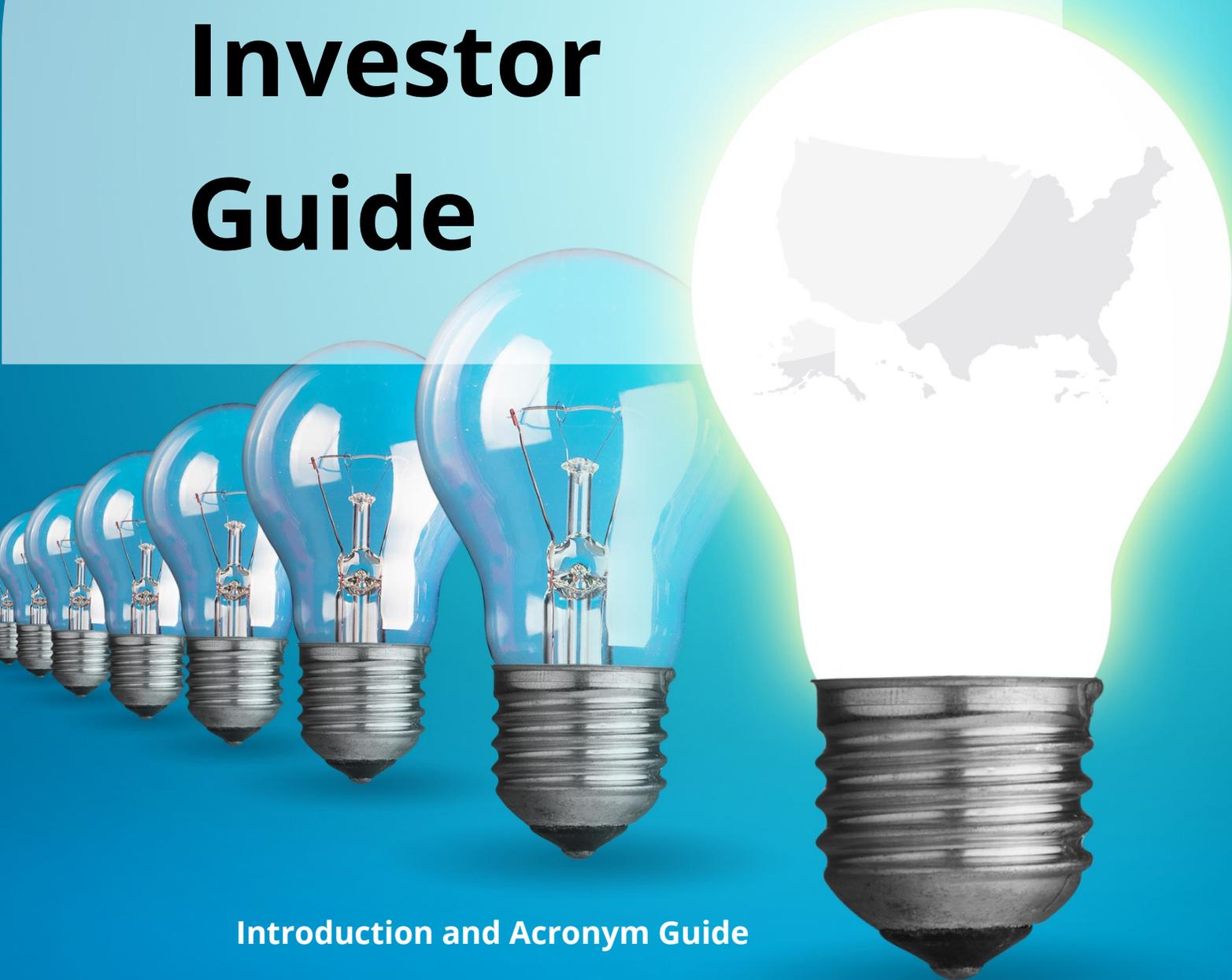


The SelectUSA Investor Guide



Introduction and Acronym Guide

June 2020

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, loan 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 | | I | |
| ACA | Affordable Care Act | IPO | Initial Public Offering |
| AOS | Adjustment of Status | IRC | Internal Revenue Code |
| B | | L | |
| BACS | Bankers Automated Clearing Services | LCA | Labor Condition Application |
| BIS | Bureau of Industry and Security | LLC | Limited Liability Company |
| BPT | Branch Profits Tax | LOA | Leave of Absence |
| C | | LPR | |
| CBP | U.S. Customs and Border Protection | Lawful Permanent Resident | |
| CFIUS | Committee on Foreign Investment in the United States | M | |
| D | | M&A Mergers and Acquisitions | |
| DBA | "Doing Business As" name | N | |
| DFC | U.S. International Development Finance Corporation | NAFTA | North American Free Trade Agreement |
| DOC | U.S. Department of Commerce | NRC | U.S. Nuclear Regulatory Commission |
| DOD | U.S. Department of Defense | NYSE | New York Stock Exchange |
| DOL | U.S. Department of Labor | O | |
| DOT | U.S. Department of Transportation | OCCIC | Office of the Chief Counsel for International Commerce |
| E | | P | |
| ECI | Effectively Connected Income | PE | Permanent Establishment |
| EEOC | Equal Employment Opportunity Commission | PERM | Program Electronic Review Management |
| ESTA | Electronic System for Travel Authorization | POE | Port of Entry |
| ETCA | Export Trade Company Act | R | |
| F | | R&D Research and Development | |
| FDAP | Fixed, Determinable, Annual or Periodic income | S | |
| FDI | Foreign Direct Investment | SEC | U.S. Securities and Exchange Commission |
| FEIN | Federal Employer Identification Number | SRP | Standard Review Plan |
| FFMLA | Federal Family Medical Leave Act | U | |
| G | | USCIS | U.S. Citizenship and Immigration Services |
| GINA | Genetic Information Nondiscrimination Act | USMCA | Agreement Between the United States, Canada, and Mexico |
| H | | V | |
| HIPAA | Health Insurance Portability and Accountability Act | VAT | Value-Added Tax |
| | | VWP | Visa Waiver Program |