

The Field Guide by SelectGlobal, LLC

Your Monthly Compass for Global Expansion
November 2025

Welcome to The Field Guide – your monthly compass for navigating global expansion. Each month, you'll find leadership insights from our CEO, curated events, partner spotlights, and direct access to the tools and intelligence that make market entry systematic, not chaotic.

Let's get started.

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From the Field:



The Certainty Premium: What October and November Taught Us

October and November taught us something important about how market entry is changing.

Between new venture partner meetings, Mexico market strategy sessions, and federal export program briefings with state and federal agencies, a pattern emerged: companies are moving faster, but they're demanding more certainty before they commit. The "test and see" approach that defined market entry five years ago is being replaced by "show me the infrastructure, then we'll talk."

At Business Facilities' LiveXchange in Phoenix, this shift became impossible to ignore. Over three days with 80+ site selectors, economic developers, and corporate real estate executives, the same question kept surfacing: "Can you guarantee power availability?" Not incentives. Not tax breaks. Power. Followed closely by workforce pipelines, permitting timelines, and supply chain proximity.

Here's what's driving it: the capital requirements for advanced manufacturing, data centers, and energy storage have gotten so large that companies can't afford to guess wrong. A \$200M facility that sits half-utilized because the grid can't handle the load isn't a setback—it's a company-ending mistake. The old playbook—secure incentives first, figure out infrastructure later—has inverted. Infrastructure certainty now comes first. Incentives are the closing argument, not the opening pitch.

This shift favors the orchestration model we've built at SelectGlobal. When we engage with a client, we're not pointing them toward a community and hoping it works out. We're pre-qualifying infrastructure capacity, workforce availability, and supply chain access *before* we make introductions. Our network of 250+ communities and 100+ alliance partners isn't just breadth—it's vetted depth. We know which municipalities have shovel-ready sites with confirmed power allocations. We know which workforce development agencies can scale training programs in 90 days, not 18 months.

The companies moving fastest right now aren't the ones with the biggest budgets—they're the ones with the clearest intelligence. And increasingly, that intelligence doesn't come from consultants writing reports. It comes from ecosystem orchestrators who've done this 150 times before and know exactly where the gaps are.

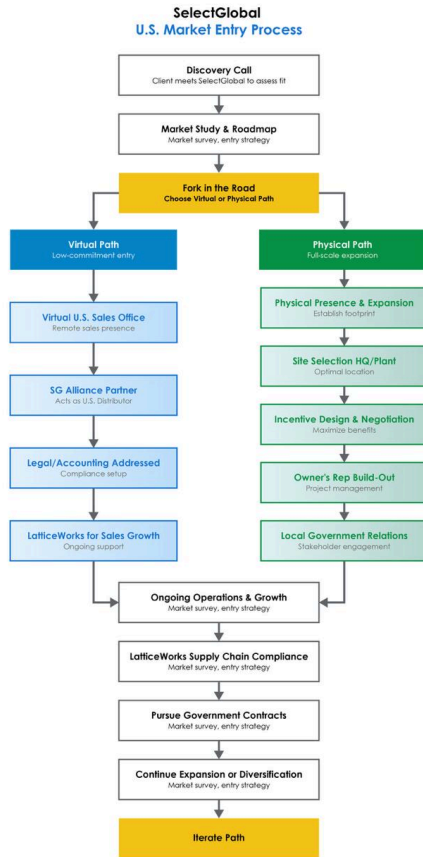
If you're planning U.S. market entry in 2026, the question isn't "What incentives can I get?" It's "Who can show me the infrastructure is real?"

Warmly,

Michael Edgar,

[Founder and CEO, SelectGlobal, LLC](#)

Which Path are you on?



We work with companies at different stages of their expansion journey:

Exploring: You're researching markets but not ready to commit

Committed: You're ready to build and need infrastructure partners

Just Learning: You want to understand the landscape

Not sure? Reply to this email and let's talk.

This week on the blog:

Eight Days That Reframe Capital Allocation

We're entering an industrial cycle, not a financial one. Power constraints are binding, labor is reallocating, and the North American supply chain is rewriting itself. Here's where capital is actually flowing—and why next-year's winners are deploying today.

[Read the 6-minute strategic overview →](#)

Next time: Capital is abundant. Power isn't. Why grid connection wait times are now your real constraint.

Events we are attending



ITA/GC:

Holiday Networking Reception:

Put A Little Fa-La-La-La in Your Season!

📍 Rosemont, IL | December 5, 2025 | 6:00 PM

Twenty-first Annual Holiday Networking Reception & Toy Drive

[Register \\$46-\\$60](#)

Quick hits:

MIDA Chicago:

End-of-Year Networking & Briefing Session

📍 Chicago, IL | Kapitan Malaysian Restaurant

2142 N Clybourn Ave | 5:00-7:00 PM

Briefing and networking reception hosted by the Malaysian Investment Development Authority (MIDA) for the business community, industry associations, and ASEAN trade offices in the Chicago region.

Space is limited. No fee; advance registration required.

Register:

https://docs.google.com/forms/d/e/1FAIpQLSdheMMU_Hgaemx1Rko91Mya52IxITWWyDIghJboBH2TrD9tw/viewform

Partner Spotlight:

This month's Field Guide is supported by:

International Trade Association of Greater Chicago (ITA/GC) – ITA/GC is a nonprofit dedicated to empowering companies to do business globally through practical education, networking, and up-to-date trade intelligence. Their sponsorship brings our audience direct access to actionable insights on market access, trade-finance programs, and global strategy.

This Month's Contributed Insight:

Most mid-market exporters overlook three critical trade-finance programs that could reduce their capital requirements by 30-40%:

1. **EXIM Bank Working Capital Guarantee** - Converts foreign receivables into bankable collateral
2. **SBA Export Working Capital Program** - Up to \$5M in short-term financing with 90% guarantee
3. **State Trade Expansion Program (STEP)** - Reimburses up to 75% of qualified export marketing expenses

Want to explore how these programs apply to your expansion strategy? Connect with ITA/GC's trade-finance specialists.

Learn more: itagc.org

Last Month Recap:

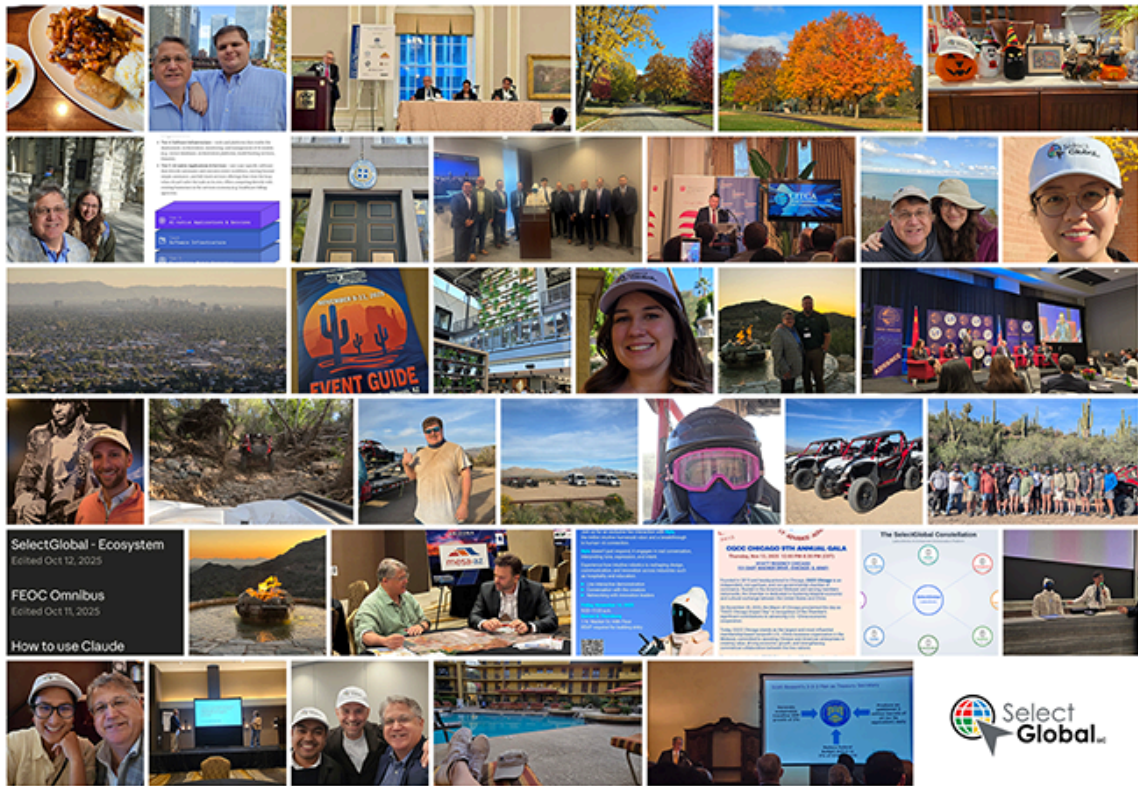


October & November in Motion

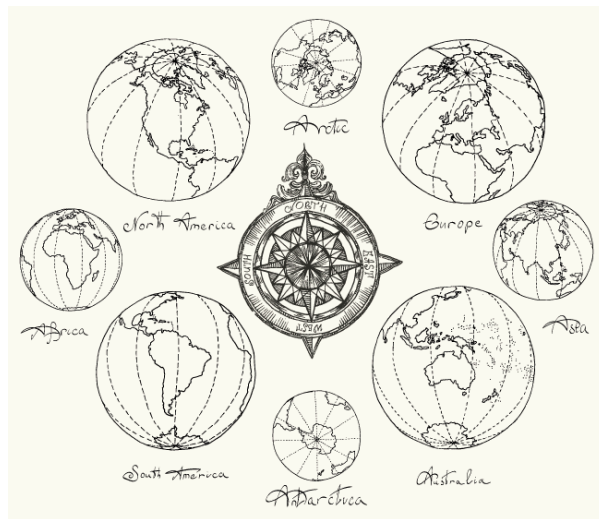
The past two months reminded us why relationships matter.

New conversations with venture partners and family offices. Deep-dive sessions on Mexico strategy and export program navigation. Reconnecting with colleagues at CITCA and GCCC—partnerships built over years, not transactions.

At **Business Facilities' LiveXchange in Phoenix**, we spent three days with site selectors, economic developers, and corporate real estate leaders—conversations that continue to shape how we're thinking about 2026.



Coming January 2026: Atlas



Atlas – Mapping the Future of Global Growth

Before you enter a new market, you need three things:

1. Who's already there (and why they succeeded or failed)
2. What the real costs are (beyond incentives)
3. Who can help you execute (not just consult)

Atlas is SelectGlobal's answer—a curated library of country and community intelligence built by the people who've done the work.

Want early access?

Reply to this email with Atlas and we'll add you to the waitlist.

About SelectGlobal?

SelectGlobal orchestrates U.S. market entry for international manufacturers and expanding companies. One engagement. Full accountability. We coordinate your expansion across 65+ trade commissioners, 250+ communities, and 100+ partners—ensuring continuity and control throughout.



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