

2016



Business Support on Your Doorstep



**ON-SITE
BUSINESS
EXPERIENCE**

In just one week you will be able to learn about key opportunities in the United States.

Doing business in 3 or 5 US States

Get exposed to different US states, in just 4 (+ 4 optional) days!!

If your company is looking to do business, expand, or invest in North America, it is important that you set foot on the ground in order to grow your business. This trade mission is the best tool for you to understand and consider, while on-site, the different variables that will influence your business.

- You will have access to and benefit from:**
- Direct exposure and insights to markets, sites, companies, etc.**
 - Meetings with state and local officials & site visits**
 - Meetings with industry players and potential local partners**
 - Requirements on how to operate and do business in each state**

Key variables that you need to consider when doing business in the USA are: location, logistics, legal & tax requirements, working environment and market access. These parameters vary depending on the county, state or region where you will be investing, establishing or operating.

If you represent a medium/large European company that is hoping to expand into the US market, this trade mission is an excellent opportunity for you. It takes place right after the [SelectUSA Investment Summit](#) (June 19-21, 2016). **You will be supported by an expert team possessing in-depth knowledge of each market and sector**, providing you with a unique **on-site** experience.

Participant Profile	Main Industries
<p>Medium and large companies and/or</p> <p>Highly specialized companies in their field and/or</p> <p>Companies committed to a long term US strategy and/or</p> <p>Manufacturers and distributors</p>	<p>Infrastructure</p> <p>Manufacturing</p> <p>Energy</p> <p>Food processing</p> <p>Bio/Pharma</p> <p>Automotive</p> <p>Logistics</p> <p>Healthcare</p> <p>Technology</p>

Opportunities

We help you to move forward

Learn about the different economic regions of the U.S. on this 4-day trade mission to Delaware, New Jersey and Pennsylvania. At your convenience, extend the mission an additional 4 days to explore more of Pennsylvania, Georgia and South Carolina.

A custom agenda and travel itinerary will be created to fit your business goals and needs. EAEC staff is available to prepare you for the trip and ensure all your expectations are fulfilled.

Locations

We will be visiting the neighboring states of Delaware, New Jersey and Pennsylvania, located in the heart of the Mid-Atlantic Region between New York City and Washington DC. The Mid-Atlantic region is the birthplace of the United States, and spawned the engine that powered early transatlantic trade, which continues to this day. You will be exposed to and explore the highly competitive sectors listed below in the Tri-State area. You will be able to extend the trip to two more regions, mainly recognized for their industrial orientation.

Delaware - Bio-science, agribusiness, financial information technology, chemical manufacturing and corporate and legal services

New Jersey - Pharma, life sciences, financial services, advanced manufacturing, information technology, and transportation and logistics.

Pennsylvania - Infrastructure, transportation, energy, environment, agro-food, pharma, environment, logistics, healthcare, bio and technology.

Georgia - Textile, logistics, transportation, automotive, chemicals, electrical and food.

South Carolina - Manufacturing, logistics, transportation, ports, automotive, aerospace, technology, and bio/pharma.

Itinerary

Agenda and scheduled meetings will be adapted to your company's needs.

- Meetings with state and local officials
- Meetings with agencies and authorities involved in different projects
- Meetings with local businesses and organizations
- Introductions to lawyers to learn about local legal framework and requirements
- Site visits / other meetings of value to you

Budget

Agenda preparation, coordination and support

3 States	3,500€ per Company
+2 States (Optional)	2,900€ per Company

Payment: 40% at registration, 60% 5 weeks before departure.

Included: Group ground transportation and lunches for one person per company. Each extra company participant must pay an additional 25% of total cost.

Not included: Taxes, transportation, hotels, dinners or any expense that the companies incur before, during, and after the trip.

For those companies that will continue their business in the USA, EAEC offers companies the after-trip support they need for their business development, institutional relations, and operational activities in North America.

Registration

To register, please fill in the following [REGISTRATION FORM](#).

Limited to 12 companies / Minimum 4 companies

15% Discount for companies attending the [SelectUSA Investment Summit \(June 19-21\)](#) and that register **before April 25th 2016**.

All information will be kept confidential.

Day 0	Washington DC: Select USA Summit
Day 1	June 22nd: Wilmington, DE
Day 2	June 23rd: New Brunswick, NJ
Day 3	June 24th: Philadelphia, PA
Day 4	June 25th: Philadelphia, PA
Optional	Extension
Day 5	June 27th: Pittsburgh, PA
Day 6	June 28th: Atlanta, GA
Day 7	June 29th: Atlanta, GA
Day 8	June 30th: Greenville, SC

USA

San Diego - Los Angeles - Miami - New York - Philadelphia

EUROPE

France - UK - Spain

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Draft Agenda

4 (+4 optional) days on-site business experience

3 States

Wednesday, June 22 – Wilmington, DE

09:00 - 10:00 - Delaware Market Overview
 10:00 - 11:00 - Meeting with Delaware Economic Officers & Authorities
 11:00 - 12:00 - Meeting with lawyers on the USA/ DE legal framework for business
 12:00 - 14:00 - Lunch with local experts
 14:00 - 16:30 - Meetings with local companies
 16:30 - 18:00 - Visit to business sites
 18:00 - 19:30 - Transfer to New Brunswick, NJ

Thursday, June 23 – New Brunswick, NJ

09:00 - 10:00 - Overview of NJ Programs for foreign companies
 10:00 - 11:30 - Meeting with local experts
 11:30 - 14:00 - Visit and lunch at Rutgers University
 14:30 - 16:00 - Meetings with local companies
 16:00 - 18:00 - Site visits
 18:00 - 19:30 - Transfer to Philadelphia, PA

Friday, June 24 – Philadelphia, PA

09:00 - 10:30 - Greater Philadelphia Region and Pennsylvania Market Overview
 10:30 - 12:00 - Site visits
 12:00 - 14:00 - Lunch at the Navy Yard with local experts and companies
 14:30 - 16:30 - BtoB meetings
 17:00 - 19:30 - Networking event with the bi-national chambers

Saturday, June 25 – Philadelphia, PA

10:00 - 12:00 - Visit to educational or research centers
 12:00 - 14:30 - Working lunch: overview of the Small Business Administration programs, discussion about the US immigration and soft-landing programs
 15:00 - 17:00 - Site visits

+2 States (optional)

Monday, June 27 – Pittsburgh, PA

09:00 - 10:00 - Pittsburgh Market Overview
 10:00 - 11:30 - Meeting with Pittsburgh Economic Officers & Authorities
 11:30 - 12:30 - Meetings with local companies
 12:30 - 14:00 - Lunch with local experts
 14:00 - 16:30 - Meetings with local companies
 16:30 - 18:00 - Site visits
 18:00 - 19:00 - Afterwork social gathering
 19:00 - 21:00 - Flight to Atlanta, GA

Tuesday, June 28 – Atlanta, GA

09:00 - 10:00 - Georgia Market Overview
 10:00 - 11:00 - Meeting with GA Economic Officers & Authorities
 11:20 - 12:15 - Visit to research/industrial facilities
 12:30 - 14:00 - Lunch with local experts
 14:00 - 16:30 - Meetings with local companies
 16:30 - 18:00 - Visit to business sites
 18:00 - 19:00 - Afterwork social gathering

Wednesday June 29 – Atlanta - Greenville, SC

09:00 - 11:30 - Business meetings
 11:30 - 14:00 - Transfer to Greenville
 14:30 - 15:30 - SC Market Overview
 15:30 - 17:00 - Meeting Upstate Economic Officers & Authorities
 17:00 - 19:00 - Site visits
 19:00 - 20:00 - Afterwork social gathering

Thursday June 30th – Greenville, SC

09:00 - 10:00 - Visit to Clemson University
 10:00 - 11:30 - Site visits / Business meetings
 12:30 - 14:30 - Working lunch and networking with businesses and Economic Officers & Authorities from the State (Columbia)
 15:00 - Trip ends

Agenda will be adapted according to group profile.
 Schedule may vary depending on availability.

Some locations may vary, according to group profile.



new jersey
Highly educated, perfectly located.



PA **pennsylvania**
DEPARTMENT OF COMMUNITY & ECONOMIC DEVELOPMENT

Georgia
USA



UpstateSCAlliance

SUPPORTING ORGANIZATIONS

About the States

Brief info you should know - DE/NJ/PA

DELAWARE

Capital: Dover

Largest Cities:

Wilmington

Dover

GDP: \$66 Billion

GDP per Capita: \$61.1 K

Size out of 50 states:

Economy: 41st

Area: 49th

Population: 0.94 Million

Unemployment: 5.0%



Delaware is ranked among the top 10 states for business friendliness year after year. Its small size and close-knit environment allows easy access to top government and elected officials. More than 85% of all U.S. publicly traded companies and 66% of all Fortune 500 companies are incorporated in Delaware. This is due to the State's unique combination of corporate laws, court system, outstanding professional services, and highly responsive Division of Corporations.

With its high quality workforce and outstanding research universities, Delaware is among the strongest economies in the region. The State's strategic location, competitive cost of doing business, and natural beauty attracts new business and capital investment in several key growth industries, including bioscience, agribusiness, financial information technology, chemical manufacturing and corporate and legal services.

The State is receptive to the needs and concerns of business owners, and ready to assist. Capital resources are available from the State of Delaware, the Federal Government and other organizations. Options range from tax credits to low interest loans and other financing plans.

NEW JERSEY

Capital: Trenton

Largest Cities:

Trenton

Jersey City

Paterson

GDP: \$573 Billion

GDP per Capita: \$49.4 K

Size out of 50 states:

Economy: 8th

Area: 47th

Population: 8.9 Million

Unemployment: 5.1%



New Jersey's economy is multifaceted but is nevertheless centered upon the pharmaceutical industry, the financial industry, chemical development, telecommunications, food processing, electric equipment, printing, publishing, and tourism. New Jersey's agricultural outputs are nursery stock, horses, vegetables, fruits and nuts, seafood, and dairy products.

Nuclear power dominates New Jersey's electricity market, typically supplying more than one-half of State generation. It has too a strong scientific economy and is home to major pharmaceutical and telecommunications firms. There is also a strong service economy in New Jersey serving residents who work in New York City or Philadelphia in retail sales, education, and real estate.

Shipping is a strong industry of the state's strategic location, the Port of New York and New Jersey the busiest on the East Coast. New Jersey also has a strong presence in chemical development, refining, and food processing operations. New Jersey hosts several business headquarters, including twenty-four Fortune 500 companies.

PENNSYLVANIA

Capital: Harrisburg

Largest Cities:

Philadelphia

Pittsburgh

GDP: \$644 Billion

GDP per Capita: \$40.0 K

Size out of 50 states:

Economy: 6th (21st Global)

Area: 33rd

Population: 12.7 Million

Unemployment: 5.3%



Much of the Commonwealth is rural; this dichotomy affects state politics as well as the state economy. Philadelphia is home to six Fortune 500 companies, with more located in suburbs like King of Prussia; it's a leader in the financial and insurance industry. Pittsburgh is home to eight Fortune 500 companies, including U.S. Steel, PPG Industries, and H.J. Heinz. In all, Pennsylvania is home to fifty Fortune 500 companies.

Erie is also home to GE Transportation Systems, which is the largest producer of train locomotives in the United States. As in the US as a whole and in most states, the largest private employer in the Commonwealth is Wal-Mart, followed by the University of Pennsylvania.

The Pennsylvania State System of Higher Education (PASSHE) is the public university system of the Commonwealth, with 14 state-owned schools.

About the States

Brief info you should know - GA/SC

GEORGIA

Capital: Atlanta

Largest Cities:

Atlanta

Columbus

GDP: \$493Billion

GDP per Capita: \$37.7 K

Size out of 50 states:

Economy: 10th (28th global)

Size: 24th

Population: 10.2 Million

Unemployment: 5.5%



Georgia has been ranked the no. 1 state in the nation in which to do business by various publications over the past three years (CNBC). There are more than 20 Fortune 500 companies and 33 Fortune 1000 companies headquarters in Georgia, including such names as Home Depot, UPS, Coca-Cola, Delta Air Lines, Aflac, Southern Company and SunTrust Banks.

Hartsfield-Jackson Atlanta International Airport, the world's most traveled airport, is located in Georgia. In fiscal year 2015, Georgia's top export industries included aircraft/spacecraft, non-electric machinery, non-railway vehicles, electrical machinery and paper/paperboard. Georgia has seen the following industries show significant growth: software and technology, headquarters, food processing and aerospace. In addition, tourism and the entertainment industry also plays a vital role in Georgia.

In 2009, Korean-based car manufacturer, Kia, chose Georgia to set up the first U.S. Kia Motors plant. At the center of the 9th largest metro region with over 5.6 million citizens, Atlanta has a large effect on the state of Georgia and the Southeastern United States.

SOUTH CAROLINA

Capital: Columbia

Largest Cities:

Greenville

Charleston

Columbia

GDP: \$196Billion

GDP per Capita: \$29.6 K

Size out of 50 states:

Economy: 27th

Size: 40th

Population: 4.8 Million

Unemployment: 5.5%



South Carolina offers companies numerous means of reaching customers in the United States and around the world and is served by a robust transportation network: 5 interstate highways, port, 3 airports, 2 Class One rail carriers and a State-of-the-art intermodal facility in Greer.

South Carolina is a mere two days' drive from nearly 208 million Americans- whopping two-thirds of the U.S. population.

South Carolina is a right-to-work state that boasts the nation's 8th fastest growing labor force. Its stable and reliable workforce has helped rank the state 2nd for overall labor climate, competitive labor costs, cooperative state government, incentives programs and certified shovel-ready sites, according to Area Development (2014).

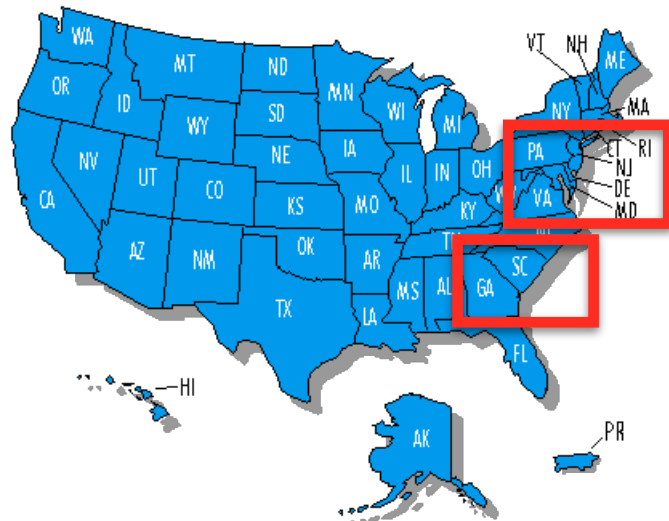
SC leads the nation in jobs tied to foreign investment. (IBM-Plant Location International report). More than 1,200 international firms have facilities in South Carolina, and this number continues to grow.

The state offers great value to companies thanks to low operating and capital costs, with one of the lowest average salary and power costs in the nation. As a result, companies like BMW, Volvo, Michelin, Sonoco, Continental, Boeing, Adidas and Nestle call SC home.

DATA SOURCE:

[Bureau of Economic Analysis](#)

[U.S. Census Bureau](#)





The European American Enterprise Council works and collaborates with public and private institutions in order to promote trade and provide the business support and environment that an organization needs when entering a new market.



About EAEC

International Business Advisors Bridging Cross-Atlantic Opportunities

The European American Enterprise Council (EAEC) is **The mission of EAEC is to:**

a private non-governmental member-driven organization that aims to promote Cross-Atlantic cooperation and collaboration while fostering Innovation, International Trade and Entrepreneurship.

The European American Enterprise Council is headquartered in California, and run by leading executives and advisors with broad experience and know-how as serial entrepreneurs, business angels, heads of venture capital firms and/or VP level executives, and by allowing innovative European and US companies with rapid growth to achieve their revenue goals.

EAEC offers a unique high level / high standard executive and cross-cultural network, with deep global-local or "glocal" experience and understanding of the key elements needed to reach business goals and desired ROI on business internationalization plans.

Companies' products and services are localized where their main target markets are, and supported by EAEC executives and advisors/mentors (EAEC members) in most parts of USA and Europe.

- Support American businesses entering Europe
- Support European businesses entering North America

By offering unique services tailored to these companies' needs:

- International Business Development Programs
- Executive and Peer Advisory Boards
- International Executives Recruiting Services
- Many other services

While serving its members' interests:

- As a full-blown social branding, networking and engagement hub for the members
- As a unique consulting/contracting and job opportunity platform for the members
- As an investment environment for the members who would like to participate as business angels (accredited and non-accredited investors)

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