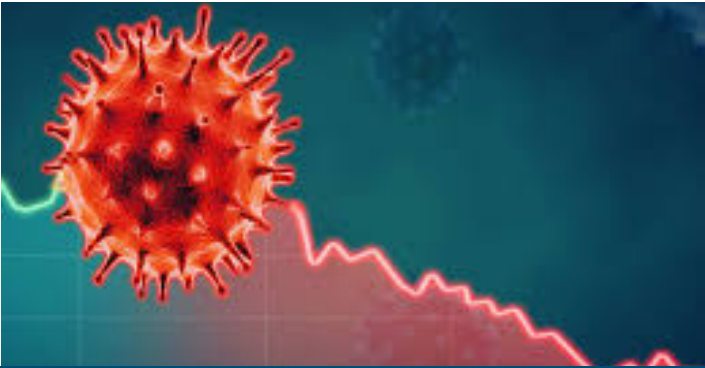


# Reshoring Initiative

*Bringing Manufacturing Back Home*



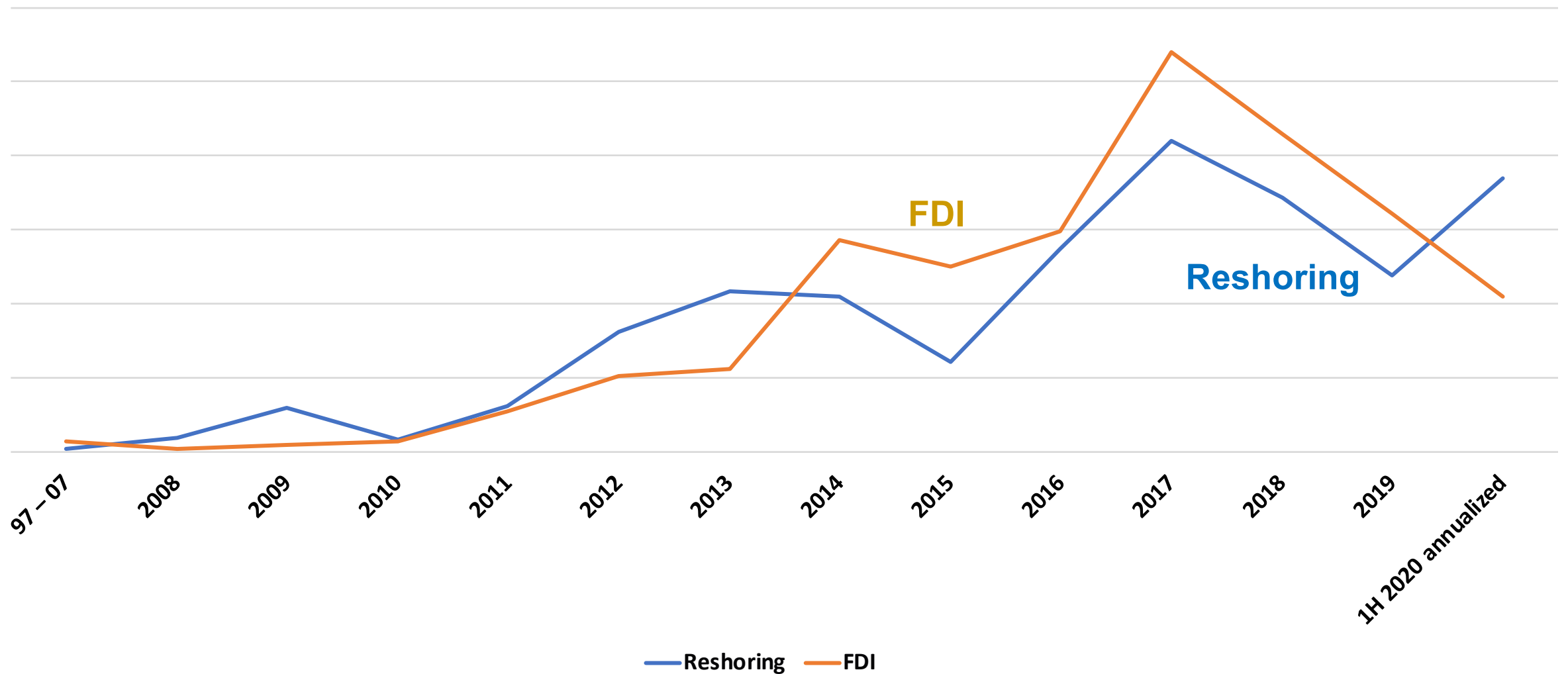
Reshoring

Harry Moser  
Founder & President  
Reshoring Initiative

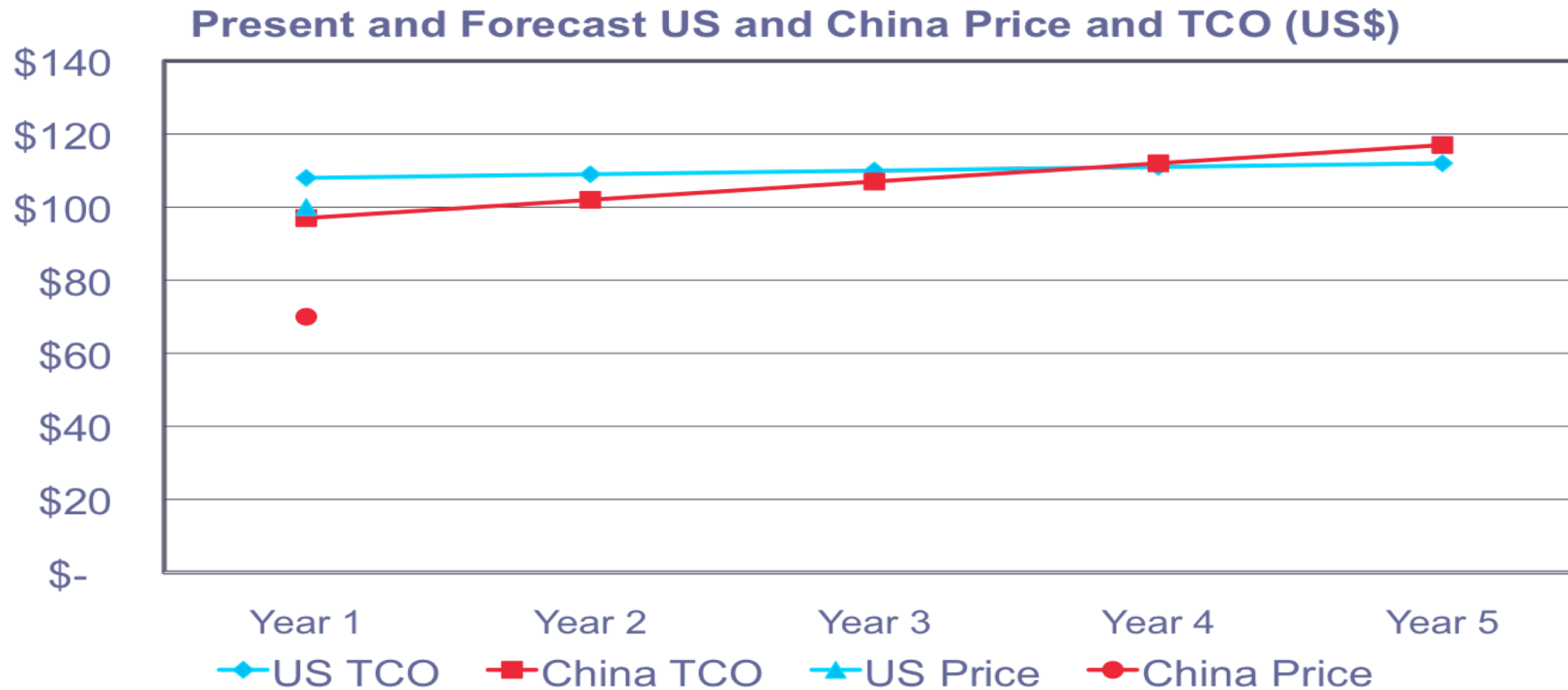


# Reshoring and FDI of Manufacturing Jobs

000's Manufacturing  
jobs

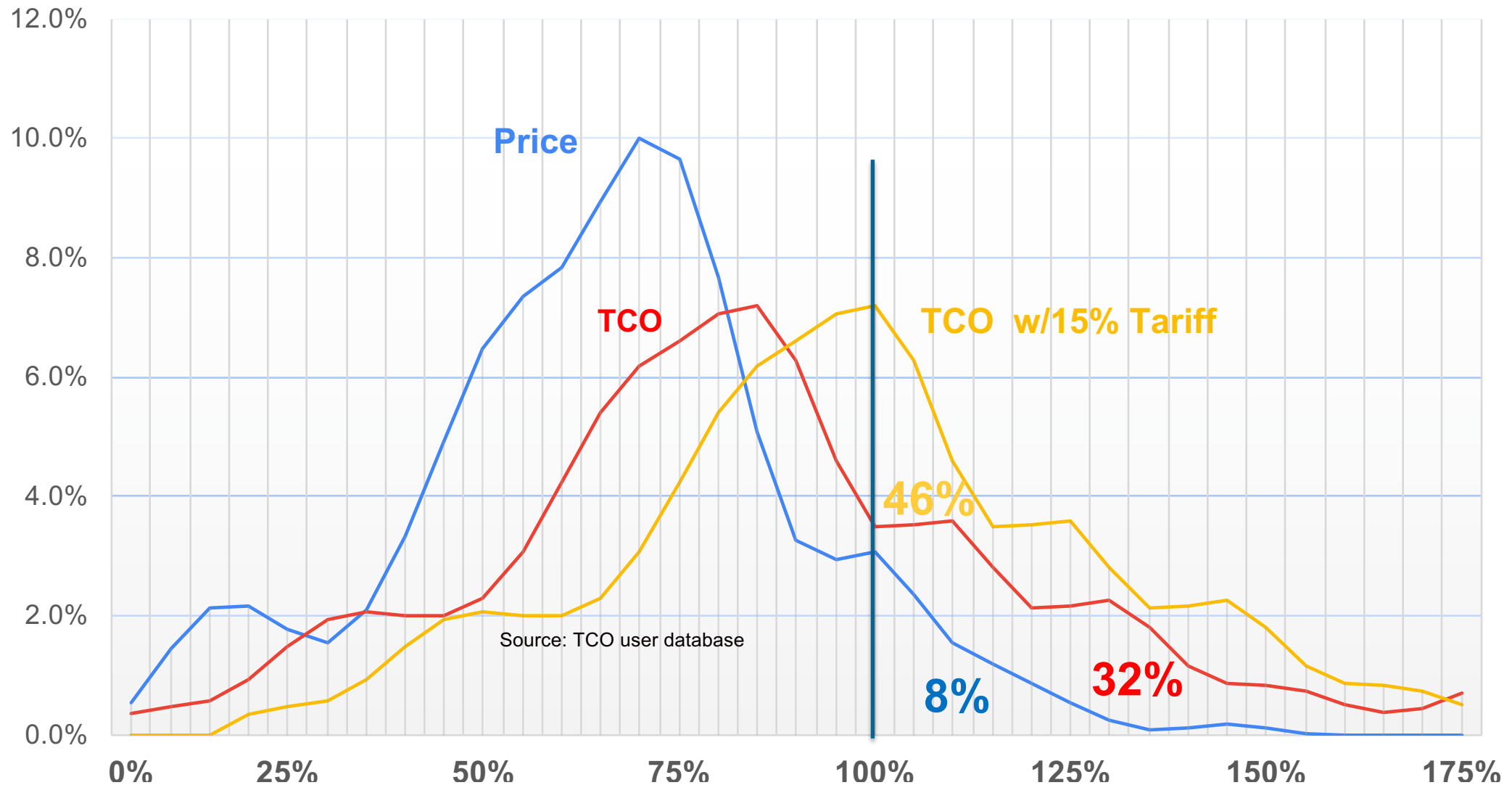


# Key: Use of TCO



# Chinese Price and TCO, % of U.S.

Chart Title





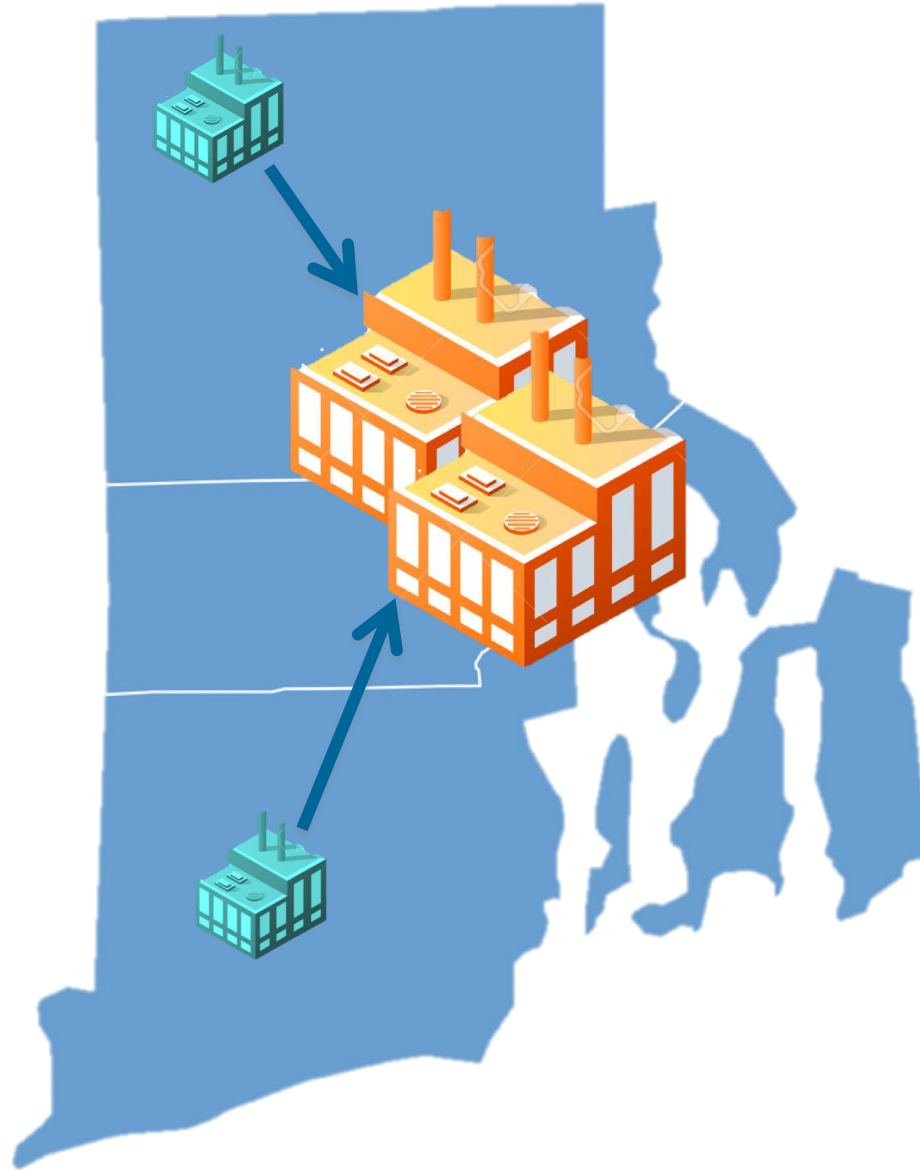


# Resources to Help EDOs Drive Reshoring & FDI

- TCO Estimator: Free online. [Training webinar](#)
- SBS: OEMs reshore in-house and outsource to local suppliers
- ISP: Suppliers replace imports at OEMs locally and nationally
- SCG: FDI, OEMs and local suppliers fill national supply chain gaps

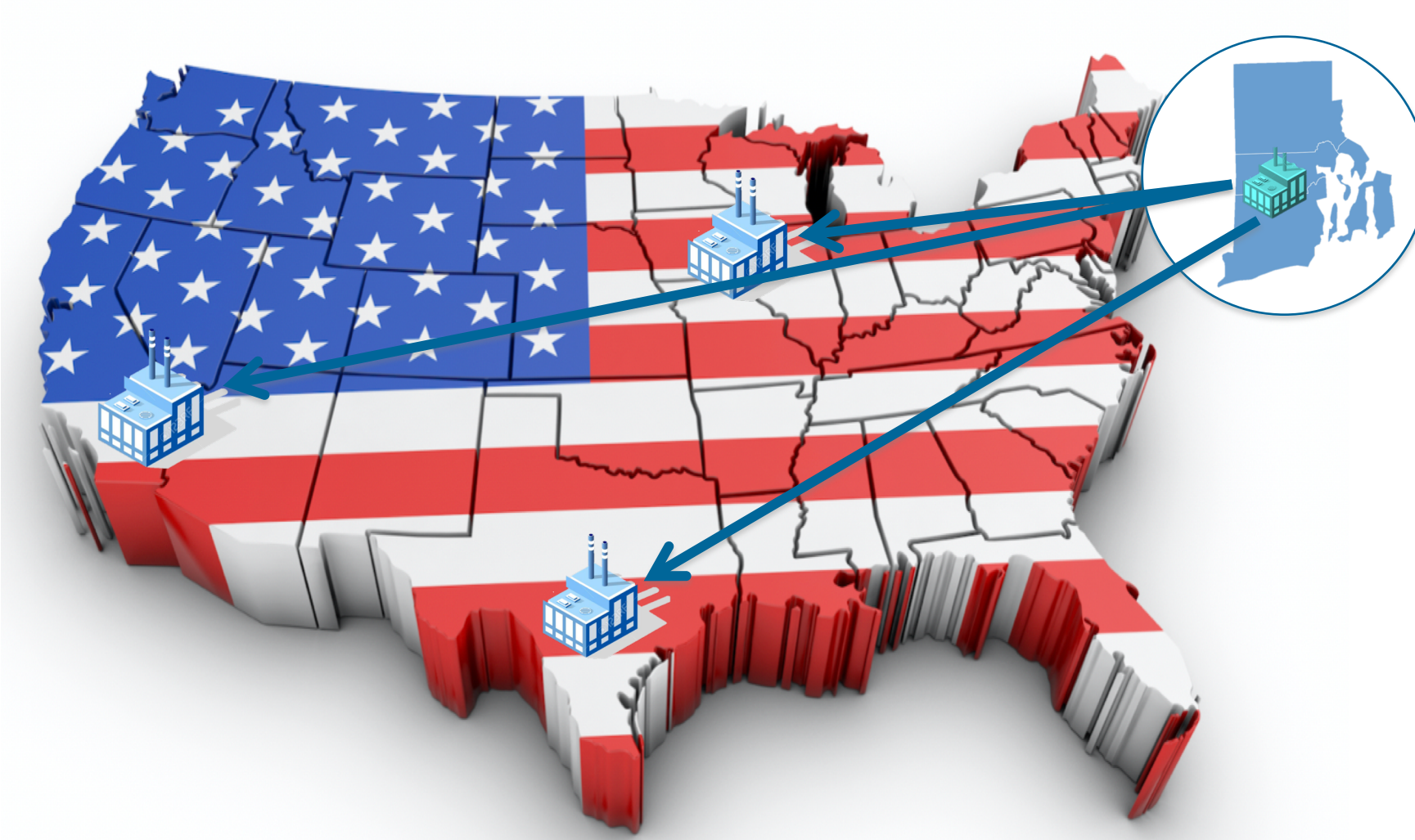


# With SBS (Siting & Buying Smarter)

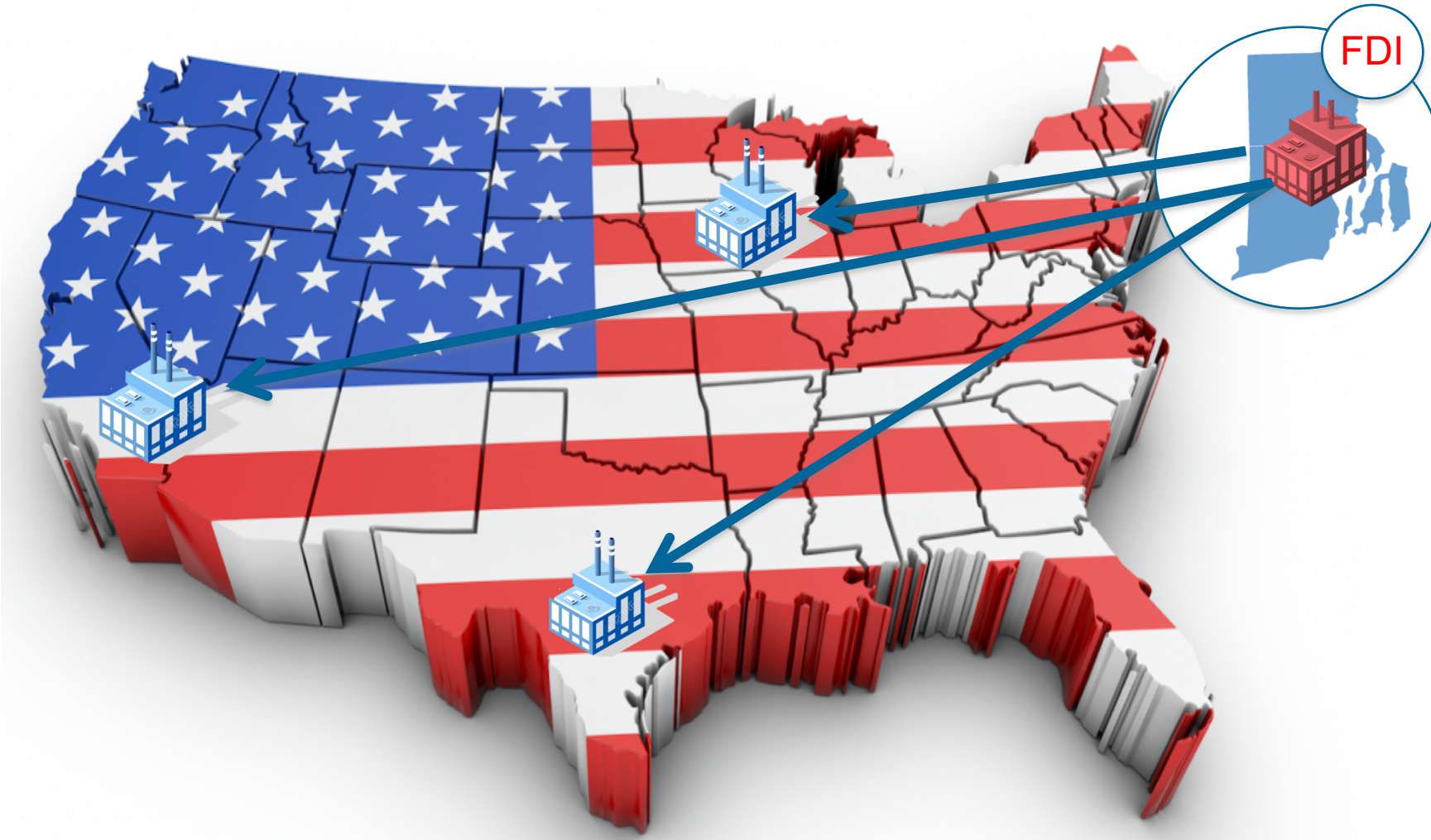




# With ISP (Import Substitution Program)



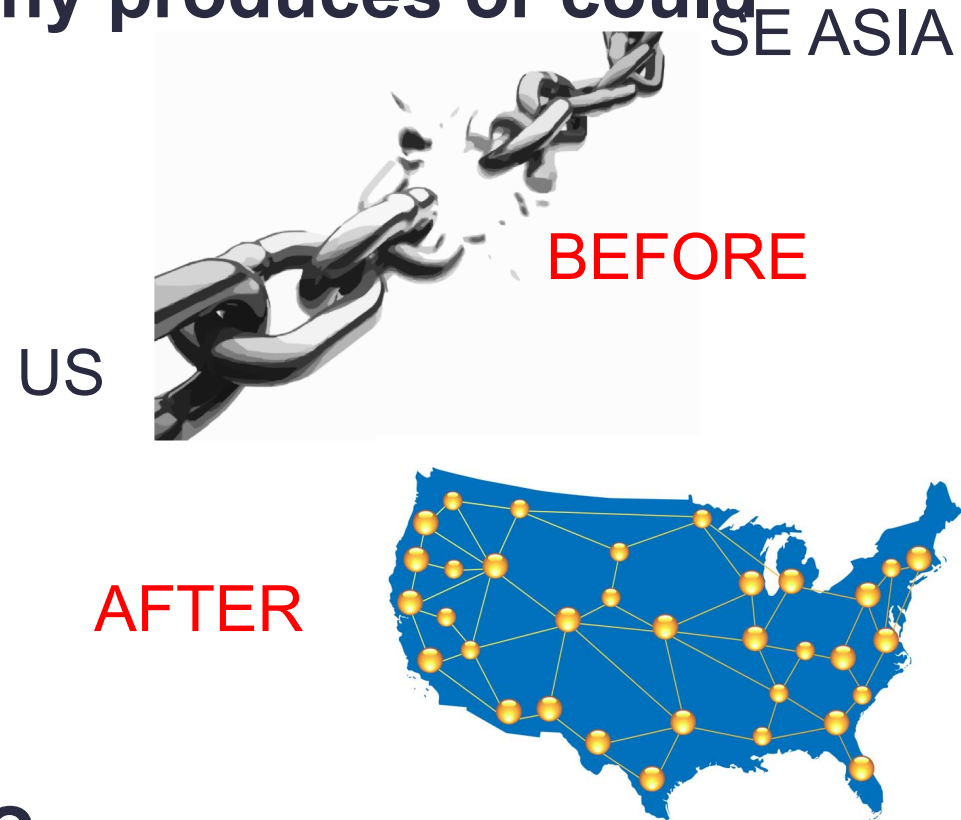
# With SCG (Supply Chain Gaps program)





# Strengthen Local Suppliers

- Import Substitution Program – Substitute domestic production for imports
- We can provide data on importers of the products a local company produces or could produce domestically:
  - Consignee company
  - Address
  - Product
  - Tons/year
  - ≈ \$/year
  - Offshore supplier
- Training to sell using TC



- **MEPs:**
  - **Underway: IL, Cleveland, Dayton, MD, NYS**
  - **Discussing: NC, SC, CA, CT**
- **MEP & state EDO: RI**
- **MEPs largely funded by CARES Act**
- **By 12/31/20: 100 companies, mainly suppliers**

What Resource is the Best Fit for Your Region/Strategy?				
Your Region	TCO	SBS	ISP	SCG
Legacy Large OEMs	✓	✓✓		✓
SMEs: Branded Products and Contract Manufacturers	✓		✓✓	✓
FDI	✓			✓✓
Local Entrepreneurs	✓			✓