



# EXPANDING YOUR BUSINESS IN THE UNITED STATES



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## USA #1 Recipient of FDI in the World

### AT Kearney 2017 FDI Confidence Index

Rank	Market	Δ 2017
<b>1</b>	<b>United States</b>	-
2	Germany	+2
3	China	-1
4	United Kingdom	+1
5	Canada	-2

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 US. SelectUSA is Geographically Neutral.

## Our Clients:

- ✓ Existing and Potential Business investors
- ✓ U.S. Economic Development Organizations (EDOs)





## Switzerland: 7<sup>th</sup> largest source of FDI in the United States in 2015

- 460,500 Number of U.S. workers employed by U.S. affiliates of majority Swiss-owned firms in 2014
- \$10.6 billion investment in R&D
- \$20.5 billion total contribution to U.S. goods exports by majority Swiss-owned firms operating in the U.S. in 2014

### Top 6 industry sectors:

#1 Financial Services

#2 Industrial Machinery

#3 Food & Tabaco

#4 Business Services

#5 Pharmaceuticals

#6 Software and IT

# USA: Premier Destination for FDI



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## What are the most important factors when choosing where to make foreign investments?

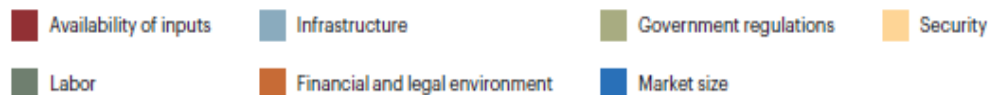
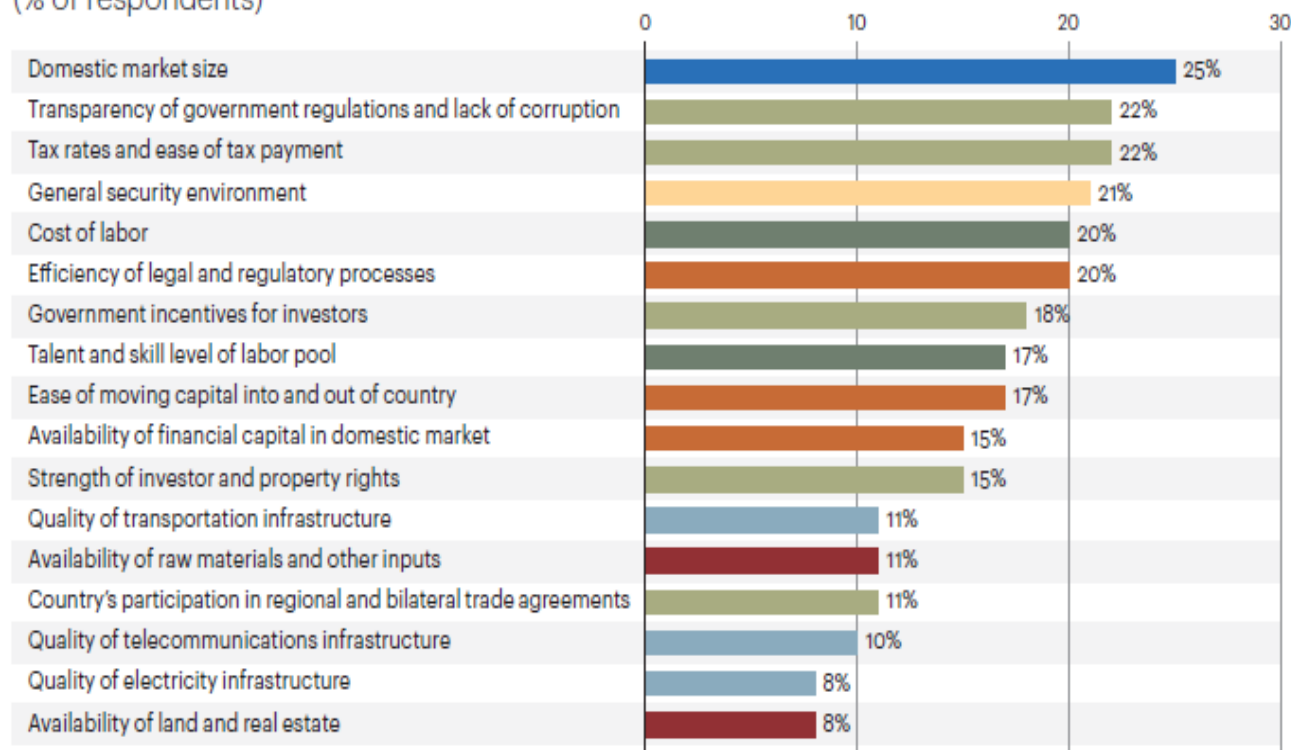
✓ Markets

✓ Business Climate

✓ Innovation

✓ Resources

(% of respondents)



# FDI Decision-Making Criteria

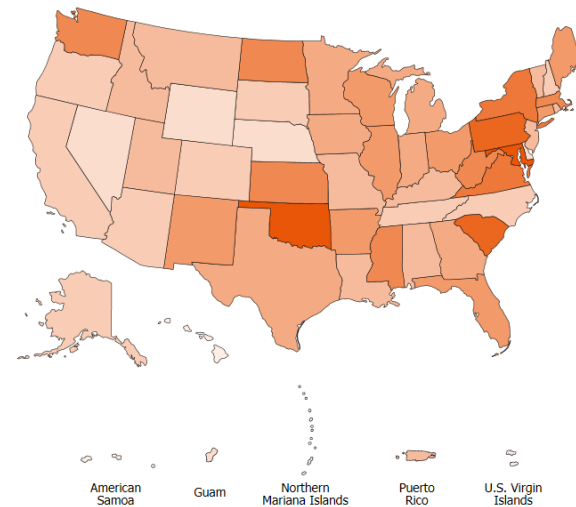


- ✓ Business Needs
- ✓ Proximity to Customers & Consumers
- ✓ Proximity to Suppliers
- ✓ Access to Skilled Workforce
- ✓ Operating Costs
- ✓ Logistics
- ✓ Taxes
- ✓ Rule of Law

- Incentives

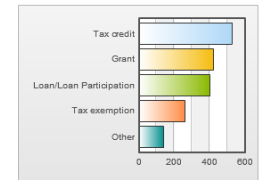


Incentive Programs Currently Offered in Each State, by Number of Programs



Number of Programs in the U.S.: 1,898

Top 5 Program Types in the U.S. (by Number of Programs)



New programs enacted since 2014:

- AZ Fast Grant
- Renewable Energy Investment and Production for Self-Consumption by Manufacturers Tax Credit
- Manufacturing Innovation Fund
- Idaho Opportunity Fund
- Tax Reimbursement Incentive
- Electric Vehicle Supply Equipment Rebate Program
- Offshore Wind Business Development Fund
- Regional Institution Strategic Enterprise Zone Program
- Sustainable Communities Tax Credit
- Michigan Biomass Energy Program Grants (MBEP)
- **plus 5 more**

[View All State Programs](#)

# Our Services for Investors & Companies

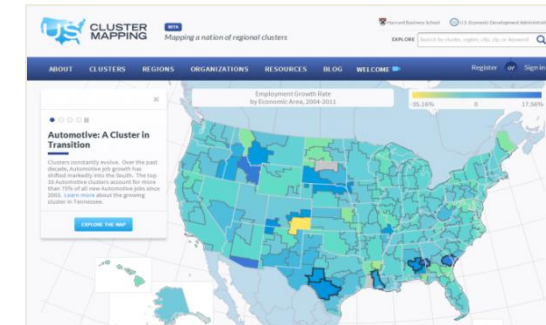


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## Our Team Extends Beyond Headquarters to Best Assist Our Clients

### Key SelectUSA Services Offered to Investors:

- ✓ Information, Research, and Analysis
- ✓ Counseling
- ✓ Connections
- ✓ Ombudsman Assistance



# Events – SelectUSA Summit, June 18-20, 2017



## In 2016:

- **2,500 participants** → **1,300 investors**
- **500 EDO participants** from 50 states and U.S. territories
- Investors and officials from **70+ countries**
- Speakers included senior business leaders, subject-matter experts, governors, then-President Obama, and six members of the Cabinet
- **Hundreds of matchmaking** sessions and networking on the **tradeshow floor**. Investors met EDOs face-to-face, and were able to meet federal officials at the SelectUSA Help Desk.
- **Venue:** Gaylord National Resort and Convention Center near Washington, DC





# SelectUSA Investment Summit, June 18-20, 2014



You can find more information about the Investment Summit and registration details at [www.selectusasummit.us](http://www.selectusasummit.us)

or contact me: [Galamboss@state.gov](mailto:Galamboss@state.gov) (031 357 7237)

# Embassy working with individual states/VET program



- Embassy Bern working with Economic Development Agencies (EDOs) and Governors' offices
- Commitments of 30 Swiss companies implementing a vocational education program at their U.S. facilities/expanding their existing vocational education program in the U.S.



Thank you!

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