

The SelectUSA Investor Guide



May 2021

Introduction

As the U.S. federal-level program dedicated to facilitating and promoting high-impact business investment into the United States, SelectUSA is pleased to welcome you to the Investor Guide. This is intended to be a first-step resource for companies interested in making business investments in the United States.

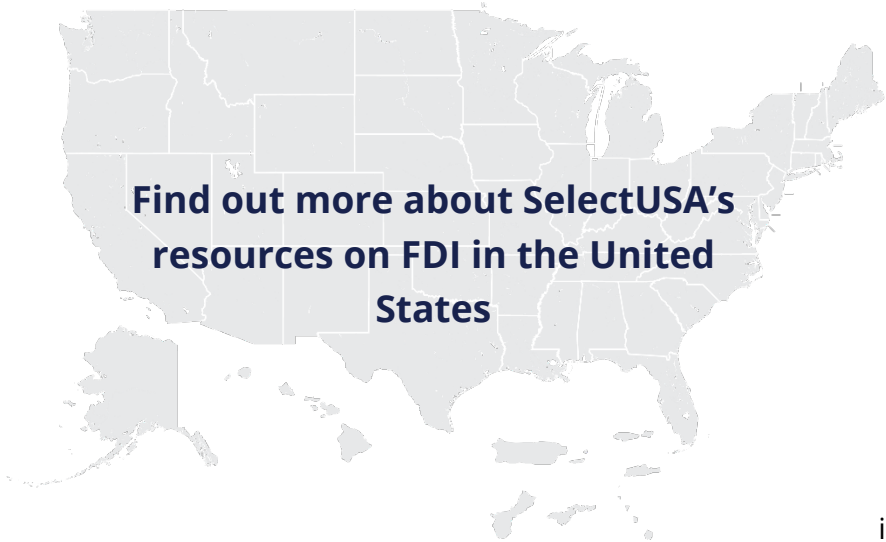
There are many factors to consider when investing in the United States, and we hope this guide will help answer at least a few of your initial questions on some of the most common topics we address in our day-to-day work at SelectUSA. To provide guidance on these topics, qualified service providers who regularly work with investors have drafted the following chapters of this guide.

Important considerations while reading this guide:

The size of the United States

The United States is made up of 50 states, five territories, and the District of Columbia – each with their own unique opportunities for investors. While reading this guide, it is important to appreciate the diverse array of potential investment locations while recognizing how that variety may differently impact each state and city. While this may seem daunting, it means that the right U.S. investment landscape is there for your business.

Our nation is incredibly diverse, with the world’s most attractive consumer market, a thriving culture of innovation, and one of the most productive workforces in the world. Companies of all sizes – from start-ups to multinationals – find the ideas, resources, and market they need to be competitive. As a result, the United States is the world’s number-one destination for foreign direct investment, and we hope you will select it as the destination for your next investment as well.



Levels of governance: federal, state, and local

The United States is governed at different levels, from the federal government down to the state, county, and local levels. Many of the topics discussed in this guide are affected by national laws and by regulations at the state, county, or city level. It is important to remember that much of the information in this guide is presented at the national level, but that specific details may change based on location – especially for some of the most granular subjects that govern your day-to-day business.

This is just one of the reasons why we suggest that any company engage legal counsel and conduct further research, as applicable, to ensure compliance with applicable federal and state regulations and to optimize its business operations in the United States. These topics are often very technical and challenging, but there are many qualified professionals who can help your business make the right decisions.

SelectUSA is here to help you!

This guide is intended as a starting point for your business investment in the United States, and we expect that you will have questions remaining after you finish reading the guide. SelectUSA is happy to help you continue to pursue your investment with our variety of free services for firms, which include:

- Information on the competitive and regulatory landscape in the United States, industry and workforce data, and how to establish and operate a business in the United States.
- Information on federal business incentives, grants, loans, and other programs.
- Introductions to economic development organizations.
- Ombudsman services to help investors address issues involving federal rules, regulations, programs, or activities related to existing, pending, and potential investments.

In addition, our website, [SelectUSA.gov](https://www.selectusa.gov), provides a wealth of information on our services, as well as other information related to foreign direct investment in the United States. It also contains contact information so we can discuss how we can best help you!

We hope this guide will be a useful first step to explore business investment in the United States.



Acronym Guide

A		F	
ACA	Affordable Care Act	FAA	Federal Aviation Administration
ALEC	American Legislative Council	FDAP	Fixed, Determinable, Annual or Periodic income
AOS	Adjustment of Status	FDI	Foreign Direct Investment
APM	Alternative Payment Method	FDIC	U.S. Federal Deposit Insurance Corporation
B		FEIN	Federal Employer Identification Number
BACS	Bankers Automated Clearing Services	FFMLA	Federal Family Medical Leave Act
BIS	Bureau of Industry and Security	FinCEN	U.S. Financial Crimes Enforcement Network
BLS	Bureau of Labor Statistics	FIRREA	Foreign Investment Risk Review Modernization Act
BPT	Branch Profits Tax	G	
C		GINA	Genetic Information Nondiscrimination Act
CBP	U.S. Customs and Border Protection	GSA	General Services Administration
	Customer Due Diligence Requirements for Financial Institutions Rule	H	
CDD	Committee on Foreign Investment in the United States	HIPAA	Health Insurance Portability and Accountability Act
CFIUS		I	
D		IP	Intellectual Property
DBA	"Doing Business As" name	IPO	Initial Public Offering
DFC	U.S. International Development Finance Corporation	IRC	Internal Revenue Code
DMCA	Digital Millennium Copyright Act	ITU	"Intention to Use" application
DOC	U.S. Department of Commerce	L	
DOD	U.S. Department of Defense	LCA	Labor Condition Application
DOL	U.S. Department of Labor	LLC	Limited Liability Company
DOT	U.S. Department of Transportation	LOA	Leave of Absence
DTSA	Defend Trade Secrets Act	LPR	Lawful Permanent Resident
E		M	
ECI	Effectively Connected Income	M&A	Mergers and Acquisitions
EDA	Economic Development Administration	MSA	Metropolitan Statistical Area
EDO	Economic Development Organization	N	
EEA	Economic Espionage Act	NAFTA	North American Free Trade Agreement
EEOC	Equal Employment Opportunity Commission	NRC	U.S. Nuclear Regulatory Commission
EIA	Energy Information Administration	NYSE	New York Stock Exchange
ESTA	Electronic System for Travel Authorization		
ETCA	Export Trade Company Act		

O	
OCCIC	Office of the Chief Counsel for International Commerce
OSP	Online Service Provider
P	
PaaS	Payment-as-a-Service
PE	Permanent Establishment
PERM	Program Electronic Review Management
POE	Port of Entry
R	
R&D	Research and Development
S	
SEC	U.S. Securities and Exchange Commission
SRP	Standard Review Plan
STEM	Science, Technology, Engineering, and Mathematics fields

T	
TIF	Tax Increment Financing
U	
USCIS	U.S. Citizenship and Immigration Services
USD	U.S. Dollars
USMCA	Agreement Between the United States, Canada, and Mexico
USPTO	U.S. Patent and Trademark Office
UTSA	Uniform Trade Secrets Act
V	
VAT	Value-Added Tax
VWP	Visa Waiver Program