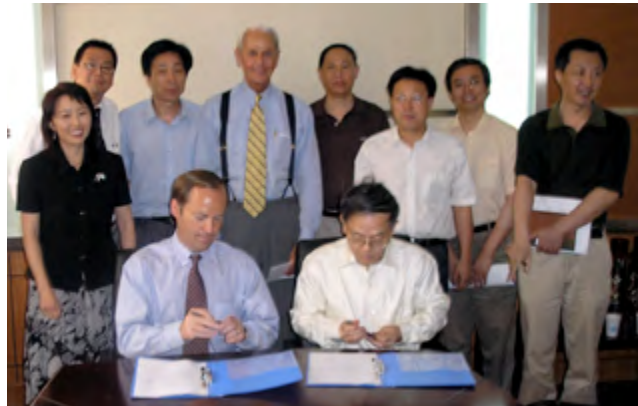




Mexican Counsel General Sergio Aguilera is welcomed to Indiana by Gov. Mitch Daniels.



Jay Hein and officials from the Zhejiang Academy of Social Sciences sign a research agreement in Hangzhou, China. Hein is joined by Columbus, IN, economic development leader Brooke Tuttle.

INDIANA & THE WORLD

Globalization has taken away the question of “whether” states should participate in world affairs and replaced it with the question of “how.” From trade exports to talent imports, Indiana has aggressively embraced its role on the global stage and Sagamore scholars have helped navigate the terrain.

ASIA. During its inaugural year in 2004, the South Korean government established a multi-year fellowship program at Sagamore for mid-career officers at the Ministry of Knowledge Economy. In 2006, Indiana Governor Mitch Daniels tasked Sagamore to form a research partnership with the Zhejiang Academy of Social Sciences (ZASS) to investigate trade opportunities between the two states. Sagamore’s collaboration with ZASS is intended to transition the relationship from cultural exchange to a more robust economic partnership.

Sagamore fellow Larry Ingraham served as then-Governor Orr and Lieutenant Governor John Mutz’ staff person in Japan during Indiana’s successful effort to build a bridge for Japanese investment in the 1980s. Over the next two decades, more than 250 Japanese companies began operations in the state employing over 45,000 Hoosiers at a total investment of more than \$10 billion. Sagamore produced a case study on the Japan success story to strengthen planning efforts for Indiana’s China trade strategy.

AFRICA. Indiana University established a medical school in Eldoret, Kenya in 1988 during the dawn of the African AIDS crisis and a decade later it was the continent’s greatest hope for fighting the disease. The key ingredient to that success was the character of Indiana’s partnership: it took the best of IU’s talent and resources and invested both into African leaders and indigenous solutions.

These ties are beneficial, and they benefit both sides.

SERGIO AGUILERA

In partnership with the Indianapolis Downtown Rotary Club, Sagamore conducted research on this model in Nairobi and expanded its research focus to Liberia following a visit to Sagamore by Liberian presidential candidate Ellen Johnson Sirleaf. This research culminated in a later project chronicling hundreds of Indiana business, educational and charitable efforts across sub-Saharan Africa. Over 100 gathered to hear United States Senator Dick Lugar’s commentary on Sagamore’s “Indiana-Africa Connections” research project.

MEXICO. Mexico’s Ambassador to the United States, Carlos de Icaza visited Sagamore in 2006 to discuss the strategic relationship between Indiana and our nation’s southern neighbor. Joining de Icaza at the Sagamore event was then-Mexican Consul to Indiana Sergio Aguilera, who explained, “Mexico is the second largest trading partner of Indiana, and the opportunities abound for more trade, investments, and exchanges in areas like agriculture, manufacturing and logistics. These ties are significant, and they benefit both sides.”

Sagamore fellows Justin Heet and John Clark produced a major report to underscore the significance of Consul Aguilera’s words. During the year prior to de Icaza’s visit, the total value of imports and exports between Mexico and Indiana was \$5,454,052,554. This amount is twenty percent larger than merely three years previous, demonstrating the vitality of the shared markets. Heet and Clark found that Mexican immigrants contributed more than \$200 million annually to the state of Indiana and its counties and they possessed a buying power over \$4.8 billion. One of the study’s key findings was that immigrants often perform tasks that most American’s don’t want to do (manual labor) or many can’t do (sophisticated technology jobs).



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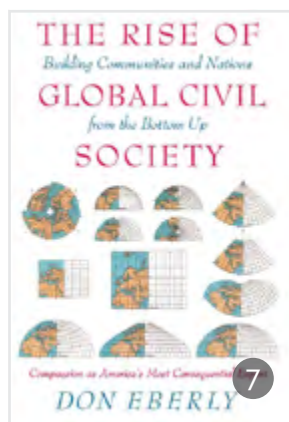
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1. Former Indiana Lt. Governor John Mutz was the Hudson Institute board member chiefly responsible for the Hudson-to-Sagamore transition. He was also the subject of a Sagamore case study of Indiana's trade relationship with Japan, which he spearheaded in the 1980s.
2. Ellen Johnson Sirleaf delivered remarks to Sagamore in the months prior to her being elected the first woman president in Africa. Following, native Liberian Donald Cassell joined Sagamore as a senior fellow to foster Indiana-Liberia partnerships.
3. Sergio Aguilera (seen here with his wife, Lori Efrogmson) was the first Consul General appointed by Mexico to serve in Indiana. He joined Sagamore as a founding board member and an expert contributor to the think tank's immigration study.
4. Sagamore teamed up with Indianapolis social entrepreneur Joanna Taft to establish Herron High School which soon became one of the highest performing charter schools in the nation.
5. To further trade relations between Indiana and Asia, Sagamore formed the Mayors Roundtable on Global Trade. Mayors perform a critical economic development function especially in attracting new business to locate in their regions.
6. Indiana Secretary of State Todd Rokita and former Indiana Congressman Lee Hamilton joined Jay Hein in addressing a 2005 Sagamore event on electoral reform.
7. The Bradley Foundation sponsored a fellowship for Don Eberly to produce a book on global civil society at Sagamore. As a result of globalization, power is shifting from vertical state-to-state relations to horizontal citizen-to-citizen initiatives.
8. As part of Sagamore's founding, Senior Fellow Amy Sherman opened a field office in Charlottesville, Virginia. The Indiana-Virginia bases of operations underscore the think tank's commitment to heartland impact and national influence.