Poland Portugal Qatar Romania Russian Federation Saudi Arabia Senegal Serbia Sierra Leone Slovak Republic Slovenia South Africa South Sudan, Republic of Spain Swaziland Sweden Switzerland Syria Taiwan Tajikistan Tanzania Thailand Tunisia Turkey Uganda Ukraine United Arab Emirates United Kingdom Uruguay Uzbekistan Venezuela Vietnam Zimbabwe

First Thursday's 2011 Participating Programs:

- Arcadia University**
 - International Peace and Conflict Resolution Program
 - MBA Program
 - Physical Therapy Program
- City of Philadelphia**
 - Sister Cities Program
- Commonwealth of Pennsylvania**
 - Pennsylvania's Center for Direct Investment
- Consular Corp Association of Philadelphia**
- Drexel University**
 - English Language Center
 - GLOBE Business English Program
 - GLOBE Pre-MBA Program
 - Pre-Academic Fulbright Program
 - LeBow College of Business
 - MBA Program
- Fulbright Programs**
 - Fulbright Visiting Scholar Enrichment Program
 - Valuing Diversity & Resolving Conflict Seminar
- International House Philadelphia**
- International Opera Theater**
 - Decameron
- La Salle University**
 - School of Business
- Moore College of Art & Design**
- Philadelphia University**
- SPRI - Basque Development Agency**
- St. Joseph's University**
 - Ervin K. Haub School of Business
- Temple University**
 - International Business Association
 - International MBA Program
 - LLM Graduate Program
 - S.J.D program
- University of Pennsylvania**
 - English Language Programs
 - International Business Association
 - International Business Communication Program
 - LLM Graduate Program
 - PennDiplomats
 - School of Dental Medicine Pass Program
- University of the Arts**
- U.S. Department of State**
 - International Visitor Leadership Program
 - Office of Citizen Exchanges
 - Partners for Peace
- U.S. Navy**
 - Defense Institute of International Legal

Last...but not least!

How...IVC makes it happen in *Philadelphia*



WE'RE THE STAFF: TEAM IVC! WE BRING COUNTRIES & PEOPLE TOGETHER

Every year an amazing amount of work is accomplished by this small staff. Is there another organization that plans more appointments or connects more people internationally than these dedicated professionals? *We think not!* Their commitment is evidenced by the number of years this staff has been with IVC—two individuals for more than 20 years.

Each member of IVC's talented staff is committed to building friendships, business relationships and peaceful relations around the world—one person, one handshake at a time.

IVC President & CEO

IVC Executive Vice-President

Director of Development & Membership

Sister Cities & Special Projects Director

Director of Administration

Program Officer

Database Manager

Accountant

Nancy J. Gilboy

Ann L. Stauffer

C. Alan Hatfield

Jennifer McGinn

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Jatinder Singh

IVC is a member of the **National Council for International Visitors (NCIV)**, a network of 95 Councils in large cities and small towns across the U.S. engaging local citizens in meeting and hosting visitors who come to their communities through the State Department's **International Visitor Leadership Program**. Councils arrange carefully designed professional programs and create American cultural experiences for established and emerging leaders from around the world.

This unique citizen diplomacy network was nominated for the 2001 Nobel Peace Prize.

There is no other network like it in the world.

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Seton Hall University
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IVC

ANNUAL REPORT 2011

INTERNATIONAL VISITORS COUNCIL

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Our signing board is a lasting record of our visitors!