



Demystifying Business Investment in the United States



The United States Remains the Top Destination for Foreign Investment for the Ninth Consecutive Year

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Top Destination For FDI For The Ninth Consecutive Year!



- ✓ Mission: Promote Business Investment in the United States
- ✓ Geographically Neutral in the United States – We Assist You Make an Informed Decision that is Best for Your Company
- ✓ What we do for firms and EDOs:
 - Provide data and analysis to help with your due diligence
 - Refer you to qualified professionals to navigate the U.S. tax and legal system
 - Help you navigate federal rules or regulations
 - Teach you about incentives available to businesses in the United States
 - Connect you with U.S. state, city, or regional economic development offices
 - Share resources to incorporate a business in the United States

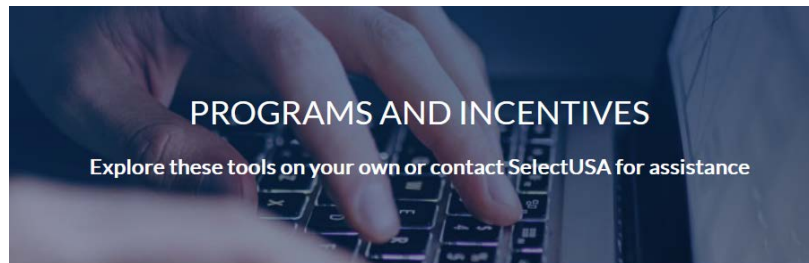




What Incentives and Programs are Available to Foreign Investors?



Federal Programs & Incentives



Explore resources and incentives according to:

- Federal Interagency Investment Working Group (IIWG)
- Federal Programs Database
- State Economic Development Organizations
- State Business Incentives Database
- Other

<https://www.selectusa.gov/programs-and-incentives>

State Programs & Incentives

Directory of State Investment Officials



<https://www.selectusa.gov/state-investment-officials> and click on any state on the map to visit their economic development website.

A WEALTH OF LOCAL OPPORTUNITIES

50 States and the District of Columbia

Each U.S. state has its own constitution and a three-branch system of government that mirrors that of the Federal government. Local government generally include two tiers: counties (sometimes called boroughs or parishes), and municipalities, or cities/towns. In some states, counties are divided into townships.

Territories

Puerto Rico, U.S. Virgin Islands, Guam, American Samoa, and The Commonwealth of the Northern Mariana Islands are islands under the jurisdiction of the United States that are not affiliated with any state and have their own governments.

Indian Nations

The original indigenous tribes of the United States, including American Indians, Alaska Natives, and Native Hawaiians are constitutionally recognized as sovereign governments at the same level as state or territorial governments. There are 562 federally recognized Indian nations (or tribes) in the United States. Approximately 40 percent of these tribes are located in Alaska, while the remaining 60 percent are located in 33 states in what is known as Indian Country.

Each state's website will list the state-level programs and incentives they offer.



Your Guide to Taxes in the United States: State, Local & Regional EDOs

State



Regional



Regional Economic Development

Washington, DC | Maryland | Virginia



Greater Phoenix
Economic Council



Greater Portland
Economic Development
Corporation



GREATER HOUSTON PARTNERSHIP
houston.org

Local



GREENSBURG-DECATUR COUNTY
Economic Development
CORPORATION





Where should I invest?



Choosing the Right Location

The screenshot shows the Cluster Mapping website. At the top, it features the logo for 'CLUSTER MAPPING' with a 'US' icon and the tagline 'Mapping a nation of regional clusters'. It also lists affiliations with Harvard Business School and the U.S. Economic Development Administration. A navigation bar includes links for 'ABOUT', 'CLUSTER', 'REGION', 'COMMUNITY', and 'WELCOME'. A search bar is labeled 'EXPLORE' and contains the text 'Cluster, Region, City, etc. or keyword'. Below the navigation, a section titled 'Why are clusters important for the U.S. economy?' features four icons: 'profile', 'performance', 'policy', and 'companies', each with a brief description. The main content area is titled 'DIVE INTO THE DATA' and is divided into two columns: 'By Region' and 'By Cluster'. The 'By Region' column includes a question about private wage in Miami and another about job growth in Los Angeles. The 'By Cluster' column includes questions about automotive manufacturing and oil and gas production. At the bottom of each column are buttons for 'EXPLORE DATA BY REGION' and 'EXPLORE DATA BY CLUSTER'.

Resources such as www.clustermapping.us allow investors to identify concentrated areas of industry of specialization.

A map of the United States with several red location markers scattered across various states, indicating cluster and regional initiatives.

Cluster and regional initiatives, governments, businesses, and other institutions across the U.S.

[ADD YOUR ORGANIZATION](#)

A users guide to cluster mapping can be found here: <https://www.youtube.com/watch?v=qHvOM0mxsTY>



How Much Will it Cost Open a Business in the USA?



Tools to Help You Identify Business Costs

The Assess Costs *Everywhere* (ACE) tool provides detailed information on calculating the cost of doing business <http://acetool.commerce.gov/>

| No. | Input data factor | U.S. | Offshore | Common | Explanation |
|-----|---|---------|----------|--------|--|
| 1 | Country of Origin | Mexico | | | Country determines freight rates. |
| 2 | Unit price, \$ | 1000.00 | 875.00 | | For offshore production meet standard cost for Cash/C Goods Sold. |
| 3 | Units/year quantity | | | 12000 | |
| 4 | Product category | | | Part | Product Category determines duty rate. The program duty rate for parts is 4% and for tools is 5%. For "product" duty rate is different from one of these, still select a product category, insert your duty rate in the cell to the right. |
| 5 | Duty rate, if other than one of the default rates | | % | | For entering a duty rate other than the default values, it would then override the default rates. |
| 6 | Unit weight, lbs | | 0 | 0 | |
| 7 | Unit weight, packaging, lbs | 0.1 | 0.2 | | Offshore will typically weigh more. Export packaging is more complex and has to meet standards of the country of destination and origin. Meet that with longer and the latest modules. |

The Total Cost of Ownership (TCO) Estimator is a tool that enables companies to compare the costs and risks of manufacturing their product in the U.S. versus other countries. <http://www.reshorennow.org/>



What Else Should I be Concerned With?



Some Considerations to Think About:

- Business Structure - We suggest that you meet with a qualified attorney or accountant to discuss the advantages and disadvantages of the different business structures found in the USA, and how they relate to your company. <https://www.selectusa.gov/service-providers>
- How do you Register your Business? www.sba.gov
- Cost of Employees – State by State Guide to Minimum Wage Laws <http://www.dol.gov/whd/minwage/america.htm>
- Do you need special licenses or permits? <http://www.sba.gov/licenses-and-permits>
- Education for your Children? <https://www.usa.gov/education>
- Quality of Life? www.visittheusa.com



Where Can I go for More Information?



SelectUSA



WELCOME TO THE UNITED STATES

Success in the U.S. market can help drive success globally. With an annual **GDP of \$20 trillion** and population of over 325 million, the United States is the world's most attractive **consumer market**, offering unmatched **diversity**, a thriving **culture of innovation**, and the most **productive workforce**. Companies of all sizes - from startups to multinationals - can find the ideas, resources, and market to succeed and grow.

www.selectusa.gov

The United States offers the largest consumer market on earth with a GDP of \$21.3 trillion and 327 million people. Household spending is the highest in the world, accounting for nearly a third of global household consumption. At the same time, free trade agreements with [20 other countries](#) provide enhanced access to hundreds of millions of additional consumers – and the United States continues to work with foreign partners to increase opportunities for U.S. exporters.





SELECTUSA[®] INVESTMENT SUMMIT

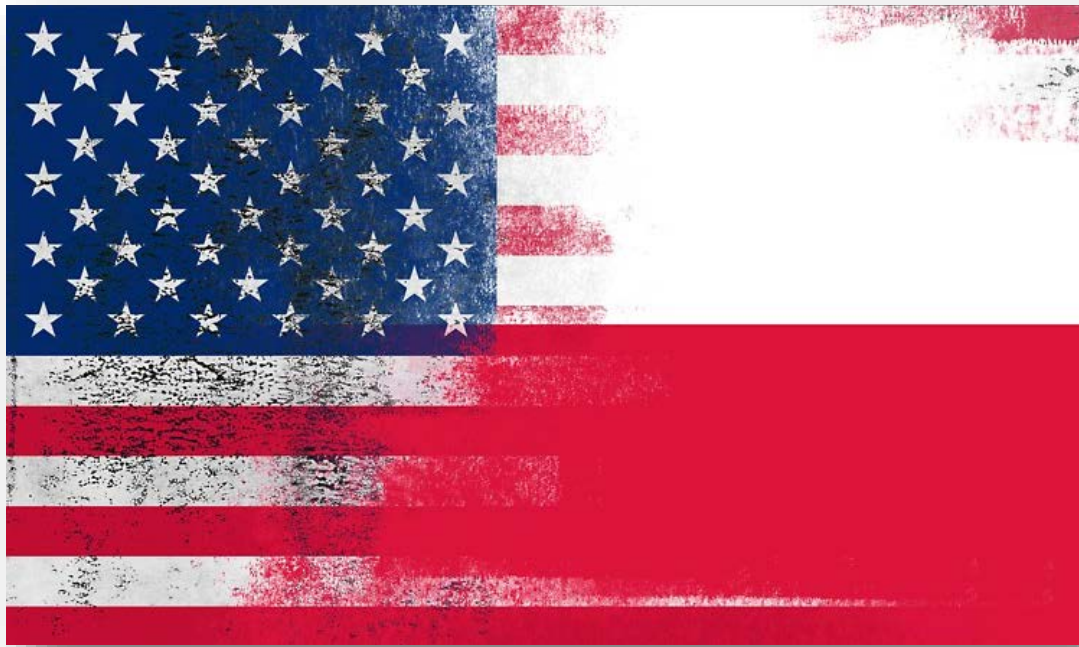
The SelectUSA Investment Summit is the highest-profile event dedicated to promoting foreign direct investment (FDI) in the United States. This signature event provides an unparalleled opportunity to bring together companies from all over the world, economic development organizations from every corner of the nation, and other parties working to facilitate business investment in the United States. Featuring senior government officials, C-Suite business executives, and other thought leaders, each summit focuses on a timely theme related to the U.S. investment environment, industry trends, and new opportunities.

SelectUSA's next Investment Summit will be held June 7-11, 2021 in Washington, D.C.

<https://www.selectusa.gov>



Thank you!



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