

Fecha: 30 de Octubre de 2012

## Club Financiero Génova - Madrid

Calle del Marqués de la Ensenada, 16 28004 Madrid

Hora: 9:15



Club Financiero Génova  
Club Internacional de Negocios

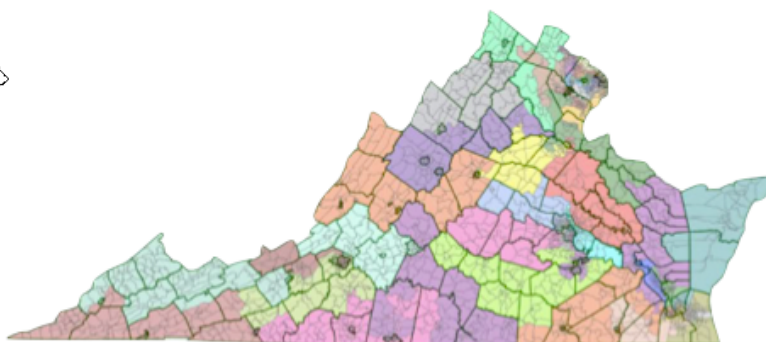
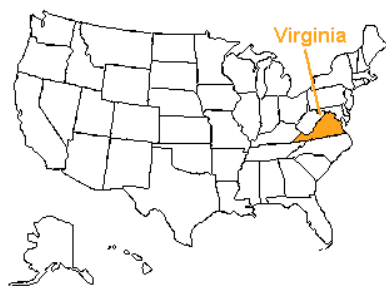


### **El Estado de Virginia a través de su Business Development Authority, tiene el placer de invitarle a la Jornada, “Desarrollo económico y apoyo a la inversión en el Estado de Virginia (EEUU)”.**

El estado de Virginia se ha marcado como objetivo prioritario apoyar a las empresas interesadas en invertir o establecerse en el mercado norteamericano. Cuenta con un gran número de empresas internacionales atraídas por su proximidad a Washington D.C., estando situado en el corredor de Nueva York, Filadelfia, Washington. Es un estado que apuesta por fomentar el desarrollo económico, convirtiéndose en uno de los estados de Norteamérica más competitivos a la hora de captar inversión extranjera. Su localización con inmejorables comunicaciones, incluido su gran puerto de contenedores, la gran diversificación en diferentes sectores económicos, su área de influencia y su cercanía a importantes mercados dentro de EEUU, junto con la importancia de la seguridad y defensa (cuenta con una de las mayores bases navales del mundo – Norfolk) y con una importante comunidad de universidades y personal laboral cualificado, convierte a Virginia en un destino a tener muy en cuenta cuando las empresas se deciden a abordar el mercado de EEUU.

La jornada está dirigida a aquellas empresas medianas y grandes en fase de expansión y que hayan considerado Norteamérica como uno de sus posibles destinos de inversión o localización. Entre otros sectores de actividad económica, destacamos los de **Seguridad y Defensa**, incluyendo **aeroespacial** y **automóvil**, **TIC**, **electrónica**, el sector **manufacturero** (material de construcción, plásticos, equipamiento, etc...), **energías renovables** (sobre todo eólica), **construcción e ingeniería**, **farma/biotech**, **embalaje y empaquetado**, **muebles** y productos relacionados con la **madera** y **complementos para el hogar**.

Para ello contamos con importantes líderes de desarrollo económico del estado, que nos acompañarán durante la jornada, y con los cuales podremos mantener reuniones individuales.



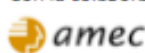
Las plazas son limitadas, por lo que se ruega confirmación antes del 24 de Octubre de 2012 a través del email [contact@internationalsf.com](mailto:contact@internationalsf.com) o al teléfono +34 630945125, indicando nombre, cargo, empresa, email y teléfono, indicando si también desea reunión individual. **La jornada es gratuita.**

Una vez realizada la reserva, le confirmaremos disponibilidad en un plazo de 5 días.

Jornada coordinada por la European American Enterprise Council. [www.eaecouncil.org](http://www.eaecouncil.org)



Con la colaboración de:



## AGENDA

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9:15 – Recepción de asistentes y entrega de documentación

9:30 – Apertura

*Robert Jones, Counselor for Commercial Affairs – US Embassy*

9:40 - Introducción al **Estado de Virginia**. Principales datos, las diferentes áreas de desarrollo económico y medidas del Estado para el apoyo a la atracción de inversiones y potenciación del tejido empresarial.

*Matthias Duys, Virginia Business Development Authority*

10:00- Apoyo a la inversión empresarial en **Greater Richmond**, área económica donde se encuentra la capital del Estado, que cuenta con zona franca y cuyos principales sectores son la industria química y farmacéutica, TIC, educación, administración pública y servicios financieros.

*Greg Wingfield, President and CEO, Greater Richmond Partnership*  
(<http://www.grpva.com>)

10:25– **Hampton Roads** como destino de empresas en expansión. Un área económica con más de 10 ciudades, la base naval de Norfolk, el puerto de contenedores y con una importante relevancia de los sectores de logística, seguridad y defensa, aeroespacio, servicios profesionales y simulación.

*Darryl Gosnell, President and CEO, Hampton Roads Economic Development Alliance* (<http://www.hreda.com>)

10:50– Oportunidades de inversión y expansión en **Chesterfield County**, un condado liderado por la industria manufacturera.

*Wilson (“Will”) Davis, Executive Director, Chesterfield County Economic Development Authority* (<http://www.chesterfieldbusiness.com>)

11:15- Ruegos y preguntas

11:25– Descanso – Café

11:40– Aspectos legales y administrativos a tener en cuenta a la hora de invertir o establecerse en Virginia

*Despacho de abogados localizados en el estado de Virginia*

12:00- Acceso a la financiación de empresas extranjeras en EEUU

*Entidad financiera norteamericana.*

12:15– Haciendo negocios en EEUU – Recomendaciones

*Germán Loperena – Managing Partner de S&F International y Board Member del European American Enterprise Council.*

12:30 – Reuniones individuales

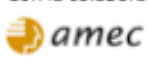
13:30 – Finalización de la jornada

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La mayoría de las ponencias se realizarán en inglés.



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## About Greater Richmond

- Greater Richmond's growing population exceeds 1,200,000. The area is a magnet for labor, drawing workers from more than 40 localities statewide.
- The diverse economy includes 11 Fortune 1000 headquarters; pharmaceutical, chemical, biotech, and other 21st century manufacturers; Fifth District Federal Reserve, Fourth Circuit U.S. Court of Appeals, and state capital; financial and information technology services; and higher education.
- Fifteen four-year and eleven two-year colleges and universities offer undergraduate, graduate, and professional degree programs in all major fields, including business, law, engineering, and medicine.
- Greater Richmond is strategically located at the mid-point of the East Coast.
- 55 percent of the nation's consumers are within two days delivery by truck from Greater Richmond.
- Interstates I-64, I-95, I-85, and I-295 converge in the metro area.
- More than 3.3 million passengers and about 85 million pounds of cargo are handled at Richmond International Airport (RIC) each year. RIC is served by nine passenger airlines and four dedicated air cargo airlines.
- Foreign Trade Zone 207 at Richmond International Airport allows companies to defer paying customs duties on goods until they leave the zone for domestic consumption.
- The Port of Richmond is served by 64 Express barge service.
- Weekly barge service is provided between the Port and Norfolk International Terminal at the Port of Virginia by 64 Express barge service.
- The Port of Virginia at Hampton Roads is within 100 miles of Richmond. It is the third largest container port on the U.S. East Coast, with service from more than 75 international shipping lines and more than 3,000 sailings annually to 100 countries.
- CSX and Norfolk Southern provide rail service.
- Fed Ex and UPS district hubs are located in the area.
- The area's telecommunications infrastructure is state-of-the-art with an extensive fiber optic network and digital switching capability.
- Washington, D.C., the nation's capital is only 100 miles away.
- Washington Dulles International Airport provides direct service to more than 40 foreign cities and nonstop service daily to nearly 90 U.S. cities. Dulles is 50 minutes by air or two hours by car from Greater Richmond.
- Virginia is a right-to-work state. State and metro area have low levels of unionization and union election activity.
- Workers' Compensation and Unemployment Compensation costs are among the lowest in the nation.
- Building costs are 15 percent below the national average.
- Greater Richmond offers the cultural and recreational opportunities of a large city with minimal traffic congestion and an average 24-minute commute.
- The area's excellent quality of life makes it easy to relocate, attract, and retain top quality professional and technical employees.
- Relocation services are provided by the Greater Richmond Partnership Inc. in cooperation with local businesses.

## About Hampton Roads

There are a lot of great reasons why you may already be familiar with Hampton Roads or one of our great communities. Perhaps you are familiar with our strategic location on the mid-Atlantic coast of the United States, or our transportation infrastructure anchored by the largest natural deepwater port in the world. Or perhaps it's our workforce of 830,000 exceptionally skilled and experienced people or our annual surplus of disciplined and highly trained exiting military who call Hampton Roads home.

Whatever the reason, Hampton Roads is a place worth discovering.

In addition to tangible benefits like a corporate income tax rate, workers' compensation rates, and union membership all below the national average, there are also plenty of intangible reasons to like Hampton Roads. We have a mild climate, popular sites to visit and events to enjoy, great schools, unique attractions, and beaches that draw millions of visitors every year.

Let us show you how great Hampton Roads is! Start by asking your accountants to look at the data we present here to see how we stack up to the other choices you're considering. And while they do that, contact us about scheduling a visit to Hampton Roads. We know that after you experience all we have to offer, one visit will move you.

## About Chesterfield

Chesterfield County, Virginia is a thriving, affluent, suburban community located in the Richmond, Virginia metropolitan area. Chesterfield is recognized for its prime mid-Atlantic location and a robust economy. It's a great place to start or grow a business. The climate in Chesterfield is business friendly, with a very competitive business tax environment and a government committed to economic development.

- Among the many advantages of doing business in Chesterfield are local and state incentive programs, a variety of workforce services programs and an overall low cost of doing business.
- Chesterfield has two Enterprise Zones comprised of 7,470 acres along Route 1/301.
- Enterprise Zone incentives include tax credits and rebates, fee waivers, utilities connection credits, job grants and loan programs.
- Virginia is among the lowest five states in unemployment insurance taxes and workers compensation rates.
- Industrial Access Road and Industrial Rail funds are available for qualified projects.
- Tax free Industrial Revenue Bonds are available to qualified manufacturers.
- Free recruitment and pre-employment training programs are available.
- A proven Fast-Track site development permitting process is available for qualified projects.
- A business climate conducive to wealth creation and economic opportunity.