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IVC

ANNUAL REPORT 2012

INTERNATIONAL VISITORS COUNCIL

MAKE FRIENDS — MAKE CONTACTS — MAKE PEACE®

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IVC: *Building international relationships in Philadelphia* for 59 years  
EXPAND YOUR WORLD

International Visitors Council of Philadelphia

For 59 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

2012 ANNUAL REPORT

2013

MAKE FRIENDS MAKE CONTACTS MAKE PEACE® | SHARE OUR VISION



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.”

Philadelphia

MAKE FRIENDS    MAKE CONTACTS    MAKE PEACE®

EXPAND YOUR WORLD

IVC

2012 ANNUAL REPORT  
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*Welcome a stranger, send home a friend*



## 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.



...IVC builds relationships

### 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:

Participants on the International Visitor Leadership Program travel to as many as 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. We work with the **Office of the Mayor** to administer Philadelphia’s **Sister Cities Program**, as well as the **Philadelphia Department of Commerce** and the **Office of the City Representative**. We work in partnership with Philadelphia’s universities and colleges to administer **Discover Philadelphia®**.



...IVC makes connections

### 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 staff arranges more than 2,000 meetings with area experts, our ‘citizen diplomats.’



...IVC develops friendships\*  
\*some quite warm & fuzzy, err-r feathery!

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.

## EXPAND YOUR WORLD — WITH IVC

*Welcome a stranger, send home a friend*

### 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.



...IVC promotes ideas

### 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.



# Board of Directors 2012/2013

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 executes each year. They assist IVC's staff in designing creative programs and by sharing their knowledge with our visitors. They open doors to their

professional communities and engage their colleagues in delegate programs and interests. The IVC Directors provide financial support, conference space for meetings and seminars, and host receptions for delegations. These individuals are key advisors, and the thousands of appointments arranged each year could not be done without the support of these committed professionals.



**PRESIDENT & CEO**  
**Nancy J. Gilboy**

## HONORARY BOARD

Honorable **Michael A. Nutter**  
Mayor, City of Philadelphia

Honorable **Robert Casey, Jr.**  
U.S. Senate



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Giampolo Law Group



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School District of Philadelphia

**David C. Palm\*\***  
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**Brian A. Rankin, Esq.**  
Comcast Corporation

**Claire Riggs**  
NuStar Asphalt LLC

\* IVC Chief of Protocol  
\*\* Transferred to St. Louis, term ended 2012



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**Robert Washington**  
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## COMPASS CO-CHAIRS

*Our Young Professionals Group*

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KBR, Inc.

**Clio Mallin**  
John Templeton Foundation

**Christopher Sheridan, Esq.**  
Sheridan Volunteer  
Engagement Systems

**Herbert Ushewokunze, VII**  
Makuti, LLC





Board members: **Baird Brown**, former IVC Chairman, greets IVC Treasurer **Bill Spang**



Board member **David Webster**, who's involved with trade in Africa, speaks with IVLP guest from Cameroon.



Board member **Maria Mills-Torres** and IVLP guest from Angola.



IVC Chairman, **John Goldschmidt** and **Ron Henry**, former Board Chair and current Trustee.



A large gathering of citizen diplomats and guests from around the world convened in the Mayor's Reception Room at City Hall for IVC's 58th Annual Meeting.

**IVC:** *Building international relationships in Philadelphia* for 59 years



IVC Chairman, **John Goldschmidt**, Esq., with Citizen Diplomacy Awardee Inspector General **Amy Kurland**, Esq. (left) and keynote speaker, **Diane Crow** from the U.S. Department of State.



Newest Board members **Michael Feighan** (left) and **Angela Giampolo**, Esq. (second from right) with Executive Board Members **Steve Kelly** and **Dick Atkins**, and Dick's cousin, **Dr. Marcelline Krafchick**, the first Fulbright Scholar from Beaver College, now Arcadia University.

## The 2012 IVC Annual Meeting:

The 58th Annual Meeting was held in the beautiful Mayor's Reception Room at City Hall. The evening's event introduced three new Board members, four Citizen Diplomacy Awardees and a great speaker from our favorite place in D.C., the **Office of International Visitors** at the **U.S. Department of State**, which administers the prestigious **International Visitor Leadership Program – IVLP** – our raison d'être.

Annual Meetings give us the opportunity to thank the many people who supported our work in many ways, from donating to hosting. It also gives us a chance to recognize the small staff that works hard behind the scenes to accomplish so many big things.

Our guest speaker was **Diane Crow**, who is the Branch Chief for the Community Relations Branch in the **Office of International Visitors** at the State Department. She had been a civilian working with the U.S. military in Mosul, connecting with average Iraqi citizens as the Public Diplomacy Officer for the Provincial Reconstruction Team. As her bio stated, "Public Diplomacy is often hard to explain, but even in a war zone it is based on building relationships, creating global engagement and opening doors for mutual understanding." From her talk, "Leveraging Public Diplomacy," we could see that she is the right person for the job of building relationships.

Participants from several of our programs were among the 100+ people attending the meeting, including an IVLP group of nine women from nine countries whose theme was "Women's Innovations in Science & Engineering." They came from Angola, Botswana, Cameroon, Ghana, Kenya, Nigeria, South Africa, Tanzania and Uganda. As part of IVC's **Discover Philadelphia®** program were three scholars from Belgium, China and Serbia with the **Fulbright Visiting Scholar Enrichment Program**, and from the **Sister Cities Program** were 'family' from Tianjin, China.



Our thanks to **International SOS** and IVC Board member, **Suzanne Garber**, for sponsoring the 58th Annual Meeting.

Beginning their first term on the IVC Board:

**Michael Feighan**  
Vice President, Chubb Accident & Health

**Angela Giampolo**, Esq.  
Principal, Giampolo Law Group

**Claire Riggs**  
Senior Regional Public Affairs Manager  
NuStar Asphalt LLC

Four Citizen Diplomacy Awards were presented:

**Bodine High School for International Affairs**  
Sister Cities Program

**Lee & Sally Bowie**  
Cultural Hosts

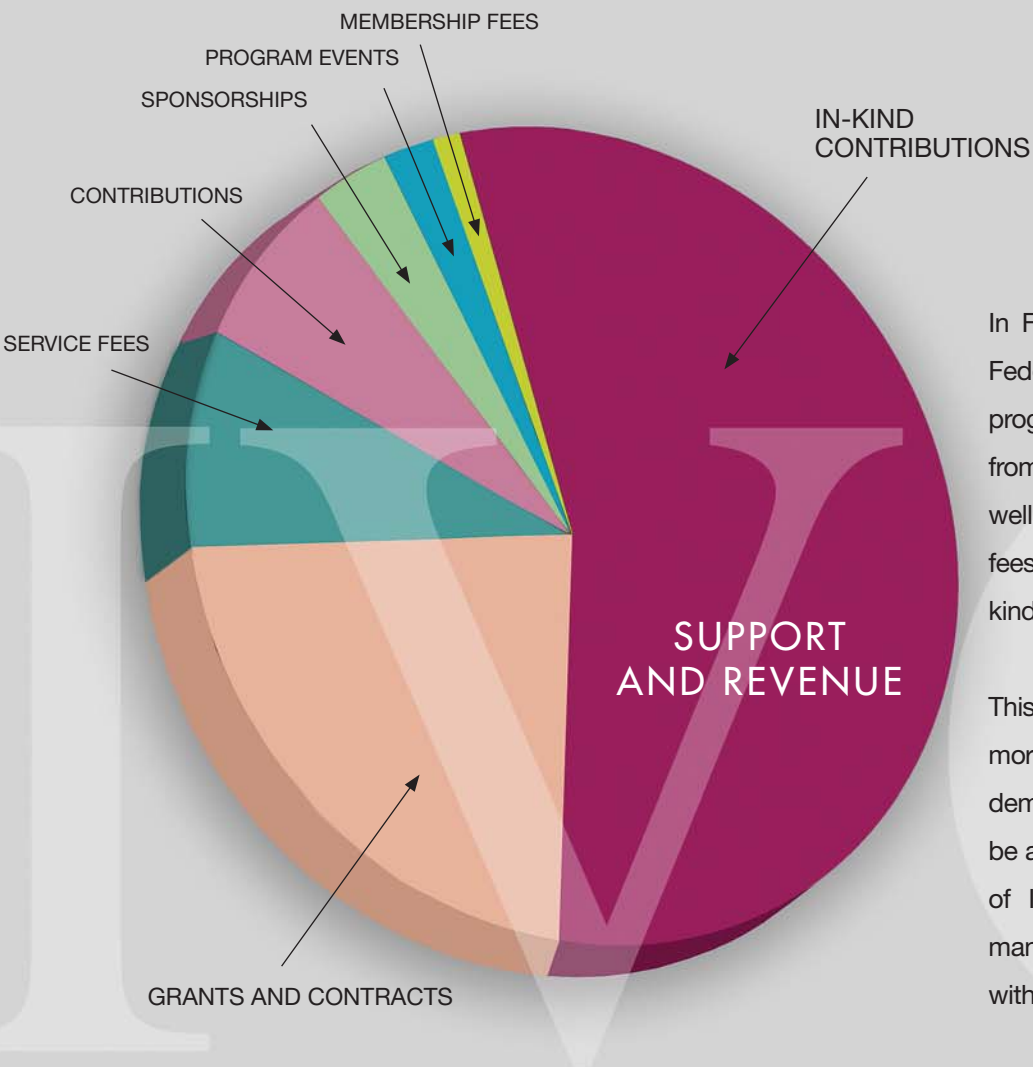
Inspector General **Amy Kurland**, Esq.  
Accountability in American Government

**National Constitution Center**  
Outstanding Civic Partner



2012 FINANCIAL REPORT

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



In FY 2012, IVC's revenue came from Federal and City grants, fee for service programs, donations and sponsorships from individuals and corporations, as well as from event and membership fees, and an abundance of generous in-kind donations.

This year's in-kind support was more than twice IVC's cash revenue, demonstrating that IVC's work could not be accomplished without the generosity of IVC's friends, supporters and the many experts who shared their expertise with IVC's international guests.

Statement of Activities for the year ended June 30, 2012

SUPPORT AND REVENUE\*

Grants and contracts	\$ 264,981
Contributions	86,568
In-kind contributions	669,194
Service fees	110,460
Membership fees	12,920
Program events	25,064
Sponsorships	42,051
Other	38

Total support and revenue ..... \$ 1,211,276

EXPENSES\* / PROGRAMS / SERVICES

Discover Philadelphia	\$ 115,428
IVC Centers	232,054
Sister Cities	198,026
NCIV	563,073
World Learning	25,532
IIE Fulbright	16,019

Total program services ..... \$ 1,150,132

\*Complete financial information can be obtained by calling IVC.



IVC has many, many images of our visitors, events and other colorful international activities happening in Philadelphia that we could easily fill a six-volume Annual Report!

We bring you an overview that is as comprehensive as our page limitation allows.



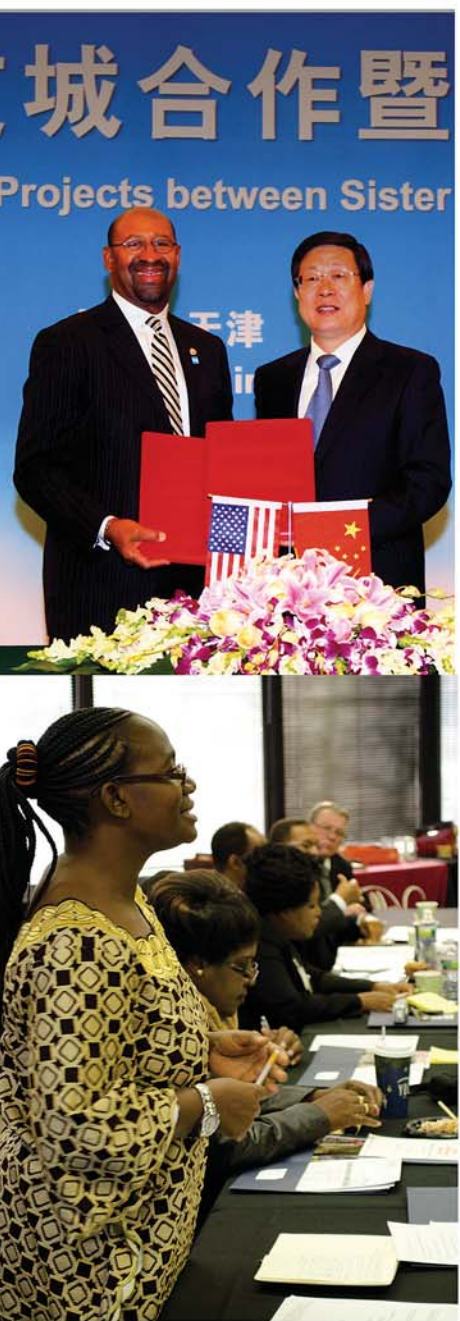
Every day, every week, all year  
IVC expands your world.







Below: **Mayor Nutter** and Tianjin's **Mayor Huang** signed agreements in Chinese and English to further strengthen the Sister City relationship.



Visitors from all over the world met their professional counterparts and exchanged ideas and best practices while forging lifelong ties

## the 2012 Message from IVC's President EXPAND YOUR WORLD — WITH IVC

As I write this in 2013, IVC is ending its 59th year. I've spent time assessing our progress as an organization, and see a strong, mature non-profit with thousands of generous members and supporters caring about our mission and opening their homes and offices to our guests from abroad for professional and cultural exchanges. These Americans are putting a friendly face on the United States and playing a personal and important role in U.S.-foreign relations. Although we live with a shrinking budget, IVC is fiscally healthy and has a dedicated, talented staff and Board supporting our work and caring about how our region and country are viewed abroad.

In 1954 when IVC was created, the image of the U.S. was that of a strong, kind nation with friendly soldiers giving chocolates to little children after "saving the world." It was during this time that international exchanges were created —exchanges like the **Fulbright Program**, **Sister Cities** and the **Foreign Leaders and Specials Program**, now called the **International Visitor Leadership Program (IVLP)**, all with the goals of preventing future wars by promoting mutual understanding.

Those were optimistic times and exchanges were exciting when travel wasn't common and exchanges meant that Americans and internationals had opportunities to go abroad for educational experiences and a better understanding of other ways of life.

**Are these exchanges still important 59 years later?** Travel is now inexpensive and movies and TV bring the world right into our homes. But as I write this, two movies nominated for Best Picture at the Oscars were about hatred toward the United States.

**Every day I'm encouraged by the comments I read from our visitors that reinforce the value of exchanges to correct perceptions. This is one of many:**

*"I'm happy to see the American people are far away from the stereotype the media and movies show. The diversity, I think, is one the engines that makes the country move in a fast way. It's also one of the factors that make American people friendly and open-minded, accepting the other with all his differences."*

— IVLP visitor from Tunisia — March 2012

**Yes, exchanges are more important than ever.** And the good news is that right here in the Greater Philadelphia region thousands of people have joined with us to change the negative image, as have hundreds of thousands across the U.S. who work with our counterparts in other cities.

We're part of a unique network of Councils that arranges professional meetings and cultural experiences for the IVLP in our communities. School visits by our visitors are expanding the world of our students with IVC's new **Today I Met** program—read about it on page 13. We're bringing Philadelphia closer to its ten Sister Cities by being the first and only city in the world offering **Sister Cities Scholarships** and **Sister Cities Fellowships**.

The first official trip to a Sister City was made by **Mayor Michael A. Nutter** to Tianjin, China. The Mayor and the Philadelphia delegation were warmly received by Tianjin's **Mayor Huang** and his senior officials—shown here hosted in the Grand Hall at the elegant Mayor's Guest House.

And through Sister Cities we're connecting local businesses and institutions to their Chinese counterparts—which you can see on pages 18-19 about the historic first visit by a Philadelphia Mayor to Tianjin.

We also worked with delegations from 91 countries in our **Special Projects Department**, including Foreign Service Nationals, journalists from Austria and Ukraine, Latin American youth, Young African Leaders, Brazilians involved with "Science Without Borders," dinners for 130 Fulbright Students in homes and restaurants, and other projects to read about on pages 23-25. Our work with the City's **Honorary Ambassador to India** is also in Special Projects and is a great story of one woman's amazing successes in linking her country with her adopted city. And then there's the **Discover Philadelphia®** program, where we reach into campuses to create positive experiences for students far from their families and homes.

All internationals in town on any of these programs are welcomed at our lively **First Thursday** receptions, now in their 13th year, which you'll read about on pages 26-27. Our **Annual International BBQ** is the only fund-raiser I know of that actually raises funds while fulfilling its mission. See photos and a list of our supporters on pages 28-29.

### Looking ahead

Mature organizations that are also smart ones look for obstacles in the way of continued success, and we've identified two: communication and our name.

Years ago my husband told me that half my job is doing my job, and the other half is telling everyone what I've done. **Communicating our work** has been a challenge not just for me, but every head of IVC during its 59 years, so hopefully social media is the solution during our 60th. And **IVC's name** has been an obstacle to people understanding what we do (and our getting them involved), and it has hurt our fund-raising efforts. My goal is to meet someone who doesn't ask me which museum tourists like most, or compliment me on the great work being done by the Greater Philadelphia Tourism Marketing Corporation!

**So, at our 59th Annual Meeting we'll challenge the community to find a name** that better reflects our work and citizen involvement. We're opening it up to everyone and will announce the new name at next year's 60th Annual Meeting. We hope that our new communications efforts will bring attention to our work and a more meaningful name will emerge.

No matter what happens, we'll continue to expand your world and make it a safer one through international exchanges.

— **Nancy J. Gilboy**, IVC President and CEO

### In 2014 IVC turns 60

A new decade calls for rebranding! Help us identify a new name that better reflects our international relations, citizen diplomacy work.



IVC's President, **Nancy Gilboy**, organized the historic first visit to a Sister City by a Philadelphia Mayor (see pages 18 and 19). Before heading to Tianjin, **Mayor Nutter** and the City delegation, which included **Suzanne Biemiller**, **Duane Bumb** and **Nancy**, got over their jet lag by climbing the Great Wall outside of Beijing on a very cold and windy December morning.





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 483 distinguished visitors in 2012:

21st Century Societies and Cultures in a Shrinking World	Higher Education in the U.S.	Public Security and Safety
Administration of Justice	Holocaust and Human Rights Education in the U.S.	Religion, Pluralism and Interfaith Dialogue
Advances in Contemporary Nursing	Integration of Muslim Migrant Youth in Greece	in Everyday American Life
After School Violence and Drug Prevention Programs	International Business School Models	Safety, Security, and the Environment in Air Traffic
American Corners	Issues in U.S. Mining and Implications of the Dodd-Frank Act	and Airspace Management
American Language: Connecting English Teaching	Jewish Cultural Centers and Museums in the U.S.	Tamil Diaspora: Post Conflict Reconciliation
to U.S. History and Culture	Journalism in the U.S.	Teachers of English as a Second Language - A Regional Project
Approaches to School Instruction in American History	Journalistic Practices	for the Near East
and Culture	Judicial System in the U.S.	Teaching English as a Foreign/Second Language
Citizen Participation in Government and NGOs	Leadership in Local Communities	Teaching English to Speakers of Other Languages - Latin America
City Management in the U.S.	Leadership, Accountability and Legitimacy in Modern Policing	Technology Commercialization in the United States
Civil Society 2.0	Legal Issues	Transition Period: Justice and Reconciliation
Community Outreach Programs for Disadvantaged Populations	Legal Issues in the U.S.	Transparency in Government
Conservation of Libraries	Library and Information Science	U.S. Administration of Justice: Law Enforcement and the Courts
Constitution Writing Program	Library Science	U.S. Aviation Infrastructure and Safety
Contemporary Challenges in Higher Education	Macroeconomic Issues	U.S. Constitutional Law
Crisis and Disaster Management	Museum Management	U.S. Election Process and Campaign Practices
Cultural Education	National Elections: Politics in America	U.S. Elections and Political Systems
Cultural Heritage Preservation	NGO Management and Civic Activism	U.S. Energy Policy: Clean Technology and Nuclear Power
Current U.S. Political, Economic, and Social Issues	Oil & Gas: Product Diversification	U.S. Government and Society
Cyber Volunteerism	Policies that Support Entrepreneurship and the Development	U.S. Laws on Access to Public Information
Energy Policy: Nuclear Energy and Clean Technology	of Minority-Owned VPolitical Campaign Organization	U.S. Political System and Government Institutions
English Language Education	Political, Social and Economic Issues in the U.S.	Water Resource Management
Entrepreneurship and Innovation	Professional Development Exchange for Saudi Women in Law	Water Resource Protection in the U.S.
Finance in the United States	Promoting American Culture & Values through Social Media	Women Climate Leaders
Foreign Policy	in English Language Teaching Classrooms	Women's innovations in Science and Engineering in the U.S.
Government Media Relations	Promoting Tolerance Through the Arts	Women's Shelters
Grassroots Democracy and Citizen Activism in an Election Year	Prosecuting Organized Crime in the U.S.	
Grassroots Democracy in the U.S.	Public Health	

**The IVLP welcomed visitors from the following countries and territories to the Philadelphia region:**

Afghanistan	Cameroon	Gabon	Kosovo	Oman	Sudan
Albania	Canada	Georgia	Kuwait	Pakistan	Suriname
Algeria	Central African Republic	Germany	Kyrgyzstan	Palestinian Territories	Swaziland
Argentina	Chad	Ghana	Laos	Panama	Syria
Armenia	Chile	Greece	Liberia	Peru	Taiwan (Republic of China)
Bangladesh	China, People's Republic of	Guinea	Libya	Philippines	Tanzania
Barbados	Colombia	Haiti	Macedonia, Republic of	Poland	Thailand
Belgium	Congo, Democratic Republic of	Honduras	Madagascar	Portugal	Togo
Belize	Costa Rica	Hong Kong, SAR	Mauritania	Romania	Trinidad and Tobago
Benin	Cote d'Ivoire	Hungary	Mexico	Russian Federation	Tunisia
Bhutan	Croatia	India	Mongolia	Rwanda	Turkmenistan
Bolivia	Cyprus	Indonesia	Montenegro	Samoa	Uganda
Botswana	Denmark	Iraq	Morocco	Saudi Arabia	Ukraine
Brazil	Djibouti	Israel	Mozambique	Senegal	United Arab Emirates
Brunei	Dominican Republic	Jamaica	Nepal	Singapore	Uzbekistan
Bulgaria	Ecuador	Japan	Netherlands	Slovak Republic	Venezuela
Burkina Faso	Egypt	Jordan	New Zealand	South Africa	Vietnam
Burma (Myanmar)	El Salvador	Kazakhstan	Niger	South Sudan, Republic of	
Burundi	Ethiopia	Kenya	Nigeria	Spain	
Cambodia	Finland	Korea, Republic of	Norway	Sri Lanka	

a program of the U.S. Department of State

# 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 IVLP** is our core program and *raison d'être*

Another exceptional year just flew by for the IVLP in Philadelphia. The 483 distinguished guests of the U.S. Department of State who arrived in Philadelphia in 86 delegations came with expectations set by the U.S. Ambassador who invited them, and the images they already had of our country and the American people.

The program couldn't help but influence, and perhaps change, their views of us as they visited cities large and small and experienced the cultural and geographic diversity of our country, as well as the diversity of opinion that Americans are well known for. And they formed their own opinions of us through the meetings arranged by the IVC's in the communities they visited, and the unscripted experiences they had on the streets, in restaurants, shops and even during the professional and cultural meetings we arranged. In each city they visited, including ours, they enriched our communities by their presence though professional dialogue and insights into what's happening in their countries.

Their visits to Philadelphia's schools through our new **Today I Met** program (funded by **Wells Fargo**) introduced them to the next generation of Americans and, in turn, put a real face on countries our students had only heard about. Students could go home those days to tell their families and friends that "*today I met*" journalists from Austria, educators from Egypt, a Frenchman working in juvenile justice, and executives from Japan. Our visitors truly expanded the world of our children beyond their neighborhood, preparing them for living and working in a global economy.

Each visitor and delegation came with specific program areas to look at. The opposite facing page includes the program 'themes' we addressed over the past 18 months by identifying local experts in their fields and arranging hundreds of meetings and site visits throughout the Philadelphia area.

—This important State Department is our core program. It is managed by **Ann Stauffer**, IVC Executive Vice-President; and **Lissa Morinsky**, IVLP Program Officer



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. Because it is by invitation only, (no one can apply for it), this program is not as well known as Fulbright, Muskie or other international exchanges.

Each IVLP participant comes with an agree-upon program theme and objectives to be met while visiting 3 to 5 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.





# Visiting Delegations

Between July 1, 2011 and December 31, 2012 we identified 2,203 visitors from 154 countries and regions. There were an additional 500+ people not included in this list because their countries were not identified. These delegations and individuals represented government officials, community leaders, executives, educators, religious leaders, scholars and graduate students who were in the Philadelphia region on one of IVC’s many programs.

There were 119 people from seven Sister Cities who visited for a total of 686 days: France (6), Israel (17), Italy (1), Japan (13), China, (23), Poland (37), Republic of Korea (22)

We also had Sister City Scholars and students here from Douala, Cameroon; Tianjin, China; Incheon, Korea; Nizhny Novgorod, Russia. The \*asterisk denotes our Sister City countries.

14	Afghanistan	18	Georgia	8	Palestinian Territories
4	Albania	52	Germany	9	Panama
11	Algeria	4	Ghana	4	Paraguay
1	Andorra	13	Greece	10	Peru
5	Angola	1	Guatemala	7	Philippines
32	Argentina	4	Guinea	93	Poland*
7	Armenia	4	Haiti	8	Portugal
12	Australia	7	Honduras	2	South Sudan, Republic of
8	Austria	13	Hong Kong, SAR	4	Romania
2	Azerbaijan	4	Hungary	31	Russian Federation*
1	Bahrain	47	India	1	Rwanda
7	Bangladesh	30	Indonesia	1	Samoa
1	Barbados	5	Iran	30	Saudi Arabia
3	Belarus	17	Iraq	2	Scotland
7	Belgium	9	Ireland	22	Senegal
1	Belize	60	Israel*	3	Serbia
4	Benin	39	Italy*	3	Sierra Leone
2	Bhutan	1	Jamaica	2	Singapore
5	Bolivia	115	Japan*	3	Slovak Republic
5	Bosnia and Herzegovina	2	Jordan	1	Slovenia
3	Botswana	9	Kazakhstan	4	South Africa
85	Brazil	7	Kenya	59	Spain
1	Brunei	90	Korea, Republic of*	9	Sri Lanka
21	Bulgaria	3	Kosovo	3	Sudan
3	Burkina Faso	2	Kuwait	2	Suriname
2	Burma	12	Kyrgyz Republic	4	Swaziland
3	Burundi	4	Laos	12	Switzerland
4	Cambodia	2	Latvia	10	Syria
15	Cameroon*	3	Lebanon	28	Taiwan
11	Canada	2	Lesotho	6	Tanzania
3	Central African Republic	4	Liberia	13	Thailand
3	Chad	14	Libya	1	Timor-Leste
16	Chile	2	Macedonia	2	Togo
431	China, People's Republic of*	2	Madagascar	2	Trinidad and Tobago
23	Colombia	1	Malawi	12	Tunisia
12	Congo, Democratic Republic of	11	Malaysia	18	Turkey
6	Costa Rica	1	Mali	5	Turkmenistan
3	Cote d'Ivoire	3	Mauritania	5	Uganda
2	Croatia	21	Mexico	17	Ukraine
8	Cyprus	10	Moldova	5	United Arab Emirates
2	Czech Republic	6	Mongolia	10	United Kingdom
4	Denmark	3	Montenegro	1	Uruguay
3	Djibouti	18	Morocco	11	Uzbekistan
11	Dominican Republic	3	Mozambique	23	Venezuela
7	Ecuador	7	Nepal	29	Vietnam
34	Egypt	17	Netherlands	4	Yemen
6	El Salvador	4	New Zealand	3	Zambia
1	Estonia	9	Nicaragua	1	Zimbabwe
7	Ethiopia	6	Niger		
4	Finland	15	Nigeria		
30	France*	3	Norway		
1	Gabon	3	Oman		
1	Gaza	20	Pakistan		
				2203	TOTAL



## What happens in the Sister Cities Office?

Quite a lot! Working on Sister Cities projects involves weeks and sometimes months of preparing every detail for delegations arriving from a Sister City – we arrange their hotels, find or commission gifts, arrange airport transfers, daily transportation, arrange counterpart meetings, receptions and memorable American experiences. We work with outbound delegations, too, by coordinating with our counterparts on the receiving side who assist with visits by City officials, executives, schools, artists and photographers. We handle correspondence sent to the Mayor’s Office or to us, and acknowledge the Sister Cities’ local and major national holidays as well as birthdays of mayors and our liaisons in the Sister City and Foreign Affairs offices. We send colorful Philadelphia photo calendars to our liaisons each year and alert our Mayor’s Office and City agencies and departments about invitations to conferences and holiday celebrations in the Sister Cities. We acknowledge the news we hear about our Sister Cities and their countries, including the many medals won at this past year’s Olympics, as well as earthquakes and other tragic events.

—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 Mayor, Office of the City Representative and the Commerce Department.

Here’s a snapshot of Sister Cities events this past year:

### SISTER CITIES PARK

The beautiful **Sister Cities Park** opened in May, 2012 on Logan Square with a boat pond, children’s discovery garden and café. Fairmount Park and **Center City District** did a skillful job featuring Philadelphia’s ten relationships around the world with the names of our Sister Cities engraved on park benches and the center fountain, which shoots water to show the distance from Philadelphia to our ten Sister Cities. Sister City friends from Douala and Incheon attended the opening ceremony and since then we’ve hosted more ‘family’ members there from Tianjin and Aix-en-Provence. May 2013 will see Center City District’s first festival in the plaza featuring the Sister City countries, including a fashion show from Douala and a chef flown in from Nizhny Novgorod who will work with a local chef from France representing Aix-en-Provence.

### FLORENCE, ITALY

A trip to Florence by Mayor Nutter was planned and postponed for Fall 2012, but another took place in March 2013 for Mayor Nutter’s visit to Firenze as Chairman of the U.S. Conference of Mayors. With 2013 designated the Year of Italian Culture, we are working with the Consul General for special projects, including the festival in May 2013 at Sister Cities Park, and a performance of *Pinocchio* in October, 2013.

### TEL AVIV-YAFO, ISRAEL

Deputy Mayor Gary Steuer, Jane Golden (Mural Arts Program) and Sam Katz were warmly welcomed in Tel Aviv-Yafo at the end of December 2012, when both Gary and Jane were speakers at a creative economy conference. They met with **Shir Regenbaum**, our Sister Cities liaison, and visited the **Tel Aviv Museum of Art**. Gary and Tel Aviv’s Manager of Visual Arts for the Arts Department are now looking at some exciting collaborative and technological visual art projects between our two cities and how to get them funded.

Several officials from Tel Aviv visited Philadelphia, including a member of the **Tel Aviv-Yafo City Council**, who attended the **Global LGBT Summit** in May. They met with **Mayor Nutter** and **Gloria Casarez**, Director of LGBT Affairs for the City of Philadelphia. They enjoyed the tour we arranged and the warm ‘Sister City welcome’ at IVC’s **First Thursday Reception**. We’ve had a close working relationship with Israel’s Consul General’s office for years and are always pleased when they let us know that guests from Tel Aviv are in Philadelphia. Thanks to the Consulate, in May we arranged a special tour for four musicians from **Tel Aviv University** who performed that evening after seeing our historic district.

—more about Sister Cities on the following pages



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

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

### SISTER CITY SCHOLARSHIPS

Philadelphia is the only city in the world offering special Sister City Scholarships for students from its Sister Cities. The eight Philadelphia’s colleges and universities participating in the Sister City Scholarship program are:

Arcadia University	\$15,000
Community College of Philadelphia	\$7,212
Drexel University	\$10,000
LaSalle University (M.B.A. Program)	\$5,000
Moore College of Art & Design	\$10,000
Temple University	up to \$10,000
Beasley School of Law	\$8,000
University of the Arts	\$15,000
University of the Sciences	\$10,000





# Sister Cities Program

## TORUN, POLAND

Students and teachers from Philadelphia traveled to Torun in October 2012 on the next leg of their successful exchanges. Accompanied by **Melanie Johnson**, who was City Representative at the time, the students had memorable cultural experiences. They enjoyed sightseeing tours, experienced life in Polish homes with friendly families, and participated in an exciting basketball tournament with students from Torun and its other Sister Cities. Torun's city officials expressed their appreciation that Philadelphia sent a senior official with the group, and Melanie enjoyed getting to know Torun and its officials, including **Mayor Michal Zaleski**, whom she had met when he was in Philadelphia in 2009.

In addition to the ongoing exchange with Tadeuszko High School #4, a teacher from **Torun's IX Liceum Ogólnokształcące** contacted us about creating an exchange for art students with Philadelphia. Thanks to the help of the School District's **David Kipphut**, it quickly came together with **The Arts Academy at Benjamin Rush**. In March 2012 students and teachers visited Philadelphia and saw the historic area, visited the **National Constitution Center**, and enjoyed their first Philadelphia cheese steak at **Reading Terminal Market** before their private tour of City Hall with **Greta Greenberger**. They also had the ultimate American experience with home stays with students from The Arts Academy. The reciprocal visit is happening in Spring 2013.

For the fourth year we sent a photographer from Philadelphia to participate in the "Torun in the Twin Lenses" photography project. The talented artist **Sabina Pierce** traveled to Torun to take photos that captured her personal view of that beautiful historic city.

## TIANJIN, CHINA

The historic visit to Tianjin by Philadelphia's **Mayor Nutter** is featured on pages 18 and 19.

### Building Relationships in Tianjin

We were pleased that a Tianjin-Philadelphia relationship we helped create for **White and William LLP** resulted in an historic signing ceremony and reception at Philadelphia's City Hall in February 2012. The prestigious **Winners Law Firm** from Tianjin and Philadelphia's White and Williams signed a strategic alliance agreement between the two firms. Mayor Nutter served as the witness to the signing. The signing was the result of a request to IVC by **Gary Biehn, Esq.**, a partner at **White and Williams**, to identify a large firm in Tianjin to work with.

Thanks to the relationship we had with **Pengfei "Meller" Hu**, a young man from Tianjin's Foreign Affairs Office, the Tianjin firm was identified for us. Meller had been in Philadelphia for his LL.M. degree from **Temple Law School** in 2009 when the Foreign Affairs Office asked Nancy Gilboy to look after this official and do what she could to help him. This resulted in a three-month home stay and a "**Sister City Fellowship**" with the Philadelphia Commerce Department and IVC.

Another Tianjin relationship was initiated by the Sister Cities offices in Philadelphia and Tianjin when **Kurt Schwinghammer**, Ph.D., President of **Fox Chase International**, visited Tianjin in May, 2012 to learn about the state of oncology care in Tianjin. Meetings at two hospitals were arranged, one offering traditional Chinese therapies, and the other with the Tianjin Cancer Hospital. The Tianjin Cancer Hospital was a great fit, and Kurt later signed an MOU with them during Mayor Nutter's visit seven months later.

After two years of planning, **Ed Marks**, a teacher at **William Penn Charter School**, created the first educational exchange with a Tianjin high school, **Yaohua School**. The first part of the two-week exchange took place in Philadelphia in January 2012 when ten students and their two chaperones stayed in Philadelphia. They enjoyed the sightseeing tour we arranged for the students, which included a high school group from another Sister City, **Incheon**. (Tianjin and Incheon also have a Sister City relationship.) Then, from February to July 2012, Ed Marks spent five months on sabbatical in Tianjin teaching at the Yaohua School. He enjoyed his stay and is continuing to collaborate with Yaohua School, which is looking for more teachers from Philadelphia to teach English there.

**Mr. Wang**, our previous liaison in Tianjin, visited in May and met with us at the IVC office. **Mr. Shiqiang Gu**, Vice President & COO, Asian Operations for **Sino-Consulting**, escorted Mr. Wang during his brief stay in Philadelphia. Mr. Wang currently works in China for the D.C.-based **The Cohen Group**, led by former Secretary of Defense, **William S. Cohen**.

The **Philadelphia Orchestra** performed in Tianjin's new performing arts center in early June. Mayor Nutter issued a letter that was read at the reception prior to the performance sponsored by **Drexel University**. Tianjin's Mayor Huang attended and met with the Philadelphia delegation, which included the Orchestra's **Allison Vulgamore**, Drexel President **John Fry**, Vice Provost **Julie Mostov**, and others

from Drexel. (See the Mayor's historic visit for a follow-up on more MOU signings.)

Mayor Nutter issued another letter that was read at the sixth gathering of the **China International Private Equity Forum**, a forum initiated by Philadelphia investment banker **Patrick Hurley** of Mid-Market Capital Advisors. The June 2012 forum brought investors and entrepreneurs together and was attended by **Terry Cooke** of the **Greater Philadelphia China Partnership**, and Gary Biehn of White and Williams.

In early summer, a delegation from **Tianjin's Economic Development Administration (TEDA)** visited Philadelphia for an afternoon to visit the Navy Yard. **Deputy Mayor Greenberger** and **Mark Seltzer**, Director of Leasing and Development for the Philadelphia Industrial Development Corporation, provided a facility tour which included **Urban Outfitters**, which is always a highlight on site visits.

**Estella Nancy Chen**, the first **Sister City Child**, celebrated her first birthday in May. Her mother is **Yang Mu**, the first Sister City Scholar who attended **Drexel University**, and then **Temple Law School**. Her father is **Kai Chen**, who works with **Deloitte** on mergers and acquisitions.

**Haoren Yu**, a Sister Cities Scholar from Tianjin, graduated from **Temple University's Fox School of Business** in December. She is one of two Sister City Scholars to graduate from Temple in 2012.

## INCHEON, SOUTH KOREA

**Mayor Song Young-gil** and his high level delegation visited Philadelphia for one day in May. Councilman-At-Large **David Oh** and his great staff arranged an impressive program and events for the busy day. They were welcomed in the Councilman's office, were hosted for lunch by Councilman Oh in the Council's Caucus Room with Council members attending, including **Council President Darrell Clarke**. They met with **Mayor Nutter** in Conversation Hall and exchanged gifts and had a brief discussion. Mayor Nutter also met privately with Mayor Song in his office. The delegation then attended a private reception in their honor at the **Philadelphia Museum of Art**. Mayor Song gave a lecture at the **University of Pennsylvania's Wharton School**, and attended an evening reception at the Union League. In addition to Mayor Nutter and many members of City Council attending, a large number of representatives from the Korean American community were at the event from the tri-state area.

**Yeoun Joo Lee** is the second Sister Cities scholar to graduate from Temple University this year and is now working at Urban Outfitters.

Eight students and two teachers from Incheon were welcomed to Philadelphia in January, 2012. **Bodine High School for International Affairs** coordinated their home stays with students' families and their visits to the school during their stay in Philadelphia. IVC also provided an overview tour with visiting students from another Sister City, Tianjin, who were in Philadelphia at the same time.

## DOUALA, CAMEROON

Douala has been a challenging Sister City because of distance and changes in its municipal administration. Thanks to our Sister City Scholars, **Danielle** and **Cynthia Ngaba**, their father, **Pierre Ngaba**, Ph.D. has been working to re-establish connections in Douala and reignite the relationship. He visits Philadelphia often to see his daughters, and has been working with the IVC/Sister Cities office on this and a 2013 Trade Mission to Cameroon and Gabon.

## NIZHNY NOVGOROD, RUSSIA

Jazz violinist **Marina Vishnyakova**, who studied jazz violin as a **Fulbright Scholar** at the **University of the Arts**, performed at the very first "City Hall Presents" concerts of 2012. Her jazz concert in the Mayor's Reception Room at City Hall was well received. While she performed, her husband, who is also from Nizhny Novgorod, showed a fascinating slide show he created with photographs showing the similarities between the buildings of Philadelphia and Nizhny Novgorod.

A well-known chef from Nizhny Novgorod will be in Philadelphia for the first **Sister Cities Festival** in Sister Cities Park, which is being planned by **Center City District** for May, 2013. The chef will demonstrate Russian cuisine and partner with **Michele Haines**, a French chef who lives in Philadelphia and has owned Spring Mill Café for more than 25 years. Planning is under way for her to be in Nizhny Novgorod in early June, 2013. Michele travels around the world sharing her many ideas on cooking and is doing a culinary tour for a French magazine with architectural and historical highlights.

## KOBE, JAPAN

There has not been much activity with Kobe since we heard from Mayor **Tatsuo Yada** that its tourism economy has been seriously impacted because of the earthquake and nuclear disaster, despite Kobe being far from the crisis and not touched by it. Mayor Nutter wrote to him

with his encouragement after receiving his letter. We have been encouraging IVC's members to consider Kobe as a vacation destination. After we sent the newest calendar, we heard from **Shintaro Azuma** in the Mayor's International Department that Mayor Yada was pleased to receive our calendar and that it will be on a wall in his home to remind him daily of his friends in Philadelphia.

## AIX-EN-PROVENCE, FRANCE

Collaborating with our new liaison in Aix, **Jérôme Imbert** and his wife **Kathleen**, has picked up speed! First, they sent us the head of the annual opera festival in Aix, **Jérôme Brunetière**, who was in Philadelphia for a day of meetings with Deputy Mayor **Gary Steuer** and friend **Sandy Cadwalader**, and others at the **Curtis Institute of Music**. Then, they helped us plan the special visit to Aix by IVC Board Member and Johnson & Johnson executive **Robert Washington** and his wife **Arlene**, who won the IVC BBQ grand prize and will visit Aix in June 2013. And the latest collaboration is with an art project when Aix takes part in the **Marseille Provence 2013 European Capital Year of Culture**. Jérôme and Kathleen have an art gallery in Aix, and Philadelphia artist **Leslie Haas** will participate with them on the PAPER Art Project in November, 2013.

Before **Stephanie Singer** became a Philadelphia City Commissioner, she welcomed two French dancers into her home for a 'home stay' during their 2008 visit to the city. When Stephanie's daughter traveled to Aix-en-Provence this past summer, IVC/Sister Cities re-connected her, via a reciprocal exchange with the same dancers who had enjoyed her family's hospitality here.

Visiting us in 2012 were two former Sister City liaisons. **Renée Maucort** was looking to purchase a home at the New Jersey shore after getting to know our region. Her famous confectionary factory and store in Aix, **Léonard Parli**, makes the delicious **Calisson** candy, which she shared with other guests at IVC's First Thursday reception. And **Marie Odile Chotard** visited Philadelphia with two friends in mid June 2012 to see the **The Barnes Foundation** and enjoy lunch in the newly opened **Sister Cities Park**.

## ABRUZZO, ITALY

Our relationship with Abruzzo is coordinated by **Anna Mattei**, Ph.D. and **Jody Della Barba**, both of whom are active with the Abruzzo Committee. Exchanges with high schools are planned, as is having an Abruzzese chef at the Festival in Sister Cities Park in May, 2013.





## Mayor Nutter's Historic Trip to China – December 2012

*Sister City Visit to Tianjin is first for a Philadelphia Mayor*

**Mayor Michael A. Nutter** visited our Sister City, Tianjin, during a six-day trip to China. The core delegation included First Deputy Chief of Staff, **Suzanne Biemiller**; First Deputy Director of Commerce, **Duane Bumb**; and IVC's **Nancy Gilboy**, who organized the Tianjin portion of the Mayor's visit. Thanks to the **2008 Olympics**, a once 2-hour car ride between Tianjin from Beijing became a 28 minute ride on the high-speed train.

Mayor Nutter and the delegation took advantage of this fast train to make the historic first trip to Tianjin by a Philadelphia Mayor.



...standing at the Great Wall

Mayor Nutter and the Philadelphia delegation visited Tianjin's busy Port in the city's impressive economic development area.

**Sister Cities** *Program*

During the official gift exchange, Mayor Nutter presented Philadelphia's gift to Tianjin's Mayor Huang.



*A memorandum of understanding is perfect in situations where a contract is too formal, or a handshake isn't enough.*

**Mayor Michael Nutter's** visit to China was prompted by an invitation from former Treasury Secretary **Henry Paulson** whose **Paulson Institute** was holding its second annual conference on **Cities of the Future** that focused on urban sustainability. It was a perfect match because of Mayor Nutter's sustainability agenda and his role as Chair of the **U.S. Conference of Mayors**. When the Mayor learned that Tianjin, Philadelphia's Sister City, was less than half an hour away by high-speed train, he decided it was the opportunity he had been looking for to visit and strengthen the Sister City relationship. This became an historic event because he was the first Philadelphia Mayor to visit a Sister City.

Travel and visa arrangements for the Mayor's visit to China and Tianjin were executed by **Mandy Hu**, president of **Asia Travel** in Philadelphia's **Chinatown**, who surprised Nancy Gilboy by announcing she would travel to China the day before the Mayor's arrival to personally handle all logistics. She generously covered her own expenses for travel, hotel and meals and served as his interpreter throughout the visit.\*

In Tianjin, IVC's liaisons in the **Tianjin Foreign Affairs Office** had done an exquisite job of planning the one and a half-day visit. The entire delegation was impressed by this city of 13 million people after touring its economic development area, visiting the busy Tianjin Port and the impressive Tianjin Planning Hall. Tianjin also arranged a special dinner, lunches and the MOU signing ceremonies with photographers who created an unexpected and exciting paparazzi-style atmosphere.

Prior to the MOU signings **Mayor Huang** greeted the delegation in his grand meeting room, and later hosted them at an elegant luncheon. The day ended when Mayor Nutter was interviewed for the local TV stations. His visit was reported in all of Tianjin's papers, as well as papers throughout China. The MOU's indicate that a number of institutional relationships have already developed, yet it was this Mayoral meeting that will undoubtedly bring stronger ties between the two cities and their businesses and institutions. In fact, a visit to Philadelphia by Mayor Huang is already anticipated for 2013.

After the Tianjin visit, the delegation returned to Beijing where Mayor Nutter participated in the **Paulson Institute's** conference, which included panel discussions, dinners and site visits, including promoting sustainability and conservation at a grade school with leaders from **Nature's Conservancy** and **Sesame Street**, where **Big Bird** was of special delight to the excited students.

\* **Mandy Hu** received the Citizen Diplomacy Award in 2011 for her previous generous contributions to IVC's work.



## The MOU's

Joining Mayor Nutter in Tianjin on this historic trip included people\* representing Philadelphia's institutions and businesses who had worked with the Sister Cities Office to develop or deepen relationships in Tianjin. The signing of the individual MOU's (Memorandum of Understanding) made this trip even more noteworthy.

**Mayor Nutter** signed an MOU with Tianjin's **Mayor Huang Xingguo** to encourage trade development and education cooperation.

Five others signed MOU's (below):

**Julie Mostov**, Ph.D., **Drexel University's** Associate Provost with **Nankai University**

**Kurt Schwinghammer**, Ph.D., President of **Fox Chase International** with **Tianjin Medical University Cancer Institute**

**Craig Hamilton**, VP of the **Philadelphia Orchestra** with **Tianjin's Cultural Center**

**Gary Biehn**, Esq., partner at **White and Williams** renewed its strategic alliance with the Tianjin law firm, **The Winners**

**Merritt T. "Terry" Cooke** represented **Ben Franklin Technology Partnership** to sign an agreement of cooperation with **Tianjin's Economic Development Area (TEDA)**.

\* Two other Philadelphians who accompanied the delegation and witnessed the MOU signings were: **John Chin**, head of the **Philadelphia Chinatown Development Corp.**, and **Jennifer Lin**, who covered the trip for the **Philadelphia Inquirer** with articles and photos.





## International Students — enjoy positive American experiences

### Discover Philadelphia®

*In 2003, IVC developed this inclusive and effective program to welcome graduate students to Philadelphia*

The 2013 Oscar winner named Best Picture is “Argo,” a film about the 1979 Iran hostage crisis. What aspect do ‘Discover Philadelphia’ and “Argo” have in common? Students. Students on U.S. campuses. The movie reveals that several of the Iranian captors had been educated in the United States, but because they didn’t have positive experiences here, they developed an intense hatred toward the United States.

Nine years ago when we designed **Discover Philadelphia®** its main purpose was to reach foreign students who might feel lonely or disenfranchised and to welcome them to our country, to our city, to get them off campus and become part of our community. We want them to know they enrich us and our city by their presence.

**Discover Philadelphia®** focuses on two select groups within Philadelphia’s international graduate programs: (1.) **International attorneys and judges** working on their advanced American law degree (LL.M.) and (2.) **International graduate students** working on their M.B.A, M.S. and Ph.D. degrees.

**Discover Philadelphia®** offers activities throughout the academic year. These range from professional and networking events to speaking engagements. The international students are invited to off-campus IVC events and programs where they interact with IVC Board Trustees, members and Compass supporters, plus prominent Philadelphians.

The experiences created by **Discover Philadelphia®** are sure to make a positive impact on how international students view the city and the United States, and influence them on possibly staying here to work after graduation. If they return home, we hope they’ll recommend Philadelphia to colleagues considering an education in the United States or as a great place to do business or establish an American headquarters.

#### **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

Activities ranged from multiple networking opportunities with **IVC’s Board Trustees** and **IVC members** at **First Thursday** receptions, to trolley tours, visits to the **National Constitution Center**, attendance at **IVC Board meetings**, a trip to see the **Atlantic Ocean** (*a first for many*), and other interesting American experiences.

#### **Discover Philadelphia®** countries are listed below:

Albania Argentina Armenia Australia Austria Bangladesh Belarus Belgium Benin Brazil Bulgaria Canada Chile People’s Republic of China Colombia Ecuador Egypt Ethiopia France Germany Ghana Greece Hong Kong, SAR Iceland India Indonesia Iran Ireland Israel Italy Japan Kazakhstan Republic of Korea Lebanon Liberia Libya Malaysia Mexico Netherlands Nigeria Norway Pakistan Paraguay Peru Philippines Poland Russian Federation Singapore Slovakia Spain Switzerland Taiwan (Republic of China) Thailand Turkey Uganda Ukraine United Kingdom Uruguay Venezuela Vietnam

—This program’s many professional and cultural activities are arranged by **Ann Stauffer**, IVC’s Executive Vice President, with invaluable 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](http://www.ivc.org/DP2012)



International students bring intellectual, economic and cultural benefits to Philadelphia

**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

make friends





## 2012 Special Projects

Our **Special Projects** Department handles the numerous requests we receive from U.S. and foreign governments, from the Commonwealth and the City; from agencies involved with professional exchanges, as well as from universities, corporations, and foreign agencies seeking professional meetings and the chance to experience the American culture and lifestyle.

In 2012, our Special Projects Department took care of 111 program requests that involved either arranging professional meetings, dinner hospitality, booking hotel rooms or arranging tours. The Department booked 441 hotel nights, arranged 268 dinners in homes and restaurants, 221 home stay nights with host families and 211 professional meetings for 758 guests from 96 countries who were in Philadelphia for 1,262 days.

Starting with the Fulbright program here (and continuing through page 25), we've highlighted several significant programs, which were among the many important Special Projects requests that IVC fulfilled.

### The Fulbright Visiting Scholar Enrichment Program

*Increasing mutual understanding between the people of the United States and other countries*

Every year hundreds of scholars from more than 95 countries eagerly arrive in the U.S. excited with the opportunity to lecture or conduct post-doctoral research at U.S. institutions through the prestigious **Fulbright Visiting Scholar Program**. These Fulbright Scholars come to expand their academic and professional careers, make connections and explore our country and better understand our policies, culture and way of life. With so many institutions in our own region it's natural that the Philadelphia area is host to many of these impressive scholars for an academic semester to a full academic year.

To ensure they get off campus and meet 'locals' for positive American experiences, the IVC of Philadelphia was selected to administer the **Fulbright Visiting Scholar Enrichment Program** for Eastern Pennsylvania, Southern New Jersey and Delaware for the 2011-2012 academic year. Twenty-nine scholars from twenty-one countries came to twelve local universities, colleges, and one museum.

As with all the exchange programs administered by the Fulbright Office, this important international educational exchange program is sponsored by the U.S. Government\* and designed to increase mutual understanding. (Approximately 900 foreign scholars come each year, and 1,100 American scholars and professionals are sent abroad each year to approximately 125 countries through the Fulbright U.S. Scholar Program.)

Our office planned a variety of professional and cultural activities designed for the Scholars to meet IVC's volunteer citizen diplomats who welcomed them to the U.S. and provided uniquely American experiences during their stay in our region. The many activities in which they participated (often with their spouses and children) are listed on IVC's Web site at [www.ivc.org/Fulbright](http://www.ivc.org/Fulbright)

\*The Fulbright Visiting Scholar Enrichment Program is funded by the U.S. Department of State, Bureau of Educational and Cultural Affairs. Under a cooperative agreement with the Bureau, the **Council for International Exchange of Scholars** (CIES) – assists in the administration of the Fulbright Scholar Program for faculty and professionals.

This important exchange program (as well as last year's Fulbright Seminar) is administered by **Ann Stauffer**, M.B.A., Executive Vice-President, IVC.

Many local institutions were hosts for the Fulbright Visiting Scholars, including:

Arcadia University  
Delaware State University  
Drexel University  
Gettysburg College  
Montgomery County Community College  
Philadelphia Museum of Art  
Rowan University  
Temple University  
Thomas Jefferson University  
University of Delaware  
University of Pennsylvania  
Ursinus College

Fulbright Visiting Scholars represented these countries:

Argentina  
Bangladesh  
Belarus  
Belgium  
Cameroon  
People's Republic of China  
Cyprus  
Egypt  
Finland  
India  
Italy  
Japan  
Macedonia  
Moldova  
Pakistan  
Philippines  
Russian Federation  
Serbia  
Spain  
Tunisia  
United Kingdom



**Ambassador Choudhary** is bringing attention to Philadelphia and Pennsylvania for tourism and education—as well as promoting the idea that this is the ideal place for India's businesses to establish their U.S. presence.

\* Kuoni's Philadelphia tour package is marketed through SOTC, a leading brand of Kuoni Travel Group India, India's largest travel and tourism company.



### A Success Story:

## Philadelphia's Honorary Ambassador to India is Giving Back to the City She Loves

It's been three years since **Kanika Choudhary**, a native of India and graduate of Wharton, walked into IVC's offices at the suggestion of **Sharon Pinkenson**, head of the Philadelphia Film Office. Kanika came with a clear and unusual mission in mind: *Promote Philadelphia in India – city to country*. It's rare to find someone with her enthusiasm and background so eager to give back to the city she believes did so much for her. But she was determined. IVC's **Nancy Gilboy** immediately saw a win-win with Kanika's high-level contacts in India bringing us tourists, students and foreign direct investment, and Philadelphia offering them great educational and business opportunities.

Thanks to Deputy Mayor **Alan Greenberger** and then-City Representative **Melanie Johnson**, the position of Honorary Ambassador to India was created—and as Philadelphia's Honorary Ambassador to India, Kanika is having remarkable success with her plans:

**TOURISM:** At **Kuoni**, (the second largest tour operator in the world\*), doors opened quickly for her and beginning in Spring, 2013 each week two tourist groups will spend an overnight in Philadelphia. At last, an Indian tour operator will put 'heads in beds' and not use Philadelphia as a three-hour stop on their way to New York or D.C.! **Mayor Nutter** met with Kuoni's top executives to seal the deal for Philadelphia to become India's hottest new destination.

**EDUCATION:** Kanika, acting as the Mayor's Ambassador—and not as an agent for schools—discovered a welcome for her that otherwise would not have happened. She made presentations at almost 100 high schools throughout India representing an entire state with 150+ colleges and universities. Parents e-mailed or called her at all hours asking which school was best for their child. Kanika's refusal to recommend one school over another brought added respect, and her visits were appropriately perceived as 'authentic.'

**EDUTOURISM:** A new type of tourism evolved as more than 200 Indian students arrived in Pennsylvania for high-level visits organized at leading campuses in the mornings—followed by afternoon sightseeing and shopping.

**CENTER FOR AMERICAN EDUCATION:** After hearing of the Ambassador's positive press, a family friend came to Philadelphia to meet with Deputy Mayor **Alan Greenberger**, First Deputy Director of Commerce **Duane Bumb**, and IVC's **Nancy Gilboy** to propose an exciting plan to open and fully fund the **Center for American Education** in Mumbai with the goal that parents and students receive unbiased, objective education counseling and school placement without favoritism. The family foundation he runs, **Narsee Monjee Educational Trust**, is one of India's largest philanthropic foundations and owns prestigious high schools, universities and business schools throughout the country.

The Center officially opened on September 21, 2012 with representatives from all three levels of U.S. Government at the ceremony. The U.S. Embassy sent representatives; the **Commonwealth** sent **David Briel**, Executive Director of Pennsylvania's Center for Direct Investment; and Ambassador **Choudhary** represented Philadelphia. Quickly, the Center began receiving calls to meet with its counselors, who now assist 25 families a week. Plans are underway for additional Centers in India.

As of this writing six high schools from four major cities in India report that 49 of their students are already studying at six universities in Pennsylvania, four which are in Philadelphia. **Bangalore:** 6 at students at Drexel; **Indore:** 7 students at Drexel, Penn State and Temple; **Mumbai:** 27 students at Bryn Mawr, Carnegie Mellon, Drexel, Penn, Penn State and Temple; and **New Delhi:** 9 students at Drexel and Penn. Measured over four years, the economic impact of 49 students is staggering. By estimating a very conservative average of their annual tuition and living expenses at \$35,000, this adds more than \$6.86 million to our economy in just four years.

The City of Philadelphia's **Ambassador to India** program is coordinated by IVC's **Nancy Gilboy**.





## 2012 Special Projects highlights

### Foreign Service Nationals

A “Foreign Service National” (also known as an FSN) works in the U.S. Embassy or U.S. Consulate in their country but is not an American citizen. FSN’s represent our country’s interests and provide continuity for our government between administration changes and when career Foreign Service officers are reassigned to other posts. To understand the country for which they work, they are periodically brought to the U.S. to better understand our policies and American culture.

Twenty-five FSN employees representing our Embassies in 23 countries were in the Philadelphia region as a follow-up to their training at the **Foreign Service Institute** in Washington, DC the previous week. The program topics they looked at included U.S. higher education, human rights, empowerment for women and girls, youth engagement, interfaith relations, the U.S. elections and local government administration. We were asked to arrange a series of appointments, which included a private meeting at City Hall with Mayor **Michael A. Nutter**, and a meeting with Councilman-At-Large **David Oh**. They had site visits and meetings at **Drexel University**, **MANNA**, the **Philadelphia Commission on Human Relations** and the **Free Library of Philadelphia**. While looking at women’s issues we arranged for them to meet with teachers and students at the **Philadelphia High School for Girls**. To see how women are being trained for Pennsylvania’s political leadership they sat down with the founders of Pennsylvania’s **Genevieve Society**, and the founder of **Women’s Campaign International**, which trains women abroad in assuming political positions. They also visited the **National Constitution Center**, had dinner in the homes of IVC members and donors and toured the “Amish Country” for a day. In all, it was a busy and enlightening visit to the U.S.!

### Latin America Youth Group

Nineteen Latin American university student leaders of Afro-Latino and indigenous descent spent a few days in Philadelphia as part of their U.S. educational program through the U.S. State Department’s **Study of the U.S. Institutes**. They were from **Costa Rica**, **Dominion Republic**, **El Salvador**, **Haiti**, **Honduras**, **Nicaragua** and **Panama**.

Before arriving in Philadelphia the students spent four weeks at Wheelock College in Boston for their academic component, and a day in New York City. Once here, they lived with generous IVC members over a long

weekend and experienced American family life. They also had a day of professional programming and took part in a case study examining African Americans in Colonial Philadelphia and the social and political movements that obtained civil rights for African Americans.

Their case study day began with a lecture on African Americans in Colonial Philadelphia/America with Professor **Darryl Zizwe Poe** from **Lincoln University**, followed by a bus tour of Philadelphia and lunch at **Reading Terminal Market**. They met with leadership at **The Philadelphia Tribune** and heard a panel discussion with African American leaders with representatives of the **Urban League**, **Philadelphia’s Department of Commerce**, **Teen Shop**, Inc. and U.S. Representative **Chaka Fattah**’s local office. From professional meetings to American cultural experiences in homes it was an interesting and rewarding experience.

### Ukraine - Investigative Journalism

An investigative journalist from **Ukraine** visited Philadelphia for two days of programming as a guest of the U.S. Embassy in Kyiv. His professional program included meetings at the **Philadelphia Daily News**, **The Philadelphia Inquirer**, **Tom Ferrick, Jr.** of **Metropolis** and **Bob Warner** from “**Heard in the Hall**.” The journalist also explored freedom of the press at the **National Constitution Center**.

### Austria – Journalism in the U.S. and Minorities in the Media

Three young Austrian journalists arrived in Philadelphia on a program entitled, “*Journalism in the U.S. and Minorities in the Media*.” Their program included meetings at the **Nationalities Service Center**, **University of Pennsylvania’s Annenberg School of Communications**, **Temple University’s Department of Journalism**, **Metropolis**, **AL DIA NewsMedia** and the **Arab American Development Corporation**.

### Fulbright Students

Forty-two generous IVC members and donors created memorable experiences when they hosted 130 **Fulbright Students** from seventy-four countries in their homes and at well-known Philadelphia restaurants. The Fulbrights arrived in Philadelphia from colleges and universities across the U.S. to attend a conference sponsored by the **Institute for International Education (IIE)**. This has become an annual event for IVC and our members and it’s an important

one because it’s often the only opportunity many of these students will have to be in an American home or spend time with Americans off campus.

### Japanese Business Men and Women Experience Volunteerism and American Home Stays

Another successful annual program brought ten young Japanese business executives to Philadelphia for two days as part of their U.S. training program in New York. To visit American companies, they had site visits and meetings with executives at two great Philadelphia companies: the unique **Electronic Ink**, and **Comcast University**. The guests experienced volunteerism by spending time with students at the **Russell Byers Charter School** where they taught them Japanese greetings and demonstrated making origami. That night, the young executives stayed in the homes of IVC’s members to experience American home life. Since the visitors normally do not speak much English, it’s always an interesting evening with sign language and laughter.

### Brazil - Science Without Borders

Brazilian higher education officials visited Philadelphia on a program sponsored by the U.S. Embassy in Brasilia. The delegation included deans of undergraduate programs and vocational institutions, ‘Science Without Borders’ institutional coordinators and others. Philadelphia’s delegation was one of three delegations traveling across the United States concurrently (on the West Coast, Mid-West, and East Coast), and then convening in Washington, DC for a follow-up workshop.

The purpose of their U.S. visit was three-fold:

To deepen and broaden higher education institutional relationships and student exchanges between Brazil and the United States

Explore exchanges under the SWB program and beyond, especially related to the Obama Administration’s 100,000 Strong Initiative for the Americas

To discuss specifics regarding the transfer of credits between U.S. and Brazilian colleges and universities

Several months later, a second delegation arrived in Philadelphia and focused more on Ph.D. and Post Doctoral programs. In this second visit, the Brazilians met with representatives at **Lehigh University**, the **University of Pennsylvania**, and **Temple University** to discuss opportunities.

### Young African Leaders

Eight young African business and NGO leaders came to Philadelphia for a special mentoring program arranged by IVC. They came from **Burundi**, **Cote d’Ivoire**, **Ethiopia**, **Lesotho**, **Nigeria**, **Senegal**, **South Africa** and **Zambia**.

During the past three years, the United States government has pursued long-term engagement with young African leaders through a wide-ranging effort led by the **White House**, the **Department of State** and other development agencies. The **Mentoring Partnership** is a signature U.S. Government engagement program with Africa, and the Philadelphia visit was sponsored by the **Africa Bureau** of the U.S. Department of State, in coordination with **Meridian International Center**.

The program included a two-week mentorship program related to the participants’ fields and goals. The generous companies and organizations that mentored the eight Africans are:

**Philadelphia Freedom Schools**  
**Penn’s African Studies Center**  
**PIDC-The Navy Yard**  
**Aspiring Champions**  
**Cognis IT, LLC**  
**The Baldwin School**  
**Penn’s Women’s Center**  
**Drinker Biddle & Reath, LLC**  
**The Legal Intelligencer**  
**Penn Law School**  
**Electronic Ink**

IVC also arranged dinner hospitality with members, and many cultural events for the visitors during their two weeks with us.

— Two very busy IVC staffers: Special Projects Director **Jennifer McGinn** and Executive Vice President **Ann Stauffer** arranged the many meetings, dinner and home stay hospitalities, mentorings, site visits and other memorable American experiences.

### IVC’s Special Projects

**Department** arranged meetings, dinners and American experiences for people from the following 91 countries:

Afghanistan, Algeria, Andorra, Argentina, Australia, Austria, Azerbaijan, Bahrain, Bangladesh, Belarus, Belgium, Bolivia, Brazil, Bulgaria, Burkina Faso, Burundi, Cambodia, Cameroon, Chad, Chile, People’s Republic of China, Colombia, Costa Rica, Cote d’Ivoire, Democratic Republic of Congo, Croatia, Cyprus, Czech Republic, Denmark, Dominican Republic, Ecuador, Egypt, El Salvador, Estonia, Ethiopia, Finland, France, Germany, Haiti, Honduras, Hong Kong, SAR, India, Indonesia, Iran, Iraq, Ireland, Israel, Italy, Japan, Jordan, Kazakhstan, Republic of Korea, Lebanon, Lesotho, Macedonia, Madagascar, Malaysia, Mexico, Moldova, Mongolia, Morocco, Nepal, Netherlands, New Zealand, Nicaragua, Nigeria, Norway, Oman, Pakistan, Palestinian Territories, Panama, Paraguay, Peru, Philippines, Poland, Romania, Russian Federation, Senegal, Serbia, Sierra Leone, South Africa, Spain, Sweden, Switzerland, Syria, Thailand, Turkey, Tunisia, Ukraine, United Kingdom, Uzbekistan, Venezuela, Vietnam, Yemen, and Zambia.





Since 1999, IVC's First Thursday has been bringing Philadelphians together with our international visitors and foreign students!



*Welcome a stranger, send home a friend*



First Thursday, long-recognized as Philadelphia's 'friendliest' networking



## FIRST THURSDAY

IVC's First Thursday is long-recognized as Philadelphia's 'friendliest' networking. Ten times a year these informal and lively receptions become the place to be for IVC members & guests who are there to welcome our endless stream of international visitors from abroad.

It's hard to believe these lively monthly receptions began more than a decade ago in 1999! The exact date was November 3, 1999, and for the first two years we held them 11 months a year (including July 4th in 2001), before switching to 10 events a year ever since.

So what does it all add up to? By the time this Annual Report is printed in April 2013, we will have held 137 receptions and welcomed tens of thousands of people to the U.S. and Philadelphia. We started the receptions so our members could meet some of the delegations we receive on the U.S. State Department's **International Visitor Leadership Program**. We wanted our visitors to be warmly welcomed and meet 'real' Americans in a friendly, informal setting. We wanted our members and others in the region to be exposed to other cultures and have the opportunity to learn first-hand what's really happening around the world. The receptions have been such a success that corporations, universities and other agencies asked if they could include their international guests, too. Of course!

At some point we'll find time to look through our files to figure out exactly how many internationals we've hosted, but since this Annual Report is about 2012, we can state that in Fiscal Year 2012 our First Thursdays welcomed 776 guests from 104 countries who were warmly greeted and connected with 1,219 Americans at the 10 receptions. Amazing! Is there any other reception series that's been as long running and successful as this?

Our receptions started as **First Wednesday at the Warwick** (soon to be the Radisson Blu Warwick Hotel), where we held 70 receptions from 1999 to August 2006. We then moved to our current home across from City Hall at the **Courtyard Marriott**, with the first reception on September 6, 2006. They then became **First Thursdays** in August, 2008.

Although we've held 137 receptions, each First Thursday is unique because the internationals change and the programs and groups involved with sending us guests are quite varied. We love that so many of the same Philadelphians join us each month and that they take their 'jobs' as citizen diplomats seriously. Some join us because specific countries are represented and maybe they studied there, lived there, visited there or are from that country. Others attend because they want to play a personal role in international relations and dispel the negative image of the U.S. portrayed by the world press. All are welcomed and each person enriches the evening and the experience for everyone else.

Take a look at the many programs and groups involved this past year (column on right) and the 104 countries (see below) our members and friends met people from and learned about.

Afghanistan Albania Algeria Angola Argentina Armenia Australia Austria Azerbaijan Bangladesh Belarus Belgium Benin Bhutan Botswana Brazil Cambodia Canada Chad Chile People's Republic of China Colombia Costa Rica Cyprus Czech Republic Dominican Republic Ecuador Egypt Ethiopia France Georgia Germany Ghana Greece Haiti Honduras Hong Kong, SAR Hungary India Indonesia Iran Iraq Ireland Israel Italy Japan Kazakhstan Kenya Republic of Korea Kyrgyz Republic Laos Latvia Lebanon Lesotho, Kingdom of Liberia Libya Republic of Macedonia Malawi Malaysia Mexico Moldova Mongolia Montenegro Morocco Mozambique Nepal Netherlands Nicaragua Niger Nigeria Norway Pakistan Palestinian Territories Panama Paraguay Peru Philippines Poland Portugal Russian Federation Saudi Arabia Senegal Serbia Sierra Leone Slovak Republic Slovenia Republic of South Sudan Spain Sri Lanka Switzerland Syria Taiwan Tanzania Thailand Timor-Leste Tunisia Turkey Uganda Ukraine United Arab Emirates United Kingdom Uzbekistan Venezuela Vietnam

—IVC's First Thursdays are smoothly handled by **Alan Hatfield** who personally arranges all the invitations and details for each event, and has welcomed thousands of people to 114 First Wednesdays and First Thursdays since December, 2001 – his first IVC reception!

### First Thursday's 2012 Participating Programs:

#### Arcadia University

International Peace and  
Conflict Resolution Program  
M.B.A. 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  
Fulbright, English for Graduate Studies  
GLOBE Business English Program  
International Business Association  
LeBow College of Business  
M.B.A. Program  
Pre Academic Fulbright Program

#### Fulbright Programs

Visiting Scholar Enrichment Program

#### Global LGBT Summit 2012

#### International Opera Theater

#### La Salle University

School of Business

#### Philadelphia University

#### Ramnarain Ruia College - Mumbai, India

#### Saint Joseph's University

#### Temple University

English Language Programs  
International Business Association  
International M.B.A. Program  
LL.M. Graduate Program  
Office of International Affairs  
S.J.D. Program

#### University of Pennsylvania

English Language Programs  
International Business  
Communication Program  
LL.M. Graduate Program  
PennDiplomats  
Pre-Academic Fulbright Program

#### U.S. Department of State

International Visitor Leadership Program  
Office of Citizen Exchanges  
Partners for Peace





Our 26th International "BBQ" was one great party!



From S-p-e-e-d Networking and dancing to fabulous food and music—everyone always has more fun getting into the BBQ/picnic/party spirit! Meet interesting people from everywhere! It's easy to say 'Hello.'



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# BBQ

Some people call IVC's annual event **'the BBQ'** and others call it **'the Picnic'**—by whatever name you call it, you know this it's always the Summer's best event!

It's also our one-and-only fund-raiser event of the year!

In 2012 we celebrated our 26th year of creating this fun "American cultural experience," and our 5th year at the beautiful College of Physicians. We hosted guests from 26 countries who mingled, ate, danced and enjoyed French and Italian wines and great food with friendly bankers, lawyers, non-profit heads, government officials, entrepreneurs—500+ in all who easily slipped into their citizen diplomacy roles to show a very welcoming side of the United States and the Greater Philadelphia region.

Even walking into the event is always fun for attendees, thanks to the art students from **Moore College of Art and Design**. Their colorful 'chalk art' pathway on the sidewalks cheerily greets guests and leads them to the door—setting the tone for a fun and entertaining evening.

The BBQ began in 1986 as an all-volunteer effort to create an American experience for ten Japanese executives. Twenty-six years and thousands of attendees later, we still rely on our volunteers, including the companies listed here, which have donated food, wines, beers, dinners, lunches, and their valuable time. Even with all this help, we couldn't do it without our good friends at **Catering By Design** and the **College of Physicians**. A very special thanks to **MA+G Graphic Design** for her theme concepts for the BBQ and IVC's graphic needs throughout the year. She brings great creativity and endless patience, too.

Take a moment to look through the listings on this page for names of the many generous companies and community sponsors who provided financial support with corporate tables and community sponsorships. All funds raised from the BBQ are specifically used to support IVC's international relations work—arranging meetings and sharing positive American experiences for the more than 200 delegations we handled throughout 2012.

#### The following programs and institutions were represented at the 2012 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*

#### International guests joined us from the following countries:

Australia | Brazil | Cameroon | People's Republic of China | Germany | Greece | India | Iraq | Italy  
Japan | Republic of Korea | Poland | Saudi Arabia | Spain | Switzerland | Taiwan | Scotland (U.K.)

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—when it comes to the BBQ, **Alan Hatfield**, IVC's Director of Membership, Special Events & Development takes charge of the finite details, the advertising, and the sponsorships.







# EXPAND YOUR WORLD — WITH IVC

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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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City of Philadelphia  
U.S. Agency for International  
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U.S. Department of State

### \$10,000 - \$49,000

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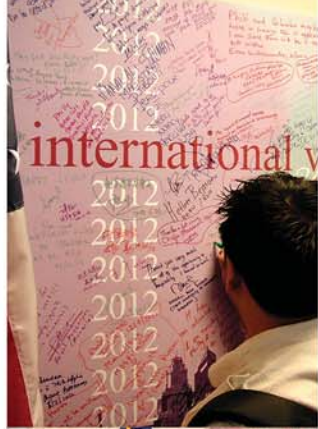
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and Biostatistics  
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and Community Relations  
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Economy League  
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Educational Testing Service  
EisnerAmper, LLP  
EJ Hendley Consultants LLC  
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Electronic Ink  
Elizabethtown College  
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National Liberty Museum  
National Museum  
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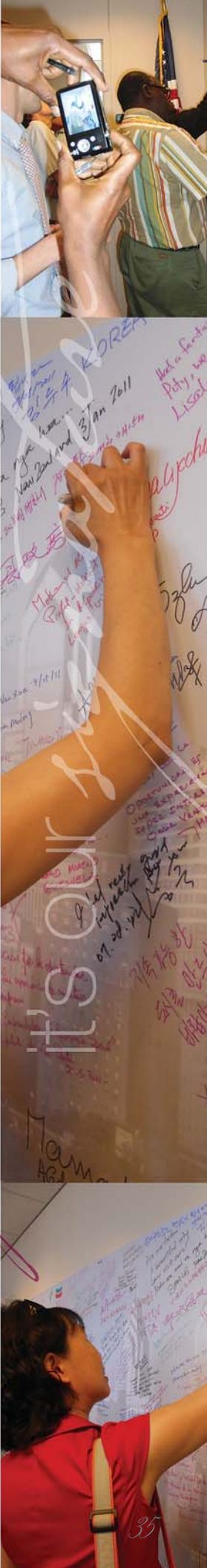
U.S. Department of Commerce  
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Community Relations Service  
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Federal Bureau of Investigation  
Philadelphia Division  
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## *the formidable IVC team:*

### *How can such a small group of people accomplish so much?*

As each month ends, we often ask ourselves that question when we look back and note how many delegations we handled and what's up next on the schedule. On the office wall there's a huge dry-erase calendar displaying four months at a time—*of delegations arriving and departing*—it's truly amazing to realize how much gets accomplished with so few people.

For many years IVC has enjoyed enviable staff stability, so it was a challenging search for a replacement when **Matt Drexler**, our IVLP Program Officer left in May. **Ann Stauffer** and **Jennifer McGinn** stepped in during the influx of Summer delegations, and then former intern graduate student **Nicolas Cervantes** took over as Interim Program Officer under Ann's direction, giving us breathing room as the search began. Our search ended in September, and we were pleased to hire **Lissa Morinsky**, who brings a strong international background. Lissa has already handled dozens of delegations and dealt with the hundreds of logistical details that accompany each one. Ann continues to supervise the **IVLP** department, handle **Discover Philadelphia** and work with Jennifer to manage the many delegations in the **Special Projects** Department.

**Alan Hatfield** keeps tabs on our membership, arranges our **First Thursdays** and oversees the **BBQ**. While **Colleenn Hardimon**, **Stephen Forte**, and **Jatinder Singh** attend to the business side of things, which keeps us all on track. We're fortunate to have this very talented staff, with every one of them dedicated to building relationships and encouraging peaceful solutions around the world — *one person, one handshake at a time*.

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Our small staff is supported by a great group of Drexel Co-Op students and other interns and volunteers throughout the year.

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