



Confederation of Indian Industry



BRIDGE

CONNECTING INDIA AND USA

CII's Efforts at Enhancing India-US State-level Engagement: Oct 2011 – Oct 2012

INDIA-US STATE-LEVEL ENGAGEMENT

- CII Hosts Governor of Washington State Christine Gregoire
- CII Facilitates the Visit of Chief Minister Shivraj Singh Chouhan and State delegation from Govt. of Madhya Pradesh
- CII Hosts State Govt. and Business Delegation from Gujarat in San Francisco, Los Angeles and Seattle
- CII Hosts Governor of Kentucky Steve Beshear
- CII Interacts with Amb. Nancy Powell in Lucknow
- CII Facilitates Delegation from Gujarat in DC & NY
- CII CEOs Mission Visits Ohio
- CII Hosts Governor of Maryland Martin O'Malley in New Delhi and Hyderabad
- CII Co-Hosts Roadshows for State Delegation from Andhra Pradesh in DC, NY and Houston, TX
- CII Hosts Governor of Virginia Robert McDonnell

Washington-India Investment Roundtable with Governor of Washington State, Ms. Christine Gregoire: 4 October 2012, New Delhi



Governor of Washington, Ms. Christine Gregoire (center right) at the CII Washington-India Investment Roundtable in New Delhi

CII along with Tractus hosted Christine Gregoire, Governor of the state of Washington at an Interactive session on 4th October in New Delhi. The Interactive session was chaired by Mr Deep Kapuria, Chairman, CII MSME Council and Chairman, HiTech Gears Limited.

Discussion at the roundtable encompassed opportunities of working together in India's massive infrastructure build-out and green technology for sustainability. India's mounting purchases in defense were noted as was the need to tailor technological solutions based on India's requirements, environment and market. Governor Gregoire highlighted Research and Development in aerospace and defense as major area that could benefit from joint efforts in technology innovation and production. She also elaborated on Washington State's strength and India's growing leadership in life sciences to lead to breakthroughs in global health. A presentation on doing business in the State of Washington highlighted the state's strong education system and highly-skilled workforce, excellent infrastructure ideal for trade and expertise in R&D, specifically in hydro/thermal/wind power generation.

CII also signed a Memorandum of Intent with Washington State Department of Commerce for facilitating direct foreign investment between India and the state.

**CII-USIBC Host Investment Roadshow for Mr. Shivraj Singh Chouhan, Chief Minister of Madhya Pradesh:
2 Oct, Washington DC**



Mr. Shivraj Singh Chouhan, Honorable Chief Minister of Madhya Pradesh speaking at a CII-USIBC business session in Washington DC on October 02, 2012, as Ms. Diane Farrel, Executive Vice President and Senior Director, Policy Advocacy, USIBC looks on. The Chief Minister is visiting the United States ahead of the 'Invest Madhya Pradesh' summit scheduled for October 28-30, 2012.

CII and USIBC co-organized an investment roadshow on 2 October in Washington DC for the State delegation visiting the United States from Madhya Pradesh. The delegation also visited Detroit and Chicago.

Chief of Madhya Pradesh, Mr. Shivraj Singh Chouhan led the delegation and spoke at the business session about the rapid rise of Madhya Pradesh and the State's strengths as a foreign investment destination.

He emphasized immense investment opportunities in Madhya Pradesh, outlining sectors including automobile engineering, pharmaceuticals, information technology enabled services, tourism, food processing, textiles and renewable energy. He also invited participation from USIBC members to the Global Inventors' Summit being held at Indore, Madhya Pradesh from October 28-30, 2012.

Ms. Diane Farrell, Executive Vice President, USIBC moderated the session, observing that there was growing recognition among both US and Indian governments as well as businesses to engage more at the state-level, and that such a proactive approach will give a strong boost to the overall trade and investment relationship.

**Business and Government delegation from Gujarat woos Investors on the US West Coast:
21 – 28 September: Los Angeles, San Francisco and Seattle**

In advance of the Vibrant Gujarat Investment Summit scheduled for 11-13 January 2013, a high powered government and business delegation from the state of Gujarat, led by Mr Ravi Saxena, Additional Chief Secretary, Department of Science and Technology, Government of Gujarat visited Los Angeles, San Francisco and Seattle from 21-28 September 2012 in an effort to woo investors in the US West Coast.

On September 21, CII and the US India Business Council organized an academic roundtable for the delegation at Los Angeles where Deans and Professors from University of California, Los Angeles (UCLA), University of Southern California (USC), California State Polytechnic University, Pomona, and other key stakeholders had a chance to discuss opportunities for collaboration in the education sector in Gujarat. In particular, the Gujarat delegation invited the universities and other centers



L-R: Mr. Nayan Parikh, CEO, Nayan Parikh and Consultants; Mr. Ravi Saxena, Additional Chief Secretary, Department of Science and Technology, Government of Gujarat; Mr. Raj Nathan, CMO, Sybase; Mr. Deval Parikh, Managing Director Epiphania at the CII-USIBC program in honor of the visiting Gujarat delegation in Palo Alto, CA

of higher education to participate in the International Roundtable on Academic Institutions (IRAI 2013) being planned at the Vibrant Gujarat Investment Summit.

In an effort to invite entrepreneurs and business executives from Silicon Valley to the Vibrant Gujarat summit, CII and USIBC also organized a roadshow in Palo Alto. At the session, Mr Ravi Saxena pointed to Gujarat's strengths in terms of reliable energy and infrastructure systems, the entrepreneurial spirit of its people, its strategic location providing access into India from its western coast, and a growing young and dynamic population as some of the main reasons why businesses in California should look to invest in Gujarat. He particularly pointed to the strength of the Gujarati diaspora in the United States, which provides a natural bridge, connecting both countries.

In addition, the delegation held several business-to-business meetings, site visits and other commercial engagements to further enhance trade ties with the state of Gujarat and states on the US west coast.

Interactive Session with Steve Beshear, Governor, Commonwealth of Kentucky: 12 September 2012, New Delhi

CII hosted The Honorable Steve Beshear, Governor of Kentucky, at an interactive session on 12 September in New Delhi. The program was chaired by Mr. Deep Kapuria, Chairman, CII MSME Council and Chairman, Hi-Tech Gears Limited and was immensely useful for CII members in terms of understanding the overall business environment and corporate incentives offered by the State of Kentucky.



Mr Steve Beshear, Governor of the Commonwealth of Kentucky, addressing the CII meeting in New Delhi

In his address, Governor Beshear invited Indian companies to explore business development opportunities in Kentucky, emphasizing the State's improving economy, international investor-friendly climate and proximity to consumers. He also highlighted Kentucky's sectors of strength including construction, manufacturing, energy and logistics.

Secretary of the Kentucky Cabinet for Economic Development, Larry Hayes, spoke about the different dynamics of the business environment in Kentucky and the Commissioner of the Department for Business Development Erik Dunnigan made a presentation on "Doing Business in Kentucky."

Interactive Session with US Ambassador to India Ms. Nancy Powell: 31 August, Lucknow



CII Uttar Pradesh members meet with US Amb. Nancy Powell on 31 August in Lucknow.

CII Uttar Pradesh State Council organized an interactive session in Lucknow with Ms. Nancy Powell, US Ambassador to India to discuss the investment climate in Uttar Pradesh and identify areas of mutual cooperation between the state and US industry. Amb. Powell recounted that India moved from being the 25th largest business partner for the US to being the 13th

largest in only a matter of 10 years, with US exports to India totaling \$21 billion. She also acknowledged the various contributions of three million Indians who currently live in the United States. She reiterated the need to allow Foreign Direct

Investment in the retail sector, which would provide better forward and backward linkages with the agricultural economy of Uttar Pradesh. Amb. Powell applauded the improvement in the conditions of roads and infrastructure in the state, and continued by expressing the US interest in technology exchange for the power and defense sectors in India.

Mr. Alok Saxena, Chairman, CII Uttar Pradesh State Council drew attention to the complementarity of the US and Indian economies that results not only from common strategic interests but also coinciding values of pluralism, democracy, free market economy, and inclusiveness in growth. He outlined CII's work in making Uttar Pradesh more competitive, describing the collaboration with the state government in forming joint working groups on Power & Renewable Energy, Skills Development, Branding UP, MSME, Agriculture & Food Processing, Industrial Policy, Infrastructure, Healthcare, and Information Technology. He also recognized the various other initiatives undertaken by the state government to strengthen industry, especially the MSME sector.

CII-USIBC roadshow organized for the Vibrant Gujarat Summit: 9 July, New York and 10 July, Washington DC



Mr. D J Pandian, Principal Secretary, Department of Energy and Petrochemicals, Government of Gujarat speaks at a Vibrant Gujarat roadshow organized by CII and USIBC on 9 July in New York, while Mr. Bal Das, Executive Advisor, Aquiline Capital Partners LLC looks on.

CII and USIBC co-organized a roadshow where a high powered government and business delegation from the State of Gujarat, led by Mr. D J Pandian, Principal Secretary, Department of Energy and Petrochemicals, Government of Gujarat, met with the U.S. business communities in New York and Washington DC.

The delegation of 18 industry leaders, representing sectors like financial services, oil and gas, pharmaceuticals, clean energy etc. were accompanying Mr. Pandian and other officials of the Government of Gujarat for a 10 day visit to the United States and Canada. Mr. Pandian spoke of the tremendous strides made by Gujarat in becoming an attractive investment destination, with world class infrastructure, skilled labor force, and a stable and transparent bureaucratic, judicial and legal system. He invited investors and industry representatives to attend the Vibrant Gujarat 'investment festival' to be held in Gujarat from 11-13 January 2013.

Mr. Pandian pointed out that although India is an extremely pluralistic and diverse society, ultimately democracy stands firm at the end of the day. The resilience of its people, who are guided by liberty, freedom, peace and prosperity, is truly India's greatest asset.

Mr. Pandian particularly attributed the singular success of Gujarat in attracting and retaining businesses from all over the world to a combination of political will and administrative skill. He also highlighted the quest of the Government of Gujarat to undertake sustainable development, especially through environmentally friendly development policies and a renewed focus on clean energy. Clean energy technology and waste management were stressed as major areas where US companies have expertise and could be potential areas of investment and collaboration in Gujarat.

At a similar session jointly organized by CII and USIBC on 10 July in Washington DC, members of the Gujarat delegation made a presentation and interacted with the Washington DC community – industry, think tanks, research organizations, government officials and members of Indian Diaspora. Here too, they highlighted the need for industrial and institutional collaboration across a broad range of sectors, particularly in education, infrastructure and clean energy.

CII CEOs Delegation Visits Columbus, Ohio

A high powered delegation of CEOs organized by CII, led by Mr. Adi Godrej, President, CII and Chairman, Godrej Group visited the United States from 11–14 June, 2012. Following a two day stop in Washington, DC, the delegation visited Columbus, Ohio and Chicago, Illinois in order to explore business opportunities in the American heartland, and engage the academic and think tank communities in the U.S.

The CII CEOs mission members included Mr. Kris Gopalakrishnan, President - Designate, CII and Co-founder and Executive Co-chairman, Infosys Limited; Mr. Chandrajit Banerjee, Director General, CII; Mr. S. Premkumar, Group Chief Executive Officer, Apollo Hospitals; Mr. Deep Kapuria, Chairman, CII MSME Council and Chairman, Hi-Tech Gears Limited; Mr. Rajan Navani, Managing Director, Jetline Group of Companies; Mr. R. Mukundan, Deputy Chairman, CII Western Region and Managing Director, Tata Chemicals Limited; Mr. Nikhil Sawhney, Director, Triveni Engineering; and Mr. Zubin Irani, Co-Chairman of CII National Committee on MNCs and Managing Director, United Technologies.



Dr. Gordon Gee welcomes the CII delegation

Panel Discussion at The Ohio State University

The delegates began their program on 13 June 2012 in Columbus at The Ohio State University, where Mr. Godrej and Mr. Gopalakrishnan participated in a panel discussion on “*A Conversation with India’s Business Leaders*”, moderated by Dean Christina Poon of the Fisher School of Business. They spoke of the “India way” of management and innovative products that have been developed to serve unmet needs of the rising Indian middle class as well as the potential to collaborate in developing innovative products. Panelists Mr. Rattan D’Souza, VP for Global Development, Worthington Industries and Dr. Rao Unnava, Associate Dean of Undergraduate Programs, Professor of Marketing, Fisher College of Business also highlighted the importance of working together in establishing

higher education programs, training programs, and research and technology initiatives. Dr. Gordon Gee, President, The Ohio State University welcomed the delegates and expressed keen desire to engage more with Indian industry.



The CII delegation with Governor of Ohio John Kasich on 13 June 2012

Meeting with John Kasich, Governor of Ohio

The delegation, thereafter, met with John Kasich, Governor of Ohio and learned of his intense focus on investments and job creation in Ohio. Welcoming Indian businesses to invest in Ohio and assuring support from his department, he outlined Ohio’s industry strengths in 9 key verticals: Aerospace and Aviation; Automotive Manufacturing; Advanced Manufacturing; Polymers and Advanced Materials; Agriculture and Food Processing (particularly beef, corn and soy); Energy and Environmental Technologies; Information Technology; Bio-health; and Distribution and Logistics. The CII delegation emphasized the importance of two-way flow of trade and investments and offered to host any Ohio-based business delegations visiting India.

JobsOhio Networking Roundtable

At the networking reception and business roundtable organized by JobsOhio and supported by Kegler Brown Hill & Ritter, the delegates learned of Ohio's attractive business environment – starting from its central geographic location to the ease of doing business, specifically in terms of its legal and regulatory landscape. Ohio's tax system is especially attractive to businesses as corporate state tax has been eliminated. Ohio's strengths also align with many of the Indian companies' interests including energy, health care, education agriculture and manufacturing. The delegates' alluded to the unpredictability in rejection of U.S. visas, which has been posing challenges in Indian companies' operations and expansion plans in the U.S. They also acknowledged Senator Rob Portman's instrumental role in encouraging the business delegation to visit Ohio.



Mr. Adi Godrej, President, CII at the JobsOhio roundtable

Over the years the bilateral relationship between U.S. and India has unquestionably grown stronger, and the delegation pledged to step up the engagement through state-to-state linkages, job creation and value addition.

CII Defense Council Meeting with Maryland Governor's Delegation: 2 December, New Delhi



L to R: Mr Gurpal Singh, DDG, CII, Mr Christian S Johansson, Secretary, Maryland Department of Business and Economic Development, Honb'le Governor of Maryland, US Mr Martin O'Malley, Air Marshal Ajit Bhavnani, Chairman, CII Committee on Defence Aerospace, Maj Gen (Dr) Bhupendra Yadav (Retd.)

They discussed the current state of the bilateral defense relationship between the two countries, and with the State of Maryland specifically. Explored were some of the challenges faced on both sides, as well as the opportunities for greater collaboration. Possible areas of enhanced cooperation, from both a commercial and strategic standpoint, were also examined. The meeting concluded with the mutual understanding for broadened engagement to find areas of shared benefit.

The CII Defense Council held a meeting with the delegation led by Mr. Martin O'Malley, Governor of the State of Maryland, USA on 2 December in New Delhi.

Also present at the interaction were Mr. Gurpal Singh, Deputy Director General, CII, Air Marshal Ajit Bhavnani, Chairman, CII Committee on Defense Aerospace, Maj. Gen. (Dr.) Bhupendra Yadav (Retd.), and Mr. Christian S Johansson, Secretary, Maryland Department of Business and Economic Development.

They discussed the current state of the bilateral defense relationship between the two

Government of Andhra Pradesh Delegation Visits USA: 1 – 5 December: New York, Washington DC, Houston

A delegation from the Government of Andhra Pradesh led by Mr. T S Appa Rao, Principal Secretary, Industries & Commerce Department, travelled to the United States to promote investments into the State of Andhra Pradesh. The also took the opportunity to invite business leaders to the Partnership Summit being organized by CII in Hyderabad from 11-13 January 2012.

CII organized roadshows for the visiting delegation in New York and Washington DC in partnership with the US-India Business Council, and in Houston in partnership with the Indo-American Chamber of Commerce of Greater Houston. The members of the delegation interacted with industry leaders and showcased the types of opportunities present in various sectors in the State Andhra Pradesh.

The other members of the delegation consisted of Mr. C R Biswal, IAS, Principal Secretary, (Food Processing), Department of Industries and Commerce, Government of Andhra Pradesh; Mr. Dinesh Kumar, IAS, Principal Secretary, Energy Department, Government of Andhra Pradesh; Mr. G. Sudhir, IAS, Special Chief Secretary, Health Medical & Family Welfare Department, Government of Andhra Pradesh; Mr. Sutirtha Bhattacharya, IAS, Principal Secretary, Infrastructure & Investment Department, Government of Andhra Pradesh; Mr. B R Meena, IAS., Vice Chairman & MD, APIIC Limited, Government of Andhra Pradesh and Mr. Karikal Valaven, IAS, Commissioner of Industries, Government of Andhra Pradesh.



Mr. Ron Somers, President, US-India Business Council welcomes the Govt of Andhra Pradesh at a CII-USIBC roundtable on 2 December in Washington DC. Seated: Mr. Appa Rao; Mr. G Sudhir, IAS., Spl. Chief Secretary, Health Medical & Family Welfare Department and Mr. Karikal Valaven, IAS, Commissioner of Industries.

CII Hosts Martin O'Malley, Governor of Maryland and Delegation in India: 28 November, Hyderabad



Mr. Martin O'Malley, Governor of Maryland, USA with Mr. Jay Galla, Chairman, CII Andhra Pradesh & Managing Director, Amara Raja Batteries Ltd. (Photo Source: The Hindu Business Line).

CII Andhra Pradesh organized a luncheon meeting with H.E. Mr. Martin Joseph O'Malley, Governor of Maryland, US and the accompanying 100 member delegation on 28 November, 2011. The meeting was attended by more than 250 participants, including Ms. Aruna Kumari Galla, Minister for Geology & Mines, Government of Andhra Pradesh.

Addressing the meeting, Mr. O'Malley outlined the various business opportunities in the areas of Life-sciences, Biotechnology, IT & Cyber Security, and Clean & Green Technology that are present in Maryland. He noted that infrastructure, workforce and connections are the three pillars of successful business relationships. Hence creating these connections would lead to economic prosperity and the addition of new jobs for both sides. The meeting was also addressed by Mr. Rushern L Baker, Prince George's County

Executive, Maryland; Mr. Isiah Leggett, Chief Executive, Montgomery County, Maryland; Ms. Reta Jo Lewis, Special Representative, Global Intergovernmental Affairs, US Department of State; and Ms. Katherine Dhanani, Consul General, US Consulate, Hyderabad. The session was chaired by Mr. Jay Galla, Chairman, CII Andhra Pradesh & Managing Director, Amara Raja Batteries Ltd.

Interaction with Robert McDonnell, Governor of Virginia: 18 November, Bangalore



L to R: Ms. Maureen McDonnell, First Lady of VA, Governor of VA Robert McDonnell and Mr Lakshminarayan, Chairman, CEO Forum & Past Chairman CII Southern Region

The Interaction with H.E. Robert McDonnell, Governor of VA was hosted by CII at Infosys E-City Campus on 18 November 2011. “Destination Virginia: Economic Opportunities for Indian Companies” was headed by Governor McDonnell along with the First Lady of VA, Maureen McDonnell accompanied by other officials. The objective of the mission was to promote business/economic opportunities for Indian companies in Virginia and provide information on the current market scenario in Virginia for businesses who are interested in expanding operations to the U.S.

Mr Lakshminarayan, Past Chairman, CII Karnataka in his speech stated that The state of Karnataka and Virginia must work together to build mutual trust and confidence. Both states must work towards further strengthening commercial ties and relations. Gov. McDonnell stated that there are tremendous opportunities available in Virginia and mentioned sectors like Advanced Manufacturing, Aerospace, and Defence and that marvellous opportunities and the love for entrepreneurship will bind India and Virginia.