

TBIC

Transatlantic
Business &
Investment Council

Your Transatlantic
Business Network



TRANSATLANTIC BUSINESS & INVESTMENT COUNCIL

Your Partner for European Foreign
Direct Investment in the United States



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TRANSATLANTIC BUSINESS & INVESTMENT COUNCIL

Facts & Figures

Spring 2019

124

**Member
Communities**

16

**Corporate
Members**

30

**U.S. States
with TBIC Activities**

61

**European
Multipliers met**
since 09/2016

198

Meetings arranged
between European
companies and TBIC
Member Communities,

71

Companies located
in the U.S.
by our Advisory Council

6.8

Billion USD of Investments
in the U.S. with involvement
of TBIC Advisory Council,
since 2010

14,400

Jobs created in the U.S.
through projects of the
TBIC Advisory Council
since 2010

TBIC for European Companies

Your Partner for U.S. Market Entry and Expansion Support

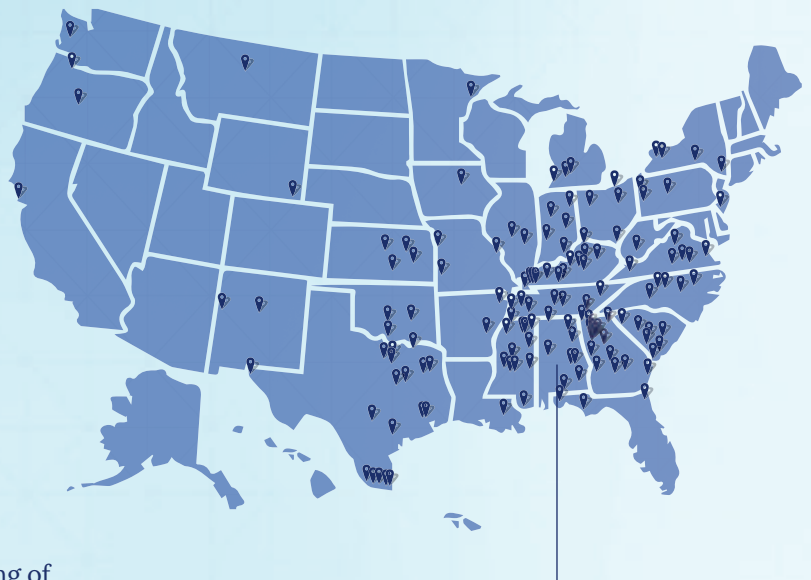
The Transatlantic Business & Investment Council (TBIC) is a **membership organization** for local and regional U.S. Economic Development Organizations (EDOs), to market themselves to potential investors from Europe by means of an extensive membership network as well as events designed **to connect EDOs with potential investors and multipliers from Europe.**

Foreign Direct Investment (FDI) has become one of the most important sources of generating manufacturing job growth in the United States. Still, it remains a challenge for most EDOs to **attract such investments to their communities and for European companies to find the right location in the United States.**

The TBIC **bridges the gap** between EDOs and European investors searching for a location in the United States. Our Advisory Council consists of site selectors, consulting firms and other experts who have long-standing experience with FDI. They know exactly what European investors are looking for and what information they need in order to decide where to invest. The multilingual and well-connected TBIC team is **ready to boost the success of European companies in the United States and of U.S. EDOs in Europe.**

Our services for European companies include:

- Providing relevant regional information
- Making contact with potential business partners in the U.S.
- Support in business planning, especially U.S. costs (such as real estate; labor and employment; utilities such as electricity and water; taxes; logistics)
- Regulatory, tax and legal information about the U.S. and assistance with forming a U.S. company
- Site Selection support
- Construction support, planning and building of your production facility in the U.S.
- Visa information and support
- Executive Search through our professional network



Locations of
TBIC Member Communities

GOLD SPONSOR



SILVER SPONSORS



BRONZE SPONSORS



TBIC for Economic Development Organizations

Your Platform for European FDI

MEMBERSHIP

Being invited to join the TBIC means access to a straightforward and cost-effective way of maximizing your exposure to European investors as well as your potential to attract FDI from Europe.

Community Members

Annual membership rates are based on your community's size. It includes access to all TBIC services, representation of your community in the annual TBIC Membership Directory as well as on our website, our „TBIC Market Insights Newsletter“, and much more.

Corporate Members

We offer a range of options for companies to become Corporate Members of the TBIC and to promote their services actively among European companies planning to manufacture in the United States.

Please get in contact with our team if you would like to get involved – membership is by invitation only to ensure our Members meet the standards our prospects expect.

OUR SERVICES AT A GLANCE

FDI Trips to Europe and Inbound Delegations

The TBIC helps you to get in direct contact with investors, prospects and potential leads in Europe through customized delegation trips. In addition we bring delegations of European companies to the U.S. to connect them with our Members.

Representation at European Trade Shows

The TBIC team is present at the most important European trade shows to represent its members and reach out to companies willing to invest in the U.S. For selected trade shows, the TBIC organizes a joint booth for its Members and arranges meetings with European companies.

European Office Representation

TBIC can provide its Members with a cost-effective and highly efficient way to having a physical presence in Europe through our European Office Representation service. With an address in Berlin, Germany, an EU telephone number manned by our specialist team during European office hours as well as tailored travel and trade show support, it will be even easier to connect with existing and prospective investors.

TBIC Certification Program

The TBIC Certification Program “The FDI-Qualified Community” is a unique certification program embedded in a holistic framework that gives communities the ability to verify their international ambitions and market themselves as “FDI-ready” communities. Its goal is to assess your region holistically and highlight specific community strengths in infrastructure, workforce preparedness, community leadership, cultural competence and intercultural communication that are essential to successfully attracting, securing and retaining international investments (FDI).

TBIC Membership Directory

The TBIC Membership Directory is circulated on an annual basis among potential European investors, site selectors, European chambers of commerce, business development agencies and other vital FDI institutions across Europe.

Market Insights and regular Updates

Our “TBIC Market Insights“ Newsletter contains information on recent industrial trends in European FDI to the U.S. focusing on dynamic industries and some of the most relevant companies considering expansion to the U.S. In addition, brief ad-hoc messages and quarterly FDI updates inform all Members about business news and current FDI developments.

The Advisory Council of the TBIC

Our Advisory Council supports the TBIC with its specialized expertise and network.

Site selectors, economic development experts, consulting firms, insurers and other advisers with extensive experience in working with European investors in the U.S. all pool their knowledge to make the TBIC a platform for success.

COUNCIL PRESIDENT

Matthias Beier
Transatlantic Business
& Investment Council
(TBIC)

COUNCIL MEMBERS

Adam Murray
Tennessee Valley
Authority (TVA)

Alessia Paolicchi
Italy-America Chamber
of Commerce

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**Rajesh M.
Balakrishnan**
Corporate Designers
Network

Sabrina Greenman
Frenkel & Company

Sebastian Eich
NAVIGO Corp.

Scott Kuehn
American Electric
Power (AEP)

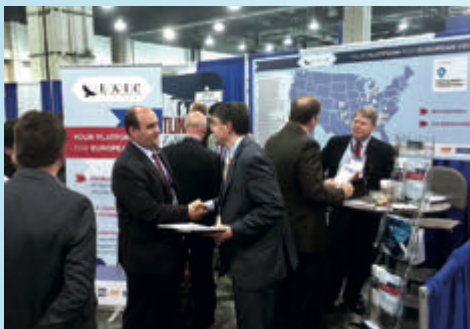
Taurus Wright
Entergy Mississippi

Thomas Schwegmann
Pons Atlantic Partners

Tim Kastens
Chesterfield

Ullrich Kämmerer
Rödl & Partner

Werner Beermann
Gray Construction



"After 30 years in my position with the DeSoto Council, this was by far the most productive, well organized and profitable recruitment trip in my career. With our limited budget, we are careful about our selection of opportunities and this one exceeded all expectations. I would encourage any EDO to seriously consider this investment of time and resources for the real value it adds to our county and communities."

Jim Flanagan, President/CEO, DeSoto Economic
Development Council, MS



"The unique structure of the TBIC makes it an invaluable partner: for EDOs, to build personal relationships with promising European investors; for companies, to find customized and comprehensive solutions for their U.S. market entry. As a member of the Advisory Council, I appreciate the outstanding opportunities to enhance my transatlantic business network."

Florian Stamm, Smith, Gambrell & Russell

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