

Hannover Messe 2016

USG Programming Room

MONDAY, April 25

8:00-11:00 AM

Ribbon Cutting and Pavilion Tour

11:15-11:45 AM

U.S. Cluster Mapping Demo – Discover Regions that Resonate

Learn how to leverage over 50 million public open data records on industry clusters and regional business environments in the United States to inform your investment decisions. Co-presented with the U.S. Economic Development Administration (EDA) this tool, whose development is led by Harvard Business School's Institute for Strategy and Competitiveness, can help potential investors and U.S. EDOs alike better understand how regional economies in the United States.

13:00-14:00 PM

Opportunities for Innovation and Investment in the Chicago Region

The Chicago Region represents the dynamic center of American machinery production and metal fabrication technologies. Panel will highlight partnerships with educational, research and government institutions exploring new approaches to workforce training, innovation and production. Panel organized by the Chicago Metro Metal Consortium is one of 24 "manufacturing communities" designated by the US Department of Commerce.

14:15-15:00 PM

SelectUSA 101

SelectUSA 101 will be an opportunity for you to learn about the SelectUSA program, the services we provide to Economic Development Organizations and international companies that are considering investing in the United States of America. Topics that will be covered include: Current foreign direct investment data for the United States, global flows, recent foreign direct investment cases, SelectUSA services and personnel and much much more.

15:15-15:45 PM

FDI in the U.S. by the Numbers

This session will highlight FDI trends in the U.S. from both public and private data resources, as well as introduce participants to public data resources that can help inform decisions on investing in the United States.

16:00-16:30 PM

BEA's Direct Investment Statistics—An Overview

This session will cover the official U.S. statistics produced by the Bureau of Economic Analysis (BEA) and how they can help potential investors and policymakers make more informed decisions. Special emphasis will be given to BEA's statistics on Foreign Direct Investment in the United States, which provide

information on which countries are investing in the U.S. and where and in which industries they're investing.

TUESDAY, April 26

9:30-10:15 AM

The Lufthansa Technik investment experience in the USA: Puerto Rico

This forum will showcase and discuss Lufthansa Technik's recent investment experience in the United States with the development of a maintenance, repair and overhaul facility in the Commonwealth of Puerto Rico. Government officials of the Commonwealth will join the CEO of Lufthansa Technik Puerto Rico, Elmar Lutter, to highlight the key elements of the investment decision and review its progress and operation. The forum will also highlight the value proposition that Puerto Rico provides as an investment destination under the U.S. flag for companies in the manufacturing, aerospace and services sectors.

11:00 AM-12:15 PM

South Carolina's Automotive Industry & the Rebirth of American Manufacturing

America's manufacturing renaissance is evidenced by the robust growth in the automotive sector in the Southeast region of the United States. South Carolina is home to 250 automotive suppliers and the leading producer and exporter of passenger vehicles and tires. Thanks to a reliable workforce, breakthroughs in manufacturing processes and collaborations with public and private partners, South Carolina has become the epicenter of a growing global automotive cluster and a breeding ground for tomorrow's innovations. Representatives from government, industry and academia will discuss the evolution of the automotive sector and to share how international companies can benefit from available resources and opportunities in South Carolina.

13:00-14:00 PM

The Louisiana Chemical Corridor Initiative

As one of 24 federally-designated "Investing in Manufacturing Communities Partnership" (IMCP) regions, the Louisiana Chemical Corridor is the only IMCP focusing on the chemical and chemical derivatives industry. This initiative encompasses 88 public and private organizations that have partnered with the objective of making the entire region more globally competitive by focusing on the region's workforce, infrastructure, trade, innovation, and supply chain. Seminar speakers will highlight the Corridor's inherent strengths and future objectives and discuss the significant energy investments – including the lower 48 states' first LNG export terminal – along the Gulf Coast.

14:15-15:00 PM **U.S. Economic Development Administration (EDA) presents U.S. Cluster Mapping**

Learn how to leverage over 50 million public open data records on industry clusters and regional business environments in the United States to inform your investment decisions. Co-presented with the U.S. Economic Development Administration (EDA) this tool, whose development is led by Harvard Business School's Institute for Strategy and Competitiveness, can help potential investors and U.S. EDOs alike better understand how regional economies in the United States.

15:30-17:00 PM **SelectUSA/DOC Clutch Event**
By Invite Only

17:00-20:00 PM **Herrenhausen Gala**

WEDNESDAY, April 27

8:00-8:45 AM **SelectUSA 101**

SelectUSA 101 will be an opportunity for you to learn about the SelectUSA program, the services we provide to Economic Development Organizations and international companies that are considering investing in the United States of America. Topics that will be covered include: Current foreign direct investment data for the United States, global flows, recent foreign direct investment cases, SelectUSA services and personnel and much much more.

9:15-9:45 AM **FDI in the U.S. by the Numbers**

This session will highlight FDI trends in the U.S. from both public and private data resources, as well as introduce participants to public data resources that can help inform decisions on investing in the United States.

10:00-11:00 AM **Investment & Business Opportunities in Texas**

Team Texas, in partnership with the Governor's office, will present a brief overview of programs and services available to growing, expanding businesses or those looking for investment opportunities in Texas.

11:15-11:45 AM **BEA's Direct Investment Statistics—An Overview**

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12:00-1:30 PM

Discover the Integrated Business Industries of Pennsylvania

Domestic and foreign companies alike have reaped the benefits of Pennsylvania's diverse, global economy. The manufacturing industry is the foundation of Pennsylvania's economy — a status maintained over the years through the incorporation and integration of world-class R&D and innovative manufacturing methods. Pennsylvania's strategic location to 6 out of 10 major U.S. markets in a single day's drive, as well as 60% of the U.S. and Canada's population, it is clear why manufacturers are here. A leader in cross-border projects, Pennsylvania works with a strong, diverse network of international investment representatives and knowledgeable local partners to provide the overall support and technical assistance required by foreign companies looking to invest, expand and operate your business.

14:00-16:00 PM

Workforce Development: How U.S. Vocational Training Draws on the German Dual System

Eric M. Seleznow, Acting Assistant Secretary for Employment and Training at the U.S. Department of Labor, and Ambassador Vinai K. Thummalapally, Executive Director of SelectUSA at the U.S. Department of Commerce, headline a panel workshop on how U.S. communities and (German) companies in the United States are addressing workforce development issues by applying lessons from the German dual system of vocational education, and through other programs and initiatives. The panelists will explore how communities in the United States are embracing the apprenticeship model. They will discuss ways in which the United States and Germany can collaborate more deeply to address shared challenges in building a skilled, adaptable workforce.

16:00-20:00 PM

Partner Country Reception

THURSDAY, April 28

9:30-10:15 AM

U.S. Cluster Mapping Demo – Discover Regions that Resonate

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10:30-11:00 AM

BEA's Direct Investment Statistics—An Overview

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BEA's statistics on Foreign Direct Investment in the United States, which provide information on which countries are investing in the U.S. and where and in which industries they're investing.

12:00-13:00 PM

Find out why Loudoun has the highest income in America

Loudoun County is the fastest growing County in America, with the highest income in America. Come visit and see how we can do business together.

13:15-14:00 PM

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14:30-16:00 PM

Doing Business with American Indian Tribes and Investment Opportunities in Indian Country

The United States includes over 567 sovereign indigenous nations, including Indian Tribes and Alaska Native villages, which operate their own governments and laws. Nearly all of them run business enterprises-- from traditional Indian jewelry, pottery and other unique art, to sophisticated manufacturing, agriculture, innovative biofuel technologies; and millions of acres of land—there are extraordinary riches in Indian Country. With a myriad of business, investment, tourism and other economic opportunities in Indian Country available, corporations frequently ask how they can go about engaging Tribes and exploring business and investment opportunities. Come learn more from the National Center for American Indian Enterprise Development, a leading Indian Country expert for nearly 50 years.

FRIDAY, April 29

12:30-13:00 PM

FDI in the U.S. by the Numbers

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13:30-14:00 PM

BEA's Direct Investment Statistics—An Overview

This session will cover the official U.S. statistics produced by the Bureau of Economic Analysis (BEA) and how they can help potential investors and policymakers make more informed decisions. Special emphasis will be given to BEA's statistics on Foreign Direct Investment in the United States, which provide information on which countries are investing in the U.S. and where and in which industries they're investing.