



2023 SelectUSA Investment Summit

Topic: Site Selection

Today's Discussion

- **Site Selection Process / Plan**
- **Timeline**
- **Site Selection Participants / Resources**
- **Labor Considerations**
- **Supply Chain / Logistics / Compliance**
- **Site / Building and Permitting**
- **Capital (\$)**
- **Cultural Considerations**
- **Incentives**
- **Tips for Successful Interactions**



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Speakers



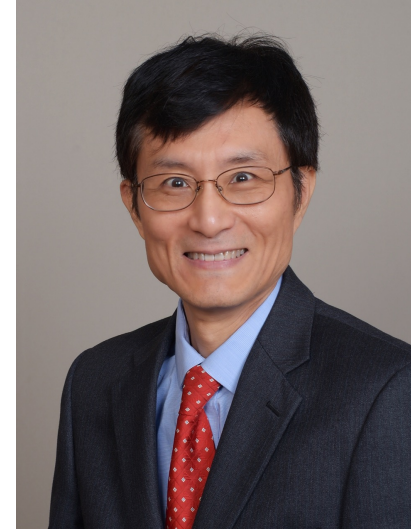
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Importance of Site Selection Process

Why do we need it?

- **The U.S. market is one of the largest with many variables.**
- **Pitfalls:**
 - **Paralysis by analysis**
 - **Prioritization**
- **Resource Identification:**
 - **Private Resources**
 - **Governmental Resources**

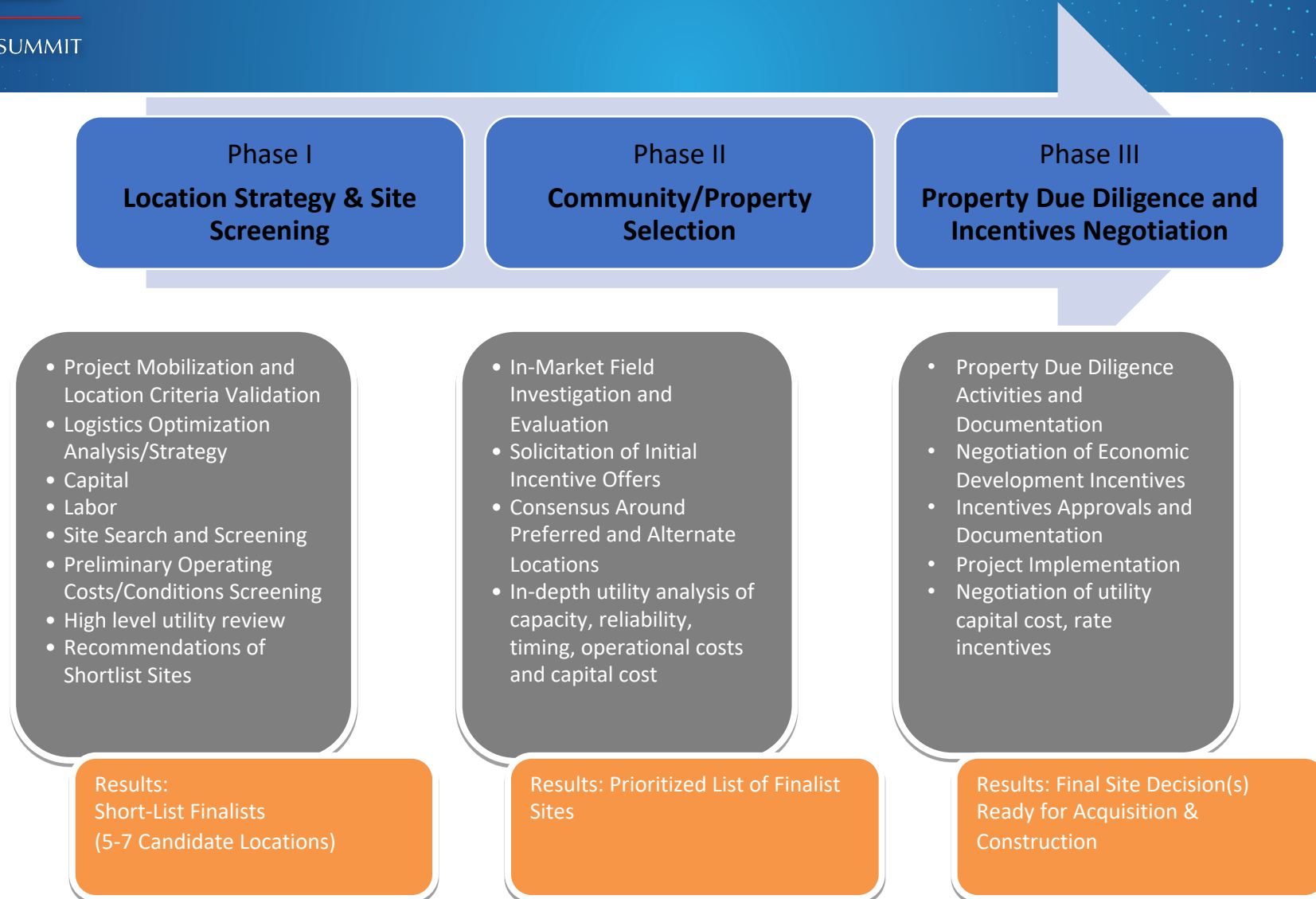




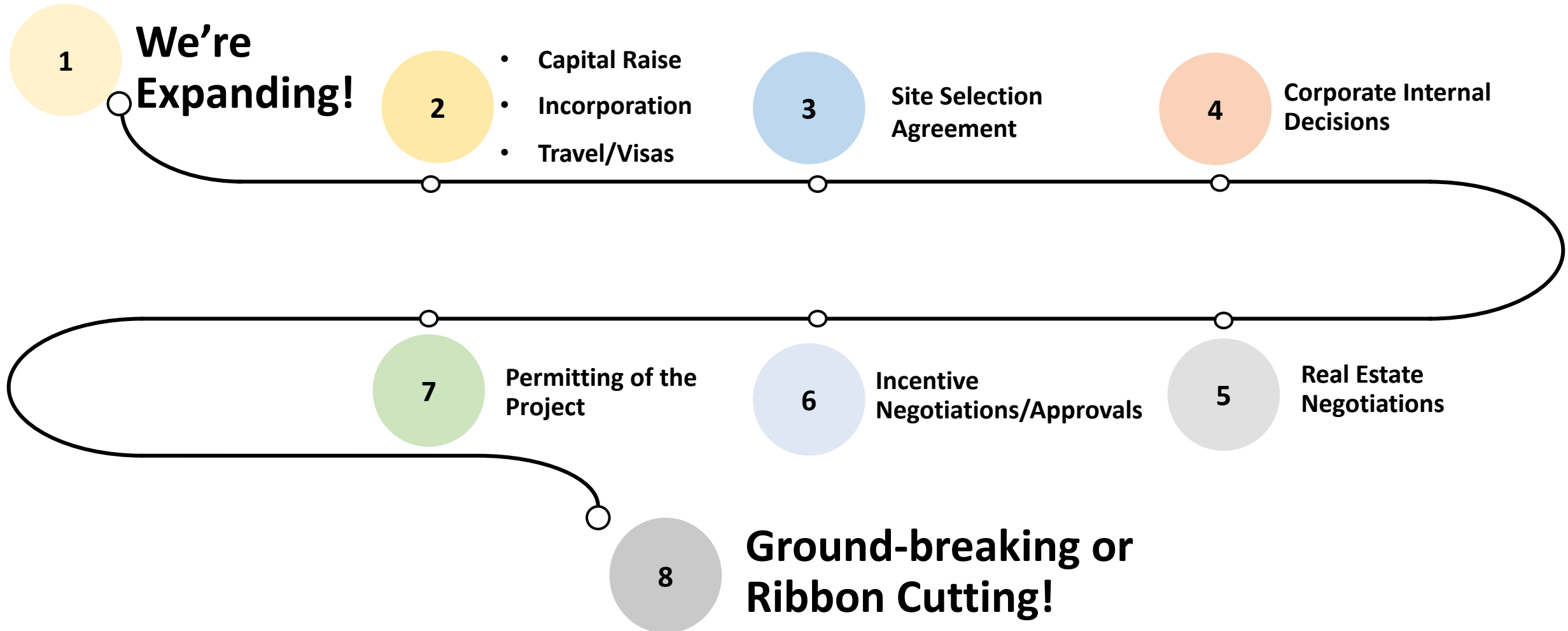
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Site Selection Process



Site Selection FDI Timeline (12-18 Months or Longer)



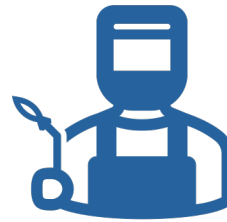
Potential Participants/Resources

- **Select USA**
- **FDI Associations**
- **Site Selection Consultants**
- **Economic Developers (State, Regional, Counties and Cities)**
- **Engineers**
- **Corporate Real Estate Firms**
- **Construction Companies**
- **Attorneys**

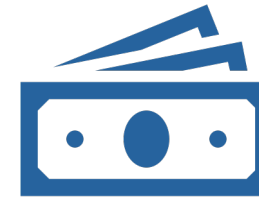
Labor Considerations



Availability



Skill Sets



Wages



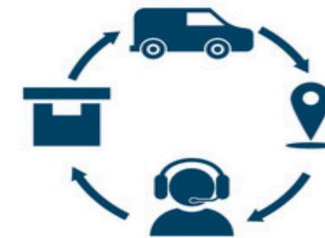
**Demographic
Trends**



**Training Programs
and Facilities**

Supply Chain, Logistics and Compliance

- **How can you be prepared?**
- **Examples of foreign companies' expansion to the U.S. market**
 - **Supply Chain & Logistics Example: metal casting & fabrication company from Asia**
 - **Compliance & Regulatory Example: A vegetable meat company from Africa (FDA, USDA, HS code, shelf life, duty & tariff)**



SUPPLY CHAIN

Site / Building Evaluation

Layout Stormwater Regulations Environmental Permitting Topography
Easements Rail Service Impediments Port Access Wetlands
Covenants Due Diligence Utilities Endangered Species
Surrounding Land Uses Natural Gas Road Access Geotechnical
Price Foreign Trade Zones Impediments Archaeological & Historical
Height Restrictions Electric Infrastructure Water Availability Non-Attainment Areas
Property Taxes Sewer Service Telecommunications Transportation
Setback Requirements Zoning Ownership/Control Airport Proximity

Permitting



Required permits vary by type of project and location



Approval agencies may include entities at multiple levels
Federal, state, local



Permitting timelines may impact your project schedule and should be investigated



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Geographical/Cultural Considerations

PW



Capital & Finance \$

- How does “Geography (Location)” affect to your capital/financial plan?
 - Spending (Cash burn rate)
 - Fund raising (Access to Capital)
 - Other factors affecting your financial decision: logistics (nearby water ways, rail ways, highways, airports)
 - An example: high tech electronic supply company from Asia (3.2x)



Incentives

- **Two types of incentives**
 - Statutory (qualify if requirements are met)
 - Discretionary (negotiated)
- **Multiple entities may offer incentives**
 - Federal, state, local, utility providers, others
- **Negotiating and securing discretionary incentives takes time**
 - To be eligible, process must occur before a location decision

Tips for Success

- **What advice can we give you on Site Selection?**
 - **The U.S.A. is a very fair market.**
 - **Successful Interactions throughout the process**
 - **Stay on the consistent path for the goal**
 - **Get help: professionals and mentors**
 - **5 factors for Site Selection:**
 - ✓ **Market access (quick & easy to customers, suppliers, distributors)**
 - ✓ **Talent density (employees & customers)**
 - ✓ **Incentives (financial & taxes, etc.)**
 - ✓ **Compliance, Environmental, Competition**
 - ✓ **Long term economic growth forecast**



Your Turn

QUESTIONS?



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Thank You!