

Giving back to Japan Return on JETvestment



Mark Frey President, JETAANC JETAA USA National Conference September 2016







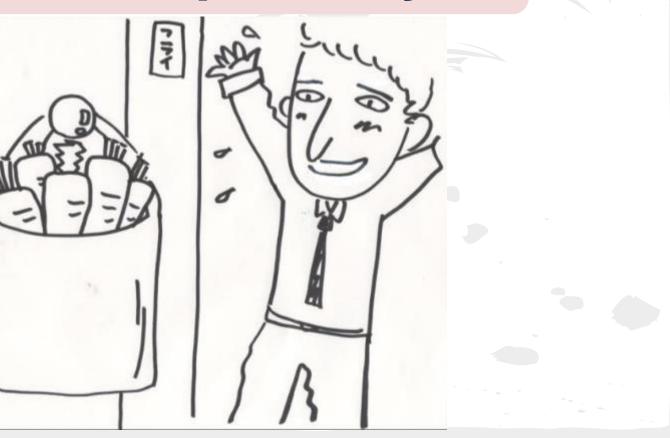








daikon diplomacy



daikon it forward



Return on Investment (ROI)

Revenue

- Investment Return on Investment

Return on Investment (ROI)

\$100,000 - <u>\$10,000</u> \$90,000



The Investment



The JET-vestment

★ Salary & health insurance \star Plane fare ★ Training & conferences **★** Taking you places ★ JETAA funding

_ CAS





Current JETs

Current JETs

★ Education & internationalization
★ Spending yen - shopping & travel
★ Visiting friends & relatives
★ Promoting Japan via social

JET alumni



JET alumni ★Promoting Japan Talking to friends • Social media • Products • Tourism ★Return trips



Return on JET-vestment links

★ <u>Return on JET-vestment stories</u>

★JET disaster relief projects

★JET-Tourist Tally Project

★<u>American JETs Rally for Japan in</u> <u>Myriad Ways</u>

Alumni Superstars

- Patricia Bader-Johnston (Yokohama-shi, 1989-91) Representative Director and CEO of Silverbirch Associates K.K
- Paige Cottingham Streater, Executive Director, Japan-US Friendship Commission
- Anthony Bianchi (Aichi-ken, Kiyosu City, 1989-91) American politician, council member at Inuyama City, Aichi-ken
- Matthew Cook (Osaka-fu, 2007-1) key player in Osaka's pioneering English education reform efforts.
- JET alum author and writer Roland Kelts (Osaka-shi, 1998-99),
- Christy Jones (Nagasaki 1995-98, Director of Special Events at Japan Society NY
- Don Brown (Osaka-fu, Kawachinagano-shi, 1999-2002) freelance subtitler and translator specializing in Japanese film.
- Adam Komisarof (Saitama-ken, 1990-92), PhD, professor, Reitaku University's Department of Economics
- Ian Condry (Miyagi-ken, 1988-89) explores Author, The Soul of Anime.
- Philippe Arseneau (Miyagi-ken, 1991-94) lecturer at the University of Sherbrooke.
- Nicholas Klar (Niigata-ken, Itoigawa-shi, 1995-97) wrote the book "My Mother is a Tractor" about his life as an ALT in Omi, Itoigawa, Niigata-ken
- Andrew Schneider (Kanzawa '88-'90) Professor at Kanazawa University School of Medicine
- Michael Auslin, American academic, historian, Japanologist
- Rob Cornilles (1988–1989), American politician
- Bruce Feiler, American writer and TV host, author of Learning to Bow
- Will Ferguson, Canadian writer, author of Hitching Rides with Buddha (a.k.a. Hokkaido Highway Blues)

Alumni Superstars

- Michael Green, American political expert and Japanologist
- Karl Taro Greenfeld, American journalist and writer, author of Speed Tribes (Kanagawa 1988-89)
- Daneeta Loretta Jackson, American writer, filmmaker and creative producer at the Elektrik Zoo
- Suzanne Kamata, American author and editor of Literary Mama
- Laurel Stevens Lukaszewski (Kagoshima-ken, Minamitane-cho, 1990-92), professional artist
- Ari Kaplan, American writer, speaker and coach, author of Reinventing Professional Services: Building Your Business in the Digital Marketplace
- James Kennedy (2004–06), American author of The Order of Odd-Fish
- Roland Kelts (1998–99), American journalist and writer, author of Japanamerica
- Yuri Lowenthal, American actor
- Lars Martinson, American cartoonist
- Plant Maynard, Canadian musician, member and founder of Monkey Majik
- Stacy Perman, American journalist and writer, author of A Grand Complication: The Race to Build the World's Most Legendary Watch
- Dan Seals(1993–95), American politician
- Brad Warner, Soto Zen Buddhist monk, musician, and author of Hardcore Zen
- Malena Watrous (1998–2000), American writer
- Mark Williams, British academic, Japanologist
- Aaron Woolfolk, American film director, screenwriter and producer

Alumni Superstars: U.S. & Japan

- Matthew Fuller, Special Assistant to U.S. Ambassador to Japan, U.S. Department of State
- Paige Cottingham-Streater, Executive Director, U.S.-Japan Conference on Cultural and Educational Interchange Secretariat (CULCON), Japan-US Friendship Commission, and U.S.-Japan Bridging Foundation
- Laurel Lukaszewski, Project Director, **JETAA USA Building Capacity Initiative**, U.S.-Japan Bridging Foundation
- James Gannon, Executive Director, Japan Center for International Exchange (JCIE/USA)
- Michael Green, Senior Vice President, Asia and Japan Chair, Center for Strategic & International Studies
- Bhaird Campbell, Executive Director, Japan Society of Boston
- Celine Castex, Program Coordinator, CLAIR, Tokyo
- Kenneth Pinyopusarerk, Square Enix, Tokyo
- Anthony Bianchi, Inuyama City Council Member, **City of Inuyama, Japan**
- Matthew Cook, Senior Staff, Osaka Prefectural Board of
 Education

- Authors: Roland Kelts, Bruce Feiler, David Namisato, James Foley, Rob Weston, Nicholas Klar, Percival Constantine, Eryk Salvaggio, Benjamin Martin, Ari Kaplan, Ashley Thompson, Joshua Powell, Sam Baldwin
- Maynard Plant, Musician, Monkey Majik
- Wesley Julian, Film Director, "Tohoku Tomo"
- Nick Hartling, "Let's Talk Japan" podcast
- Mark Flanigan, Program Director, Japan International Christian University (ICU) Foundation
- Nathaniel Simmons, Assistant Professor of Communication, La Salle University
- Emily Metzgar, Assistant Professor, Indiana University School of Journalism
- Michael Auslin, Director of Japan Studies, American Enterprise Institute
- David Boling, Deputy Executive Director, **The Maureen and Mike Mansfield Foundation**
- Aaron L. Miller, Assistant Professor, Kyoto University

Alumni Superstars: Northern California

Government

Ellen Kamei, Policy Aide, **City of Mountain View** Environmental Planning Commissioner

Consulate General of Japan in San Francisco:

Kai Wiesner-Hanks, JET Coordinator Laura Jacob, Public Relations Coordinator Jaclyn Funasaki, Economic & Commercial Affairs Researcher Ryan Okada, Cultural Affairs Coordinator

Education

Libby Rafferty, English Instructor, **San Jose State University** Cami Okubo, Elementary School Principal, **San Francisco Unified School District**

Ryan Moore, Elementary School Teacher, **San Francisco Unified** School District

Preston Hatfield, ESL Teacher, **St. Giles International** Arwen (Nogi) Gutierrez, Teacher, **Beresford Elementary School** Scott Hilton, Science and Japanese Teacher, **San Mateo Foster City School District**

Rebekah Randle, Learning Strategies Center Associate, Lick-Wilmerding High School

International Exchange / Education

Gary Mukai, Executive Director, **Stanford Program on International and Cross-Cultural Education (SPICE)**

Sabrina Ishimatsu, Event Coordinator, **Stanford Program on International and Cross-Cultural Education (SPICE)**

Kristin Kutella, Student Services Coordinator, **Stanford University Center for East Asian Studies**

Ryan Kimura, Owner, **PIKA PIKA Purikura** / Director of Programs and Community Affairs, **Japanese Cultural and Community Center of Northern California (JCCCNC)**

Aya Ino, Director of Development and Communications, Japanese Cultural and Community Center of Northern California (JCCCNC)

Ellison Weeks, Vice President of Programs, American Global Scholars

Kathryn Kohut, Executive Director, American Association of Intensive English Programs (AAIEP)

Annie Lim, Coordinator/Instructor, Sejong Korean Scholars Program

Alumni Superstars: Northern California

Business

Jeffrey Chu, Ownership Experience Advocate, **Tesla Motors** Cindy Nakasuji, Order Management Specialist, **Google** Mercedes Sperling, Immigration & Relocation Specialist, **Twitter** Branden Thompson, Senior Web Developer/Architect, **LinkedIn** Doug Lavanchy, Director, Global Sales Operations, **Cisco System** Sissie Chang, Senior Events Manager, **Capcom** Percy Humphrey, Senior Financial Analyst, **Intel** Matt Cohen, Founder, **"Off the Grid"** Jerry Jaksich, Owner/Chef, **Ramen Shop** Michael Shu, National Account Executive, **Yelp** Laura Hayes, Senior Elite Account Executive, **Yelp** Simon Bromwell, Managing Director, **Robert Walters Recruiting** Mark Frey, Marketing Manager, **PwC**

Media / Design / Arts

Jana Katsuyama, Reporter, **KTVU Fox 2** Khalil Birdsong, Comic Artist, **Fried Chicken and Sushi** Aaron Woolfolk, Film Director, **The Harimaya Bridge** Timothy Morey, Assistant Vice President, Innovation Strategy Group, **frog design**

International Business

Jennifer Hale Ockner, President, **Japan Tours and Travel** Tim Wagner, Vice President of Brand & Business Strategy, **btrax** Alan Mockridge, President, **Intralink** Miho Aoki, Principal, **International Tax Services, PwC** Douglas Shelton, Account Manager, **British Airways** Greg Alger, Director of Linguistics, **Lexicon Branding**

Non-Profit

Linda Valente, Philanthropy and Public Affairs, **San Francisco AIDS** Foundation

Andrew Hattori, Civic Engagement Manager, Public Policy Institute of California

Tina Lee, Director, Strategic Partnerships, **NetHope** Amie Latterman, Development Director, **SPUR** Canon Purdy, **Save Miyagi**

Healthcare

Kirk Akahoshi, Marriage & Family Therapist

Alumni Superstars: Chapter Survey

 Alumni Superstars from chapter survey: JETAA USA Sempai Engagement Survey

Alumni Superstars: JETwit

- JETwit Alumni Superstar list: <u>http://jetwit.com/wordpress/category/notable-jet-alums/</u>
- JET authors/books: <u>http://jetwit.com/wordpress/library/authorsbooks/</u>
- JETs in the news: <u>http://jetwit.com/wordpress/category/jets-in-the-news/</u>

JETAA



JETAA

★JET Program support
★Promoting Japan
★Career development
★NPO & business



The Power of JET

One of the world's largest grassroots internationalization programs

Administered by CLAIR (MIC, MOFA, & MEXT) 4,800 current participants in Japan from 43 countries Provide foreign language education in schools and coordinate international affairs in government offices Over 30 years, 64,000 participants from 65 countries!

JET-Tourist Tally Project

What is the worth of the tourism JETs bring into Japan? A <u>survey of alumni</u> conducted during the "JET Threat" days:

- ★ Tourists brought to Japan by JETs: 2,009
- ★ Visitor Days: 22,574
- ★ Respondents: 347
- ★ Estimated tourism revenue (¥10,000/day): ¥225,740,000 (about \$2,687,381 @ US\$1=84 yen)
- ★ Estimated tourism revenue per JET respondent: ¥650,548 (about \$7,745 @ US\$1=84 yen)
- ★ Conclusion? At a minimum, JETs generate the equivalent of 1/5 to 1/6 of their salary for the Japanese economy. This is in addition to <u>other returns on investment</u> (e.g., diplomatic, financial and cultural) provided to Japan by participants in the JET Program.

The Power of JETAA

One of the world's largest alumni associations 52 chapters worldwide; 19 in U.S. 64,000 alumni!



Case Study: JETAANC

- 3,000 JET alumni in Northern California and Nevada
- Officially registered non-profit organization
- 25th Anniversary in 2015
- One of the largest & most active chapters in the world!



JETAANC's mission

To aid JET alumni in pursuing their personal and professional goals

To support the JET Programme To foster grassroots U.S.-Japan exchange in our community



JETAANC's profile

Love Japan

Grassroots

Person-to-person All-volunteer Spirit of fellowship Friendly

Fun!

 ★ Our profile closely matches that of the JET Programme itself



We support the JET Programme

Assist JET Programme: Recruiting

Selection (interviews) Alumni-led Orientation Pre-Departure Orientation "Re-entry"



It's orientation time for outgoing JETs.

We network & have fun! Wide range of networking, career development, recreational, cultural, and educational events:

Career & Networking Forum Networking & social Events Japanese classes Kabuki Club / Book Club Shinnenkai & Bonenkai Hanami Spring Picnic / Summer BBQ Joint events with awesome local orgs Much more!



We volunteer!

We help with local Japan-related events:

Northern California Cherry Blossom Festival Bon Odori J-POP Festival Nihonmachi Street Fair Japan Expo / Visit Japan Otsukimi / Mochitsuki / Kodomo no Hi Many others!



Ryan performs taika on a float at the 2012 Cherry Blossom Festival.

We help local Japan-related organizations:

Consulate General of Japan U.S.-Japan Sister City associations Japan Society Keizai Silicon Valley Japanese cultural & community centers Japanese arts and cultural organizations Japanese Chamber of Commerce Japan External Trade Organization (JETRO) Japanese University Network in the Bay Area (JUNBA) University of San Francisco Center for the Pacific Rim University of California at Berkeley Center for Japanese Studies Stanford Program on International and Cross-Cultural Education (SPICE) Stanford University Center for East Asian Studies Oakland Asian Cultural Center Asia Society Japanese Buddhist temples Many more!



Kabuki Club Case Study

Start small, grow slow Identify a passion of yours Find a couple other people who share it Put it out into the world Grow it organically Visit jetaanc.org/kabuki



Why JET alumni get involved

Tap into a huge network Build our resumes Keep our connection to Japan alive "Give back" to Japan Meet cool people 'Have fun!



JETAA keeps our connection with Japan alive

We all had a deep and meaningful experience in Japan We made deep and lasting connections with our students, co-workers, neighbors, and fellow JETs in Japan JETAA helps us continue this meaningful experience in our home countries

We all would do anything to help Japan!



JETAA lets us "Give back" to Japan

★Share Japanese culture in our community ★ Facilitate U.S.-Japan business activities ★Help local Japan-related organizations ★Assist the Japanese Consulate ★Help with ongoing Tohoku/Kumamoto recovery efforts

JETAA Tohoku recovery efforts

JETAA USA 3-11 Disaster Relief Fund raised \$90,000

U.S. JET alumni helped raise an additional \$440,000+

JETAANC - raised \$17,000 (2011); \$6,000 (2014); \$5,000 (2015)

Many JET alumni volunteered in Tohoku and started relief and recovery organizations



What is the worth of JETAA?

300 hrs/year <u>x \$100/hr</u> \$30,000 x 5 officers \$150,000 x 19 chapters



\$2,850,000



JET Program Satogaeri Project November 2015 Aso, Kumamoto





平成21年(2015年)11月12日木曜日 E 不 ,并托 阿蘇の人情「サイコー 61 三段上日本 •女子 した中 マークさん 10年ぶり * 里帰り、 旗本市 FIL で選手権 夜、卿 テルで 中尾 Ξ カリフォルニア州=が 指導助手の して勤務 で、県 中 ベスト 一の官町で外国語 尾さん「次も良 た。祝 たマ 競技協会 地方 ク・ 5 祝 ニュースや
話題の提供は 市を訪ね、 を再確認し 日、 国の外国青年招致事 長野飯 モアプログラム 玉名総局 10 功績をた 0968(73)3078 年ぶりに阿蘇 たっ 贈った。 住民との絆 FAX 0968(73)3079 出席者 尾さんに 1, 山雨支局 (右)と歓談するマークれ、宮川清豊剛市長 えで長日 結 TEL 0068(44)2433 阿蘇神社などを 宮町が一 で英語指導をした の宮中や阿蘇小 など阿蘇の自然 は2002年に 業の いた。 団法 経験者を対象に 会が主催する里 と話した。 も参加する。 米国 で も PR FAX 068(44)3433 市長を訪ねた 果を 懐かし 05年まで一 力者 やっぱりサ ークさんは宮 「温泉や田 (上杉勇士 12 合た 1



















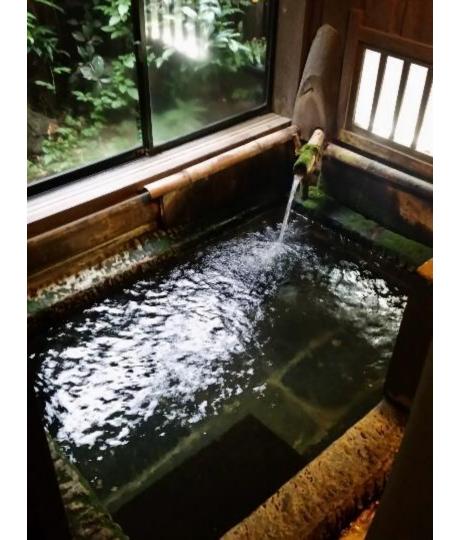










































































Mark Frey shared his post to the group: くまモン、九州モン in × SF/Bay Area.

April 18 · 🔝



Mark Frey at ♥ Japantown, San Francisco. April 17 - ⊗ ▼

Thank you, Consul General Yamada, for showing your support of Kumamoto in the Northern California Cherry Blossom parade today! 熊本ガンバレ! Donate to help the victims here: https://www.globalgiving.org/kumamoto-earthquake/ #KumamotoEarthquake #nccbf

🚹 Kumiko Jacobs

┢ Like 🔲 Comment

JAZZKATSU Evening for KUMAMOTO

JAPAN EARTHQUAKE RELIEF BENEFIT























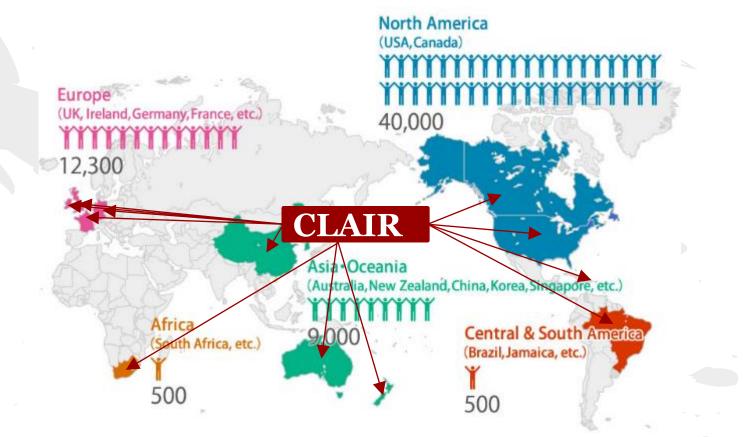




Levering the power of the JETAA network for your home prefecture



JETAA: Centralized hub & spoke model



JETAA: Direct connection model





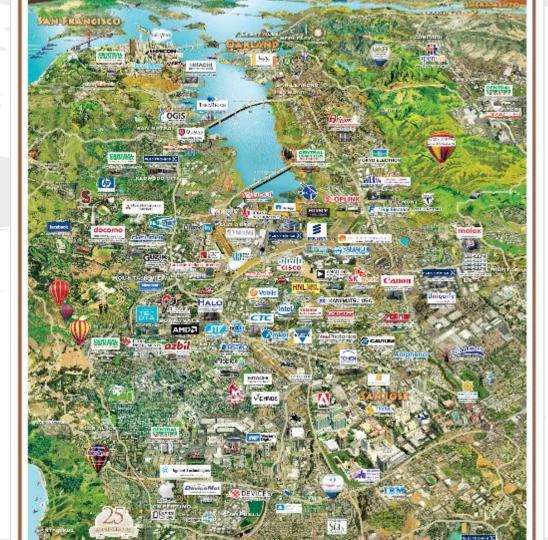


Silicon Valley

Near San Francisco Center of innovation and capital Many of the world's largest high-tech companies:

- Apple
- Google
- Facebook

Thousands of tech startup companies Many Japanese companies



Mapping of California and Kumamoto

California for Kumamoto people

- Big market for Kumamoto agricultural products
- Eco-tourism California "big" nature
- Cultural/food tourism California "foodie" culture
- Connect with Kumamoto nikkei many Kumamoto nikkei in California

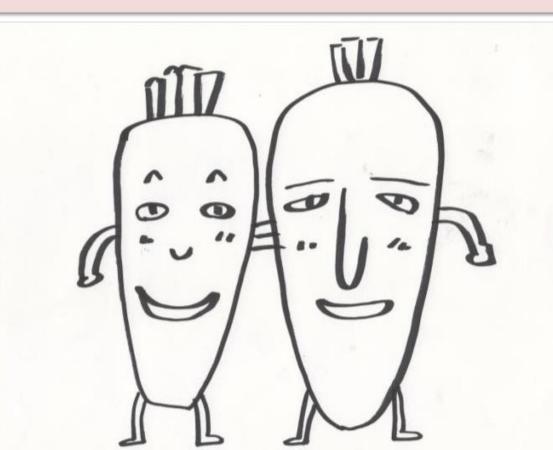
Mapping of California and Kumamoto

Kumamoto for California people

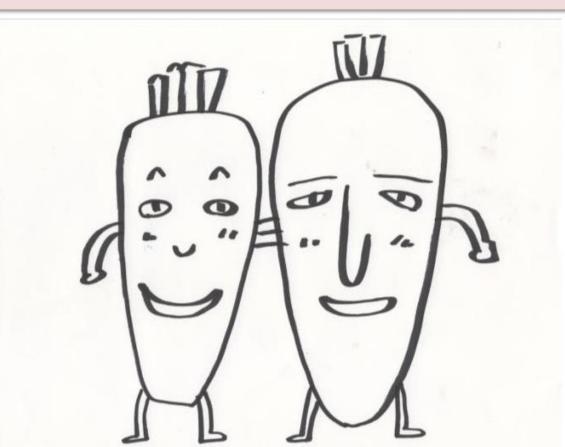
- Eco-tourism Aso and Kumamoto nature
- Spa tourism *onsen*
- Cultural/food tourism Aso beef, fruit & vegetables, noodles, sake
- Historical/cultural tourism Kumamoto Castle, traditional Japan

Economic/Technology partnerships - Silicon Valley & Kumamoto technology

daikon-bineshon

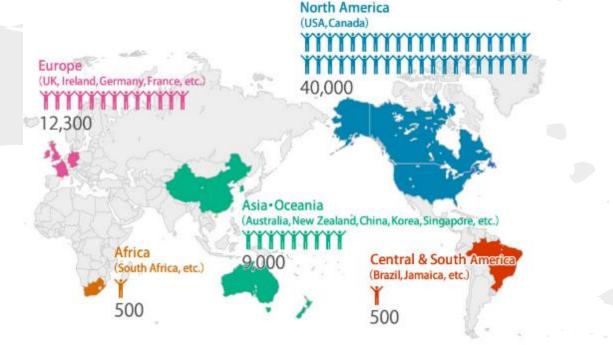






JETAA: Extended network

Over 62,000 participants from 65 countries



JETAA: Extended network

3,000 alumni in Northern California and Nevada
19 JETAA chapters in the U.S.; 52 worldwide
30,000 alumni in U.S.
65,000 alumni worldwide
Growing every year for last 30 years!

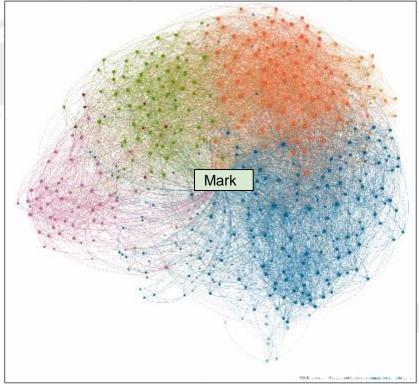
Tap into JETAA's huge network

65,000 Alumni are: In every field, in every sector of the economy: business, non-profit, education, government At every level, from entry-level to executive Connected to Japan-related organizations In 65 countries around the world From Aso, Kumamoto, and every region of Japan!

The power of the JETAA network Mark's worldwide network

LinkedIn: 1,368 connections JET alumni: 62,000 in 65 countries PwC: 208,000 employees in 157 countries University of Chicago: 157,000 alumni in 137 countries

That's **428,000** people in 157 countries you are connected to through Mark!



JETAA: Extended network

Home countries of JETs in Kumamoto:

USA

Canada

UK

Australia

New Zealand

Jamaica

South Africa

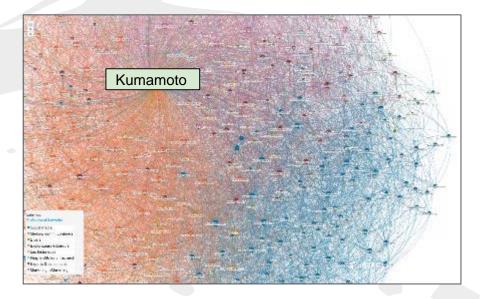
Ireland

Trinidad & Tobago

The power of the JETAA network *Kumamoto JETs*

Now, multiply the 3,000 Kumamoto JETs by 400,000 connections each...and you have a network of

1,200,000,000 worldwide through your Kumamoto JETs!



Aso Activities

Highlights of things happening in Aso since 2006 ★ international cultural activities

- \star international economic activities
- \star international goals
- ★ anything else Aso wants to share with Mark or the worldwide JETAA community!

Discussion: How can Kumamoto and JETAA help each other?

Areas of possible collaboration/exchange:

- Cross-promotion of Kumamoto/California
- Eco-tourism
- Economic exchange, especially agriculture & technology
- Cultural exchange (for example, Sister Taiko group between Aso Taiko and a California taiko group)
- Youth exchange (in-person & social media)



Leveraging the Power of the JETAA network

"How can we unlock the power of the JET network for our home prefectures?"

How can we unlock the power of the JET network for our home prefectures? by Mark Frey (United States of America)

JET Programme Assistant Language Teacher (ALT), Kumamoto, 2002-2006, President, JET Program Alumni Association of Northern California (JETAANC)

How do you feel about your hometown? If you are like me, you have very warm, nostalgic feelings about it.

These are the feelings I have for my Japanese 'hometown,' Aso, in Kumamoto Prefecture. I lived and worked there, at the foot of the magnificent Aso volcano, as a JET Programme participant from 2002 to 2005. I know this very beautiful area like the back of my hand. The friends I made there are like my second family.





Leveraging the Power of the JETAA network

"How can COs leverage the power of the JET alumni network?"

VAN EXCHANGE AND TEACHING PROGRAMME

How can COs leverage the power of the JET alumni network? -The JET Program Satogaeri Project-

Mark Frey

How do you feel about your hometown? If you are like me, you have very warm, nostalgic feelings about it.

These are the feelings I have for my Japanese "hometown," Aso, in Kumamoto Prefecture. I lived and worked there, at the foot of the magnificent Aso volcano, as a JET Programme participant from 2002 to 2005. I know this very beautiful, very rural region like the back of my hand. The friends I made there are like my second family. During the roat ten very L base beld Aso and Kumamoto very. entry-level to CEO. Through my corporate and university alumni networks, I am connected to an additional 365,000 professionals in 157 countries. This adds up to over 427,000 people in my worldwide network that everyone in Kumamoto has access to simply by knowing me.

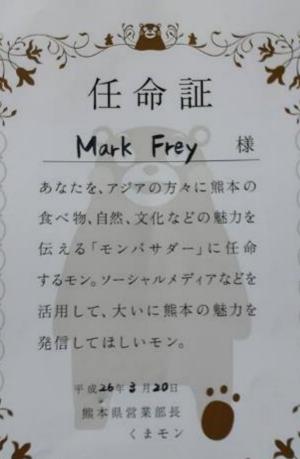
If the size of my network is typical of the thousands of JET participants who lived in Kumamoto over the past 30 years, that means your average resident of Kumamoto has access to somewhere on the order of \$50 million neoele workdwate through their IET alumni



Monbassador







Use LinkedIn

We need a common forum for communication

Proposal: Use JETAA Kumamoto LinkedIn Group

- Gather everyone in one place
- New people can join anytime
- Everyone updates their own info (no need to maintain contact lists)
- Organized venue for discussions
- Powerful networking and search capabilities

Prefectural JET Alumni LinkedIn Groups

Prefectural JET Alumni LinkedIn Groups

- <u>FYI</u>: All groups below were created in connection with JetWit and not by the prefectural governments. They're just intended to help facilitate future communications.
- Current JETs and Monbusho English Fellows (MEFs) welcome too, as always. Additionally, prefectural and other government employees as well as residents of each prefecture are welcome to join the groups.
- If anyone would like to be a "Manager" for their respective LinkedIn group, that would be very helpful, Just get in touch. Primary role will be approving requests to join the group.
- You may of course join other groups in addition to your own prefecture's group if it's helpful to you.

Sea of Distant.

1, Aichi JET Alumni



Unlock the power of the JET network for your home prefecture

Get connected!

- ★ Join your home prefecture's JET LinkedIn Group: <u>bit.ly/jetaaken</u>
- ★ Ask your JET friends to do the same
- ★ Connect with your home prefecture any way you can through social media, email, letters, or postcards.

Promote your home prefecture



Ask your Japanese friends & <u>AJET Block Representative</u>: **How can I help promote your community?**

- ★ Share news about local products and tourist spots with your social and business networks at least once a month
- ★ Post photos & memories of your time there to your home prefecture's social media



KUMAMON's Kumamoto Diary added 2 new photos September 19 at 5:30pm - 🛞

A hidden scenic spot. Gokanosho &

Gokanosho, a hidden scenic spot located in Yatsushiro City. This is a place called a "Hidden Scenic Spot in Kyushu" having the...

See More

thr Like

Comment 🔶 A Share

Take your own "virtual JET Satogaeri" homecoming trip!

- ★ Post pictures and stories of your Japanese hometown on the JET Satogaeri Project homepage
- ★ Post ideas about how alumni can strengthen ties with their Japanese hometown
- ★ Use the hashtag #JETsatogaeri
- ★ Every Thursday, post a JET "Throwback Thursday" picture from your time on JET and use the hashtag #jettbt

