

**We welcome  
you to invest  
in the USA!**



**Investment Seminar  
World SME Expo  
December 6, 2012**

# Open and Fair Policy

“The United States reaffirms our open investment policy, a commitment to treat all investors in a fair and equitable manner under the law, and I encourage all countries to pursue such a policy. My administration is committed to ensuring that the United States continues to be the most attractive place for businesses to locate, invest, grow, and create jobs. We encourage and support business investment from sources both at home and abroad.”



**President Obama**  
June 20, 2011



A photograph of Gary Locke, the U.S. Ambassador to China, speaking at a podium. He is wearing a dark suit, a light blue shirt, and a red patterned tie. He has short dark hair and is wearing glasses. Behind him is a large American flag. A white speech bubble with a black border is positioned in the upper right quadrant of the image, containing text.

I'd like to share with you  
some strengths of the US  
investment environment  
and several cases of  
successful Chinese  
investment.

**Gary Locke**  
U.S. Ambassador to China

# Video



# Largest FDI Recipient

RANK	COUNTRY	FDI (US\$B)
<b>1</b>	<b>USA</b>	<b>2,874</b>
2	France	1,186
3	Hong Kong	1,141
4	UK	1,136
5	Germany	998
6	Belgium	984
7	China	776
8	Spain	634
9	Canada	597
10	Holland	590



# Largest Economy

Source: International Monetary Fund, 2011 World Economic Outlook

\$14.5 trillion



**U.S. GDP**

\$5.8 trillion



**China GDP**

\$5.4 trillion



**Japan GDP**

\$3.3 trillion



**Germany GDP**

# Largest Market

- \$37,849 in per capita disposable income
- 42% of world's consumer market
- 19 Free trade agreements



# Largest Trade Partner

## The USA is China's:

- Largest export market  
(US\$399.3 billion)
- 4<sup>th</sup> largest source of imports  
(US\$103.9 billion)
- Largest trade partner  
(US\$503.2 billion)



# Leading Competitor

- **#1 World's most competitive economy**  
(for countries with a population of over 10 million)
- **#1 World's easiest place to do business**  
(for countries with a population of over 10 million)
- **#1 World's most attractive country for venture capital and private equity**
- **#2 World's 2<sup>nd</sup> largest manufacturer**  
(19.4% of total global production in 2010)

# Global Innovation Center

- **#1 Largest R&D Budget**  
(34% of total global R&D spending)
- **#1 Most top universities**  
(4 of the top 5, and 30 of the top 50 of the world's top universities)
- **#1 Most top technology companies**  
(22 out of the top 50 top companies)
- **#1 Most Nobel Prize Laureates in science**  
(45% of all laureates worldwide)
- **#3 Best country for IP protection**

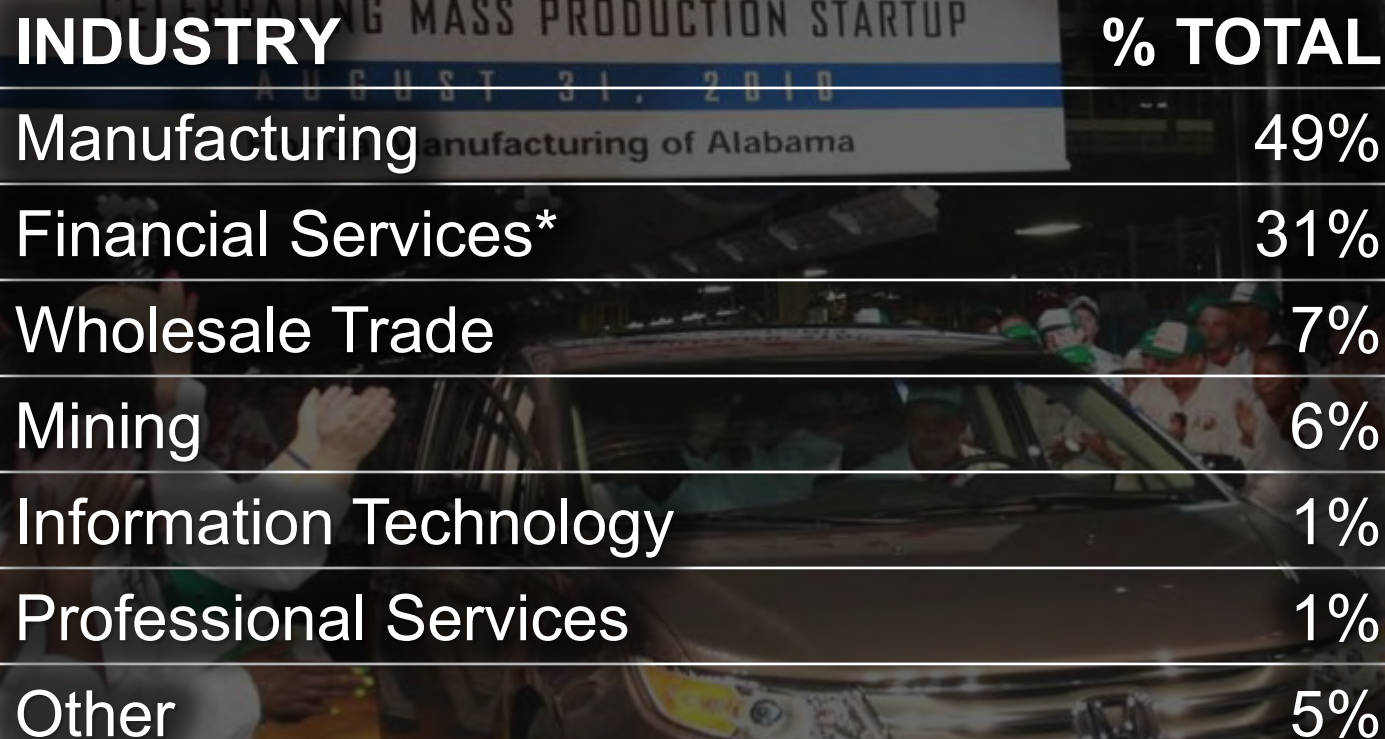
Sources: World Economic Forum's 2011-2012 Global Competitiveness Report; Times Higher Education World University Rankings for 2011-2012; National Science Foundation Science and Engineering Indicators 2010; Business Week's Information Technology Company Rankings; Nobel Foundation; 2011 International Property Rights Index.



# Sources of FDI in US

RANK	COUNTRY	FDI (US\$ B)
1	UK	527.8
2	Japan	293.8
3	Germany	265.4
4	Canada	244.6
5	France	202.0
6	Holland	132.5
7	Switzerland	126.1
8	Ireland	98.1
9	Australia	58.6
10	Belgium	53.1
<b>22</b>	<b>Hong Kong</b>	<b>10.9</b>
<b>26</b>	<b>China</b>	<b>9.5</b>

# FDI in US by Industry



INDUSTRY	% TOTAL
Manufacturing	49%
Financial Services*	31%
Wholesale Trade	7%
Mining	6%
Information Technology	1%
Professional Services	1%
Other	5%

\* Excluding insurance



# Recent HK FDI in U.S.

## SELECTED RECENT INVESTMENTS

Year	Company	Industry	State	Amount (US\$ M)	Jobs
2010	Chemoil Energy	Energy	New York	33	80
2010	Techtronic Ind.	Consumer electronics	California	13	200
2010	Dascom Group	Business equipment	Virginia	5	120
2009	DSG International	Paper, printing, pkg	Arizona	41	100
2009	Koide	Electric components	Missouri	47	140
2009	Bank of East Asia	Financial services	California	13	68
2008	U-Freight	Transport logistics	Illinois	34	40

Notes:

1. Total stock of Hong Kong investment in the U.S. was US\$ 11 billion as of 2011.

2. Sources: FDI Markets, U.S. Department of Commerce Bureau of Economic Analysis

# Select USA

- Counseling and information
- Facilitate communication with all levels of government
- Ombudsman
- [SelectUSA.gov](http://SelectUSA.gov)



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## Why Select the USA?

Learn why the U.S. is the world's top location for business and investment.



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## Federal Programs and Incentives for Business

Programs and incentives to help your business succeed.



[FIND OUT MORE](#)

## They Chose the USA

Learn why business is choosing America to expand and invest.



[CHOOSE USA](#)

## What is SelectUSA?

SelectUSA seeks to highlight the many advantages the United States offers as a location for business and investment.

## 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.

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## Frequently Asked Questions

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Jump to FAQ's on:

- [The U.S. Business Environment](#)
- [Expanding Your U.S. Business](#)
- [Moving Your Business to the U.S.](#)
- [Government Support Once Your Business Is In the U.S.](#)
- [Intellectual Property \(IP\) Protection](#)
- [About SelectUSA](#)

### The U.S. Business Environment

**Q: What sort of business opportunities exist in the U.S. market?**

**A:** The United States has the largest economy in the world, with a per capita GDP of approximately \$46,400 and a population of [over 310 million people](#). The systems of regulation and taxation in the United States give foreign investors ample operational freedom. The 50 states, District of Columbia, and the 5 U.S. territories comprise a continental economy in which virtually every industrial sector has a major presence – regardless of your company's business function, you will find great opportunity in the vibrant, multifaceted U.S. economy.

**Q: How do opportunities for success in the U.S. compare to those in other countries?**



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## Industries

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- [Biotechnology](#)
- [Chemical](#)
- [Consumer Goods](#)
- [Creative & Media](#)
- [Energy](#)
- [Environmental Technology](#)
- [Financial Services](#)
- [Healthcare & Medical Technology](#)
- [Logistics & Transportation](#)
- [Machinery & Equipment](#)
- [Pharmaceuticals](#)
- [Professional Services](#)
- [Retail Trade](#)
- [Semiconductors](#)
- [Software & Information Technology Services](#)
- [Textiles](#)

## Industry Snapshots

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The United States is home to the most innovative and productive companies in the world. Owing partially to its vast domestic market and a culture that rewards entrepreneurial initiative, the U.S. boasts a large number of diverse and competitive industry sectors that represent unparalleled opportunity for global growth and success.



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Tools

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- [Cluster Mapping Tool](#) - The Project aims to provide policymakers and development practitioners across America with the data and tools for assessing regional cluster strengths, business environment characteristics, and innovation assets; with case studies on and toolkits for formulating development strategies; and with a directory profiling active cluster initiatives throughout the country.
- [Data.gov Manufacturing Portal](#) - a collection of manufacturing-related government data. Look for the US Trade Overview Presentation, Korus Industry-by-Industry factsheet and FTZ Manufacturing Database.
- [International Trade Administration \(ITA\) Databases](#) - This query of the Data.gov portal displays DOC's ITA databases. Look for TradeStats Express, Exporter Database, State Imports, Metropolitan Export Series, FTZ Board Federal Register Notices and US Top Trade Partners for some of the most useful databases.
- [National Atlas \(USA\)](#) - Create your own customized map views of the United States and each state with parameters pulled from the following categories: Agriculture, Biology, Boundaries, Climate, Environment, Geology, Government, History, Map Reference, People, Transportation, and Water.
- [SizeUp](#) - A business intelligence tool that uses data from hundreds of sources including the [Census Bureau](#), [U.S. Patent and Trademark Office](#), the [Bureau of Economic Analysis](#), IRS records, county courthouse filings, Yellow Pages and White Pages, business publications, the U.S. Postal Service, and corporate annual reports to provide a comprehensive overview to small- and medium-sized business about their competitiveness and where to find resources to improve. First Place Winner in [Commerce Business Apps Challenge](#)
- [ZoomProspector.com](#) - A website that provides a way for new and expanding businesses to find, compare and deeply analyze communities and available properties nationwide. The map-based search can greatly simplify and speed up the site selection process, freeing companies to be able to quickly and accurately make informed decisions based on numerous data sets including demographic, business, transportation, and property information unavailable in any other single website. They used data from the [Census Bureau](#), [U.S. Patent and Trademark Office](#), and the [Bureau of Economic Analysis](#). Second Place Winner in [Commerce Business Apps Challenge](#)



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## Federal Programs and Incentives for Business

Search by Keyword

### Assistance Type

[Select All](#)

- Funding
- Information
- Tax Incentives
- Technical Assistance

### Purpose

[Select All](#)

- Education
- Energy
- Environment
- Health
- Real Estate
- Research and Development

### Industry

[Select All](#)

- Aerospace

### Search Federal Business Incentives

[Search Instructions](#)

#### [Clean Energy Loan Guarantee Program](#)

The Department of Energy's Loan Programs—administered by LPO—enable DOE to work with private companies and lenders to mitigate the financing risks associated with clean energy projects, and thereby encourage their development on a broader and much-needed scale. The Loan Programs consist of three separate programs managed by two offices, the Loan Guarantee Program Office (LGP) and the Advanced Technology Vehicles Manufacturing Loan Program Office. LPO originates, guarantees, and monitors loans to support clean energy projects through these programs.

#### [Grants.gov](#)

Grants.gov is your source to find and apply for federal grants. Grants.gov is a central storehouse for information on grants from multiple federal agencies. Grants.gov lists over 1,000 grant programs and provides access to approximately \$500 billion in annual awards. Government organization, educational organization, public housing organization, non-profit organizations, small businesses, other for-profit organizations, individuals are all eligible to apply for different federal government grants. Visit grants.gov to search for and apply for grants from a wide variety of industries and...

#### [Hollings Manufacturing Extension Partnership \(MEP\)](#)

Department of Commerce Incentive: The Hollings Manufacturing Extension Partnership (MEP) is a national network of 60 centers across the United States with thousands of specialists trained to serve the needs of

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## What is SelectUSA?

SelectUSA seeks to highlight the many advantages the United States offers as a location for business and investment.

From a vast domestic market, to a transparent legal system, to the most innovative companies in the world, America is the place for business.

## Upcoming Events

[Conquer America and Go Global: How to Succeed in Business in the United States](#)

Tue, 01/29/2013  
Paris, France

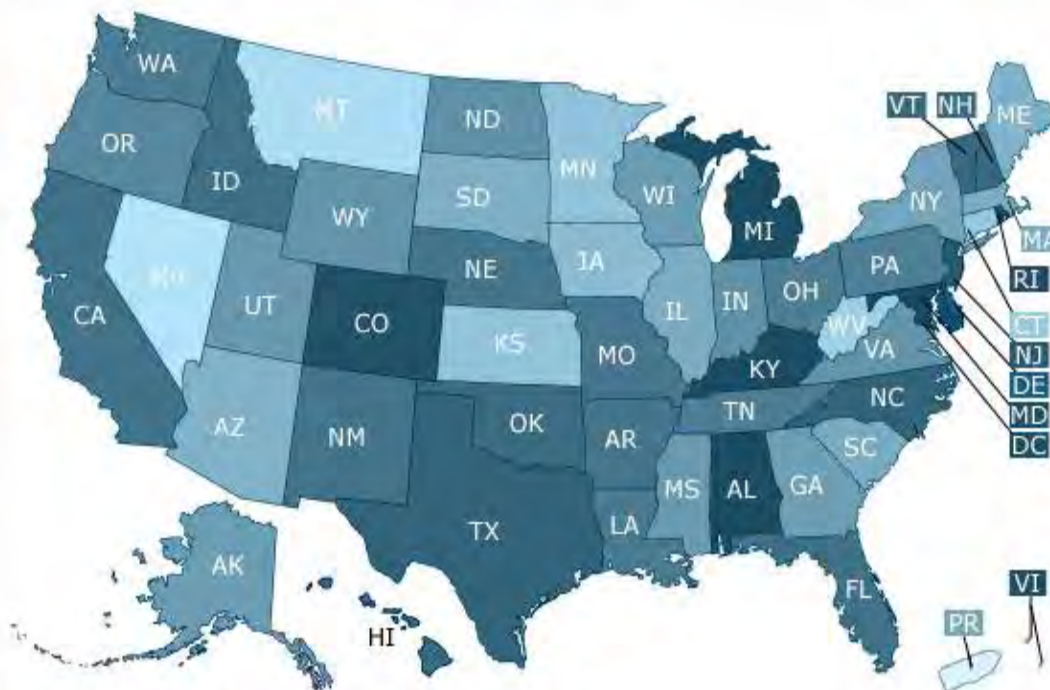
[USA Investment Center at the Hannover Fair](#)

Mon, 04/08/2013 - Fri, 04/12/2013  
Hannover, Germany

[See all events >](#)

## 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

<a href="#">Alabama</a>	<a href="#">Idaho</a>	<a href="#">Montana</a>	<a href="#">Puerto Rico</a>
<a href="#">Alaska</a>	<a href="#">Illinois</a>	<a href="#">Nebraska</a>	<a href="#">Rhode Island</a>



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## They Chose USA

- [Astrum Solar](#)
- [Canon USA](#)
- [Caterpillar](#)
- [DuPont](#)
- [Emergent BioSolutions](#)
- [Farouk Systems](#)
- [General Electric](#)
- [IKEA](#)
- [Intel](#)
- [Life Technologies](#)
- [NCR](#)
- [Nestle'](#)
- [Rolls-Royce](#)
- [Régitex USA LLC](#)
- [Siemens](#)
- [TB Kawashima USA Inc.](#)
- [Vestas](#)
- [Volkswagen](#)
- [...](#)

## Testimonials

The United States is a rewarding place to conduct business and there has never been a better time to select the USA. Companies are taking advantage of the benefits the world's largest economy can offer. The USA offers a competitive business environment encompassing a huge consumer base, highly educated workforce, concrete IT infrastructure, and transparent rule of law. Highlighted are a few of the many examples of companies realizing success by growing their business investing in the United States.

### General Electric Invests \$600 Million to Expand Production in Louisville, KY

In December 2009, General Electric Co.'s Appliances & Lighting division announced plans to increase production at its Louisville, Kentucky, location in Appliance Park over three years with three new energy efficient product lines. The decision to house this new production in the United States and Louisville was expected to add 830 manufacturing and engineering jobs at the facility, which represents a \$600 million GE investment.

***"We are making big investments in new products and in energy-efficient technologies that are creating American jobs,"***

***"We can't make these products in the U.S. competitively without everyone coming to the table — unions, the Company, employees, local/state/federal officials."***

*-- Jim Campbell, President and CEO of General Electric Appliance & Lighting*

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## Other Resources

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### Gateway to Commercial Service Offices

- [Commercial Service Offices](#)

### Doing Business in the U.S.

- [BusinessUSA GO](#) BusinessUSA implements a "no wrong door" approach for small businesses and exporters by using technology to quickly connect businesses to the services and information relevant to them, regardless of where the information is located or which agency's website, call center, or office they go to for help.
- [www.SBA.gov](#) - Official website of the United States Small Business Administration. Web site's focus is on small and medium-sized business, but much of the information is applicable to businesses of all sizes.
- [Insourcing](#) - President Obama has put forward new ways to encourage American companies to seize this opportunity to increase investment here at home and bring jobs back to America.
- [Federal Laws and Regulations](#) - Links and guides to help business owners understand their federal regulatory requirements.
- [State and Local Regulations](#) - Step-by-step instructions for complying with state and local regulations when starting or running a business.
- [SelectUSA Contact List of State Designated Investment Officials \[PDF\]](#)

### Private Sector Business Guides





# Thank You!



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