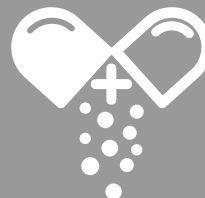
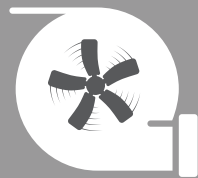
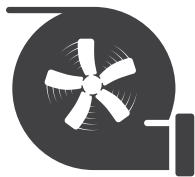
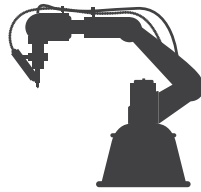


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SWEDEN: *Textiles, Software & IT Services, Industrial Machinery, Communications, Consumer Products, Business Services*

DENMARK: *Software & IT Services, Industrial Machinery, Engines & Turbines, Consumer Products, Chemicals, Pharmaceuticals*

Source: Bureau of Economic Analysis (latest available as of August, 2017)

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# U.S. Economic Development Organizations



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# Helsinki, Finland

Event Arena (Tapahtumatalo) Bank, Unioninkatu 22, Helsinki  
Monday, April 16, 2018

8:45 am - 10:00 am      **Individual Meetings by Appointment**

12:45 am - 1:15 am      **Individual Meetings by Appointment**

10:00 am - 12:15 pm      **Seminar Program**

12:15 pm - 1:30 pm      **Networking Lunch**

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# Oslo, Norway

KPMG, Sørkedalsveien 6, Majorstua, N-0369 Oslo, Norway  
Tuesday, April 17, 2018

8:45 am - 10:00 am      **Individual Appointments**

10:10 am - 12:30 pm      **Seminar Program**

12:30 pm - 2:00 pm      **Networking Lunch**

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# Gothenburg, Sweden

Business Region Göteborg, Norra Hamngatan 14, 411 14 Göteborg  
Wednesday, April 18, 2018

8:30 am - 11:15 am      **Seminar Program**

11:15 am - 12:30 pm      **Individual Appointments**

1:10 pm - 1:50 pm      **Individual Appointments**

12:30 pm - 2:00 pm      **Networking Lunch**

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# Copenhagen, Denmark

Deloitte, Weidekampsgade 6, 2300 Copenhagen, Denmark  
Thursday, April 19, 2018

9:00 am - 11:30 am      **Seminar**

11:30 am - 1:00 pm      **Networking Lunch and Individual Appointments**

# Helsinki, Finland

Event Arena (Tapahtumatalo) Bank, Unioninkatu 22, Helsinki  
Monday, April 16, 2018

08:45 am - 10:00 am	<b>Individual Appointments with Economic Development Organizations and Service Providers</b>
09:45 am - 10:00 am	<b>Registration</b>
10:05 am - 10:20 am	<b>Welcome Remarks</b>  Chargé d’Affaires Donna Welton  Teemu Varonen <i>Senior Adviser, Business Finland Oy</i>  <b>SelectUSA Briefing</b> Bruce Ellsworth <i>International Investment Specialist, SelectUSA</i>
10:20 am - 11:00 am	<b>Key Issues for Foreign Investors</b>  Arnold Lutzker, <i>Vice President, INBLF</i>
11:00 am - 11:45 am	<b>Business Visas</b>  U.S. Embassy Consular Section
11:45 am - 12:15 pm	<b>Current Investor Experience</b>  Jarmo Haapalainen <i>LedZed</i>  Tommi Heikkonen <i>Fiare</i>
12:15 pm - 01:30 pm	<b>Networking Lunch</b>



# Oslo, Norway

KPMG, Sørkedalsveien 6, Majorstua, N-0369 Oslo, Norway

Tuesday, April 17, 2018

08:45 am - 10:00 am	<b>Optional One-on-One Appointments with Economic Development Organizations and Service Providers</b>
09:30 am - 10:00 am	<b>Registration &amp; Coffee</b>
10:10 am - 10:25 am	<b>Official Seminar Welcome</b>  Charlie Lea <i>KPMG Partner</i>  <b>U.S. Ambassador Kenneth J. Braithwaite</b>  Bruce Ellsworth <i>International Investment Specialist, SelectUSA</i>
10:25 am - 10:45 am	<b>Key Issues for Foreign Investors &amp; Operating Environment</b>  Per Daniel Nyberg <i>KPMG Partner</i>
10:45 am - 11:05 am	<b>Oslo, Norway - Tax Strategies</b>  Fredrik Klebo-Espe <i>KPMG Partner</i>
11:05 am - 11:35 pm	<b>IPR Considerations for Foreign Investors</b>  Arnold P. Lutzker <i>Lutzker &amp; Lutzker LLP, Senior Partner</i>
11:35 pm - 11:55 pm	<b>Investment &amp; Business Visas</b>  Richard T. Phillips, <i>U.S. Embassy Vice Consul and Visa Chief</i>
11:55 pm - 12:15 pm	<b>Current Investor Experience</b>  Cynthia Harris <i>StormGeo, Chief Marketing Officer</i>
12:15 pm - 12:30 pm	<b>Q&amp;A</b>
12:30 pm - 2:00 pm	<b>Networking Lunch</b>

# Gothenburg, Sweden

Business Region Göteborg, Norra Hamngatan 14, 411 14 Göteborg,  
Wednesday, April 18, 2018

08:30 am - 9:00 am	<b>Registration &amp; Coffee</b>
09:00 am - 9:15 am	<b>Official Welcome</b>  Ulf Landin <i>Director International Relations, BRG</i>  Dillon Banerjee Regional Senior Commercial Officer <i>Northern Europe, US Embassy Commercial Service</i>
09:15 am - 10:00 am	<b>SelectUSA Briefing</b> Bruce Ellsworth <i>International Investment Specialist, SelectUSA</i>
10:00 am - 10:45 am	<b>Key Issues for Foreign Investors</b>  Arnold P. Lutzker <i>Lutzker &amp; Lutzker LLP, Senior Partner, INBLF</i>
10:45 am - 11:15 am	<b>Doing Business in the U.S.</b>  Gunilla Ramell <i>Ramell International</i>
11:15 pm - 12:30 pm	<b>Individual Appointments with Economic Development Organizations and Service Providers</b>
12:30 pm - 2:00 pm	<b>Networking Lunch</b>

# Copenhagen, Denmark

Deloitte, Weidekampsgade 6, 2300 Copenhagen, Denmark,  
Thursday, April 19, 2018

09:00 am - 9:30 am	<b>Registration</b>
09:30 am - 09:55 am	<b>Official Welcome</b>  <b>U.S. Ambassador to Denmark Carla Sands</b>  <b>SelectUSA Briefing</b> Bruce Ellsworth <i>International Investment Specialist, SelectUSA</i>
09:55 am - 10:15 am	<b>U.S. Economic Outlook</b>  Ulrik Bie <i>Independent Economist</i>
10:15 am - 10:30 am	<b>Business Case</b>  <i>Ørsted</i>
10:30 am - 11:00 am	<b>Tax Strategy</b>  Anja Svendgaard Dalgas, <i>Partner, Deloitte and Key Issues for Foreign Investors</i>  Arnold Lutzker <i>Vice President, INBLF</i>
11:00 am - 11:15 pm	<b>Business Case</b>
11:15 pm - 11:30 pm	<b>Business Visas</b>  U.S. Embassy Consular Section
11:30 pm - 1:00 pm	<b>Networking Lunch and Individual Appointments</b>

# Lutzker & Lutzker LLP

In 1998 Arnold Lutzker and Susan Lutzker founded Lutzker & Lutzker LLP to provide high-quality, cost-effective legal services to businesses, creative professionals and their lawyers in the creation and strategic exploitation of intellectual property. We pride ourselves on addressing cutting edge, digital-era issues as well as serving the everyday needs of our clients, including international businesses entering the U.S. market. Arnold Lutzker has been named a multi-year SuperLawyer by his peers and helped draft key U.S. copyright legislation. Susan Lutzker has decades of experience in project financing, complex contractual matters and intellectual property protection and enforcement.

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**Contact: Monica Syrdal, Attorney of Law/Partner, [msy@hjort.no](mailto:msy@hjort.no)**



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**Contact: Niels Walther-Rasmussen, Attorney-at-Law/Partner, [nwr@mazanti.dk](mailto:nwr@mazanti.dk)**



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# 12 MISTAKES TO AVOID IN SITE SELECTION

By Matt Szuhaj, Director, Deloitte Consulting

Site selection, the concept that applies both analytical and qualitative techniques to determine the most favorable location for a business operation, has been around for a long time. Manufacturers have historically taken widely different approaches to location analysis and asset deployment, with varying degrees of success. Some prefer an abbreviated methodology, while others examine every detail, utilizing outside consultants and experts to maximize returns, minimize risk, and use location as a competitive advantage.

Few corporate decisions have as many immediate and long-term implications on tax structure, cost of goods sold, supply chain, labor force, and overall operating success as the choice of location. Furthermore, several factors have emerged to make site selection increasingly complex. These include fast-track expectations, globalization, strict environmental legislation, tightening labor availability, scarcity of certain labor skills, and utility consolidation. With each degree of complexity comes a new set of considerations requiring a higher degree of analysis to avoid risk and make the right location decision.

The accessibility of location information on the internet may give the appearance that the site selection process can be simplified and accelerated. Unfortunately, applying data without context and experience can lead the search for the most optimal facility location down a path lined with risks, delays, hidden costs, and even fatal flaws. At every step in the process, a host of errors can be made that will compromise the final location selection. Here are a few of the critical mistakes that can undermine the analysis and lead to risk, higher cost, and unfavorable operating conditions:

- 1. Unprepared site selection team** – Successful companies are able to bring multi-disciplinary teams together to enable and implement an effective location strategy. They have found that to limit risk and avoid surprises, it is critical to address certain technical, analytical, and financial elements early in the site selection study. An effective team will possess core competencies in the areas of human resources, cost accounting, logistics, tax, engineering, construction, and in some cases, environmental issues. Neglecting to assemble the right mix of stakeholders and experts early in the process increases the risks of project delays and poor location selection.
- 2. Lack of executive consensus** – In most organizations, the critical effect that location has on an operating unit's success places the results of the site selection process under a "C-level" (CEO, CFO, etc.) microscope. The executive management group has more at stake than most of the day-to-day members of the site selection team, and therefore is likely to have strong opinions on the analysis and solution. Many teams make the mistake of sharing the only the final results of the analysis with their executive leadership, risking challenges of the original assumptions, rationale, methodology, and solution. Including corporate leadership early on and throughout the process helps promote buy-in and understanding of the long and highly analytical process of most site searches.
- 3. Incorrect search area** – Manufacturing site selection usually begins with a general region of interest due to transportation issues, human capital needs, or other market dynamics. Problems will arise and valuable time will be lost if this geography is not carefully validated with the new facility's overall operating objectives and criteria. For example, a manufacturer may consider a six-state region as the initial search area for a new plant to minimize inbound transportation costs from vendors. However, a more cost-effective search area may emerge some 750 miles to the west after a more comprehensive study of all inbound and outbound freight costs. The lost time and wasted effort in analyzing the original search area is unrecoverable.
- 4. Narrowing the search area too rapidly** – After the search area is determined, companies are often tempted to quickly eliminate large chunks of geography to accelerate the process. Whole states or countries might be eliminated that, with some analytical consideration, could have been favorable alternatives. This can be avoided by correctly prioritizing the project's critical location factors – those aspects of the desired solution that can be quantified and measured. These can include transportation, demographic, labor, tax, and in some cases, utility infrastructure requirements. With an agreed-upon methodology for elimination, the critical



location factors should be used to reduce the areas of consideration thoughtfully and objectively. If areas exhibit borderline characteristics, it is generally wise to retain them, not eliminate them, for the next round of analysis.

5. **Failure to consider all the issues** – No two location searches are identical: each has its own unique set of critical location factors, specifications, needs, timing and risks. A common error during the site selection process is to consider only easily quantified aspects such as labor costs, real estate, or taxes. In reality, each location will present a host of variable tradeoffs, opportunities, strengths, and weaknesses. Some will be financial (cost-based) while others will be qualitative (risk-oriented). Knowing which issues will most contribute to the project's ultimate success and evaluating them completely in each candidate area is critical to uncovering the best location solution.
6. **Incomplete labor market analysis** – Unemployment and average hourly earnings statistics, the "usual suspects" in any labor study, are only general indicators of workforce availability and cost. However, the market for employees in any area is affected by dozens of other factors that should be quantified and interpreted during the site selection process. These include population demographics, union characteristics, turnover, absenteeism, average fringe benefits, commuting patterns, recent plant openings and closing, and others. Labor market studies are often complex, and very detail-oriented exercises that address two objectives: to limit the location risks inherent with human capital, and to provide a solid basis for human resources strategy and implementation once the final selection is made. For manufacturers looking outside the US, be aware that published labor market data is often outdated and inconsistently collected in different countries.
7. **Failure to consider community trends** – No location exists in a vacuum; towns, counties, states, and regions are in a dynamic state of evolution that affects most aspects of business operations. Labor and real estate markets, utility services, political factors, community image, and demographic characteristics can and do change from year to year. Evaluation of statistics is important, but datasets do not capture the dynamics and context behind the numbers. Making the right long-term location decision is generally more difficult than understanding today's costs and conditions.
8. **Poor or absent technical site review** – When considering candidate sites for a new manufacturing operation, it is critical to conduct a technical site study of several of the finalists to limit construction risk and quantify hidden development costs. Every year, projects experience unforeseen circumstances such as adverse geo-technical conditions, floodplain issues, and various permitting hurdles that could have been avoided. It is crucial to understand and measure environmental risk, timing, obstacles to development, and geographically variable construction costs. At a minimum, obtain recent Phase 1 and other available environmental studies, soil borings, zoning regulations, development codes and covenants, wetlands studies, floodplain information, and utility maps for each site under consideration.
9. **Breach of confidentiality** – Why is project confidentiality important during the site selection process? It protects owners from unwanted attention and distractions, both external and internal, that can influence the outcome of the study. Management may be sensitive to premature, out-of-context leaks that can reach Wall Street, competitors, land speculators, and employees. This means that the site selection team must take precautions to not reveal the corporate identity or nature of the business to third parties who may not have the firm's best interests in mind. When the location analysis is complete, a carefully planned and executed announcement strategy will help ensure that the project is properly communicated and accepted from political, financial, and human resources perspectives.
10. **Failure to capture negotiable incentives** – The state and local economic development community is in the business of attracting and retaining jobs and investment. Nearly every jurisdiction has some variation of legislated incentives that are available to any qualified business locating in the area. Often overlooked or under-achieved are discretionary incentives that can be available. Through a carefully planned process, manufacturers can receive inducements to help offset cost differences (or mitigate risks) between location finalists. These incentives can be an important component of the overall cost analysis and may influence the final decision.
11. **Acceptance of overvalued incentives** – The negotiation strategy must account for the specific needs of both the operation and the corporation itself. A common mistake is to negotiate and accept state corporate income tax credits that appear to offer annual savings of millions of dollars while later analysis reveals that the firm will owe no such tax in the first place. According to a recent Deloitte survey of corporate executives, the most desirable incentives include infrastructure improvements and property tax abatement, both tangible contributors to the bottom line. The site selection team should maintain consistent emphasis on both short and long-term incentive programs that will benefit the operation in material and measurable ways.
12. **Poor implementation of incentives** – Once the deal is signed and the announcement is made, there is still work to be done. The implementation and transition

team must not forget the effort expended and agreements struck during negotiations. Many state and local incentives will require “care and feeding” to ensure that all available benefits are captured.

Implementation can include monitoring and reporting of new job creation, training documentation, and credit/abatement filings.

Successful manufacturers have discovered that using location as a competitive advantage can enable the facility network to yield additional financial gains. However, the analytical process of site selection should not be short-circuited by a few statistics, an available property, or hastily accepted incentives. The internet is a source, not a solution, for the hundreds of pieces of information required to measure the costs, conditions, and risks associated with the site selection.

Leading a corporate site selection effort requires a unique set of capabilities. The team must have the ability to logically analyze a myriad of factors, the savvy to negotiate and build consensus with management, and the judgement to remain unbiased throughout the process. Knowledge of logistics, human resources, real estate, tax, financing, infrastructure, construction, incentives, and environmental considerations has become more important as the complexity of location strategy increases. If, while armed with these competences, the site selection team is able to avoid the mistakes highlighted above, they will be better able to deliver a location outcome that can position the manufacturer for many years of success.

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**\$9.6  
Billion**

Total 2016 stock of FDI  
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Supporting U.S. Jobs

**23,700**

# FDI from NORWAY

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Billion**

Total 2016 stock of FDI  
from Norway to the United States



Supporting U.S. Jobs

**7,000**

# FDI from SWEDEN

**\$52.7  
Billion**

Total 2016 stock of FDI  
from Sweden to the United States



Supporting U.S. Jobs

**210,600**

# FDI from DENMARK

**\$17.7  
Billion**

Total 2016 stock of FDI  
from Denmark to the United States



Supporting U.S. Jobs

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On any given day in Arkansas, we are curating the world's largest private database and operating one of the nation's largest truckload carriers, while commanding the world's dominant retail empire. Home to more than 150 international corporations, Arkansas is an industry melting pot from which one success builds on another. We are an incubator for bold ideas, granting you the unique ability to choose the path to your fortune.

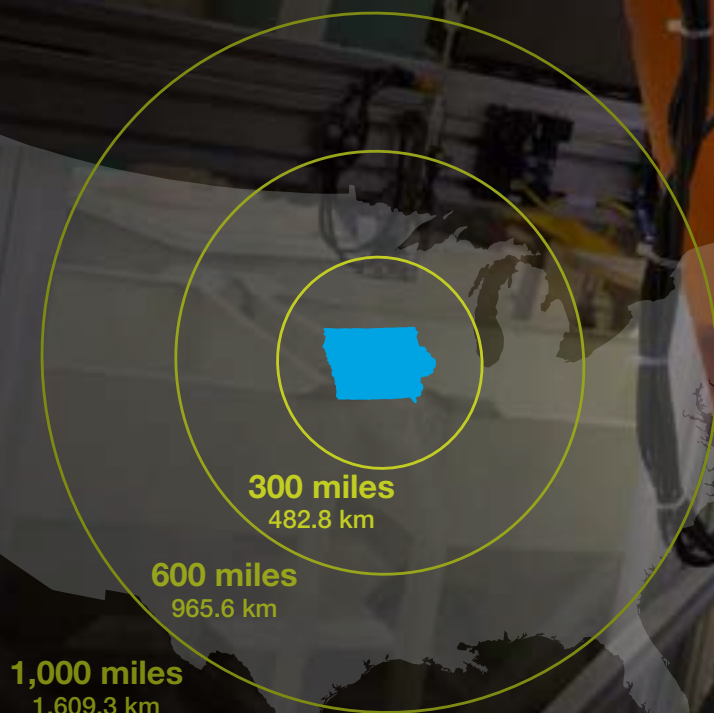
Arkansas is strategically placed to reach tens of millions of people easily and cost efficiently. Our unemployment rate consistently ranks below the national average and 44 campuses of higher learning results in an educated workforce enriched by long-term training and primed for 21st century challenges.

- 1. Ease of Doing Business:** The Arkansas Economic Development Commission has established a "single point of contact" system to help prospects do business with ease. Our Business Development Team stays up-to-date on **incentives for job creation, research and development, investment and more.**
- 2. Location & Logistics:** Arkansas enjoys quick and easy access to key markets. From Arkansas, you are a day's drive from two-thirds of the nation's population and can easily and quickly move products and goods.
- 3. Entrepreneurial Spirit:** In the last five years, alone, more than 300 start-ups launched in Northwest Arkansas. Walmart, Tyson, J.B. Hunt, Dillard's, Windstream, and Murphy USA are 6 Fortune 500 companies based in Arkansas. Currently, The ARK Challenge has invested \$2 million in private funding to support tech companies developing the region's retail, food processing and logistics industries.
- 4. Low Cost of Doing Business:** Low real estate and construction costs make start-up and relocation opportunities in the state attractive. Also, working in partnership with Energy and Electric Cooperatives of Arkansas, large energy consumers are afforded discounted rates for electricity.
- 5. Proactive Governor:** Economic development is a priority for our governor, and if you consider Arkansas as a place to do business, you should expect to receive a phone call from Governor Hutchinson!

For more information on the opportunities, visit  
[www.arkansasedc.com](http://www.arkansasedc.com)



# PERFECTLY POSITIONED



**The state of Iowa is the perfect place to expand, locate or start a business.**

The state's pro-business policies, nationally recognized research centers and legendary Midwestern work ethic give businesses with an Iowa location a huge competitive edge. Those business advantages paired with a low cost of doing business, central location and efficient transportation infrastructure fuel Iowa's vibrant economy. To learn more about Iowa's business climate, assistance and expansion programs, or investment opportunities and more, visit [iowaeconomicdevelopment.com](http://iowaeconomicdevelopment.com).

**IOWA**<sup>®</sup>  
economic development

[iowaeconomicdevelopment.com](http://iowaeconomicdevelopment.com)



# FDA APPROVAL WITHOUT THE USUAL HEADACHES

Greater MSP has long been the best place in the U.S. for receiving FDA approval. Now, with new regulations to receive CE approvals, Greater MSP is the solid choice for med-tech businesses world-wide seeking to get their products to market fast.



# GREATER MSP: YOUR BEST OPTION IN RECEIVING FDA APPROVALS

As the process for receiving a CE mark in Europe becomes less reliable, more time consuming and expensive, obtaining FDA approval in the U.S. may be the best option to bring your medical device to market. The Greater MSP region, home to Medical Alley, is the best place in the U.S. for gaining FDA approval. Your product will get to market faster and potentially save you millions of dollars.

## GAIN THE GREATER MSP ADVANTAGE

### SPEED TO MARKET FOR FDA CLEARANCES AND APPROVALS

- ☐ The US leader in FDA premarket approvals (PMAs) for the past 45 years
- ☐ FDA PMAs are completed an average of 6 months faster in Greater MSP than the US average
- ☐ FDA 510k clearances are 26% faster than the US average

### MED-TECH INNOVATION

- ☐ \$3.6 Billion in R&D done in med tech in Greater MSP. More than any other region in the world
- ☐ Home to two of the leading research facilities in the US: Mayo Clinic and University of Minnesota
- ☐ #1 in med device patents per capita in the world

### WORLD-CLASS TALENT

- ☐ Highest concentration of med-tech workers in the US

### STRONG BUSINESS COMMUNITY

- ☐ Highest concentration of Fortune 500 HQ's in the US, with major operations by Medtronic, St. Jude Medical and Boston Scientific
- ☐ Over 700 medical device companies are based in Greater MSP
- ☐ Home to Medical Alley which fosters innovation, collaboration and support for med-science companies

## FOR MORE INFORMATION CONTACT:

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GREATER MSP  
[david.griggs@greatermsp.org](mailto:david.griggs@greatermsp.org)  
+1-651-281-1358
- ☐ Visit [www.greatermsp.org](http://www.greatermsp.org) or  
[www.medicalalley.org](http://www.medicalalley.org)

**GREATER»MSP®**

Minneapolis Saint Paul Regional Economic Development Partnership



NEW YORK  
STATE  
MEANS  
BUSINESS



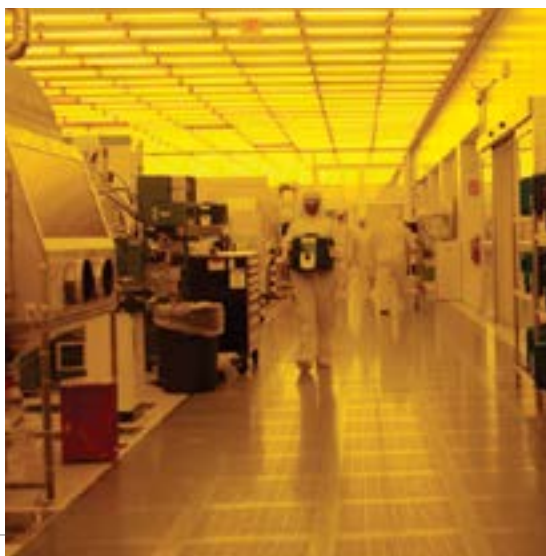
## THINK YOU KNOW NEW YORK STATE? ***THINK AGAIN.***

With the lowest taxes in decades, new creative business incentives, \$100 billion in dedicated infrastructure investment, innovative university partnerships, and the largest number of STEM graduates in the Northeast, we're attracting more new businesses than ever before.

Discover the *new* New York  
at [esd.ny.gov](https://esd.ny.gov)



**Empire State  
Development**







# Southwest Virginia's Center for International Business

**PULASKI COUNTY IS HOME TO 9 INTERNATIONAL COMPANIES** that have direct employment of over 4,000 and growing. The advanced manufacturing cluster of foreign investment makes Pulaski County, Southwest Virginia's Center for International Business. The County hosts an International Port of Entry and a Foreign Trade Zone located at the New River Valley Regional Airport (VA's 7th longest runway).

We understand the acute challenges and boundless opportunities that come along with doing business overseas, and have created a unique support structure that helps international companies address such issues as tax policies, immigration, incentivize programs, and import/export policies.

In addition, we have access to a diverse community of expatriates that come from all over the world and can help new foreign nationals come to belong here in Pulaski County, Virginia.

## INTERNATIONAL PORT OF ENTRY (#1412)

A Port of Entry processes goods entering and exiting the U.S. and enforces customs laws. Foreign goods may be entered for consumption, for warehousing or for transportation to another port of entry. Goods arriving to the Virginia TradePort in-bound from a different port can be immediately handled, saving an importer considerable time and money (rather than waiting for shipments to clear in more congested ports). The Virginia TradePort has a Customs and Border Protection (CBP) officer on site to provide personal and timely inspections and clearance of imported and exported goods. The CBP officer is authorized to travel to Pulaski County to inspect goods entering or exiting the U.S.

## FOREIGN TRADE ZONE (#238)

A foreign trade zone is a secure and enclosed area under the supervision of U.S. Customs and Border Protection. It is considered to be outside U.S. customs territory. This allows foreign goods to be brought into the zone without being subject to U.S. customs duties. Goods will remain duty free until the goods enter the U.S. commerce. While goods are in the foreign trade zone they can be stored, inspected, manipulated, processed, relabeled, and repackaged (all while being in a duty free environment). Customs duties are due at the time the goods move outside the foreign trade zone and enter U.S. commerce. If the items are re-exported or destroyed, no duties will be due. If the items are manufactured into a lower duty rate product, then duty can be paid at the lower rate (with approval from the Foreign Trade Zone Board).

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## QUALITY OF LIVING IN PULASKI COUNTY

- Low cost of living
- Low crime
- Low taxes
- Easy commutes  
*located on I-81 and near I-77*
- Endless recreational opportunities
- Higher education opportunities  
*New River Community College*  
*Radford University*  
*Virginia Tech Institute & State University*
- Local and cultural events year-round
- ~1 hour's drive to Roanoke, VA



**MICHAEL SOLOMON**  
ECONOMIC DEVELOPMENT DIRECTOR  
(540) 440-0200  
[msolomon@pulaskicounty.org](mailto:msolomon@pulaskicounty.org)

[www.pulaskicounty.org](http://www.pulaskicounty.org)



View our Community Profile at:  
[profiles.yesvirginia.org/MapSearch](http://profiles.yesvirginia.org/MapSearch)  
• download the Pulaski County PDF



## Services offered from our Europe Office

Site evaluation services

Detailed location data

Assistance with site visits

Serving as your advocate  
with all involved agencies

Incentive and training inducements

Assistance obtaining  
required permits and licenses

Please contact us for your link  
to doing business in the U.S.

# THINK KENTUCKY

Cabinet for Economic Development

European Representative Office  
Poststrasse 14-16  
20354 Hamburg, Germany

Office Phone: +49 (0)40 35004440  
<http://www.thinkkentucky.eu>

# Kentucky

A destination for European businesses



## THINK KENTUCKY

Cabinet for Economic Development

Making Business Strong.  
Making Life Exceptional.







# WEST VIRGINIA

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## DEPARTMENT *of* COMMERCE

**West Virginia is home to more than 130 businesses representing 27 countries from around the world. Global leaders feel at home in West Virginia's friendly communities where they can easily distribute products to their customers throughout the United States via major interstates, river ports and railroads.**

Domestic and international businesses count on the West Virginia Department of Commerce and its International Division for services such as

- market research;
- site selection assistance;
- regulatory permitting assistance; and
- coordination of federal, state and local incentives.

Our mission is to understand the needs of companies interested in opening or expanding their business, and how West Virginia can meet those needs. The state's advantages include a central location in the Eastern U.S., with overnight shipping distance to 50 percent of the U.S. population and a third of the Canadian population; low cost of doing business; a workforce known for high productivity and retention; and a pro-growth business climate.

West Virginia is located in the heart of Appalachia, strategically located and connected to major metropolitan areas up and down the Eastern U.S. and Canada. Learn how our low cost of living and pro-business tax climate coupled with a high quality of life make life better here.





**As the national investment promotion program of the United States, SelectUSA works with global companies as they evaluate investment locations, making it easier for them to choose to establish and grow their business operations in the U.S. market.**

## **Our Services for Companies:**

SelectUSA is the **single point of contact** at the federal level for companies looking to start or grow their business in the United States. We work **one-on-one** with investors to offer counseling and data; identify relevant **federal programs**; navigate federal rules and regulations; and link businesses with the right **partners and resources**.



### **Get Information & Counseling**

*Get the unbiased data and detailed analytics that support critical investment and location decisions.*

From quick calls to customized reports, our global investment specialists provide insight into the U.S. market and actionable information on how to open or expand a business here.



### **Connect at Local Level Connection**

*Make connections at the local level and identify valuable resources that help move investments forward.*

Through direct introductions and tailored SelectUSA business events, we offer a variety of ways to help companies engage with state and local representatives from across the United States.



### **Navigate Federal Regulatory System**

*Advance through an unfamiliar system with confidence and connect with contacts at the federal—level.*

We work with agencies across the U.S. federal government to help address investor questions and concerns on a wide range of federal programs and regulatory issues.

*Voted #1 in A.T. Kearney's 2017 FDI Confidence Index. Most services are free of charge and all are treated as business confidential. SelectUSA exercises strict geographic neutrality and represents the entire United States. The program does not promote one U.S. location over another U.S. location. Reach out to us at [info@selectusa.gov](mailto:info@selectusa.gov), phone us at +1 (202) 482 6800 or find us on Twitter @SelectUSA. [www.selectusa.gov](http://www.selectusa.gov)*

**For more information please contact:**



U.S. Department of Commerce  
**SELECTUSA<sup>®</sup>**  
**INVESTMENTSUMMIT**  
WASHINGTON, DC | JUNE 20-22, 2018

The SelectUSA Investment Summit is the premier event showcasing investment opportunities in the United States. The 2018 Summit will bring together companies from all over the world and economic development organizations from every corner of the United States.

**The world's top investment event. The world's top investment destination.**

**Top 5 Reasons to Attend the 2018 SelectUSA Investment Summit:**

- 1** | **Initiate new relationships:** Meet with hundreds of economic development organizations (EDOs) and thousands of potential investors in one place.
- 2** | Learn about **resources and tools to invest** in the United States.
- 3** | Obtain an overall impression of the **market situation**.
- 4** | **Connect efficiently:** Online and on-site matchmaking makes it easy to meet the right people and get the most out of your visit.
- 5** | **Gain new perspectives** from top-level executives, government officials, and industry leaders.

**INVEST  
GROW  
SUCCEED** **H  
E  
R  
E**

**Apply Now!**

**"Select USA is a one stop shop for any investor wanting to invest seriously into the US."**

2017 Summit participant

***Cost to Attend:***

***\$850 Prior to May 8, 2018***

***\$950 After to May 8, 2018***

**To connect with someone at SelectUSA contact:**

***SUSAEvents@trade.gov***

**Join us to make the connections your business needs to succeed.** The SelectUSA Investment Summit is the best place to link serious investors with promising business opportunities. Past Summit participants have announced more than **\$64 billion in greenfield investments** in the United States between October 2013 and September 2017.

For more information about the Summit please visit [www.selectusasummit.us](http://www.selectusasummit.us)





U.S. Department of Commerce

SELECTUSA  
INVESTMENT SUMMIT

WASHINGTON, DC | JUNE 20-22, 2018



*To be able to get* **FIRSTHAND  
INFORMATION  
FROM TOP OFFICIALS**  
*is an eye opener.*



WORLD'S LARGEST MARKET

NEXUS OF INNOVATION

EASE OF DOING BUSINESS

WORKFORCE TALENT

ABUNDANT RESOURCES

ACCESS TO CAPITAL

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