AGENDA

• Mary Waters, deputy commissioner of international trade, Georgia
• David Campbell, deputy director, SelectUSA, U.S. Department of Commerce
• Peter Joseph, executive director, Invest in the USA
• Q&A
GEORGIA'S INTERNATIONAL TRADE AND INVESTMENT

April 11, 2017
Our mission: Strategically deliver economic development throughout the state

- Attracting new business investment
- Supporting the expansion of existing industry and small businesses
- Locating new markets for Georgia products and services
- Attracting tourists from within and outside the state
- Promoting Georgia as a desirable location for entertainment businesses and projects
- Aligning workforce education and training with in-demand jobs
GLOBAL ACCESS

- Atlanta: #1 busiest passenger airport in the world
- Savannah: 4th busiest and fastest growing U.S. container port
- Most extensive rail system and largest intermodal hub in the Southeast
- 1,200 miles of a top-ranked interstate highway system
INTERNATIONAL BUSINESS CONNECTIONS

- Over 3,000 internationally-owned business operations
- 76 consulates, trade offices and honorary consulates
- 33 bi-national chambers of commerce
- Nearly 70 countries represented
INTERNATIONAL REPRESENTATION
INTERNATIONAL INVESTMENT

<table>
<thead>
<tr>
<th>By # of Jobs</th>
<th>By # Facilities</th>
<th>By Cumulative Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan</td>
<td>Germany</td>
<td>Japan</td>
</tr>
<tr>
<td>Germany</td>
<td>Japan</td>
<td>S. Korea</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>United Kingdom</td>
<td>Germany</td>
</tr>
<tr>
<td>Canada</td>
<td>France</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>Netherlands</td>
<td>Canada</td>
<td>Canada</td>
</tr>
</tbody>
</table>

Georgia is home to more than 3,000 foreign-owned facilities. These companies represent 50 nations and employ more than 150,000 Georgians.
PARTNERSHIPS ARE KEY

- Communities statewide
- Existing industry
- State agencies
- Utilities and railroads
- Education community
- Business community
- Federal agencies
ATTACTING BUSINESS INVESTMENT TO U.S. STATES

11 April 2017

SIDO Webinar

David Campbell, Esq.
Deputy Director, Investment Services
SelectUSA / International Trade Administration / U.S. Department of Commerce
Desk (202) 482-4750. Mobile (202) 815-5515
david.campbell@trade.gov
https://www.selectusa.gov/welcome
1. SelectUSA is located within the U.S. Department of Commerce
2. SelectUSA promotes and facilitates business investment in the U.S. This includes foreign direct investment (FDI) and reshoring (U.S. companies bringing offshore operations back to the U.S.)
3. We serve two clients: 1) **U.S. economic development organizations** (all levels: state, county, municipal, regional), and 2) investors
   1. We help **EDOs** to incorporate FDI into comprehensive economic development strategies (CEDS)
   2. We connect EDOs to potential investors in target markets (Investment Roads Shows, Single Location Promotions)
   3. Our services to EDOs are FREE (except for in-market programs)
4. FDI contributes to the **national U.S. economy** in all 50 states
5. FDI-supported jobs strengthen **local economies**, provide above-average wages, and contribute to U.S. goods exports
6. The U.S. is open to businesses of all sizes in all sectors!!
7. Contact Your **Portfolio Manager** for assistance
ABOUT SELECTUSA

OUR MISSION

SelectUSA’s mission is to promote and facilitate business investment in the United States. We are the single point of contact at the national level for international and domestic companies to invest in the United States.

OUR CLIENTS

• U.S. Economic Development Organizations (EDOs)

• Existing and Potential Business Investors

OUR IMPACT

To date, SelectUSA has directly assisted in attracting more than $23 billion in client-verified investments to the United States.
WHO WE ARE

OUR TEAM: U.S. DOC / INTERNATIONAL TRADE ADMINISTRATION

• SelectUSA HQ: http://www.selectusa.gov/our-team
• U.S. and Foreign Commercial Service
  • 100+ Domestic Offices
  • 70+ International Offices

OUR NETWORK: INTERAGENCY INVESTMENT WORKING GROUP (IIWG)

20+ IIWG participating agencies, including:

- U.S. Department of State (plus Embassies + Consulates)
- U.S. Department of Homeland Security
- U.S. Small Business Administration
- Export-Import Bank of the United States
- U.S. Department of Energy
- U.S. Department of Defense
FDI BENEFITS THE U.S. ECONOMY

#1 The United States is home to more foreign direct investment than anywhere else in the world

26.2% of U.S. Exports In 2014, U.S. subsidiaries of foreign-owned firms accounted for more than ¼ of all U.S. goods exports

6.4 million U.S. Jobs In 2014, subsidiaries directly employed 6.4 million U.S. workers

Average Annual Compensation: $80,041 In 2014, subsidiaries contributed $510 billion in compensation to U.S. employees

R&D Investments In 2014, subsidiaries spent $57 billion in research and development in the United States

USA #1 Recipient of FDI in World

Total stock: $3.1 Trillion
2015 in-flow: $350 billion

January 2003 to March 2017

## Largest Sources of FDI in the United States (by UBO)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Market</th>
<th>2015 Position (USD millions)</th>
<th>Share of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>United Kingdom</td>
<td>$568,948</td>
<td>18.2%</td>
</tr>
<tr>
<td>2</td>
<td>Japan</td>
<td>$414,007</td>
<td>13.2%</td>
</tr>
<tr>
<td>3</td>
<td>Canada</td>
<td>$391,948</td>
<td>10.9%</td>
</tr>
<tr>
<td>4</td>
<td>Germany</td>
<td>$318,988</td>
<td>10.2%</td>
</tr>
<tr>
<td>5</td>
<td>France</td>
<td>$251,375</td>
<td>8.0%</td>
</tr>
<tr>
<td>6</td>
<td>Ireland</td>
<td>$200,502</td>
<td>6.4%</td>
</tr>
<tr>
<td>7</td>
<td>Switzerland</td>
<td>$143,534</td>
<td>4.6%</td>
</tr>
<tr>
<td>8</td>
<td>The Netherlands</td>
<td>$137,406</td>
<td>4.4%</td>
</tr>
<tr>
<td>9</td>
<td>Spain</td>
<td>$61,378</td>
<td>2.0%</td>
</tr>
<tr>
<td>10</td>
<td>Sweden</td>
<td>$50,875</td>
<td>1.6%</td>
</tr>
<tr>
<td>11</td>
<td>Italy</td>
<td>$47,049</td>
<td>1.5%</td>
</tr>
<tr>
<td>12</td>
<td>Australia</td>
<td>$44,925</td>
<td>1.4%</td>
</tr>
<tr>
<td>13</td>
<td>Belgium</td>
<td>$43,335</td>
<td>1.4%</td>
</tr>
<tr>
<td>14</td>
<td>South Korea</td>
<td>$38,174</td>
<td>1.2%</td>
</tr>
<tr>
<td>15</td>
<td>Mexico</td>
<td>$35,516</td>
<td>1.1%</td>
</tr>
</tbody>
</table>

## Fastest-Growing Sources of FDI in the United States (by UBO)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Market</th>
<th>2015 Position (USD millions)</th>
<th>CAGR (2010-15)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Argentina</td>
<td>$3,771</td>
<td>38.9%</td>
</tr>
<tr>
<td>2</td>
<td>Chile</td>
<td>$2,475</td>
<td>36.9%</td>
</tr>
<tr>
<td>3</td>
<td>China</td>
<td>$20,765</td>
<td>30.8%</td>
</tr>
<tr>
<td>4</td>
<td>Malaysia</td>
<td>$1,613</td>
<td>20.5%</td>
</tr>
<tr>
<td>5</td>
<td>South Korea</td>
<td>$38,174</td>
<td>17.3%</td>
</tr>
<tr>
<td>6</td>
<td>Norway</td>
<td>$29,600</td>
<td>14.9%</td>
</tr>
<tr>
<td>7</td>
<td>United Arab Emirates</td>
<td>$27,480</td>
<td>14.2%</td>
</tr>
<tr>
<td>8</td>
<td>Colombia</td>
<td>$2,468</td>
<td>14.0%</td>
</tr>
<tr>
<td>9</td>
<td>India</td>
<td>$11,345</td>
<td>13.6%</td>
</tr>
<tr>
<td>10</td>
<td>Ireland</td>
<td>$200,502</td>
<td>12.8%</td>
</tr>
<tr>
<td>11</td>
<td>Bermuda</td>
<td>$27,585</td>
<td>11.7%</td>
</tr>
<tr>
<td>12</td>
<td>Brazil</td>
<td>$23,685</td>
<td>11.7%</td>
</tr>
<tr>
<td>13</td>
<td>Hong Kong</td>
<td>$14,525</td>
<td>11.4%</td>
</tr>
<tr>
<td>14</td>
<td>Japan</td>
<td>$414,007</td>
<td>9.8%</td>
</tr>
<tr>
<td>15</td>
<td>Finland</td>
<td>$13,278</td>
<td>9.8%</td>
</tr>
</tbody>
</table>

Source: Bureau of Economic Analysis. UBO refers to Ultimate Beneficial Owner. CAGR refers to Compound Annual Growth Rate. Fastest-Growing Sources of FDI ranks markets with 2015 FDI stock in the United States greater than $1 billion.
FDI IN THE UNITED STATES BY INDUSTRY

2015 FDI in the United States
Breakout of $3.1 Trillion Inward Position

- Manufacturing, $1.22T, 39%
- Banking, Finance, and Insurance, $585.5B, 19%
- Real Estate and Rental and Leasing, $70.4B, 2%
- Other Industries, $478.3B, 15%
- Wholesale Trade, $367.1B, 12%
- Information, $198.9B, 6%
- Professional, Scientific, and Technical Services, $145.5B, 5%
- Retail Trade, $65.7B, 2%
- Retail Trade, $65.7B, 2%
- Wholesale Trade, $367.1B, 12%
- Other Industries, $478.3B, 15%
- Banking, Finance, and Insurance, $585.5B, 19%
- Real Estate and Rental and Leasing, $70.4B, 2%

2004 FDI in the United States

- Manufacturing, 31%
- Banking, Finance, and Insurance, 21%
- Other Industries, 17%
- Wholesale Trade, 14%
- Information, 10%
- Professional, Scientific, and Technical Services, 2%
- Retail Trade, 2%
- Real Estate and Rental and Leasing, 2%

U.S Department of Commerce | International Trade Administration | SelectUSA
**WHY INVEST IN THE UNITED STATES?**

**Open Investment Policy**
Investors receive treatment no less favorable than a country affords its own investors and investments.

**Why Invest in the United States?**

- **World’s most attractive consumer market**
- **Transparent, fair, and stable business environment**
- **$18 trillion annual GDP - 320 million people**
- **Free trade agreements with 20 nations**
- **Unparalleled climate for innovation**
- **Strong intellectual property protections**

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**#1** IESE Business School’s 2013 Venture Capital and Private Equity Index

**#1** AT Kearney’s 2016 FDI Confidence Index (latest available)

**#1** Global Entrepreneurship & Development Institute’s Global Entrepreneurship Index 2017
Why do firms choose the United States?

Location Motives, Announced Projects (January 2003- March 2016)

- Proximity to markets or customers: 25.0%
- Domestic Market Growth Potential: 20.0%
- Skilled workforce availability: 15.0%
- Regulations or business climate: 10.0%
- Industry Cluster / Critical Mass: 10.0%
- Infrastructure and logistics: 7.5%
- IPA or Govt support: 5.0%
- Attractiveness / Quality of Life: 2.5%
- Finance Incentives or Taxes or Funding: 2.5%
- Lower Costs: 2.5%
- Other Motives: 2.5%

Source: fDimarkets.com
SELECTUSA SERVICES FOR EDOS

✓ **Information, Research & Strategic Counseling:** We provide EDOs with information about FDI trends and patterns to support investment attraction and retention strategies

✓ **Connections:** Through direct introductions and SelectUSA events, EDOs can meet potential investors

✓ **In-Market Promotional Programs:** Through SelectUSA-organized Investment Road Shows (multiple EDOs) and Single Location Promotions (SLPs) (1 EDO), EDOs can meet potential investors

✓ **Reverse Missions:** Through SelectUSA-organized Reverse Missions (investors travel to USA), EDOs can meet potential investors

✓ **Advocacy:** We engage for the United States when one U.S. location competes against a foreign location for an investment

✓ **Ombudsman:** We respond to EDO questions regarding federal programs, incentives, rules and regulations
HOW WE HAVE HELPED EDOS

• Provided input for new investment attraction plans, reviewed current plans
• Discussed FDI target market and target sectors
• Answered federal questions (memos, reports, conference calls)
  • State + visa questions
  • FAA + airport restrictions
  • NHTSA + CAFÉ standards
  • DOT + Buy America requirements
  • DOC + FTA application requirements
  • DOE + automotive loan programs
  • EPA + permit requirements
  • Treasury + CFIUS
  • FDA + drug approvals and certifications
• Presented at statewide EDO conferences
• Hosted Road Shows + SLPs (India, Brazil, China, UK, Japan, Mexico, Israel)
• Organized Reverse Missions: (Boston, NYC, DC, Cleveland, Pittsburgh)
• Engaged when U.S. location competes versus foreign location (PR, TX)
HOW STATE LEGISLATURES CAN HELP

1. Learn how FDI contributes to state economy and local communities
2. Tour FDI-supported businesses (factory tours, site visits)
3. Get involved in ground-breaking ceremonies
4. Ensure FDI is part of statewide economic development discussions
5. Understand the needs and expectations of global investors
6. Support EDO funding and operations, including travel
7. Include investment topics on overseas missions and delegations
8. Support business-friendly policies and programs (rules, regulations)
9. Be thoughtful and generous with incentives
10. Contact SelectUSA if we can be of assistance!
INVESTOR SERVICES: DATA RESOURCES

U.S. Country & State Factsheets
https://www.selectusa.gov/FDI-global-market

Foreign Direct Investment (FDI):

GERMANY

#3 Third largest source of FDI in the United States in 2014 (by UBO)

641,100 Number of U.S. workers employed by U.S. affiliates of German-owned firms in 2013.

$6.4 billion Value of research and development (R&D) spending by U.S. affiliates of German-owned firms in 2013.

$44.4 billion Total contributions to U.S. goods exports by German-owned firms operating in the United States in 2013.

Foreign Direct Investment (FDI) in the USA (in USD millions)

<table>
<thead>
<tr>
<th>Position (UBO)</th>
<th>Flow</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$247,721</td>
</tr>
<tr>
<td>2011</td>
<td>$251,183</td>
</tr>
<tr>
<td>2012</td>
<td>$275,537</td>
</tr>
<tr>
<td>2013</td>
<td>$289,955</td>
</tr>
<tr>
<td>2014</td>
<td>$312,698</td>
</tr>
</tbody>
</table>

German FDI in Germany (in USD millions)

<table>
<thead>
<tr>
<th>Position (UBO)</th>
<th>Flow</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$139,319</td>
</tr>
<tr>
<td>2011</td>
<td>$139,946</td>
</tr>
<tr>
<td>2012</td>
<td>$123,192</td>
</tr>
<tr>
<td>2013</td>
<td>$122,323</td>
</tr>
<tr>
<td>2014</td>
<td>$115,933</td>
</tr>
</tbody>
</table>

TOP 6 INDUSTRY SECTORS by # of announced German FDI projects in the USA

1. Auto Components
2. Industrial Machinery
3. Software & IT Services
4. Chemicals
5. Electronic Components
6. Plastics

Source: Bureau of Economic Analysis Data available as of Dec 2013

https://www.selectusa.gov/data

U.S Department of Commerce | International Trade Administration | SelectUSA
CLUSTERMAPPING.US

Interactive database with over 50 million open data records on industry clusters and sub-clusters.

Comparable at the State, Economic Area, MSA or county level.

Also includes the cluster registry.

http://www.clustermapping.us
The SelectUSA Investment Summit is the highest-profile event dedicated to promoting 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.

The Summit's theme – "Grow with US" – will highlight the innovative business climate in the United States and feature investment opportunities from every corner of the country.

www.selectusasummit.us

@SelectUSA on Twitter

Commerce Secretary Ross
1,000+ foreign investors
500 U.S. economic developers
Dozens of service providers
2017 INVESTMENT SUMMIT: EDO STATUS

[Map showing the status of EDO exhibitors across the United States, with different colors indicating the number of participants.]

- Georgia: 10 Not Registered, 0 Participants Only, 1 Regional EDO Exhibitors, 45 Official EDO Exhibitors
- Massachusetts: 10 Not Registered, 0 Participants Only, 1 Regional EDO Exhibitors, 45 Official EDO Exhibitors
- Nor. Mariana Islands: 10 Not Registered, 0 Participants Only, 1 Regional EDO Exhibitors, 45 Official EDO Exhibitors
- Texas: 10 Not Registered, 0 Participants Only, 1 Regional EDO Exhibitors, 45 Official EDO Exhibitors
DOMESTIC + INTERNATIONAL PORTFOLIOS

The SelectUSA HQ portfolio manager and/or the U.S. Commercial Service team in your location are your contacts for investment questions or cases.

<table>
<thead>
<tr>
<th>REGION</th>
<th>PORTFOLIO MANAGER</th>
<th>CONTACT INFORMATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Central Europe, Germany, and Brazil</td>
<td>David Campbell</td>
<td><a href="mailto:David.Campbell@trade.gov">David.Campbell@trade.gov</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>(202) 482-4750</td>
</tr>
<tr>
<td>Greater China Region</td>
<td>John McKiel</td>
<td><a href="mailto:John.McKiel@trade.gov">John.McKiel@trade.gov</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>(202) 482-0648</td>
</tr>
<tr>
<td>Latin America &amp; the Caribbean</td>
<td>Keida Ackerman</td>
<td><a href="mailto:Keida.Ackerman@trade.gov">Keida.Ackerman@trade.gov</a></td>
</tr>
<tr>
<td>Southeast Asia, Japan and South Korea</td>
<td></td>
<td>(202) 482-0850</td>
</tr>
<tr>
<td>Middle East &amp; Africa, Canada</td>
<td>Steve Miller</td>
<td><a href="mailto:Steve.Miller@trade.gov">Steve.Miller@trade.gov</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>(202) 482-0978</td>
</tr>
<tr>
<td>France, Benelux, Spain, Portugal, Oceania and South Asia</td>
<td>Seth Isenberg</td>
<td><a href="mailto:Seth.Isenberg@trade.gov">Seth.Isenberg@trade.gov</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>(202) 482-0588</td>
</tr>
<tr>
<td>Eastern Europe, Italy, Balkans, Russia, Nordics, Baltics, United Kingdom and Ireland</td>
<td>Diana Fonovich</td>
<td><a href="mailto:Diana.Fonovich@trade.gov">Diana.Fonovich@trade.gov</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>(202) 482-5199</td>
</tr>
</tbody>
</table>

IN-MARKET INVESTMENT SPECIALISTS

- Canada: Bojan Opsenica
- Mexico: Ruben Lugo
- Brazil: Andre Leal
- France: Marie Andrieu
- Germany: Jana Dorband, Sumeyra Yildirim
- UK: Gus Franklyn-Bute
- Switzerland: Sandor Galambos
- India: Rahul Padmanabha
- Israel: Sigal Mendelovich
- Ireland: Conor Kenny
- Japan: June Chino, Yuko Nakaoka
- Singapore: Zac Ong

Domestic Portfolios: [https://www.selectusa.gov/portfolio-domestic](https://www.selectusa.gov/portfolio-domestic)
EB-5 Regional Center Program: Economic Development Tool for the 21st Century

Peter D. Joseph
Executive Director
IIUSA | Invest In the USA
About IIUSA

• Found in 2005

• National membership-based 501(c)(6) not-for-profit industry trade association for the EB-5 Regional Center Program

Primary Mission

• Permanent authorization of the EB-5 Regional Center Program by Congress after 20+ years of bipartisan support and current record breaking economic impact statistics.
IIUSA Members: Engine for Economic Growth

- Representing **440+** EB-5 stakeholder;
- **260+** federally designated EB-5 Regional Center Members serving **47** states/territories

IIUSA members account for well over a majority of capital formation and job creation in the U.S. resulting from the EB-5 Regional Center Program, which was **$17+ billion** foreign direct investment (FDI) since 2008 – all at no cost to the U.S. taxpayers.
Foreign Direct Investment (FDI) via EB-5

EB-5 Program Generated over $16.8 billion in Foreign Direct Investment (FDI) for the U.S. Economy since FY2008

Amount of estimated EB-5 FDI by fiscal year (FY2008-2016):

FY2016: $3.82 billion
FY2015: $4.38 billion
FY2014: $2.56 billion
FY2013: $1.85 billion
FY2012: $1.84 billion
FY2011: $0.79 billion
FY2010: $0.68 billion
FY2009: $0.63 billion
FY2008: $0.32 billion

EB-5 FDI growth rates:

Year-over-year from FY2015:
-12.8%
since FY2008:
1,089%

Since FY2008, EB-5 Program has generated $16.8 Billion in foreign direct investment

Source: U.S. Citizenship and Immigration Services (USCIS)
Prepared by: IIUSA
Note: Estimate $500,000 in EB-5 investment per every approval of I-526 petition
### EB-5 Economic Impact (FY2012-2013)
by U.S. Department of Commerce

<table>
<thead>
<tr>
<th>Investments</th>
<th>Regional Centers</th>
<th>Direct EB-5</th>
<th>2-year Grand Total</th>
<th>Job Creation Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td>($millions)</td>
<td>$5,446</td>
<td>$327</td>
<td>$5,773</td>
<td>169,760</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>4,280</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>174,040</td>
</tr>
</tbody>
</table>

16 Jobs were expected to be generated by each one of the EB-5 investors – at no cost of U.S. tax payer.
EB-5 Overview

For-profit
“New Commercial Enterprise”

$500K
In “Targeted Employment Area”

Or
$1M

“At risk” investment per investor

Within 90 days after the two-year conditional residency status expires

U.S. Citizenship and Immigration Services (USCIS)

U.S. State Department

If approved:

I-526
Immigrant Petition by Alien Entrepreneur

2-Year Conditional Residency
(Conditional Green Card)

I-829
Removal of Conditional Status

(Permanent Green Card)

Only if 10+ jobs per immigrant investor created

Note: EB-5 Investors are subject to same process and criteria as other immigrants seeking green cards plus a proof of source of funds
Regional Centers

- Economic unit, public or private, engaged in the promotion of economic growth in defined geography
- Arrangements vary between:
  - State economic development bureau
  - Private entity
  - Public-Private Partnerships
- Limited scope based on geography, industries, and economic methodology
- Cost and time to establish RC gives rise to partnership arrangements
- Can be terminated by USCIS
Type of EB-5 Projects

Data source: “EB-5 Project Trends: What is Hot and What is Not?” by Reid Thomas and Kaitlin Halloran, NES Financial

Green Truck – Bellingham, WA

Brooklyn Navy Yard Redevelopment - Brooklyn, NY

NYLO Hotel – Dallas, TX

University Hospitals Health System Expansion – Cleveland, OH
EB-5 Investor Origin – Top Countries: Mainland China

Data Source: Visa Office, U.S. Department of State
Prepared by: IIUSA
EB-5 Investor Origin – Top Countries (Cont.)

EB-5 Visa Usage Top Countries - YoY Trends (FY2013 - 2016*)

Data Source: Department of State
IIUSA Data Report
Public Sector Involvement in EB-5

State/Local Government/EDO Involvement:

• Geographic designation for high unemployment areas that qualify as “Target Employment Areas (TEAs)”

• Municipal/state owned Regional Centers

• Public Private Partnerships (P3) – partnerships with Regional Centers, leveraging public investment with EB-5 capital

• Another part of FDI capital flows to promote when seeking investment overseas

• Shared advocacy (EB-5 is supported by U.S. Conference of Mayors and National Association of Counties (NACo), National Conference of State Legislatures (NCSL) along w/ P3 Alliance and Council of Development Finance Agencies (CDFA))
Federal Inter-Agency Collaboration in EB-5:

**U.S. Citizenship and Immigration Services**
Agency within Dept. of Homeland Security in charge of administering EB-5 Program

**U.S. Department of State**
In charge of issuing of immigrant visas (i.e., green cards) to EB-5 investors and dependent immediate family members

**U.S. Department of Commerce**
Currently conducting economic impact study of EB-5 Program, also supported through SelectUSA investment promotion/FDI ombudsman

**Securities and Exchange Commission**
Jurisdiction on enforcement of securities laws that intersect with EB-5 capital raising activities with a growing record of actions to protect program integrity
Responsible for enforcement of law against criminal activity in federal affairs, including EB-5, and participate in background check process for EB-5 investors.

Through CFIUS and OFAC, participate in enforcement of laws related to anti-money laundering (AML) and national security.

For the first time since 2005, the GAO is performed a review of the EB-5 Program in 2015 with a follow-up report in 2016.

Participate in background check process for EB-5 investors.
EB-5 Advocacy: State of Play

• DHS Regulatory Proposals
  • January 11th - Advanced Notice of Proposed Rulemaking (ANPRM)
  • January 13th - Notice of Proposed Rulemaking (NPRM)
• 114th and 115th Congress
  • EB-5 Legislation
  • Appropriation Process
  • Other Federal Policy Priorities (e.g., Infrastructure, Immigration Enforcement)
• Other Key Stakeholders
Join IIUSA at the 2017 EB-5 Advocacy Conference

April 26-28, 2017
Washington, DC

Guest of Honor Speakers

Hon. Chris Collins
U.S. House Representative
R-NY 27th District

Julia Harrison
Deputy Chief
USCIS Immigrant Investor Program Office

León Rodríguez
Former Director
U.S. Citizenship and Immigration Services (USCIS)

Charles Oppenheim
Chief
Visa Controls Office, U.S. Department of State

More guest of honor speakers to be announced soon.

https://iiusa.org/dc2017
Questions?

Invest In the USA (IIUSA)

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QUESTIONS?