Remarks by Under Secretary of Commerce for International Trade Gilbert B. Kaplan at SelectUSA Summit in Washington, D.C.

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Introduced by by Brian Lenihan, SelectUSA Executive Director.

Thank you, Brian, for the warm welcome and kind introduction. Good morning and thank you for being a part of our 2019 SelectUSA Summit.

I am very encouraged to see the numerous participants in the various workshops and discussions this year’s Summit is offering.

We have a full agenda the rest of today as well, including remarks from our honored guest, Secretary of the Treasury Steven Mnuchin. I also encourage you to attend our Biotechnology discussions later today and a special conversation on Workforce Development with Ivanka Trump, Barbara Humpton, CEO of Siemens USA, and Secretary of Commerce Wilbur Ross.

Thanks to you and all those who have attended over these last three days, I anticipate we have generated multiple business deals.

Past Investment Summit participants have announced 103.6 billion dollars in U.S. investment projects within five years of attending the Summit, supporting 167,890 U.S. jobs.

Investment in the United States is KEY to our economic success.

SelectUSA has been a resounding success in this effort – assisting thousands of clients, including Economic Development Organizations (EDOs), domestic firms, and international companies, and the program has facilitated over $47.8 billion in client-verified investment, creating and/or retaining tens of thousands of U.S. jobs.
Investment in the United States is also KEY to our manufacturing sector success.

I have spent the better part of my career working to rebuild manufacturing in the United States, and I am very excited to be part of the Trump Administration’s efforts to do this, which have included lowering business taxes, building up the workforce, vigorous enforcement of international trade laws, and regulatory reform.

Due to SelectUSA’s success and an urgent need to foster and protect American manufacturing, we have added a new focus within our SelectUSA program to help American companies invest in American factories, American jobs, and American communities, whether it is by bringing factories and jobs back from abroad which were moved there when our economy was weak and we were not fighting for manufacturing, or if it is by U.S. companies expanding their operations here.

We call this effort, ReSelect USA.

As you know, SelectUSA facilitates job-creating foreign investment in the United States and supports the growth of U.S. companies in manufacturing and other sectors, creating opportunities for hardworking Americans.

As for ReSelectUSA, the overall goal is to provide traditional SelectUSA services to U.S. companies to help them expand their investments in or return operations to the United States.

ReSelectUSA is a concerted push to mobilize Department of Commerce and federal government resources to support U.S. companies on their path to growth domestically.

ReSelectUSA provides U.S. companies a first point of contact at the federal level to help them overcome obstacles, connect with economic development officials in states, cities and counties, and find their best opportunities to grow.

- ReSelect USA services include:
  - Counseling
  - Research reports with objective data that, as always, maintain our geographic neutrality as between different states
o Assistance navigating federal programs, some of which can very helpful, such as Opportunity Zones.
o Assistance navigating the federal regulatory system
o Introductions to EDOs throughout the United States (many of whom are here today), and
o Providing ombudsman services.

For any domestic company that is looking at expansion opportunities, we want you to look first at the United States.

Our team has experts who can help U.S. companies in all the aforementioned ways, helping businesses grow where they have the best chance to succeed.

And, I am confident that location will often be right here, in the United States.

This week we released a case study that examines six U.S. companies’ stories regarding reinvestment choices in the United States.

I hope this report can help inform all of us about how to refine the value proposition of the United States to attract investment, factories and jobs—how to ReSelect USA.

We at the Department of Commerce are fully committed to a trade vision that translates into new opportunities for the private sector, increased investment from abroad, and a higher standard of living for all Americans.

Now, I am very pleased to introduce the Secretary of Commerce, Wilbur Ross. The Secretary firmly believes that the Department of Commerce is charged with enhancing investment opportunities for foreign investors and for American companies throughout the United States.

You all know that the Secretary is one of the core members of the President’s economic team. In this context, he is working tirelessly and vociferously to promote American prosperity and the necessity for free, fair and reciprocal trade.
The Secretary is an expert in global economic commerce. He understands the struggles our industries face against foreign countries that are not playing by the rules of trade. For that we are grateful. And, he also understands the importance of an open and fair investment policy that creates jobs, contributes to new technology, and enhances economic growth.

Secretary Ross has had an exceptional government career in the two and a half years he has been at Commerce, as well as an exceptional private sector career that preceded that, including as the Chairman of WL Ross & Co.

Ladies and gentlemen, please join me in welcoming the United States Secretary of Commerce, Wilbur Ross.