

# FACILITATING BUSINESS INVESTMENT IN THE UNITED STATES

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SelectUSA  
Global Markets  
International Trade Administration  
U.S. Department of Commerce



# ABOUT SELECTUSA

## OUR MISSION

**SelectUSA's mission is to promote and facilitate business investment in the United States.** We are the single point of contact at the national level for international and domestic companies to invest in the United States.

## OUR CLIENTS

- ◆ Existing and Potential Business Investors
- ◆ U.S. Economic Development Organizations (EDOs)

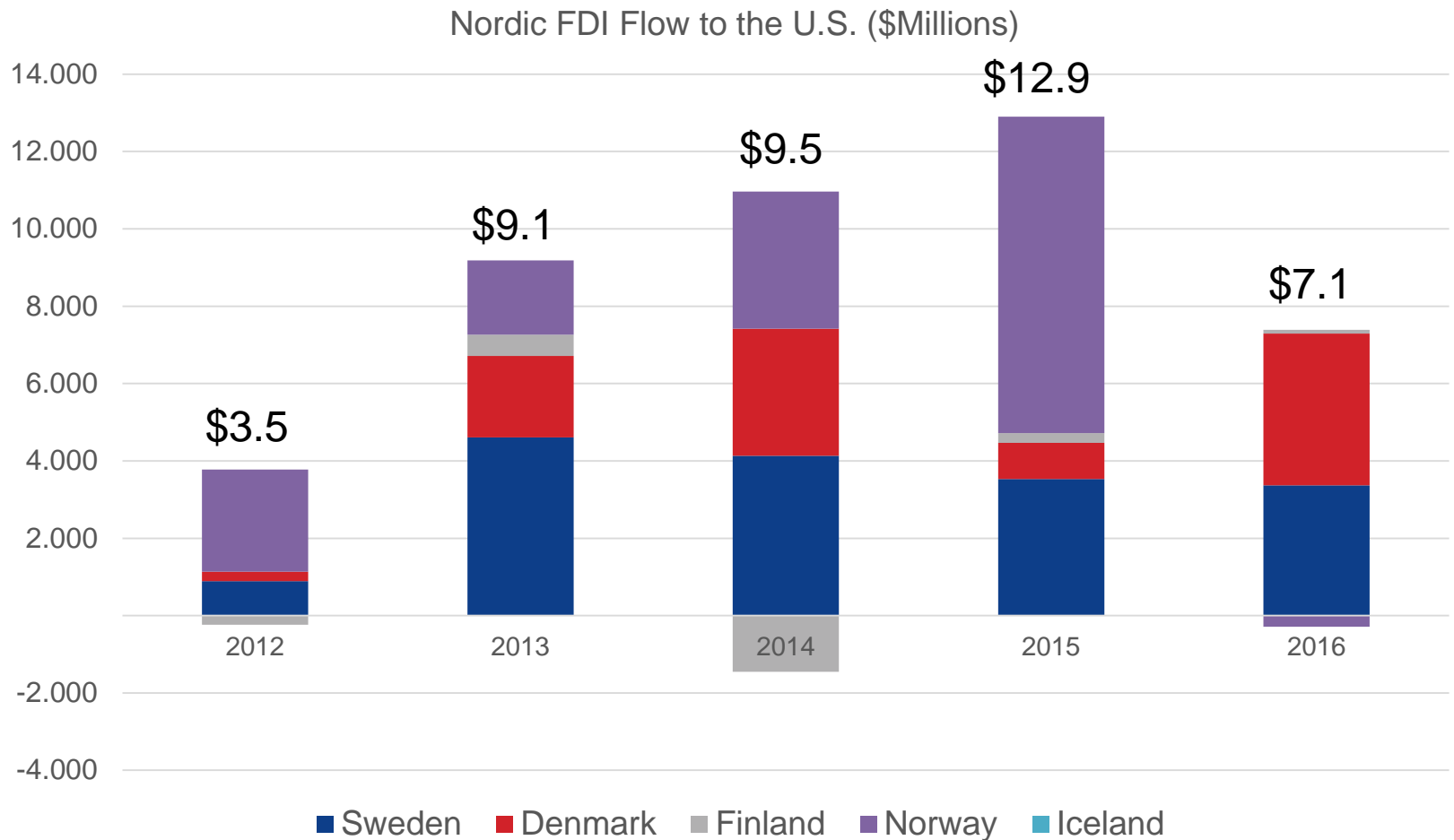
## OUR IMPACT



To date, SelectUSA has directly assisted attracting over **\$26 billion** in client-verified investments into the United States.

We partner with EDOs to support FDI.

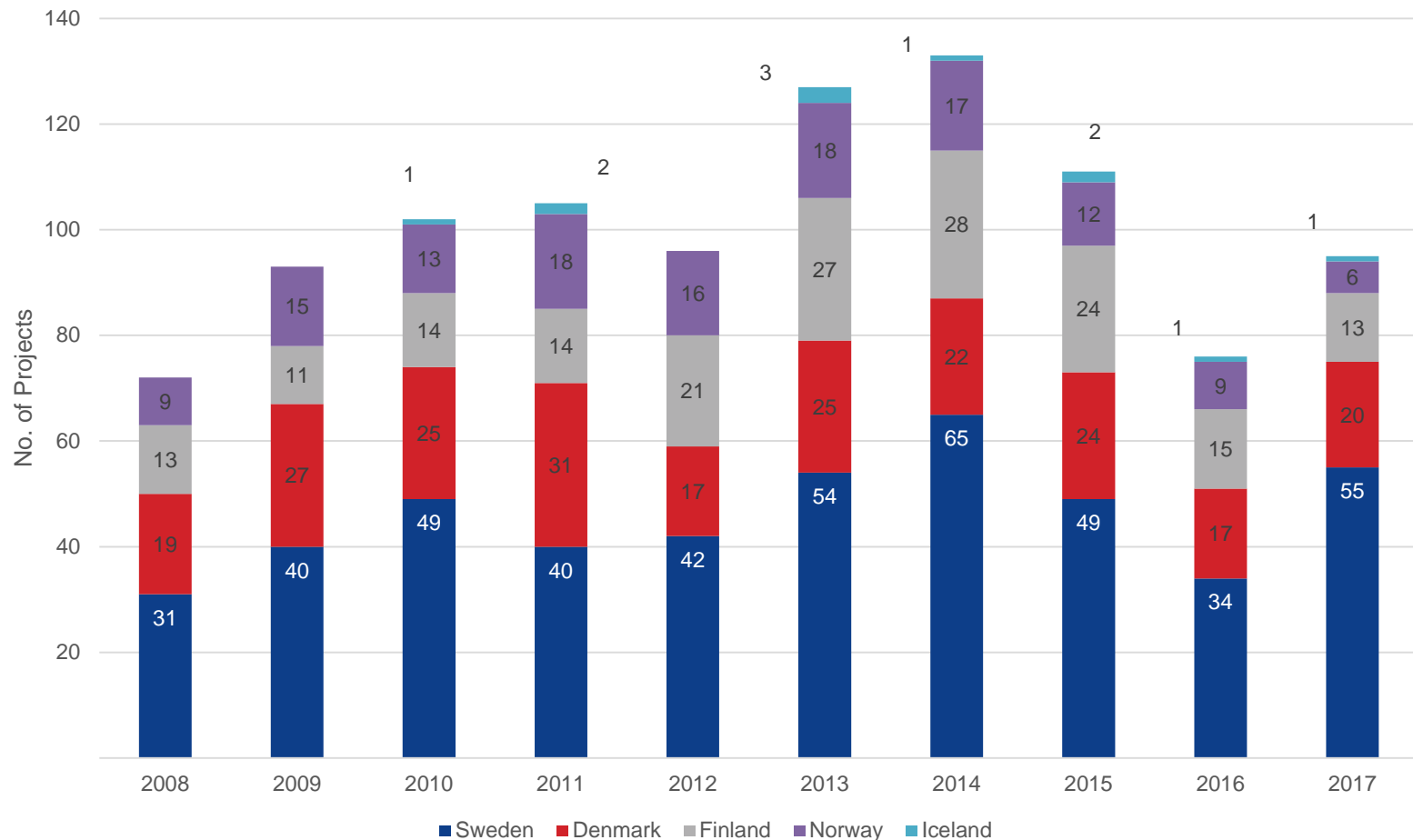
# U.S. is Receiving \$Billions of New FDI Inflow from Nordic Countries Each Year



Source: Bureau of Economic Analysis.  
Note: Iceland data suppressed to protect identity of investors.

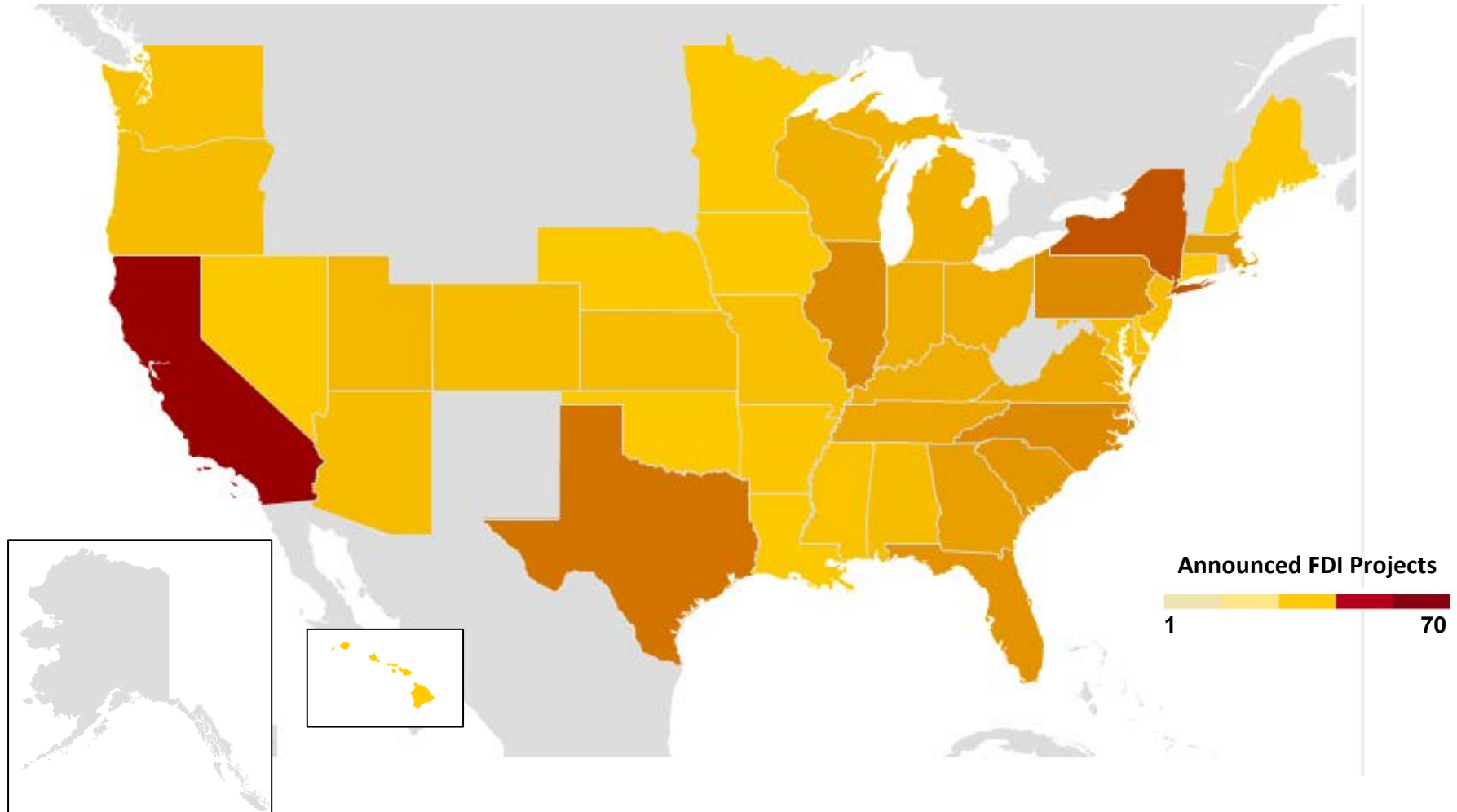
# 1,000+ Nordic FDI Projects in the U.S. Announced (Greenfield and expansions: Jan. 2008 - Dec. 2017)

These 1,010 projects were valued at an estimated \$29.6 billion and created an estimated 87,000 jobs



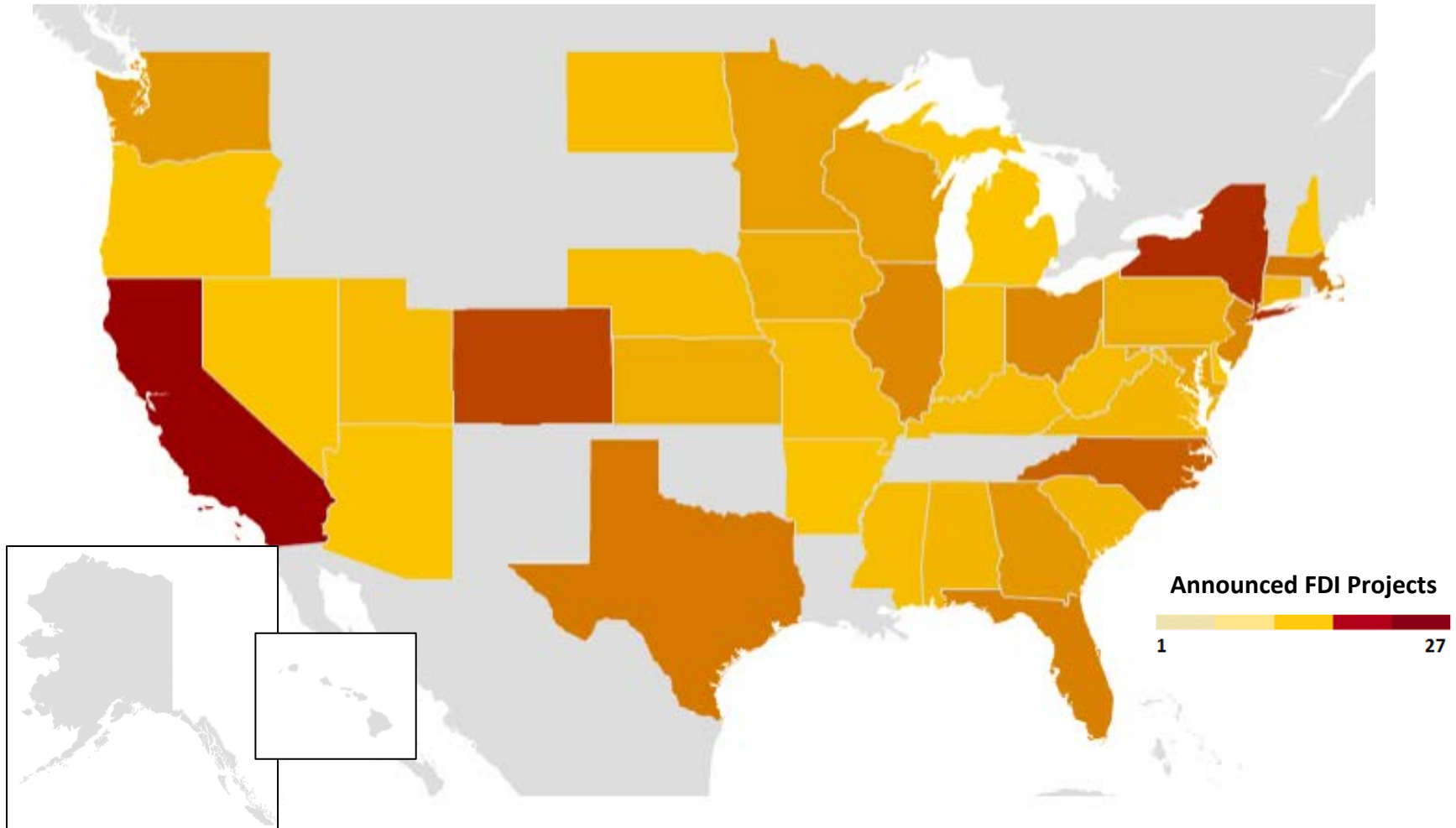
# 459 Swedish FDI Projects in the U.S.

(Greenfield and expansion projects announced between January 2008 to December 2017) (70 projects in California)



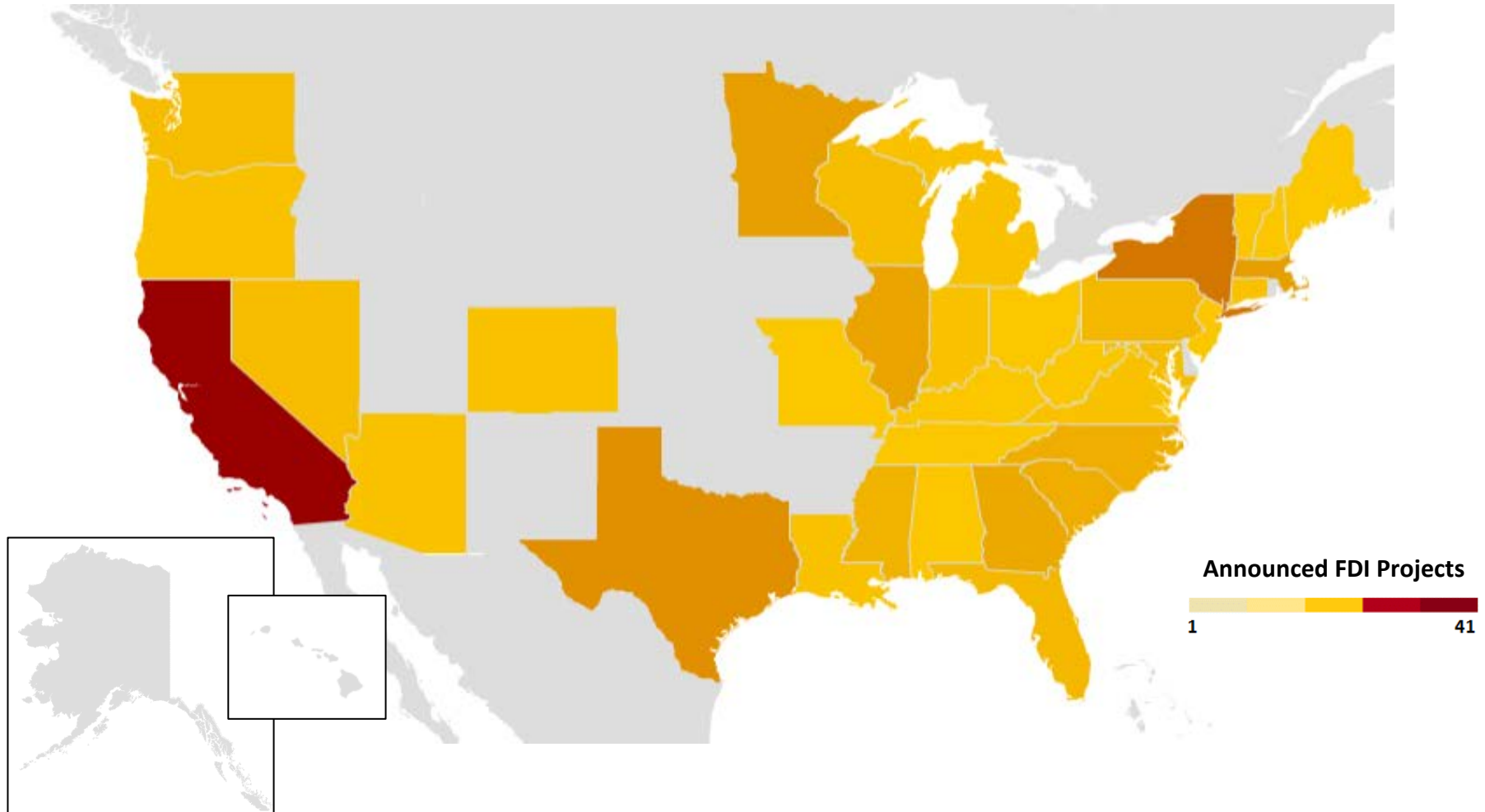
# 227 Danish FDI Projects in the U.S.

(Greenfield and expansion projects announced between January 2008 to December 2017) (27 projects in California)



# 180 Finish FDI Projects in the U.S.

(Greenfield and expansion projects announced between January 2008 to December 2017) (41 projects in California)







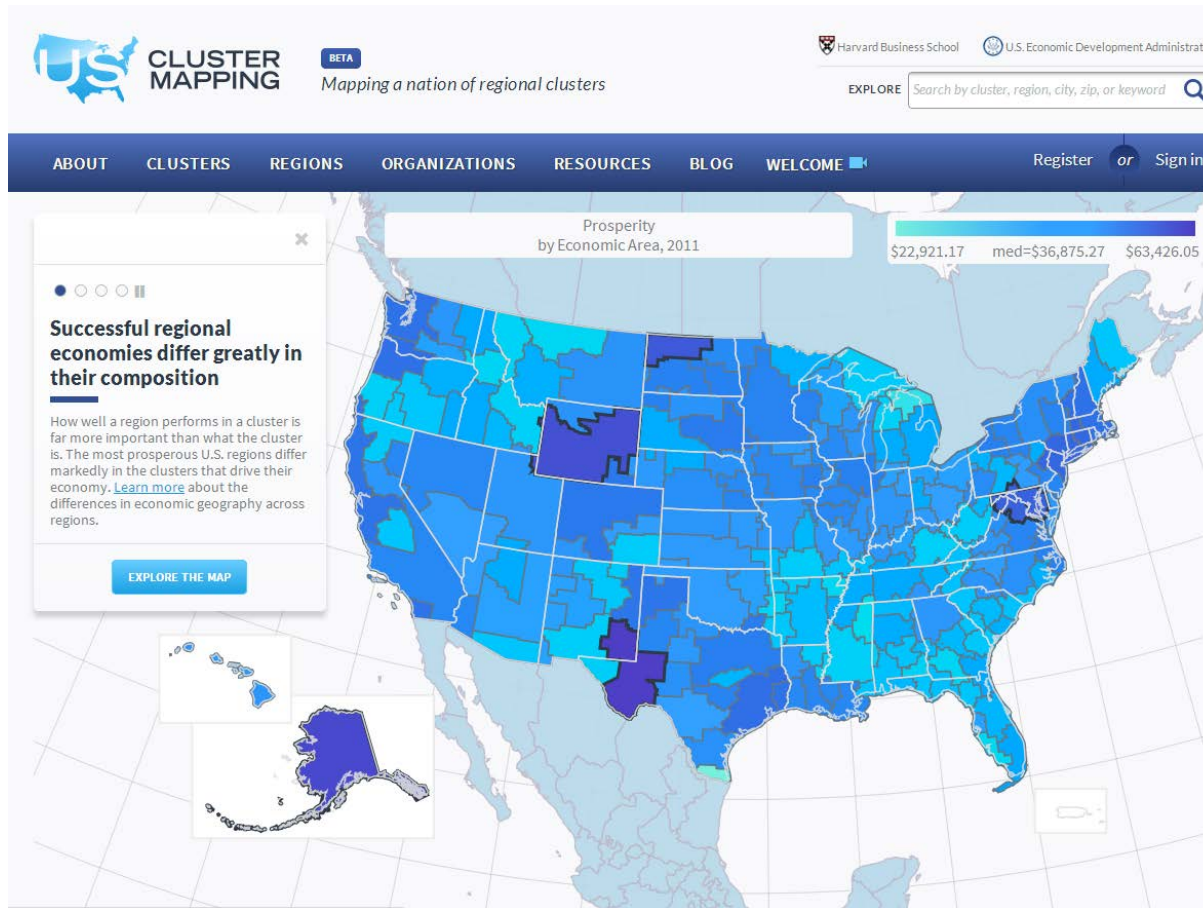
# HOW SELECTUSA CAN HELP

## SELECTUSA SERVICES

- ◆ **ACTIONABLE INFORMATION** on business investment in the United States and developing an FDI strategy.
- ◆ **PLATFORM FOR CONNECTIONS** that will provide in-depth, on-the-ground expertise and guidance at a local level.
- ◆ **NAVIGATING THE FEDERAL SYSTEM** to help with questions or concerns about U.S. federal rules and regulations.



## INFO TOOLS: CLUSTERMAPPING.US



**Interactive database with over 50 million open data records on industry clusters and sub-clusters.**

**Comparable at the State, Economic Area, MSA or county level.**

**Also includes the cluster registry.**

<http://www.clustermapping.us>



U.S. Department of Commerce

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SELECTUSA<sup>®</sup>  
INVESTMENTSUMMIT

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WASHINGTON, DC | JUNE 20-22, 2018

2018 SelectUSA Investment Summit



# 2018 Investment Summit Agenda Overview

## Wednesday, June 20

- SelectUSA Investment Academy
  - *The SelectUSA Investment Academy will provide attendees with valuable insight into FDI attraction strategies, as well as practical and concrete information on how to invest and grow in the United States. All sessions were derived from proposals sent in by members of the SelectUSA stakeholder community.*
- Exhibition Hall Grand Opening
- Matchmaking Launch
- Ice Breaker Reception

## Thursday, June 21

- Formal Investment Summit opening by U.S. Secretary of Commerce Wilbur Ross
- 2 morning plenary sessions on the main stage featuring global CEOs
- Remarks on the main stage by U.S. cabinet secretaries and U.S. governors
- 6 breakout sessions
  - *Including top submissions from the 2018 Call for Proposals, the Investment Summit breakout sessions will feature business executives and experts from the FDI community. These panels will highlight relevant and timely topics for both foreign investors and the economic development community.*
- Exhibition Hall open all afternoon
- State & Local Night Reception in the Exhibition Hall

## Friday, June 22

- 2 morning plenary sessions on the main stage featuring global CEOs
- 1 morning armchair session moderated by Secretary Ross
- Remarks on the main stage by U.S. cabinet secretaries and U.S. governors
- Exhibition Hall open all afternoon



## New Features at the 2018 SelectUSA Investment Summit:

- ✓ Expanded Exhibition Hall hours for networking.
- ✓ Increased time for one-on-one meetings.
- ✓ Improved conference app that enhances matchmaking and social media engagement.
- ✓ Expanded Investment Summit Investment Academy from half-day to full-day of programming.
- ✓ More robust Investment Summit Spinoff programs taking international businesses to locations across the United States to advance FDI objectives.
- ✓ Increased stakeholder engagement in the development of Investment Summit content through Call for Proposals and spinoff events.





# Investment Summit Spinoff Events

The 2018 SelectUSA Investment Summit will feature new opportunities for investors to visit states and regions before or after the Summit to further develop investment strategies. See the full list of spinoff events at [www.selectusasummit.us/spinoffs](http://www.selectusasummit.us/spinoffs):

- ✓ **Buffalo, NY** – Life Sciences
- ✓ **Chicago, IL** – All industries
- ✓ **Greenville, SC** - Automotive
- ✓ **Kansas City, KS** – Food Processing & Agribusiness
- ✓ **Lehigh Valley, PA** – All industries
- ✓ **Louisville & Lexington, KY** – Manufacturing
- ✓ **Minneapolis, MN** – Medical Technology
- ✓ **New Orleans, LA** – Digital Media
- ✓ **New York City, NY** – Finance
- ✓ **Orlando & Miami, FL** – Manufacturing and Aviation
- ✓ **Phoenix, AZ** – Internet of Things
- ✓ **Portland, OR** – All industries
- ✓ **Richmond, VA** – All industries
- ✓ **San Antonio, TX** – Energy
- ✓ **Seattle, WA** – Aerospace, IT, & Global Health
- ✓ **Salt Lake City, UT** – All industries
- ✓ **St. Mary's County, MD** – Aviation, Aerospace, & Unmanned Systems



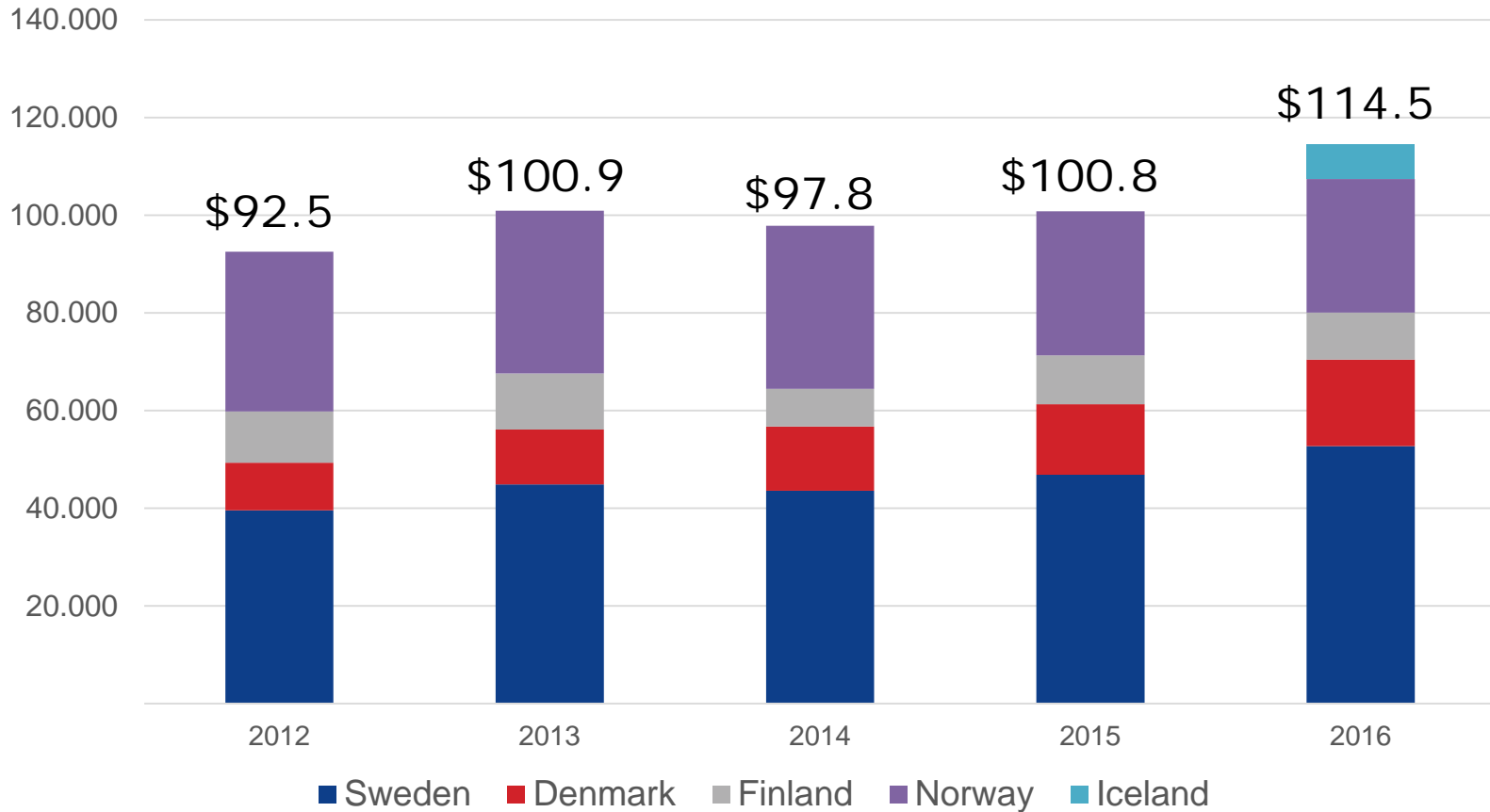
# Thank You!

# \$114.5 Billion in Nordic FDI Stock in U.S.

10<sup>th</sup> largest source of FDI to the U.S.



Nordic FDI Stock in the U.S.







## RESEARCH & RESOURCES FOR FIRMS



# U.S. LOCATIONS AND RESOURCES REPORT

Prepared by SelectUSA

October 2016



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## INFO TOOLS: STATEBOOK

More than 20,000 data points on U.S. communities, with a powerful map and ability to compare locations.

**StateBook INTERNATIONAL**

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### Fairfax County, VA

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Overview Arts & Culture Climate & Geography Demographics Education Government Health Households & Income Housing Incentives Industries Lifestyle Taxation Transportation Utilities Workforce & Training **Sites & Buildings**

#### Related Organizations

- ▶ State EDOs
- ▶ Region EDOs
- ▶ County EDOs
- ▶ University or College EDOs
- ▶ MSA

Don't see your EDO?  
 Add your EDO for FREE

#### StateBook Stats

Total Population	1,083,770	
Median Age	37.5	
Bachelor's Degree or Higher, Age 25+	429,065	58.19%
High School Degree or Higher, Age 25+	675,462	91.61%
Labor Force	617,325	
Median Household Income	\$109,383	
Median Earnings for Workers	\$55,079	
▶ Major airports within 100 mile radius		
Regional airports within 100 mile radius		None

Map showing Washington, DC area with locations like Leesburg, Ashburn, Reston, Chantilly, Alexandria, and Arlington.

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GET THE BIG PICTURE ON StateBook INTERNATIONAL

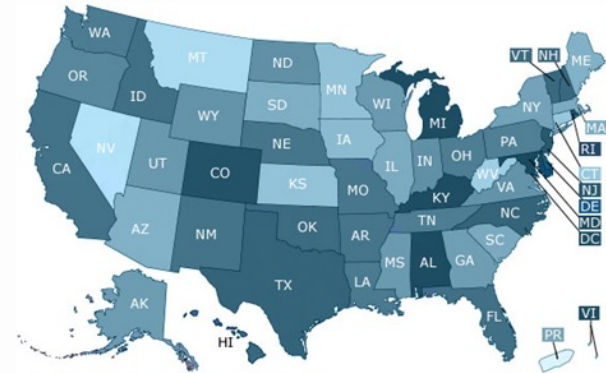
<https://www.statebook.com>

## STATE BUSINESS INCENTIVES

- ◇ U.S. states and territories offer financial and other incentives to foreign investors.
- ◇ To easily browse state investment promotion agencies and learn more about available incentives, simply visit [www.selectusa.gov/programs-and-incentives](http://www.selectusa.gov/programs-and-incentives).

### Browse Business Incentives Offered by States & Territories

Each state and territory offers its own unique set of incentives for business investment. Browse the offerings by clicking on the map or state/territory name below.



### List of State Names and Territories

Alabama	Idaho	Montana	Puerto Rico
Alaska	Illinois	Nebraska	Rhode Island
American Samoa	Indiana	Nevada	South Carolina
Arizona	Iowa	New Hampshire	South Dakota
Arkansas	Kansas	New Jersey	Tennessee
California	Kentucky	New Mexico	Texas
Colorado	Louisiana	New York	US Virgin Islands
Connecticut	Maine	North Carolina	Utah
Delaware	Maryland	North Dakota	Vermont
District of Columbia	Massachusetts	Northern Mariana Islands	Virginia
Florida	Michigan	Ohio	Washington
Georgia	Minnesota	Oklahoma	West Virginia
Guam	Mississippi	Oregon	Wisconsin
Hawaii	Missouri	Pennsylvania	Wyoming