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Monthly Update

Upcoming Outreach

SelectUSA will conduct targeted outreach throughout the United States and around the world. Some upcoming events include:

- On November 13, the Commercial Section of the American Institute in Taiwan (AIT) is organizing an investment seminar for potential Taiwanese investors to the United States. AIT is partnering with the Taiwan External Trade Development Council and the Ministry of Economic Affairs to organize a full-day program. The program will include information on investment incentives, taxes, visas and legal issues in the morning and breakout sessions focusing on several industry sectors. Individual states are invited to participate in this full-day seminar. For more information, contact Mei Mei Wang at Meimei.Wang@trade.gov.

-On November 13, the Commercial Service Moscow office will be conducting a SelectUSA seminar for Russian business leaders. The event will be held at the Ambassador's Residence, Spaso House, and will feature tax, legal and banking experts addressing an audience of senior Russian business leaders. EDOs are welcome to attend and participate in the event. Full details can be found here: http://export.gov/eac/show_detail_trade_events.asp?EventID=17604&InputType=CALEVENT

- On November 29, the [Manufacturing Extension Partnership \(MEP\)](#), in collaboration with Harry Moser and the Reshoring Initiative, will be hosting a Total Cost of Ownership webinar. The Reshoring Initiative and MEP are working alongside manufacturing companies across the country as they make decisions about how to produce and source their products. This webinar will showcase the Reshoring Initiative's web-based Total Cost of Ownership, decision-support tool. This estimator-tool aids manufacturers in making educated sourcing and production decisions in an ever-changing competitive environment. To participate in this demonstration, please contact Samm Bowman at samm.bowman@nist.gov.

- On December 3-4, SelectUSA will be presenting as a part of the [China Overseas Investment Fair \(COIFAIR\)](#) in Beijing, China. The theme for this year's event will be "Invest and Cooperate for a Better World". Attendance is expected to be high, with 5,000 multinationals and 12,000 Chinese companies having been invited by the COIFAIR Secretariat to participate.

- On December 9-14, The SelectUSA teams of the Department of Commerce in Washington, D.C. and India are organizing a [SelectUSA Road Show in three cities: Mumbai, Bangalore and New Delhi](#). The purpose of the Road Show is to create a platform for U.S. state governments to present their priority projects directly to interested Indian companies to raise

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About SelectUSA

SelectUSA is a U.S. Government-wide initiative to attract, retain and grow business investment in the United States. Established by [Executive Order](#) of the President and housed in the U.S. & Foreign Commercial Service within the International Trade Administration at the U.S. Department of Commerce, SelectUSA provides enhanced coordination to existing resources and functions within Commerce and across all federal departments and agencies with operations that touch on business investment issues. SelectUSA works in partnership with state, regional, and local economic development organizations to facilitate overall U.S. business attraction and retention. SelectUSA works on behalf of the entire nation and exercises strict geographic neutrality.

overall awareness in India about the opportunities to invest in the United States. For more information please contact Olga Ford (Olga.Ford@trade.gov), Bharati Oberoi (Bharati.Oberoi@trade.gov), Kamal Vora (Kamal.Vora@trade.gov), and/or Munjushree Phookan (Manjushree.Phookan@trade.gov).

-On January 29, 2013, [The U.S. Commercial Service of the U.S. Embassy in France](#), in collaboration with the [Chamber of Commerce and Industry in Paris \(CCIP\)](#), will host a conference entitled: "Conquer America and Go Global: How to Succeed in Business in the United States". The event in Paris will target French companies interested in expansion and investment in the United States. The conference will feature speakers outlining the current legal, fiscal, and business environments in the United States, as well as testimonials from French companies currently conducting business in U.S. market. For more information please contact Myrline Mikal-Goide at Myrline.Mikal-Goide@trade.gov.

- On April 8-12, 2013, for the third consecutive year, the U.S. Commercial Service's SelectUSA team will organize the USA Investment Center at the world's largest industrial technology show, the [Hannover Fair](#). The USA Investment Center is a joint pavilion of the federal SelectUSA Program and participating Economic Development Organizations from U.S. states, cities and regions. To obtain further information and to receive updates on this opportunity, please contact Ed Fantasia (Ed.Fantasia@trade.gov) and Kelly Smith-Glover (Kelly.Smith-Glover@trade.gov).

Recent SelectUSA outreach has included:

- On September 30 – October 3, Executive Director Steve Olson and Deputy Executive Director Aaron Brickman spoke as part of three panels at the [International Economic Development Council's 20th Annual Conference in Houston, Texas](#). The first panel took place on October 1, entitled Tapping into the Global Economy: Effective International Attraction Strategies. The second panel was held on October 2 and was entitled Doing Business with China. The third panel, on October 3, was a SelectUSA specific session entitled "SelectUSA: Your Federal Government Partner to Attract, Retain, and Expand Investment." SelectUSA also maintained a booth at the event.

- On October 1, Executive Director Steve Olson spoke as a part of a panel discussion hosted by the Brookings Institute in Washington, DC. The panel, entitled [Foreign Investment, Economic Growth and Job Creation](#), discussed how policymakers can help keep America as the largest recipient of global business investment and create even more jobs through these means.

- On October 4, [AIM –International Business Council](#) and the [Western Massachusetts Economic Development Council](#) held the 2012 International Business Symposium. At this event in Springfield, Massachusetts, Manager, Global Business Attraction Tazeem Pasha participated in a series of panels comprised of global business leaders who discussed opportunities for international trade and investment between the United States and emerging and developed economies.

-On October 9, Deputy Executive Director Aaron Brickman delivered the keynote address at the [Duke Energy Economic Development Team](#) LEDO Workshop in Indianapolis, Indiana. The theme of the presentation, attended by a variety of economic development professionals from the area, was *Regional Best Practices for Successfully Designing a Foreign Investment Strategy*.

- On October 22, Deputy Executive Director Aaron Brickman spoke at an [Invest in America Seminar in Muscat, Oman](#) covering topics that ranged from investment funds to doing business under the U.S.-Oman Free Trade Agreement.

SelectUSA Ombudsman Program

SelectUSA's ombudsman program is already active and working towards successful resolutions of problems across the federal government, addressing investor concerns and issues involving federal agencies. If a U.S. or foreign investor has a federal-level issue that is jeopardizing an investment in the United States, please contact SelectUSA at 202-482-6800 or by email at info@selectusa.gov. We invite you to connect with us through the "SelectUSA" group on [LinkedIn](#).

- On October 22-26, Michael Richardson of the U.S. Commercial Service Milan participated in a five-day five-city road show entitled “Doing Business and Investing in the United States” hosted by the [Italian Trade Commission](#). The seminars took place in Verona, Treviso, Bologna, Milan, and Turin.

- On October 25-26, Jennifer Kane of the U.S. Commercial Service United Kingdom participated in a series of seminars on Doing Business in the United States in Edinburgh and Manchester, hosted by the [Council of American States in Europe](#) (CASE).

FDI in Focus:

At SelectUSA, we have initiated a new segment in our monthly update on foreign direct investment (FDI) in the United States. This section will highlight trends that make up global inbound investment in the United States, with the aim of bringing a wide variety of global players into focus.

United Kingdom: The Largest Source of FDI in the United States

Investment from the United Kingdom continues to contribute to a healthy and robust U.S. economy, and support U.S. jobs and industries. Historically, the UK has been the largest investor nation in the United States. In 2011 this trend continued with the UK’s FDI position standing at roughly [\\$528 billion](#) and representing one-fifth of all FDI into the United States. Additionally, U.S. subsidiaries of UK-owned firms employed [879,200](#) U.S. workers in 2010; 28% percent of these jobs were in the manufacturing sector alone.

The industry make-up of UK investment in the United States is diverse, yet reflective of many of the core strengths of the U.S. economy. Thirty eight percent of all UK [manufacturing](#) FDI is found in the chemicals manufacturing sub-sector. Other prominent industries in the United States for UK investment are [information, wholesale trade, finance and insurance, and professional, scientific and technical services](#).

U.S. subsidiaries of UK firms also contribute a great deal to U.S. economic health through the promotion of U.S. exports overseas. In 2010 these firms contributed roughly [\\$27.6 billion](#) to U.S. exports, or 2.2% of total exports from the United States.

Israel: Fastest Growing Source of FDI to the United States

Recent trends have shown a dramatic increase in FDI from Israel to the United States. With a compound annual growth rate of 79% during the 2006-2011 time period, Israel has become the fastest growing source of FDI in the United States. Top sectors for FDI from Israel include software and IT services, consumer products, and communications.

In 2011, Israel was among the largest source markets of FDI to the United States. In fact, in terms of FDI stock in 2011, Israel’s FDI position in the United States is twice that of China’s. Israeli investments have created and support tens of thousands of jobs in both the United States and Israel. In 2010, U.S. subsidiaries of Israeli-owned firms employed [21,000](#) U.S. workers and contributed [\\$256 million](#) to U.S. exports.

Israel has recently become eligible for the [E-2 investor visa](#), a special category of temporary visa available to foreign investors that is renewable every two years. It is expected to further increase bilateral commercial ties between the United States and Israel.

[Israel is home to the second-largest concentration of](#) companies listed on the NASDAQ and is a world leader in security and defense technologies, medicine, agriculture and clean energy. Israel serves as an important U.S. trading partner with bilateral trade at \$36.9 billion

in 2011. It is also the first country to sign a free trade agreement with the United States.

Reports of Note:

- The National League of Cities in partnership with Next American City has begun a three part series of case studies looking at “Emerging Innovations from the Front Lines of Urban Development.” The first of this series entitled [“Bringing Chinese Investment to American Cities”](#) looks at how the city of Toledo, Ohio has leveraged investment attraction to further development of the area.
- The United Nations Conference on Trade and Development (UNCTAD) has released its most recent issue of the [“Global Investment Trends Monitor.”](#) The report highlights that global FDI is down 8% in 2012 compared to this same time last year in 2011. A large part of the decline is attributed to both declines in investment inflows in the United States and the BRIC countries of Brazil, Russia, India, and China.
- OCO Global has released its [Annual Report 2012/13, “Hubs, Hotspots & Hopefuls”](#). The report explores major macro-economic drivers that could shape the FDI landscape in coming years. Areas of interest that are touched upon include green technology, global talent, communications, and the growth of emerging markets.
- The Rhodium Group has published its [“Chinese FDI in the United States: Q3 2012 Update.”](#) In this update, Chinese investment in the United States is reported to be at record highs. In the first three quarters of 2012 alone, Chinese firms are reported as having invested \$6.3 billion.

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