



AMERICA CHINA SOCIETY OF INDIANA

印第安纳州美中商会

ACSI's Indiana-China Year in Review 2018

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For many reasons, 2018 was a transformative year. Since our organization's inception seven years ago, we've never been busier supporting Indiana and Chinese companies, albeit under the most challenging of business climates. We'd be remiss to ignore the impact that tariffs and the trade war had on the overall business relationship between the United States and China; but as others took a step away from China, we took a step forward.

We saw two companies, Tian Yuan (Salem, Ind.) and SF Motors (Mishawaka, Ind.), announce plans to locate facilities in Indiana to create more than 500 new jobs for Hoosiers and invest more than \$160 million into our economy. Our China Business Conference and Annual Gala were our largest to date, with more than 285 government and business leaders attending the events.

Dialogue and discussion are the best remedies towards building mutual understanding in an uncertain business climate. With that in mind, we organized an economic development roundtable discussion with Acting Consul General Mr. Liu Jun and Indiana-based economic development officials to discuss the opportunities of doing business with China. What's more, we organized additional events and participated in speaking engagements across the state to help demystify and provide objective guidance on China business development.

Through our new partnerships with The International Center, World Trade Center—Indianapolis, and Indianapolis Chinese Community Center, Inc., we're continuing to lay the foundations in building stronger economic ties with China and to show that Indiana is open for business.



Colin Renk
Executive Director
America China Society of Indiana



Economic Development

Tian Yuan (Salem)



On May 8th, plastics manufacturer Tian Yuan, a joint venture with New Albany-based Shaw Brothers Co. Inc., announced plans to establish a new production facility in Washington County and create up to 35 jobs by 2021. The company plans to invest \$2.3 million to lease and equip a 27,500 square-foot manufacturing facility in Salem to produce plastic resin used in the process of mixing raw plastic materials for domestic and international customers.

SF Motors (Mishawaka)

On May 30th, SF Motors, a subsidiary of Chongqing Sokon Industry group, announced plans to invest \$160 million and create up to 467 new jobs in Mishawaka. The electric vehicle manufacturer purchased the former AM General facility in St. Joseph County and will look to renovate and retool the facility which will serve as the company's main U.S. manufacturing plant.



ACSI's China Business Conference



On October 16th, ACSI hosted its third China Business Conference at the Hilton in downtown Indianapolis. The half-day event focused the changing business dynamic between the U.S. and China and how Indiana businesses can cope with trade uncertainties. The event kicked off with a welcome by **Elaine Bedel** (President, Indiana Economic Development Corporation), a US-China Economic and Trade Outlook by **Matthew Levy** (Partner, Faegre Baker Daniels), a Business Survey Report on Chinese Enterprises in the U.S. by **Wenyue Zhang** (Executive Director, CGCC-Chicago), a presentation on Indiana-China Trading Opportunities by **Doris Anne Sadler** (President, WTC-Indy), and panel discussions on Exports and Investment with **Pete Brown** (Marketing Manager, Hidea Outboard Motors), **Harrison Ding** (CEO, MLS.com), **Jason Hester** (President, Greater Columbus Economic Development), **Adilet-Sultan Meimanaliev** (Director, Eli Lilly & Co.), and **Craig Seidelson** (Director, First Bridge Consultancy).



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ACSI's Seventh Annual Gala



On October 16th, ACSI hosted its seventh Annual Gala at the Hilton in downtown Indianapolis. The evening event, which hosted more than 225 business and community leaders, kicked off with a networking reception and art exhibit honoring the 40th anniversary of the opening of U.S.-China relations, performances by the Indianapolis Chinese Community Center, Inc., remarks by Mr. Jun Liu, Acting Consul General of the People's Republic of China, dinner service, and awards recognizing those who strengthen the Indiana-China business relationship.



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ACSI Events

China Business Career Fair (Bloomington)

In March, Indiana University and ACSI hosted the China Business Career Fair for undergraduate and graduate students at the university's Bloomington Campus. The event, which featured more than 25 companies and 300 students, helped students connect with internship and full-time positions in the United States and China.



Heavy Duty Vehicle Delegation Reception

In partnership with the Indy Chamber, USTDA, and US Commercial Service, ACSI co-hosted a delegation reception for Chinese companies looking to purchase automotive components for heavy duty vehicles. The event featured presentations by Indiana companies followed by a networking

China Seminar with International Center

In May, ACSI and the International Center hosted a cross-cultural communication and business seminar in downtown Indianapolis. The event focused on helping Indiana companies develop stronger business strategies when engaging with potential business partners.



Economic Development Roundtable

In October, ACSI and Chinese Consul General Mr. Liu Jun hosted an economic development roundtable discussion on successful Chinese business attraction strategies. Participants included executives from the Gary Chamber, Indy Partnership, Columbus EDC, Hancock Co. EDC, Lawrence County EDC and Greenfield Mayor Chuck Fewell.

Speaking Engagements

Anderson International Symposium

In February, ACSI executive director Colin Renk spoke at the Second Annual Flagship International Symposium held at Ivy Tech's Anderson campus. With a theme of "Coming to America—Overcoming the Hurdles", Renk joined executives from the Japan-America Society of Indiana, LUNA Language Services and The International Center to share best practices on attracting international investment.



SPEA China Society (Bloomington)



In March, ACSI Board Members Russell Menyhart (Taft Stettinius & Hollister) and Jennifer Pearl (Indy Partnership) participated in a panel with Indiana University's School of Public and Environmental Affairs to discuss the future outlook on U.S.-China Relations. In addition to the discussion, SPEA announced the launch of its China Society, aimed at fostering research and a better understanding of U.S.—China relations.

Gary Chamber Luncheon

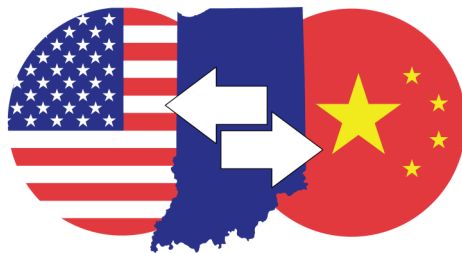
In June, Renk served as keynote speaker at the Gary Chamber of Commerce's Monthly Luncheon. The event, which featured industry leaders from across Indiana's northwestern region and greater Chicagoland, focused on the inbound and outbound business opportunities for small- and medium-sized companies looking to do business with Chinese partners.



New Initiatives

Global Talent & Workforce Initiative

In partnership with the state's Office of Career Connections and Talent, ACSI is co-leading an initiative designed to help international students and immigrants find opportunities to live and work in Indiana, diversify our state's workforce, and globalize Hoosier companies.



Online Business Platform

Online Business Platform

Through partnership with the Zhejiang International Investment Promotion Center, ACSI announced the creation of an online business portal. ACSI members will be able to upload business projects including private investments, sites, products and more to facilitate bilateral business opportunities between Indiana and China.

ACSI Advisory Board

This year, ACSI launched an Advisory Board for young professionals to learn board management skills, develop leadership qualities, connect them to the greater international business community, and cultivate long-term strategies for the Indiana-China business relationship.

Pete Brown (Hidea Outboard Motors)
Ashley Eason (International Center)
Joseph Fuschetto (Bunger & Robertson)
Christl Glier (Ice Miller)
Allison Schten (Faegre Baker Daniels)
Lei Wang (ICCCI)
Luke Xu (Buchanan Group)
Sammy Zhang (RSM US)



New Partnerships



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In an effort to create a comprehensive platform to develop stronger business ties between Indiana and China, the America China Society of Indiana formalized strategic partnerships with **Indianapolis Chinese Community Center, Inc. (ICCCI)**, **The International Center**, and **World Trade Center - Indianapolis**. All three partnerships are designed to leverage each organization's resources to encourage and support business, economic, educational, and governmental exchanges between Indiana and China.

Information on **ICCCI**: www.indy-chinese.com

Information on **The International Center**: www.internationalcenter.org

Information on **World Trade Center—Indianapolis**: www.wtcindy.com



Community Support

ICCCI's Chinese New Year Gala

In February, the Indianapolis Chinese Community Center, Inc. (ICCCI) hosted its annual Chinese New Year Gala featuring traditional Chinese music and dance featuring local performers at Carmel High School



ICPAI's Year of the Dog Celebration

In February, the Indianapolis Chinese Performing Arts, Inc. (ICPAI) presented its Year of the Dog celebration at Zionsville Middle School. The event featured a night of cultural experiences and entertainment including dance, music, and authentic Chinese performances.

IAAT Gala

In April, the Indy Asian American Times (IAAT) hosted its biennial Constellation Award Gala. The event recognized the outstanding individual contributors to central Indiana's vibrant Asian community.



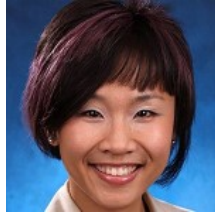
Indianapolis Chinese Festival

In September, the Confucius Institute, in partnership with IUPUI, hosted the annual Indianapolis Chinese Festival downtown at IUPUI's Wood Plaza. This festival is held during the month of Chinese Moon Festival, which is the second largest Chinese festival after Chinese New Year.

2018 ACSI Board of Directors



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MLS.com/HiElites
Chairman



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Jia Li
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Charlie Cai
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Dr. Liping Cai
Purdue University



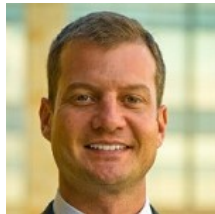
Jay Chu
East-Terra Supply



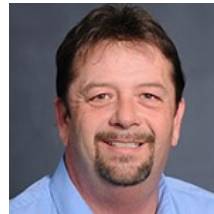
Kai Chuck
IEDC



Chris Douglas
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Brian Gildea
Vectren



Mike Kern
Gaylor Electric



Matthew Levy
Faegre Baker Daniels LLP



Shen Liu Macheel
Palindromes



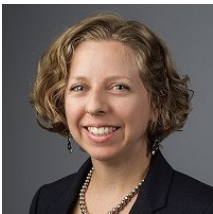
Weilin Long
WLong Consulting



Adilet-Sultan Meimanaliev
Eli Lilly & Company



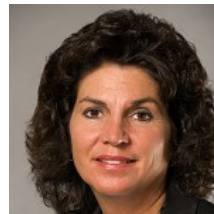
Russell Menyhart
Taft Stettinius & Hollister LLP



Jennifer Pearl
Indy Partnership



Dr. Craig Seidelson
University of Indianapolis



Sue Smith
Ivy Tech Community College



Tom Xiao
Eli Lilly & Company



Dr. Joe Xu
Confucius Institute at IUPUI



Xishun Zhang
The Heritage Group



Joe Zhao
Telamon Corporation

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2018 Corporate Members

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Bunger & Robertson	Indy Chamber
BWI Group	International Center
C.H. Douglas and Gray	International School of Indiana
Circle-Prosco, Inc.	Inzone: Greater Indianapolis Foreign Trade Zone
City of Anderson	Ivy Tech Community College
City of Bedford	Jianmei Lin, Registered Agent
Confucius Institute at IUPUI	JP Morgan Chase
Covenant Christian High School	Lawrence County Economic Growth Council
Duke Energy	LHP Software
Echo Engineering	LUNA Language Services
Economic Development Coalition of SW Indiana	McGuire Sponsel
Eli Lilly & Company	MLS.com / HiElites.com
Faegre Baker Daniels LLP	Ogletree Deakins
Gary Chamber of Commerce	Orange Country Economic Development
Gaylor Electric	Palindromes
Global Chamber– Indianapolis	Polaris Rare Earth Materials
Greater Columbus EDC	Purdue University
Greater Fort Wayne Chamber of Commerce	Radius Indiana
Haggard & Stocking	RSM
Hancock Economic Development Council	Stratosphere Quality
Hendricks County EDC	Taft Stettinius & Hollister
Hidea Outboard Motor	Telamon Corporation
Hoosier Energy	United Animal Health
Hylant	U.S. Commercial Service
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Indiana Economic Development Corporation	Westfield Outdoors
Indiana State Department of Agriculture	White County Economic Dev. Organization
Indiana University	WLong Consulting Group