



Promoting Business Investment in the United States



SelectUSA



- ✓ Mission: Promote business investment in the United States
- ✓ Geographically neutral in the United States
- ✓ Housed in the U.S. Department of Commerce; Represented by the Commercial Service at U.S. Embassies and Consulates around the World
- ✓ Clients: Firms and U.S. Economic Development Organizations (EDOs)
- ✓ What we do for firms and EDOs:
 1. Facilitate Business Inquiries
 2. Act as Ombudsman and Advocate
 3. Connect Investors with State/Local EDOs



SelectUSA Services for Firms:

Information & Counseling

SelectUSA works on an interagency basis to provide a firm actionable information and counseling and help...

- Collect publicly available data and analysis for its due diligence
- Understand basic U.S. tax and legal concepts
- Navigate federal rules or regulations
- Learn about incentives available to businesses in the United States
- Connect with U.S. state, city, or regional economic development offices
- Incorporate a business in the United States



SelectUSA Services for Firms: **Ombudsman Assistance**

SelectUSA works across the federal government on a case-by-case basis to:

- Address foreign investor concerns and issues
- Connect with a federal agency/ office to seek insight into a specific case
- Offer to facilitate direct communication between the relevant federal agency and the client, as appropriate
- Identify federal regulations or processes to U.S. policy makers, that may negatively impact the U.S. business climate

Investor inquiries with SelectUSA are treated as business-confidential, and the **Ombudsman function is conducted by SelectUSA headquarters.**



What incentives and programs are there for foreign investors?



Federal Programs/Incentives

GOVERNMENT PROGRAMS



Federal Interagency Investment Working Group (IIWG)

Have questions about a federal regulation? Learn how the IIWG can help you navigate the U.S. regulatory system and connect with the right federal-level contacts.

[EXPLORE \(IIWG\)](#)

Federal Programs Database

Want to learn more about federal business programs and incentives? Browse this database of programs from U.S. government agencies designed to support businesses in the United States.

[EXPLORE \(FEDERAL_INCENTIVE\)](#)



State Economic Development Organizations

Interested in learning about different regions? Explore the assistance offered by state and territorial economic development organizations directly at the source.

[EXPLORE \(STATEINCENTIVE\)](#)

State Business Incentives Database

Interested in conveniently searching state and territorial incentives? Browse this database developed by the Council for Community and Economic Research (C2ER).

[EXPLORE \(HTTP://SELECTUSA.STATEINVESTIVES.ORG/#/SPR000/SELECTUSA\)](http://selectusa.stateinvestives.org/#/SPR000/SELECTUSA)

OTHER RESOURCES

The U.S. Commercial Service (USCS)

The U.S. Commercial Service (USCS), a part of the International Trade Administration (<http://trade.gov>) at the U.S. Department of Commerce (<http://commerce.gov>), offers companies a full range of expertise in international trade, marketing, and finance at every stage of the exporting process. Companies can find local assistance at U.S. Export Assistance Centers (<https://www.export.gov/locations>) (USEACs) in more than 100 locations across the United States and globally in 75 international offices. These trade specialists counsel companies on the steps involved in exporting, help assess product export potential, identify markets, locate potential overseas partners, and resolve customs clearance and other trade-related issues.



Explore resources and incentives according to:

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

<http://selectusa.commerce.gov/investment-incentives>



Examples of Federal Support Programs and Incentives

- **EB-5 Visa for Immigrant Investors** – EB-5 is a visa preference category that is available to immigrants seeking to enter the United States in order to invest in a new commercial enterprise that will benefit the US economy and create at least 10 full-time jobs.
- **Business Tax Credits in Renewal Communities (RCs) and Empowerment Zones (EZs)** – Special federal tax incentives exist for businesses that hire local residents, upgrade their equipment needs, and build or rehabilitate commercial property in specially-designated areas.
- **Renewable Energy Investment Tax Credit** – This credit reduces federal income taxes for qualified tax-paying owners based on capital investment in renewable energy projects.



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



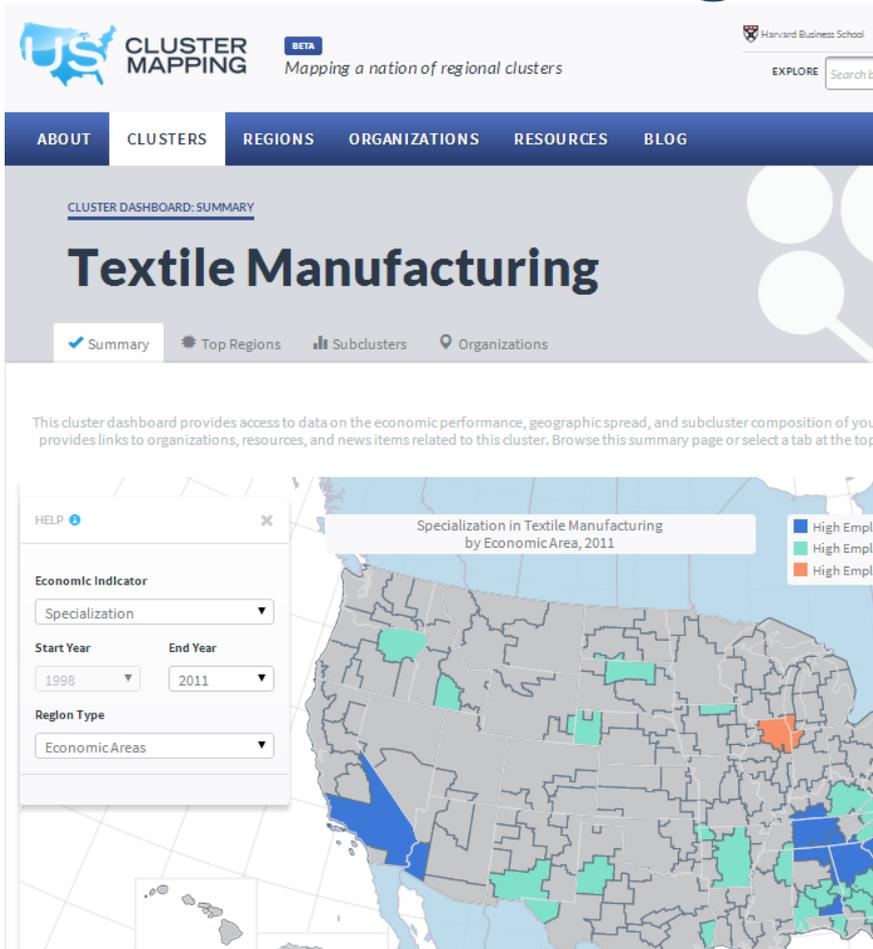
New York City Economic Development Corporation



Where should I invest?



Choosing the Right State



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

Dive into U.S. clusters



Compare all clusters across the economy with interactive charts of national performance indicators such as employment and wages.



Learn about the types of U.S. by browsing the default display. Click on any button specific cluster dashboard

Show Clusters By

DEFAULT

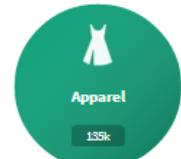
EMPLOYMENT

WAGES

JOB CREATION

SPECIALIZATION

51
Traded
Clusters



Finding Your Consumer Base

Private sector resources, such as www.zoomprospector.com have searchable data and can assist with your site selection.

ZoomProspector Connecting businesses with communities

COMMUNITIES PROPERTIES ECONOMIC DEVELOPERS [Promote Your Community](#)

More than 1,000 variables to find the right community for your business.

Site selectors and investors have always turned to the U.S. national site selection portal, ZoomProspector.com, for robust, high quality data that drills all the way down to zip code level, because that's what businesses need to make successful location decisions. To learn more [click here](#).

Search and filter communities

Research hundreds of criteria to find communities that meet your specific needs.

Analyze and rank communities

Analyze locations based on 1000+ place data variables, then rank by highest or lowest.

Share your results. Get social.

Search results and rankings are easily shared by email, URL and popular social networks.

ZoomProspector Connecting businesses with communities

COMMUNITIES PROPERTIES ECONOMIC DEVELOPERS [Promote Your Community](#)

SEARCH COMMUNITIES

Back Money

% of Households with... More than 10

Household Expendit... More than 15

- Select an option - More than

Share results 15,977 Results

RANK RESULTS BASED ON:

Rank By Top 10

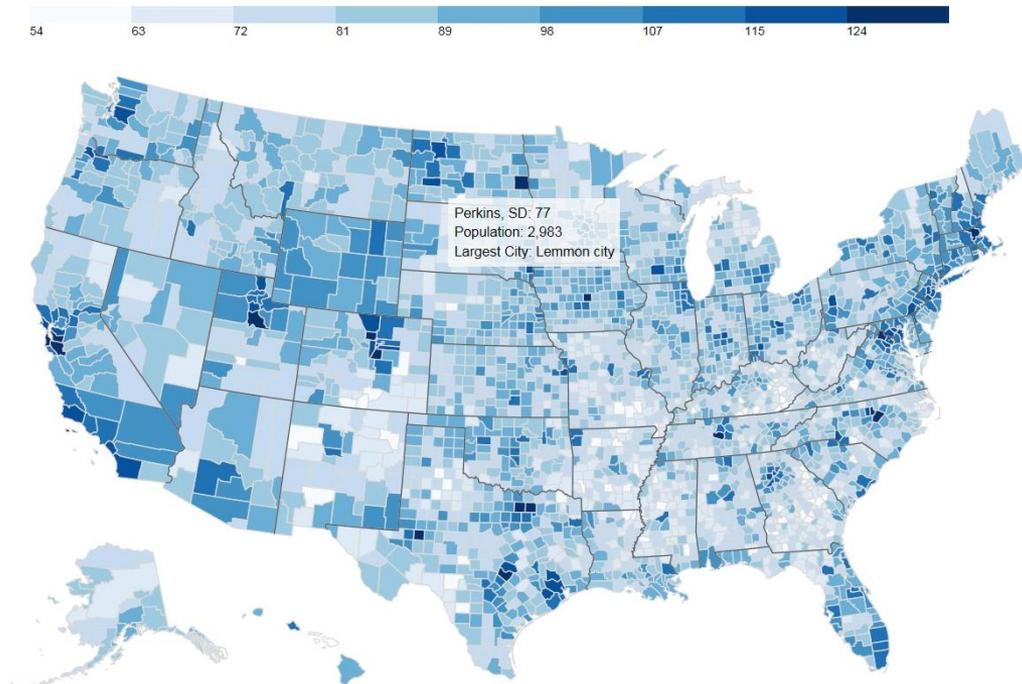
View List



Stats America

Stats America provides data that will help investors with their site requests and strategic planning

Innovation Index



The Innovation Index shown on this map measures a region's innovation performance and potential. The data includes both innovation inputs and outputs in order to measure both innovation capacity and innovation outcomes.

<http://www.statsamerica.org/ii2/map.aspx>



How much will it cost open a business in the USA?



Assessing Total Business Costs



Consider All the Advantages of Manufacturing or Sourcing in the U.S.A.

Assess Costs Everywhere (ACE) provides manufacturers with the top reasons for investing and sourcing in the United States. With its analytic framework, links to public and private resources, and case studies, ACE is now available to help businesses assess *total* costs more accurately and enable informed decision-making.



The Assess Costs Everywhere (ACE) tool gives detailed information about how to calculate costs within various categories.

<http://acetool.commerce.gov/>



Total Cost of Ownership Estimator

Reshoring Initiative
Bringing Manufacturing Back Home

News / Events | TCO Estimator | Resources | Blog | Why Reshore | Get Involved

Input page for Total Cost of Ownership Estimator™

View Example Form
fields with a * are required

General Information

Name For Calculations

*Is your data a real case or are you experimenting with the TCO Estimator? Real case Experimenting

*Which of the sources you are analyzing is currently a source and thus your data is based on experience not conjecture:
(check one or both)

U.S. Offshore

*Is or would the work being analyzed be produced:

-Offshore: In-house (in your own facility), or outsourced (sourced from a supplier)

-U.S.: In-house (in your own facility), or outsourced (sourced from a supplier)

Industry |

Product Description

No.	Input data factor	U.S.	Offshore	Common	Explanation
1	*Country of Origin		Mexico		Country determines freight rates.
2	*Unit price, \$	\$100.00	\$70.00		For in-house production insert standard cost or Cost of Goods Sold.
3	*Units/year, quantity			12000	
4	*Product category			Part	Product Category determines duty rate. The program duty rates for parts is 4% and for tools is 8%. If your products' duty rate is different from one of these: still select a product category, insert your duty rate in the cell the next row.
5	Duty rate, if other than one of the default rates		%		For selecting a duty rate other than the default values. 1 # would then override the default rates.
6	*Unit weight, lbs			2	
7	*Unit weight, packaging, lbs	0.1	0.2		Offshored will typically weigh more. Export packaging is more complex and has to meet standards of the country of destination and origin. Must deal with longer and more varied conditions.

The Total Cost of Ownership (TCO) Estimator is a tool for companies to compare the costs and risks of manufacturing their product in the U.S. versus in another country.

<http://www.reshorenw.org/>



Average Electricity Rates



Careers : At
search

Your Account Residential Business Contractors Efficiency & Environment

Home > About Us > Rates & Regulation > Industrial Price Comparison

About Us

Rates & Regulation

California Regulatory Information

Oregon Regulatory Information

Washington Regulatory Information

Transmission Services

Industrial Price Comparison

Washington Conservation & Renewables

Return to the full About Us menu

Tools to Save



Save energy with online calculators and help from our Business Solutions Toolkit. Register or login now

Industrial Price Comparison

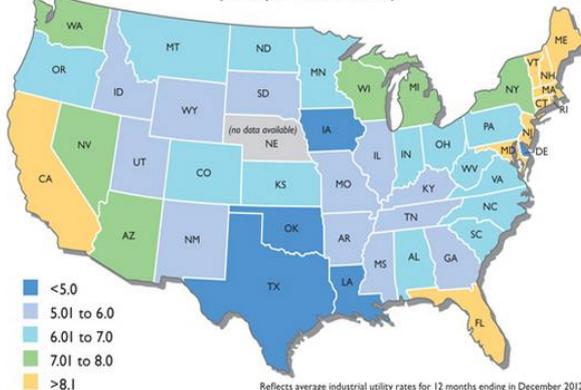
Delivering safe, reliable, low-cost electricity to our customers is a responsibility we take seriously. To help keep prices down, we're always looking for ways to lower operating costs and improve how we do business. We also value educating customers on how to use energy wisely, which will help keep prices down now and in the future.

A semi-annual rate survey conducted by the Edison Electric Institute shows that **Pacific Power rates are among the nation's lowest.**

Average industrial rates by state ranged from 4.62 to 30.35 cents per kilowatt-hour (kwh). The national average was 6.60 cents per kwh.

The map shows average industrial rates by all investor-owned utilities by state.

Total average industrial rates by state (cents per kilowatt-hour)



Reflects average industrial utility rates for 12 months ending in December 2012. Source: Typical Bills and Average Rates Report, Winter 2013, Edison Electric Institute.

This map compares average electricity rates across states. Both industrial and commercial electricity rates can be found on this site.

<https://www.pacificpower.net/about/rr/ipc.html>



Minimum Wage Laws

The screenshot shows the Wage and Hour Division (WHD) page on the U.S. Department of Labor website. The page title is "Minimum Wage Laws in the States - January 1, 2014 (en español)". It features a map of the United States where states are color-coded based on their minimum wage laws relative to the federal minimum wage. The legend indicates: Green for states with minimum wage rates higher than the Federal; Blue for states with minimum wage rates the same as the Federal; Dark Blue for states with no minimum wage law; and Purple for states with minimum wage rates different from the Federal. A note states: "Note: Where Federal and state law have different minimum wage rates, the higher standard applies." Below the map is a dropdown menu labeled "Make a selection:" and a legend with four categories. The page also includes navigation links like "For Workers", "For Employers", and "For States", and a sidebar with "How to File a Complaint", "News Room", "About WHD", "Contact Us", and "E-mail Alerts".

UNITED STATES DEPARTMENT OF LABOR

Wage and Hour Division (WHD)

Minimum Wage Laws in the States - January 1, 2014 (en español)

Historical Table

Click on any state or jurisdiction to find out about applicable minimum wage laws.

Note: Where Federal and state law have different minimum wage rates, the higher standard applies.

Make a selection: ▼

- States with minimum wage rates higher than the Federal
- States with minimum wage rates the same as the Federal
- States with no minimum wage law
- States with minimum wage rates different from the Federal

American Samoa has special minimum wage rates

Minimum Wage and Overtime Premium Pay Standards Applicable to Nonsupervisory NONFARM Private Sector Employment Under State and Federal Laws January 1, 2014¹

By clicking on the map, you can learn the minimum wage and overtime laws for each state.

<http://www.dol.gov/whd/minwage/america.htm>

What else should I be concerned with?



Choosing a Business Structure

Institute for
Entrepreneurship

Business Structures Comparison Chart

SOLE PROPRIETORSHIP:	GENERAL PARTNERSHIP:
Advantages: <ul style="list-style-type: none"> • Minimum legal restrictions • Ease of formation • Low start-up costs • Sole ownership of profits • Maximum freedom in decision-making 	Advantages: <ul style="list-style-type: none"> • Ease of formation • Direct rewards • Broader management base due to greater number of owners
Disadvantages: <ul style="list-style-type: none"> • Unlimited liability • Less available capital • Relative difficulty in obtaining long-term financing 	Disadvantages: <ul style="list-style-type: none"> • Unlimited liability of general partners • Divided authority
No. of Owners Allowed: <ul style="list-style-type: none"> • Only 1 owner 	No. of Owners Allowed: <ul style="list-style-type: none"> • At least 2; no upper limits
North Carolina Filing Requirement: <ul style="list-style-type: none"> • Trade Name Registration 	North Carolina Filing Requirement: <ul style="list-style-type: none"> • Trade Name Registration
Formation: <ul style="list-style-type: none"> • Taxable 	Formation: <ul style="list-style-type: none"> • Non-taxable, unless disguised sale or the partner is relieved from debt
Taxation Issues: <ul style="list-style-type: none"> • Not subject to federal income tax at entity level; tax items reported on Schedule C of owner's personal return 	Taxation Issues: <ul style="list-style-type: none"> • Not subject to federal income tax at entity level; tax items passed through to the partners
Liquidation: <ul style="list-style-type: none"> • Not applicable 	Liquidation: <ul style="list-style-type: none"> • Taxable to the extent cash distributions exceed a partner's tax basis

This document provides information on the advantages and disadvantages of the following business structures:

- Sole Proprietorship
- General Partnership
- Limited Partnership
- Limited Liability Company (LLC)
- "C" Corporation
- "S" Corporation

<http://www.cpcc.edu/einstitute/legalstr>



Registering a New Business



U.S. Small Business Administration

[Translate](#) [SBA en español](#) [For Partners](#) [Newsroom](#) [Contact Us](#) [Register](#) [Log In](#)

[Business Guide](#) [Funding Programs](#) [Contracting](#) [Learning Center](#) [Local Assistance](#) [About SBA](#)

[/ Business Guide](#) / [Launch your business](#) / **Register your business**

Register your business

Register your business to make it a distinct legal entity. How and where you need to register depends on your business structure and business location.

Content

[Find out if you need to register your business](#)

[Register with federal agencies](#)

[Register with state agencies](#)

[Register with local agencies](#)

The Small Business Administration (SBA) provides businesses with resources and guidance necessary to registering their business with state agencies.

www.sba.gov



Licenses and Permits

[Business Guide](#) [Funding Programs](#) [Contracting](#) [Learning Center](#) [Local Assistance](#) [About SB](#)

[/ Business Guide / Launch your business / Apply for licenses and permits](#)

Apply for licenses and permits

Most small businesses need a combination of licenses and permits from both federal and state agencies. The requirements — and fees — vary based on your business activities, location, and government rules.

Content

[Federal licenses and permits](#)

[State licenses and permits](#)

The SBA website can help you determine which licenses and permits are necessary for your business type.

<http://www.sba.gov/licenses-and-permits>

U.S. Small Business Administration

[Back to all topics](#)

Launch your business

[Pick your business location](#)

[Choose a business structure](#)

[Choose your business name](#)

[Register your business](#)

[Get federal and state tax ID numbers](#)

[Apply for licenses and permits](#)

[Open a business bank account](#)

[Get business insurance](#)



Where can I go for more information?



SelectUSA

FDI in the United States

Get the latest statistics on FDI and its contribution to U.S. jobs, exports, and innovation. This updated fact sheet now includes the rankings of the largest and fastest-growing sources of FDI in the United States.

U.S. FACT SHEET

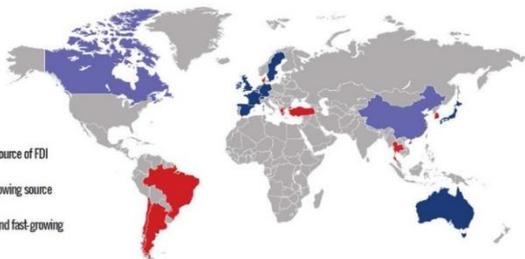


The United States offers the largest consumer market on earth with a GDP of \$18 trillion and 325 million people. Household spending is the highest in the world, accounting for nearly a third of global household consumption. At the same time, free trade agreements with [20 other countries](#) provide 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.

Country and State Fact Sheets

Explore how and where companies from around the world are investing in the United States, including trends, industry sectors, and overall investment levels.

EXPLORE



Source: Bureau of Economic Analysis.

2016 FDI stock in the United States greater than \$1 billion.

www.selectusa.gov





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 is set for June 20-22, 2018 at the Gaylord National Resort and Convention Center in the Washington, D.C. area.

<https://www.selectusa.gov/2018-Investment-Summit>



Thank you!

