

INDY BUSINESS BULLETIN



Lilly Expansion to Fuel 'Next Generation Development'

Eli Lilly and Co. (NYSE: LLY) says its new \$70 million interdisciplinary laboratory in Indianapolis is a key piece of its "Next Generation Development" initiative. Vice President of Small Molecule Drug Development Bret Huff says the goal is to develop new medicines in half the time. He says allowing scientists with different backgrounds to more easily work together will have a "quite dramatic" effect on Lilly's pipeline.

Big Military Contracts Involve Work by Hoosiers

Two defense industry manufacturers with Indiana facilities will receive work as part of nearly \$125 million in U.S. military contracts. They include a modification to a contract for fighter jet engines from the Pratt & Whitney location in Indianapolis and Columbia City-based ERAPSCO Inc. for manufacturing sonobuoys for the Navy.

Ivy Tech Partners With Chinese College

Ivy Tech Community College has established a sister college relationship with a Chinese college. The relationship with Huzhou Vocational & Technical College will involve student and faculty exchange programs and collaboration on research and distance education.

IU Basketball to be Broadcast in Mandarin

Indiana University Athletics has announced all men's basketball home games will be broadcast in Mandarin. The school says listeners will be able to access 19 games for free on the university's official athletics website and IUHoosiers.com.

Chamber, SBA Partner to Accelerate Growth

The chief executive officer of the Indy Chamber believes the organization's selection as a U.S. Small Business Administration micro-lending partner is "just the tip of the iceberg" of what can be done to help secure additional dollars for small businesses in central Indiana. Michael Huber says, as an official micro-lending intermediary, the chamber's Business Ownership Initiative now has access to millions more in federal funding and can expand its reach throughout the nine-county region.

Housing Permit Activity Falls Statewide

The Indiana Builders Association says single-family building permits dipped 9 percent in September, compared to the same month a year earlier. There were nearly 1,050 permits issued statewide last month.

State Library to Add Education Center

The Indiana State Library will add a new education center. The State House Education Center will offer exhibits for school groups, families and tours. It is scheduled to open in October 2016.

Techshot Builds Blood Vessels for Wounded Warriors

The widespread use of explosives on modern day battlefields is leading to an alarming number of amputations among soldiers, but Greenville-based Techshot is fighting back. The technology development company has invented a process that creates major human blood vessels from a patient's own stem cells; the decision to amputate an arm or leg often hinges on the availability of such vessels. Perhaps even more incredible, the project is a stepping stone to 3D printing human tissue—think of an entire heart—from a patient's own cells.

Cummins: Cuts 'Difficult But Necessary'

The chief executive officer of Columbus-based Cummins Inc. (NYSE: CMI) says, with weak global demand and "no clear signs of improvement in the near term," restructuring and job cuts are necessary. Tom Linebarger says orders around the world fell "further than expected," specifically in the power generation market. Cummins announced plans to cut up to 2,000 workers.

Dozens of Projects Score USDA Solar Grants

More than 30 solar projects in the state have been awarded grants from the U.S. Department of Agriculture. The funding, which totals nearly \$1.5 million for Indiana small businesses or agricultural producers, is part of a nationwide energy efficiency initiative.

FedEx Predicts Record Holiday Season

FedEx Corp. (NYSE: FDX), which operates a major distribution hub at Indianapolis International Airport, is predicting a record holiday shipping season. The company is expecting around 317 million shipments between Black Friday and Christmas Eve, which would be a 12 percent increase over last year.

Cummins Targets High Speed Rail

Cummins Inc. (NYSE: CMI) may be best-known for its heavy duty truck engines, but the Columbus-based manufacturer thinks it's in position to make some noise in the high speed passenger rail business as well. Earlier this month, Cummins delivered the first QSK95 engine, the most powerful the company has ever built, designed specifically for the rail market. The engines are the result of a major investment to expand and upgrade manufacturing, testing and research and development capabilities at the company's Seymour Engine Plant.

IND Named Best Airport in America

The Indianapolis International Airport has once again been voted best in the country according to Condé Nast Traveler magazine. The 28th annual readers' poll rates hotels, resorts, airports and travel destinations around the world.

Indiana Among Forbes' 10 Best For Business

Indiana's business climate is in the top 10 in Forbes' annual Best States for Business Ranking for the first time. The publication evaluates the states in categories including quality of life, business costs, regulation and labor supply.

INDIANA MAYORAL ELECTION RESULTS NOV 3rd, 2015

IAAT has been featuring articles since June on the following cities on the municipal election. Thank you for following our presentations and thank you for your votes. Here are the winners.

- Anderson**
Thomas Broderick (Democrat)
- Bloomington**
John Hamilton (Democrat)
- Beech Grove**
Dennis Buckley (Democrat)
- Carmel**
James Brainard (Republican)
- Columbus**
Jim Leinhoop (Republican)

- Evansville**
Lloyd Winnecke (Republican)
- Indianapolis**
Joe Hogsett (Democrat)
- Lafayette**
Tony Roswarski (Democrat)
- Muncie**
Dennis Tyler (Democrat)
- Terre Haute**
Duke Bennett (Republican)
- Westfield**
Andy Cook (Republican)

CHINA IN THE NEWS



Joanna Zhou (周娜), now residing in Knoxville TN, immigrated to Indianapolis with her husband from Beijing in 2013, where she worked in Human Resources for a U.S. Fortune 500 company. She enjoys her new life with her husband and kept in touch with her IAAT friends and readers by contributing to this column.

Walking Chinese robot breaks Guinness world record

A quadruped robot in the southwestern municipality of Chongqing walked its way on to the pages of the Guinness World Records book on Sunday. "Xingzhe No. 1" was developed by Li Qingdu, a professor with the college of automation under the Chongqing University of Post and Telecommunications. Starting on Oct. 24, it took 340,000 continuous steps over 54 hours covering a distance of 134.03 km and used 0.8 kwh of power. The previous record was set by Ranger, a quadruped robot developed by Cornell University in America, which walked 65 km in 30 hours consuming 0.5 kwh.

中国步行机器人持续行走134公里打破吉尼斯纪录

11月1日, 吉尼斯世界纪录认证官程东向“行者一号”研发团队负责人李清都教授颁发了证书。由重庆邮电大学团队研发的“行者一号”机器人, 持续行走134.03公里, 获得四足式机器人行走最远距离吉尼斯世界纪录。该纪录表明, “行者一号”已成为目前全世界能效最高的步行平台, 亦是历史上首个行走距离突破百公里的足式机器人。仿人机器人具备人的结构特点, 能替代人类完成复杂、危险的任务, 得到世界各国研究机构的青睐。如何使机器人走的更久、更远, 已成为世界各国科研机构研究的焦点之一。此前, 四足式机器人行走最远距离吉尼斯世界纪录由美国Cornell大学研发的机器人Ranger于2011年创造, 行走距离为65.243公里。

China builds Asia's 1st big data base for int'l shipping

The first big data base for international shipping will be established in east China's port city of Qingdao. The 5 billion yuan (787 million U.S. dollars) project includes a big data exchange, a research academy, an industrial park and a big data center, according to an official with the Qingdao International Shipping Service Center. The center signed a strategic agreement to jointly develop the base with AsiaInfo, a leading provider of high-quality software and solutions in China, at an international ocean forum held here on Friday. "The construction of the base will push the modernization of Qingdao's shipping industry and its integration with information technologies," said the official.

国际航运大数据基地落户青岛

青岛国际航运服务中心与全球IT行业巨头亚信集团签署青岛国际航运大数据项目战略合作协议, 揭开了双方合作的序幕, 亚洲首个国际航运大数据基地正式落户青岛, 项目规划总投资达50亿元人民币。此次签约的合作范围, 涵盖航运大数据、港口及航运业务管理、航运交易、物联网等多个领域, 围绕国际航运大数据基地建设, 全方位打造“一所、一院、一园、一中心”战略格局, 有效改善青岛地区港航发展环境, 助推信息化与港口航运业的融合发展, 树立国际航运大数据领域“新标杆”, 项目规划总投资达50亿元人民币。据了解, 所说的“一所、一院、一园、一中心”中, “一所”即建立亚洲首个航运大数据交易所, “一院”即建立航运大数据研究院, “一园”即打造航运大数据产业园区, “一中心”即建设青岛航运大数据中心。

First direct flight to link Beijing, Havana

Air China will launch a direct flight from Beijing to Havana, Cuba, on Dec. 27, linking China with the Caribbean for the first time. A Boeing 777-300ER airplane will leave Beijing three times a week, with

a stop in Montreal. Previously, flights would go via Spain, Germany, France or Mexico. Chinese do not need visas to enter Jamaica, the Bahamas, Grenada, and the Turks and Caicos Islands. The trade and economic ties between China and the Caribbean are showing healthy growth and this new flight reflects the improving exchanges.

首条中国至加勒比直飞航线北京至哈瓦那年底开通

北京至哈瓦那航线将于12月27日开通, 这将是首条连接中国与加勒比国家的航线。截至目前, 牙买加、巴哈马、格林纳达、特克斯-凯科斯群岛等已给予中国游客免签证待遇。中国直飞加勒比首条航线的开通后, 由航空、邮轮等连接的加勒比诸岛之间, 有望迎来“中国游客潮”。这条航线每周三班, 经停蒙特利尔, 由波音777-300ER飞机运营。每周二、五、日, 航班号CA879航班于14:00从北京起飞, 于13:40到达蒙特利尔, 到达哈瓦那是20:15。回程CA880航班, 于周一、三、六09:00从哈瓦那起飞, 到达蒙特利尔为12:30, 并于次日17:30到达北京。

Taiwan commodity center opens in Shanghai FTZ

A Taiwan commodity center opened Sunday in the Shanghai free trade zone (FTZ) amid efforts to help small and medium-sized Taiwanese firms to seek business opportunities in the mainland. Entrepreneurs across the Taiwan Strait initiated the idea of setting up the Taiwan commodity center to take advantage of preferential policies in the Shanghai FTZ at a summit in Taipei in December last year. Authorities in the Shanghai FTZ will offer facilitation measures in customs clearance, inspection and quarantine. Taiwanese businesses will also be allowed to sell their products at a direct sale center of Shanghai FTZ for half a year. Meanwhile, the FTZ will sell their products on its e-commerce platform.

11月1日上海首个台湾商品中心落户上海自贸区

申城首个台湾商品中心昨天在上海自贸试验区保税区域揭牌开张。成立于2013年7月的“两岸企业家峰会”积极促进两岸中小企业的合作与交流, 在去年举行的“两岸企业家峰会”台北会议上, 双方共同倡议建立台湾商品中心, 旨在协助台湾众多中小企业, 借助上海自贸区高效商品集散平台和商贸推广功能, 并透过电子商务平台, 让各类台湾产品迅速有效营销到大陆各地市场。

Beijing's largest wholesale market opens branch in neighboring Hebei

Beijing's largest wholesaler Xinfadi opened its first branch in neighboring Hebei Province on Thursday. With an annual trade volume of 14 million tons of meat, fruit and vegetables, Xinfadi currently has 5,000 wholesalers in a vast swathe of land outside the fourth ring road in southern Beijing. The new branch is located in Gaobeidian City, Hebei, 84 km south of Beijing. Covering an area of 138 hectares, the new 5.4-billion-yuan (849 million U.S. dollars) agricultural market boasts 1.4 million square meters of cold storage and trading areas. The new wholesale market is Beijing's first project aimed at alleviating pressure on the capital's resources and solving "big city illness", which features heavy traffic congestion and high population density.

河北高碑店新发地开门迎客可疏解北京30万人口

总投资54亿元的北京农产品市场转移聚集重大承接平台——北京新发地高碑店农产品物流园于昨日开门迎客。标志着京津冀协同发展、疏解首都经济圈的首个农批产业项目正式落地。首批已有超过6000家来自北京的商户入驻, 预计今后可疏解北京30万人口。河北新发地农产品物流园是新发地品牌从传统农产品市场升级为国际化及信息化交易平台的一个重大的里程碑, 是构建北京农产品安全稳定供应的重大民生项目, 为北京产业功能疏解走出了一条新路子, 探索出了一种新模式。

AT&T HIRING IN INDIANA

500 mov AT&T Inc. (NYSE: T) says it is looking to fill nearly 150 jobs in Indiana. The company is planning hiring events over the next two weeks in Carmel, Anderson, Indianapolis and Bloomington.

The company says it is looking to fill positions including retail sales consultants, technicians and call center associates. AT&T says it hired more than 300 Hoosiers in the first nine months of 2015.

You can find more information on the available positions by visiting <http://connect.att.jobs/Indiana>

Information on the hiring events is below:
Carmel, Tues., Nov. 3, 11 a.m. to 4 p.m., 2001 E. Greyhound Pass
Anderson, Thurs., Nov. 5, 11 a.m. to 4 p.m., 4711 S. Scatterfield Road

Indianapolis, Wed., Nov. 11, 11 a.m. to 4 p.m., 8812 U.S. 31 South
Bloomington, Tues., Nov. 17, 11 a.m. to 4 p.m., 2894 E. 3rd Street



FINANCIALLY SPEAKING

Recent volatility not out of the ordinary



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The LEI is still in a solid uptrend. Bear markets are typically associated with recessions, so we do not anticipate a more serious decline.

The extreme stock market volatility and economic uncertainty witnessed in the third quarter of 2015 are nothing out of the ordinary or something to fear.

According to Crandall, Pierce & Company ("CP"), the U.S. stock market has experienced a correction (>10% decline), bear market (>20% decline) and/or recession 45.3% (i.e. almost half) of the time. It had been 46 months since the last correction, so U.S. stocks were probably overdue. In addition, CP's research shows since 1950, the S&P 500 has had negative returns in 15 calendar years (i.e. 23% of the time). Finally, CP determined the range of returns for each calendar year for the S&P 500 since 1935. On average for almost 80 calendar years, the S&P 500 moved in a range of -9.5% to 15.3% during a calendar year.

Taken together, these show how unusual the placidity of the first half of calendar 2015 was and what we experienced in fiscal 2015 is well within historical averages.

To repeat from a recent column, be a long-term investor and try to let short-term volatility be your friend, not your enemy. As Warren Buffett said, "Owners of stocks too often let the capricious and often irrational behavior of their fellow owners cause them to behave irrationally as well. Because there is so much chatter about markets, the economy, interest rates, price behavior of stocks, etc., some investors believe it is important to listen to pundits - and, worse yet, important to consider acting upon their comments."

Buffett offered advice that's both sage and difficult to heed during turbulent times. "Tumbling markets can be helpful to the true investor if he has cash available when prices get far out of line with values. A climate of fear is your friend when investing; a euphoric world is your enemy."

This is what investors signed-up for, so fasten your seatbelts.

IU MEN'S BASKETBALL GAMES TO BE BROADCAST IN MANDARIN

Indiana University Athletics has announced all men's basketball home games will be broadcast in Mandarin. The school says listeners will be able to access 19 games for free on the university's official athletics website and IUHoosiers.com.

"Basketball is the most popular sport in China and broadcasting IU men's basketball games in Mandarin will bring one of America's most storied and famous basketball programs to a country of more than 1.3 billion people in their native language," said IU President Michael McRobbie. "It also will help cement our relationships with thousands of our

Chinese students and alumni, and ensure they remain strongly connected to Indiana University."

Students who speak fluent Mandarin will provide play-by-play and color commentary for the games. They will be trained through the school's Mark Cuban Center for Sports Media and Technology.

IU will open the season at Assembly Hall with an exhibition game against Ottawa on Tuesday, November 3 at 7:00 p.m.

School officials say about 3,000 students from China attend IU Bloomington.

