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**The Field Guide by
SelectGlobal, LLC
Your Monthly Compass for Global Expansion
May 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:



May delivered clear momentum. Five major publications, boots-on-the-ground validation in Arizona, and active development across three new international corridors. Here is what happened and where things stand heading into June.

THE BUILDERS VS. DIPLOMATS SERIES IS NOW COMPLETE

[Parts 1 through 5](#) published on a weekly cadence from mid-April through mid-May.

The full series presents a documented, timestamped analysis of how financialization and credentialing together raised the cost of production while lowering the cost of

non-production. The thesis developed over three years. Part 6, the concluding installment, is scheduled for release shortly after the upcoming Xi-Trump summit.

It offers a forward projection of institutional mechanics once the current transition completes. Independent commentary is increasingly converging on similar structural observations, which is why the timestamped record matters.

THE ENERGY ADVANTAGE IS THERMODYNAMIC

Our May Atlas Feature, "Inside the Fortress," maps the Fortress North America thesis at full depth for the first time. The core claim is straightforward: North America's energy cost advantage is not primarily geopolitical. It is thermodynamic. Thermodynamics does not negotiate.

The piece details the energy spread mechanics, the insurance repricing already underway, and the supply chain repositioning embedded in 2026 and 2027 contracts. This is not speculation. These conditions appear in current actuarial models and manufacturing agreements. The PDF circulated to Constellation partners two weeks ago. Reach out if you need a copy.

TWO GRADUATE ARCHETYPES, ONE DECISION FORK

Three companion Field Guide pieces extended the analysis to the incoming labor cohort: "[Field Notes from the Transition: The Recent Graduate](#)," "Enter the Sovereign Graduate," and "Enter the Barista Proletariat." Together they describe two structural paths now visible for those entering the workforce. One cohort has already repriced the credential system and allocated capital elsewhere. The other continues to wait for an institutional payoff that the system can no longer sustain at previous levels.

These are mechanism descriptions, not moral judgments. The fork has already occurred. The relevant question is what each group builds from its current position.

ARIZONA: GROUND-LEVEL VALIDATION

In April we spent time in the Phoenix metro area. Conversations with industrial real estate teams, East Valley economic development offices, and City of Maricopa corridor stakeholders confirmed the patterns we track from afar.

Industrial land positioning across Greater Phoenix continues moving in a constructive direction, with renewed interest in qualified parcels. Key relationships are now in place ahead of the planned QOZ 2.0 map release in July, which will sharpen several specific opportunities.

THREE NEW CORRIDORS IN ACTIVE DEVELOPMENT

The strongest forward signal from May is the pipeline. We have begun structured development work with manufacturers in three corridors: Taiwan, Australia, and India. Each presents a distinct entry architecture.

- Taiwan brings precision manufacturing depth and direct relevance to U.S. defense supply chain repositioning.
- Australia aligns with Western Australia defense precinct opportunities and clear on-ramps for allied manufacturers into U.S. federal procurement through the SelectGlobal + OutPace Federal Entry Strategic Alliance.
- India represents an early-stage thread with significant scale potential.

These efforts remain in active development. For founders and commissioners following this work, the Fortress North America story extends well beyond North American capacity building. It is equally about which allied-nation manufacturers move early and position effectively while the current policy and market window remains open.

LOOKING AHEAD TO JUNE

- Part 6 of the Builders vs. Diplomats series publishes soon, completing the set.

- The Latticework(TM) summer contributor queue is open for Atlas Articles and Atlas Features through July 31. Please send submissions to Thomas@selectglobal.net.
- We are also preparing a hard-copy print compilation of the full series, targeted for July 4.

If you lead a founder-owned manufacturer and are evaluating the reindustrialization window, the next 60 days offer a good moment to discuss how the Fork Framework(TM) applies to your specific capability and timeline.

Reach out — we will make time.

Michael T. Edgar, Founder and CEO
SelectGlobal LLC
www.SelectGlobal.net

Featured Blog Post

"After the Announcement"

Michael T. Edgar examines economic development's biggest blind spot: the 12–24 month operational buildout that determines whether an announced project actually survives. Learn why founder-led manufacturers need Jurisdictional Intelligence — not just incentive packages — and how communities that invest in post-announcement execution are the ones projects actually stick to.

Read more Here → <https://www.selectglobal.net/blogs/post/after-the-announcement>

Upcoming Events

May 19 | Looking Ahead: A New U.S.-China Business Paradigm?

Executive Roundtable co-sponsored with the Hong Kong Business Association of the Midwest. Ker Gibbs, former AmCham Shanghai president and author of "**The Fragile Dragon**," discusses navigating the U.S.-China corridor -- managing risk, structuring for resilience, and succeeding under conditions of sustained uncertainty. 11:45 a.m. - 3:00 p.m., Carlucci Rosemont, Rosemont, IL. Members \$100 / Non-members \$150.

May 22 | Maritime Day Luncheon Cruise

Co-sponsored with Chicago Propeller Club and City Cruises. Two-hour cruise following the Blessing of the Fleet ceremony at Navy Pier aboard the Chicago Elite. 12:30 - 4:30 p.m., Navy Pier, Chicago. Members of sponsoring organizations \$80 / Non-members \$100.

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 (TM), 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.

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:

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[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.

About SelectGlobal

SelectGlobal is a jurisdictional intelligence firm that maps where validated federal and state demand intersects with geographic realities, then connects allied-nation manufacturers to those windows before capital is committed. The Fork Framework (tm) provides established international companies with two structured paths into the U.S. market: a Virtual Path to test demand over 3-6 months, or a Physical Path when the case is proven. With 250+ companies, communities, and trade commissioners advised, the LatticeWorks (tm) network coordinates 100+ Alliance Partners across capital, compliance, and procurement. www.selectglobal.net

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