



**The Field Guide by
SelectGlobal, LLC
Your Monthly Compass for Global Expansion
January 2026**

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

Newsletter sponsors



From the Field:



Positioning for 2026

If you thought 2025 was wild, buckle up—2026 will be more of the same. Or as we say around here: the storm before the storm.

We have ambitious plans for this year, and we're genuinely glad you're here for the journey. But before we dive into what's ahead, some important housekeeping:

Five Things You Need to Know

1. Platform Migration (Finally)

After 36 newsletters and three years of making do, we're moving to new CRM and website platforms. Expect some friction over the next 60 days as we shake out the

new systems. The payoff: faster response times, better project tracking, and frankly, technology that doesn't make us want to throw our laptops out the window.

2. Meet the Team Behind the Team

We're bringing new faces forward—well, faces that have been here all along, just working behind the scenes. Over the coming months you'll get to know the operators who actually make SelectGlobal run. They're the reason projects land on time and client calls don't turn into dumpster fires.

3. The Fork Framework™ Evolution

Our proprietary methodology (www.SelectGlobal.net/process) continues getting positive traction with both commissioners and manufacturers. Each iteration makes it more streamlined, more predictable, and harder for competitors to replicate. Virtual Path projects now convert in 3-4 months instead of 6. Physical Path due diligence is 30% faster. This is the compounding effect of systematic iteration.

4. Notes from the Constellation

The Constellation—our curated network of customers, consultants, and strategic partners—represents some of the sharpest operators in the U.S. market entry space. We're elevating their insights to our broader community. This month: Rob Fekete of Outpace Solutions breaks down government contracting essentials that most consultants won't tell you. (Spoiler: it's not about knowing people; it's about knowing procurement architecture.)

5. Marshall's Landing Office Hours

Beyond conference appearances and site selection tours, we're establishing regular in-person "Office Hours" at strategic locations—flexible drop-in time for storytelling, opportunity sharing, and collaborative partnerships. First location: Merchandise Mart, Chicago (first Tuesday of each month, 2-5pm). Space is limited and operates on a "trust-based RSVP" model. If you're in our network, you'll get the calendar invite. If you're not yet in the network but should be, reach out directly.

Looking Ahead

The manufacturers we work with are navigating significant regulatory and cost pressures in their home markets. Meanwhile, U.S. market conditions continue creating opportunities for companies that can execute thoughtfully—particularly in states that prioritize operational efficiency over administrative overhead.

This is exactly what we've been positioning for: production-focused manufacturers recognizing that U.S. expansion isn't just about market access, it's about finding the right operational ecosystem.

2026 will reward the companies that planned ahead. We're here to make sure you're one of them.

Here's to a strategic year,

Michael T. Edgar, Founder and CEO

SelectGlobal LLC

www.SelectGlobal.net

Navigating together in 2026

As we refresh our systems this quarter, a quick favor: If SelectGlobal's insights on global expansion are valuable to you, help us serve you better by:

[Clicking here to confirm your newsletter subscription](#)

[Forwarding this to one colleague in economic development or site selection who'd benefit](#)

Still finding your way? That is what we're here for.

Featured Blog Post

Rob Fekete breaks down the \$4B SBIR/STTR program, revealing why many small businesses misunderstand it. Learn how this federal R&D funding serves as a strategic entry point to government contracts and why it's key for startups and encore entrepreneurs aiming to grow.

[Read more Here](#)

Upcoming Events

ITA/GC:

26th annual global trade outlook: Your Opinion Matters

📍 Rosemont, IL | January 21, 2026 | 12:00PM

[Register \\$55-\\$75](#)

[LiveXchange March 2026](#): Business Facilities' flagship event returns. SelectGlobal will be attending as delegate—an opportunity to reconnect with 20+ municipalities and site selection partners we've been tracking. Georgia is one of our 10-year horizon states, and face-time with the people doing the work matters more than panel presentations. If you're attending, let's connect.

Atlas Platform Enhancements New features launching Q1 2026: Community snapshot modules with permitting timelines and infrastructure capacity data - Partner profile integrations connecting companies directly with vetted site selection specialists - Enhanced search filters for sector-specific requirements (semiconductors, battery manufacturing, data centers)

WhatsApp Community Activation: Our curated network of trade commissioners, economic developers, and expansion specialists is moving from passive directory to active marketplace. Real-time introductions, opportunity matching, and collaborative problem-solving—the way market entry actually happens.

Partner Spotlight

OutPace Business Solutions brings military-grade execution discipline to the government contracting arena. Led by retired USAF Lt. Col. Rob Fekete—a two-time commander with 25 years of global logistics, sustainment, and acquisition experience—OutPace helps manufacturers, advanced technology firms, and growth-oriented small businesses accelerate entry into federal markets.

Their approach blends operational credibility with advanced automation. OutPace's proprietary AI-powered SAM.gov engine processes roughly one government opportunity per minute, scoring and filtering contracts for optimal client fit. In the past year, one defense sustainment client tripled pipeline visibility within 90 days, while another secured a \$1.8M contract award with scalable follow-on potential.

Within SelectGlobal's Constellation, OutPace serves as the government contracting specialist—activated when clients require SAM registration guidance, SBIR/STTR pursuit support, or compliance expertise tied to the Buy American Act and related federal requirements.

What sets OutPace apart is discipline at speed: AI-driven opportunity identification paired with expert, operator-level validation before anything reaches the client. The result is precision, momentum, and contracts that match real capabilities.

Connect with OutPace → outpacesolutions.net

Partner with us in 2026

SelectGlobal works with three distinct partner types:

- For Companies: Strategic orchestration of U.S. market entry and expansion—Virtual Path testing or Physical Path execution, with convergence into sustained operations support.
- For Communities: Foreign direct investment attraction strategy, including Atlas profile development, investor-ready infrastructure intelligence, and partnership activation.
- For Trade Commissioners: Collaborative client referral networks, joint market studies, and curated introductions to SelectGlobal's vetted constellation of site selectors and expansion specialists.

All partnerships begin with a Discovery Call—transparent assessment, clear recommendations, honest go/no-go guidance.

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.

Select Global, box 402 , Libertyville, Illinois 60048

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