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Note
This report uses the Reserve Bank of Australia’s AUD-to-USD foreign exchange rate as at 31 December 2015 – 0.7306. (Exchange Rates, Monthly, January 2010 to latest complete month of current year, table F11).

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13-14-958. August 2017
MINISTER’S FOREWORD

The US–Australia bilateral relationship is often characterised by how both countries fought side by side in the Second World War, or by today’s strong bilateral cooperation on defense and security for world peace.

What is often overlooked is that Australians have a long history of investing in the US, and welcoming US investment onto our shores. Our businesses, big and small, are known in the US for our talent and services across scores of industries, from IT services to wine production, mining and finance.

Looking back, the 1848 California gold rush caused many people to leave Australia for California to search for gold, and this population drain prompted the New South Wales (NSW) Government to relax its prior policy of suppressing news of gold finds in an effort to stem economic disruption for NSW employers.

Sure enough, large scale gold finds promptly followed in 1851, which led to sweeping immigration to Australia, including many of California’s ‘49ers’ searching for their fortune.

In the 1920s, the American Smelting and Refining Company (ASARCO), a company whose early investors included the Rockefellers and then the Guggenheims, was instrumental in underwriting the development of the giant Mount Isa Mines’ base metals complex in Queensland.

In 1962, the Goldsworthy iron ore mine was developed by a consortium including the Cyprus Mines Corporation of Los Angeles and Utah Development Co of San Francisco.

Even the current foundations of the mighty Pilbara iron ore province were laid in part with American capital.

Perhaps one of the strongest illustrations of bilateral solidarity is the Australia–United States Free Trade Agreement, which came into force in 2005. Since then, two-way investment stock between our two nations has grown by 128 per cent, to A$1.45 trillion at the end of 2015.

That’s just a few examples of the breadth of our economic relationship. This new report, *Australia’s Investment Footprint in the US*, authored by the Australian Trade and Investment Commission, sheds light on the significant impact Australian investors are today making in the US.

I applaud the work of more than 400 Australian parent companies with 1,500-plus registered entities in the US that are flying the flag of Australian ingenuity and enterprise.

Among them are well-known names such as Westfield, Brambles, Austal, BHP, Rio Tinto, Macquarie Infrastructure, WorleyParsons and Atlassian.

Companies in which Australians have invested employ 180,000 people across the US, with the biggest workforces in Texas, New York, California, Georgia and Pennsylvania respectively.

The most diverse cross-section of Australian investment can be found in California, where 15,000 people are employed by Australians in 83 different industries, including manufacturing, retail, finance, wine production and investment and construction.

Despite this success, we should not be complacent about the strong economic relationship we enjoy with the US, which is both Australia’s top source of foreign direct investment and its top investment destination.

We need to continue to work together to keep our relationship strong and successful.

I trust that you will find *Australia’s Investment Footprint in the US* a useful resource.

The Hon Steven Ciobo MP
Minister for Trade, Tourism and Investment
AMBASSADOR’S FOREWORD

Australia’s relationship with the United States of America is deep, enduring, and covers the spectrum - whether it be cultural ties, policy and defense partnerships, education and research collaborations, people to people links, or two way trade and investment.

Until 4 July 2018, this unique and diverse bond is being celebrated through a public campaign known as the First 100 Years of Mateship. This campaign acknowledges the 100th Anniversary of a friendship first formed in the trenches of World War I during the Battle of Hamel on 4 July 1918 – the first offensive where American and Australian troops fought side by side. Australia is the only country to have fought sides by side with the United States in every conflict since World War I.

This publication celebrates another vital element of the United States-Australia relationship: two way investment.

The United States is Australia’s largest investor. In 2016, the total value of United States investment in Australia was almost A$1 trillion. Meanwhile, the United States is also the top destination for Australian investors. In 2016, Australian investment in the US totalled A$617 billion.

Why is this important?

Firstly, investors in each country have supported the economic and jobs growth of both the United States and Australia.

Second, it once again illustrates the mutual benefits of open trading arrangements and economic relationships, as exemplified by the Australia US Free Trade Agreement (AUSFTA), since its inception in 2005.

As Australia’s Ambassador to the United States, I travel to states and cities throughout the country where I frequently meet Australian firms and individuals who are the cornerstone of this deep economic bond. There are more than 400 Australian firms in the United States operating in 80+ industries, with over 180,000 jobs generated for Americans as a result.

I am proud of their contribution to the United States and commend this publication to you.

The Hon. Joe Hockey
Australian Ambassador to the United States
The strength of Australian investment in the US is testament to our longstanding and mutually beneficial economic relationship. Whether they are involved in manufacturing, finance or wine production, Australian companies in the US are dedicated to creating jobs and contributing to the local economy.

The two-way investment relationship between the US and Australia continues to grow and prosper. At the end of 2016, investment between the two nations stood at US$1.10 trillion (A$1.48 trillion).1

Australia is an integral part of US growth across all 50 states. In 2016, Australia’s investment in the US stood at over US$459 billion (A$617.4 billion) across a multitude of industries. There are currently over 400 Australian parent companies with 1,500 individual entities registered in the US2,3, with more than 3,000 individual points of presence.4 Examples include BHP, Rio Tinto and Westfield Shopping Malls.

Australian investment in the US continues to grow in manufacturing, software and IT services, and modern support services.5 As at 2013, Australian companies (US companies with Australian parent companies) employed an estimated 180,000 people.6 Approximately 18,000 of these jobs are in Texas – split between more than 250 registered Australian entities.7

### Australia’s US Investment Footprint

- **180,000 Jobs**: Australian companies employed an estimated 180,000 people in the US.
- **US$88,000 Average Annual Compensation**: The average annual compensation for US employees of Australian companies is approximately US$88,000.
- **US$459b Investment**: In 2016 Australia’s investment in the US stood at over US$459 billion (A$617.4 billion).
- **400+ Australian Parent Companies**: 400+ Australian parent (or ultimate parent) companies with 1,500+ registered entities that have 3,000+ points of presence in the US.
- **18,000 Jobs in Texas**: The most jobs are located in Texas – approximately 18,000 – split between more than 250 registered Australian entities. This is followed by New York State, California and Georgia with over 40,000 jobs combined.
- **83 Different Industries**: Australia’s business reach is most diverse in California, spanning 83 different industries including manufacturing, wine production, and finance.

### Infographic Sources

CREATING DIVERSE
BUSINESS ENVIRONMENTS

Australia has one of the most diverse economies in the world. This is replicated by Australia’s investment footprint in the US. Two-way investment between Australia and the US continues to produce significant benefits for citizens of both countries. Australia’s business presence is most diverse in California, spanning 83 industries ranging from manufacturing, wine production and retailing to finance, investment, and construction services. This is followed by Texas (56) and New York (49).²

**Australian companies in the US – by industry and number of points of presence**

<table>
<thead>
<tr>
<th>Rank</th>
<th>State</th>
<th>Number of industries with Australian presence</th>
<th>Australian registered points of presence</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>California</td>
<td>83</td>
<td>279</td>
</tr>
<tr>
<td>2.</td>
<td>Texas</td>
<td>56</td>
<td>276</td>
</tr>
<tr>
<td>3.</td>
<td>New York</td>
<td>49</td>
<td>222</td>
</tr>
<tr>
<td>4.</td>
<td>Florida</td>
<td>48</td>
<td>149</td>
</tr>
<tr>
<td>5.</td>
<td>Georgia</td>
<td>46</td>
<td>101</td>
</tr>
<tr>
<td>6.</td>
<td>Colorado</td>
<td>43</td>
<td>111</td>
</tr>
<tr>
<td>7.</td>
<td>Illinois</td>
<td>39</td>
<td>81</td>
</tr>
<tr>
<td>8.</td>
<td>Pennsylvania</td>
<td>35</td>
<td>97</td>
</tr>
<tr>
<td>9.</td>
<td>North Carolina</td>
<td>33</td>
<td>140</td>
</tr>
<tr>
<td>10.</td>
<td>Washington</td>
<td>32</td>
<td>43</td>
</tr>
</tbody>
</table>

Westfield Corporation

Westfield Corporation is one of the world’s leading retail property companies and has been a major investor in the US since the 1970s. It is listed on the Australian Securities Exchange (ASX: WFD) and has a global portfolio of 35 shopping centers valued at US$31 billion, with 33 of those centers located in the US.

Westfield creates and operates flagship retail destinations and partners with the best retailers and brands to deliver exceptional customer experiences in the physical and digital worlds. It operates in leading US cities including New York, Los Angeles, San Francisco, and San Diego.

Founded in Sydney in 1959 by its Chairman, Frank Lowy, and John Saunders, Westfield first entered the US market in 1977, purchasing the Trumbull shopping center in Connecticut. Lowy and Saunders studied the American retail industry and transferred that knowledge to Australia, and later to new markets in New Zealand, and the United Kingdom.

During the 1980s and 1990s, the company underwent a period of rapid expansion, acquiring over 60 centers across the US. While in its early years Westfield adopted many US mall practices, it later began to innovate. New initiatives included creating the first mall rooftop carpark in the US in 1985, and the widespread use of its distinctive, red Westfield branding, a practice not seen before in the US mall industry.

Westfield directly employs more than 1,300 staff members in the US and provides the platform for tens of thousands of jobs across its portfolio. The company is currently working on a US$9.5 billion development program that includes upgrades to its centers in Los Angeles, San Diego, San Jose, and New York.

In 2016, Westfield opened its newest flagship, Westfield World Trade Center, as part of the rebuilding of downtown Manhattan following the terrorist attack of September 11, 2001. At the time, Chairman Frank Lowy described the new center as a “typically American response” to the tragedy.

“This precinct stands as a powerful symbol, a thriving center of commerce that has emerged from the ashes. What better way, what better American way, to answer those who attacked this place?”

Frank Lowy
Chairman – Westfield Corporation
EMPLOYMENT HIGHLIGHTS BY STATE

WASHINGTON
Airport operations/air transport support services is a key industry, with Australian companies such as Macquarie Infrastructure Company LLC employing over 1,000 people in this sector.

CALIFORNIA
Paper product wholesaling is a key industry, with Australian companies employing over 1,700 staff members in this sector. Companies include Amcor Limited, and Brambles.

COLORADO
Non-metallic mineral mining and quarrying is a key industry, with Australian companies employing over 5,000 staff members in this sector. Companies include Luzenac America, and Rio Tinto Borax.

TEXAS
Engineering design and engineering consulting services, and oil and gas, are key industries, with Australian companies employing over 9,000 people in these sectors. Companies include WorleyParsons, and BHP.
Engineering design/engineering consulting services is a key industry, with Australian companies employing over 1,000 staff members in these sectors. Companies include Cardno, and WorleyParsons.

Road freight transport is a key industry, with Australian companies such as Waste Industries USA employing over 1,000 staff members in this sector.

Corrugated paperboard/paperboard container manufacturing, and professional, scientific and technical services are key industries, with Australian companies employing over 6,500 people in these sectors. Companies include Pratt Industries, and Recall Corporation Inc.

Construction and petroleum product wholesaling is a key industry, with Australian companies employing over 8,000 staff members in this sector. Companies include Lendlease Group, and Macquarie Infrastructure Company LLC.

Electricity distribution and supply, fuel retailing, and energy design and engineering consulting are key industries, with Australian companies employing over 4,500 people in these sectors. Companies include Duquesne Light Energy LLC, and WorleyParsons.

Pharmaceutical and toiletry goods wholesaling, and travel agency and tour arrangement services are key industries, with Australian companies employing over 1,000 staff members in these sectors. Companies include CSL Behring, and FCM Travel Solutions USA.
Treasury Wine Estates offers a diverse portfolio of Californian wines.

**Treasury Wine Estates Americas Company**

Treasury Wine Estates (TWE) is one of the world’s largest wine companies and is listed on the Australian Securities Exchange. With a focus on grape growing and sourcing, winemaking and brand-led marketing, TWE combines innovative and traditional techniques to meet evolving consumer interests in the US and around the globe.

TWE owns and operates approximately 4,000 planted hectares of vineyards in the US across world-famous growing regions in California, including Sonoma County, Napa Valley, Paso Robles, and Santa Barbara.

TWE has invested in the US since 2000. Most recently, in 2016 TWE acquired the majority of assets from Diageo Plc’s US and UK wine operations for US$552 million (A$742 million), including brands such as Beaulieu Vineyards, Sterling Vineyards, Acacia, Provenance, and Hewitt.

With 49 vineyards and 10 wineries in the US, TWE’s leading brands include Beringer, Beaulieu Vineyard, Sterling Vineyards, Chateau St. Jean, Acacia, Provenance, and Stags’ Leap Winery.

Beringer, founded in 1876, and Beaulieu Vineyard, founded in 1900, are among the most historic and highly awarded wineries in Napa. For example, Beringer is the only winery to have both a white and red wine named Number One on the annual Top 100 list of leading industry magazine, Wine Spectator – in 1996 for its Chardonnay and 1990 for its Cabernet.

Within the wine industry, TWE is contributing to the local economy by helping to build and drive the domestic wine market. TWE has recently reinvested locally, particularly in the areas of marketing and supply-chain optimization.

“Treasury Wine Estates has a strong presence in the viticultural regions of California with world-class vineyards and winemaking facilities. US wines retain approximately 75 per cent share of the domestic wine category. Through the production and marketing of our iconic Californian wine brands, we make an important contribution to the growth of the local wine market.”

**Bob Spooner**
President – Americas, Treasury Wine Estates
NEW CAPITAL INVESTMENT PROJECTS

Mining and manufacturing are major industries that have benefited from Australian investment in the US.

BHP is the largest foreign investor in the US’ surging shale oil and gas industry. Emerging industries further contribute to the diverse business environment.

“Smart Australian products and ideas are benefiting from the opportunity to join global supply chains in an environment where economies of scale are obtainable and intellectual property is protected.”

Nearly 20 per cent of the total value of Australia’s outbound foreign direct investment (FDI) stock was in the US in 2015. Australia is the United States’ 10th largest inward direct investor.

Snapshot of the largest new capital investment projects by Australian companies in the US (since 2007)

<table>
<thead>
<tr>
<th>INCITEC PIVOT</th>
<th>CAPITAL INVESTMENT</th>
<th>US$850m</th>
<th>PROJECT DATE</th>
<th>APR 2013 (ANNOUNCED) (PROJECT COMPLETED IN 2016)</th>
<th>DESTINATION STATE</th>
<th>LOUISIANA</th>
<th>JOBS CREATED</th>
<th>441</th>
<th>INDUSTRY SECTOR</th>
<th>CHEMICALS (BASIC CHEMICALS)</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENVIROMISSION</td>
<td>CAPITAL INVESTMENT</td>
<td>US$750m</td>
<td>PROJECT DATE</td>
<td>JUL 2011</td>
<td>DESTINATION STATE</td>
<td>ARIZONA</td>
<td>JOBS CREATED</td>
<td>88</td>
<td>INDUSTRY SECTOR</td>
<td>ALTERNATIVE/ RENEWABLE ENERGY (SOLAR ELECTRIC POWER)</td>
</tr>
<tr>
<td>WESTFIELD GROUP</td>
<td>CAPITAL INVESTMENT</td>
<td>US$750m</td>
<td>PROJECT DATE</td>
<td>AUG 2008</td>
<td>DESTINATION STATE</td>
<td>CALIFORNIA</td>
<td>JOBS CREATED</td>
<td>3,000</td>
<td>INDUSTRY SECTOR</td>
<td>REAL ESTATE (COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION)</td>
</tr>
</tbody>
</table>

Note: Retail and interstate projects excluded from data.
Australian companies invested an estimated US$20.9 billion on new capital projects between January 2003 and February 2017 (based on publicly announced transactions).  

For example, in 2013 Dyno Nobel invested approximately US$850 million in a new project in Louisiana, creating more than 440 new jobs. 

In 2017, Pratt Industries opened its newest corrugated box factory in Beloit, Wisconsin – a US$60 million investment that will, at capacity, employ 140 people. Meanwhile, Lendlease completed major investments in New York, Illinois, and California. 

Industry sectors with the most new capital investment projects by Australian companies into the US are software and information technology (IT) services; followed by business services; and gas, oil, and natural gas. 

Atlassian is one of Australia’s great IT success stories in the US. With offices in Austin and San Francisco, the company employs over 400 people and continues to grow and create high-value jobs in the US. 

The three industry activities with the most new capital investment projects are marketing and support services (with over 150 new capital investment projects and more than 6,500 new jobs), followed by manufacturing, and business services. 

WorleyParsons, headquartered in Texas, provides engineering, procurement and construction management services in the US with 30 offices across the country. 

In manufacturing, Pratt Industries has established 68 factories across 26 states, producing packaging for the food, automotive and pharmaceutical sectors.

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**Australian investment projects in the US to 2017 – by industry sector**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Industry sector</th>
<th>Australian investment projects in US from 2003 to 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Software and IT services*</td>
<td>129</td>
</tr>
<tr>
<td>2.</td>
<td>Business services</td>
<td>48</td>
</tr>
<tr>
<td>3.</td>
<td>Gas, oil and natural gas</td>
<td>26</td>
</tr>
<tr>
<td>4.</td>
<td>Real estate</td>
<td>25</td>
</tr>
<tr>
<td>5.</td>
<td>Communications</td>
<td>24</td>
</tr>
</tbody>
</table>

Note: This is based on a total of 32 industry sectors.

* Software publishing, computer system and design, internet publishing, computer programming services, professional services, creative industries, financial services, ICT, and electronics.

**Australian investment projects in the US to 2017 – by industry activity**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Industry activity</th>
<th>Australian investment projects in US from 2003 to 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Sales, marketing, and support services</td>
<td>154</td>
</tr>
<tr>
<td>2.</td>
<td>Manufacturing</td>
<td>81</td>
</tr>
<tr>
<td>3.</td>
<td>Business services</td>
<td>80</td>
</tr>
<tr>
<td>4.</td>
<td>Extraction</td>
<td>17</td>
</tr>
<tr>
<td>5.</td>
<td>Construction</td>
<td>10</td>
</tr>
</tbody>
</table>

Note: This data is based on a total of 16 industry activity categories.
Pratt Industries (USA) Inc., a subsidiary of Pratt Industries/VISY

Pratt Industries is the world’s largest privately held 100 per cent recycled paper and packaging company, and America’s fifth largest corrugated packaging company. It is the ‘sister’ company to Visy – a leading Australian packaging, paper, and recycling company.

Pratt Industries first moved to the US in 1987 when it purchased a pulp paper mill in Macon, Georgia. In 1991, current owner and chairman Anthony Pratt came to the US and made the decision to sell the mill and go into recycled paper mills.

Still based in Georgia, Pratt Industries has since invested approximately US$2.5 billion in the US and now operates 68 factories, employing over 7,000 staff members in high-paying manufacturing jobs across 26 US states.

The company has built four of the last five paper mills in the US – in 1995, 1997, 2009 and 2015. Together, these mills produce more than 4,500 tons of 100 per cent recycled paper every day. The company also operates an extensive network of corrugated box factories across the US that converts the paper into boxes.

Pratt Industries’ customers come from a wide range of sectors and the company creates packaging to suit their specific requirements. Dedicated to environmental sustainability, Pratt Industries also seeks to help its customers meet their environmental goals.

“America is a great place to do business because it has the best balance of growth and sovereign risk. In our industry, steady growth is forever here. We employ 7,000 Americans, more than any other Australian company in the US, and we have plans for continued expansion and job growth.”

Michael O’Regan
Director of Media & Public Relations, Pratt Industries
As at 2013, Australian companies (US companies with Australian parent companies) employed an estimated 180,000 people.\textsuperscript{23}

Some of the largest employers are Pratt Industries, with over 7,000 employees across 26 states, and BlueScope Steel, with over 3,300 employees across plants in states including Missouri and Tennessee.

In North America, BHP employs more than 3,600 people, with the majority based in Texas and remaining employees split between Louisiana, Arkansas, Arizona, and offshore. BHP’s new 30-storey office tower recently opened in Houston and has become one of the icons of the city.

**Top five states – by number of people employed by Australian companies**

<table>
<thead>
<tr>
<th>Rank</th>
<th>State</th>
<th>Number of Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Texas (TX)</td>
<td>18,000+</td>
</tr>
<tr>
<td>2</td>
<td>New York (NY)</td>
<td>15,500+</td>
</tr>
<tr>
<td>3</td>
<td>California (CA)</td>
<td>15,000+</td>
</tr>
<tr>
<td>4</td>
<td>Georgia (GA)</td>
<td>12,000+</td>
</tr>
<tr>
<td>5</td>
<td>Pennsylvania (PA)</td>
<td>11,000+</td>
</tr>
</tbody>
</table>

Austal USA, a subsidiary of Austal (Australia)

Austal USA is the world’s largest aluminum shipbuilder and industry-leading defense prime contractor specializing in the design, construction, and support of innovative, high-speed aluminum ships for the US Navy.

Parent company, Austal Limited, commenced operations in Australia in 1988 and after a decade of success delivering commercial ferries for operators around the world, the company listed on the Australian Securities Exchange (ASX: ASB) in 1998.

Austal Limited continues to grow, with corporate headquarters in Henderson, Western Australia and state-of-the-art shipyards in the US, Australia, and the Philippines, as well as service centers in strategic locations around the world, including the Middle East. To date, 255 vessels have been delivered to more than 100 operators in 44 countries.

Austal USA was founded in 1999 and more than US$400 million has been invested in the development of a purpose-built, modern shipbuilding facility in Mobile, Alabama. The 164-acre shipyard features a 700,000 square foot module manufacturing facility (MMF), four waterfront final assembly bays, two office buildings, an administration building, and vessel completion yard. The MMF is an advanced shipbuilding facility that uses production-line technologies and processes to construct whole modules for final assembly, with industry-leading efficiency.

Austal USA has built and delivered 25 ships from its Alabama yard, which is now the fourth largest shipyard in the US. Vessels delivered include offshore crew transfer vessels, high-speed catamaran ferries, surface warships and theater support vessels for the US Navy.

The largest ships delivered to date are the 127-meter Independence-variant Littoral Combat Ships for the US Navy – the world’s only large defense trimarans – plus the 103-meter Expeditionary Fast Transport vessels, also for the US Navy.

“Austal’s US shipyard is now the fourth largest in the US, employing over 4,000 people in Mobile, Alabama, and delivering world-class vessels that are redefining naval capability around the world.”

David Singleton
CEO, Austal Limited
NUMBER OF PEOPLE EMPLOYED BY AUSTRALIAN COMPANIES – BY STATE

The average annual compensation for US employees of Australian companies is approximately US$88,000.24

<table>
<thead>
<tr>
<th>State name</th>
<th>State abbreviation</th>
<th>Number of staff members employed by Australian companies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alabama</td>
<td>AL</td>
<td>1,200+</td>
</tr>
<tr>
<td>Alaska</td>
<td>AK</td>
<td>90+</td>
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<td>Arizona</td>
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<td>1400+</td>
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<td>Arkansas</td>
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<td>250+</td>
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<td>California</td>
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<td>Colorado</td>
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<td>Connecticut</td>
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<td>Delaware</td>
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<td>60+</td>
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<td>District of Columbia</td>
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<td>950+</td>
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<td>Florida</td>
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<td>12,500+</td>
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<td>HI</td>
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<td>Illinois</td>
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<td>Indiana</td>
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<td>Iowa</td>
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<td>550+</td>
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<td>Kansas</td>
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<td>Kentucky</td>
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<td>MI</td>
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<tr>
<td>Minnesota</td>
<td>MN</td>
<td>850+</td>
</tr>
<tr>
<td>Mississippi</td>
<td>MS</td>
<td>650+</td>
</tr>
<tr>
<td>Missouri</td>
<td>MO</td>
<td>7,200+</td>
</tr>
</tbody>
</table>
## Number of People Employed by Australian Companies – By State

<table>
<thead>
<tr>
<th>State Name</th>
<th>State Abbreviation</th>
<th>Number of Staff Employed by Australian Companies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Montana</td>
<td>MT</td>
<td>350+</td>
</tr>
<tr>
<td>Nebraska</td>
<td>NE</td>
<td>2,100+</td>
</tr>
<tr>
<td>Nevada</td>
<td>NV</td>
<td>600+</td>
</tr>
<tr>
<td>New Hampshire</td>
<td>NH</td>
<td>100+</td>
</tr>
<tr>
<td>New Jersey</td>
<td>NJ</td>
<td>4,500+</td>
</tr>
<tr>
<td>New Mexico</td>
<td>NM</td>
<td>1,000+</td>
</tr>
<tr>
<td>New York</td>
<td>NY</td>
<td>15,500+</td>
</tr>
<tr>
<td>North Carolina</td>
<td>NC</td>
<td>5,500+</td>
</tr>
<tr>
<td>North Dakota</td>
<td>ND</td>
<td>300+</td>
</tr>
<tr>
<td>Ohio</td>
<td>OH</td>
<td>2,200+</td>
</tr>
<tr>
<td>Oklahoma</td>
<td>OK</td>
<td>1,500+</td>
</tr>
<tr>
<td>Oregon</td>
<td>OR</td>
<td>5,200+</td>
</tr>
<tr>
<td>Pennsylvania</td>
<td>PA</td>
<td>11,100+</td>
</tr>
<tr>
<td>Rhode Island</td>
<td>RI</td>
<td>750+</td>
</tr>
<tr>
<td>South Carolina</td>
<td>SC</td>
<td>750+</td>
</tr>
<tr>
<td>South Dakota</td>
<td>SD</td>
<td>2,700+</td>
</tr>
<tr>
<td>Tennessee</td>
<td>TN</td>
<td>4,000+</td>
</tr>
<tr>
<td>Texas</td>
<td>TX</td>
<td>18,000+</td>
</tr>
<tr>
<td>Utah</td>
<td>UT</td>
<td>5,500+</td>
</tr>
<tr>
<td>Vermont</td>
<td>VT</td>
<td>60+</td>
</tr>
<tr>
<td>Virginia</td>
<td>VA</td>
<td>8,500+</td>
</tr>
<tr>
<td>Washington</td>
<td>WA</td>
<td>4,200+</td>
</tr>
<tr>
<td>West Virginia</td>
<td>WV</td>
<td>200+</td>
</tr>
<tr>
<td>Wisconsin</td>
<td>WI</td>
<td>6,000+</td>
</tr>
<tr>
<td>Wyoming</td>
<td>WY</td>
<td>2,500+</td>
</tr>
</tbody>
</table>

The engineering design and engineering consulting services industry has generated the most number of jobs by Australian companies in the US. More than 23,000 local employees have been recruited by Australian entities registered in the US.

This is exemplified by Cardno, which has more than 80 offices in North America providing engineering and related services. Cardno recently partnered with The Bank of America Community Development Corp, Tampa Housing Authority, and City of Tampa to redevelop a dilapidated housing complex into a green, mixed-use development in Florida.25

Source: OneSource Information Services, US Companies with Parent or Ultimate Parent Company in Australia, 2013. Note: This data is based on a total of 173 different industries.
Ainsworth Game Technology Inc

Australian company Ainsworth Game Technology is a manufacturer of global gaming products and the fifth largest gaming manufacturer in the US.

For more than half a century the Ainsworth name has been synonymous with the gaming industry. In 1995, Len Ainsworth founded Ainsworth Game Technology with a commitment to become the leading manufacturer and supplier of gaming solutions.

The company, which is listed on the Australian Securities Exchange (ASX: AGI), is headquartered in Australia, and its sales, and distribution network encompasses the Americas, Asia, Australia, Europe, and New Zealand.

Ainsworth is a fully integrated operation, and its services include design, development, assembly testing, sales, and field service. The company is involved in the entire product development cycle – from conception through to installation, service, and support.

Ainsworth recently invested US$40 million in a 290,000 square foot Las Vegas production and development facility. Located along the 215 Beltway near South Jones Boulevard in the city’s emerging gaming-technology corridor, the facility includes offices, warehousing, and manufacturing spaces.

In 2016, the company purchased US-based gaming supplier Nova Technologies for US$38 million. Since completing the acquisition, Ainsworth has rapidly grown its market share in Class II markets.

In June 2016, shareholder approval was granted for Len Ainsworth to sell 172 million shares to NOVOMATIC AG – a relationship that can help shape Ainsworth’s future. NOVOMATIC is a highly regarded and successful international gaming company with an extensive library of games and technologies. Ainsworth has already made progress in exploring its games library and cooperating in key North American markets.

“We’ve been growing the past few years in North America and there was a need for faster manufacturing, and to house additional game developers, tech folk, engineers and other very highly skilled workers. We have a great future in this industry and our new Las Vegas facility is symbolic of that growth.”

Danny Gladstone
CEO, Ainsworth
The 495 and 95 express lanes provide a fast travel option for drivers in the Greater Washington region.

**Transurban North America**

Founded in Australia in 1996, Transurban is an infrastructure investor and long-term operator of urban toll road networks in the US and Australia. Its vision is to strengthen communities through transport. Transurban delivers sustainable road networks through its unique business capabilities, including network planning and forecasting, operations and maintenance, customer management, project development and delivery, and technology application. It is one of the 20 largest companies on the Australian Securities Exchange (ASX) with 13 roads in its Australian portfolio and two US roads in Virginia.

Since breaking ground on its first greenfield US project in 2008, Transurban continues to partner with governments to meet the long-term transportation needs of communities and develop sustainable, safe, innovative and efficient projects.

With current equity of approximately US$1 billion, Transurban invests in the US by providing smarter, faster and safer ways for people to travel. Transurban directly employs more than 120 people in the US. Indirectly, the economic impact of Transurban’s express lanes projects in Virginia has created more than 28,000 jobs and US$6.3 billion in economic activity. Transurban is a leader in the concept of public-private partnership-managed lanes in the US. Its 495 and 95 express lanes, which have operated since 2012 and 2014 respectively, serve more than 3.5 million customers in the Greater Washington region.

The express lanes network features industry-leading tolling and traffic management systems on more than 40 miles of managed lanes, providing faster travel options in one of the nation’s most congested corridors. For example, customers using the 95 express lanes save an average of 17.5 minutes and have seen time savings as high as 3.5 hours for one trip.

Transurban’s ongoing investment in the US is further demonstrated by its recent collaboration with the Virginia Department of Transportation. The company is upgrading the 95 express lanes at the southern and northern ends – extending the lanes eight miles north to the Washington DC line on I-395, and two miles south in Stafford County.

“Transurban works with our government partners to improve mobility and livability of the Greater Washington area by connecting critical corridors, supporting economic growth and providing better travel options to drivers in the region.”

**Jennifer Aument**
Group General Manager – North America, Transurban
CSL Limited

CSL is a global biotechnology company driven by its promise to save lives and protect the health of people with serious and chronic medical conditions. It offers a dynamic portfolio of life-saving medicines, including those that treat hemophilia and immune deficiencies, and vaccines to prevent influenza.

Headquartered in Melbourne, Australia, CSL provides medicines to people in more than 60 countries. CSL has operated in the US since 1994, when the company purchased JRH Biosciences. In the US, CSL operates two core businesses (CSL Behring and Seqirus).

CSL Behring manufactures and markets one of the world’s broadest lines of protein biotherapeutics. It also operates one of the largest plasma collection networks in the world, with more than 160 centers in the US. Seqirus is the world’s second largest influenza vaccine supplier.

CSL’s US employee base of 11,000 people has grown by an estimated 10 per cent each year and the company has invested hundreds of millions in the US since 1994. In 2007, CSL announced plans to invest US$15 million to expand its manufacturing facility in Kankakee, Illinois, by adding a high-speed, single-dose syringe filling line. In 2014, the company announced a further US$240 million expansion for the Kankakee facility.

Seqirus recently released its next major advancement in cell-based technology use at its manufacturing facility in North Carolina. In an industry first, Seqirus successfully produced a cell-based influenza vaccine at commercial scale using a candidate vaccine virus (CVV) isolated and grown in cells, rather than in eggs.\textsuperscript{1,2}

CVVs are prepared by the World Health Organization Global Influenza Surveillance and Response System and associated laboratories, and are used by manufacturers to develop and produce influenza vaccines.

“Today, the US represents nearly half of all our sales. The US is also home to two of our major manufacturing facilities and our plasma collection network, which is one of the largest in the world. As we continue to grow our business in the US with new medicines and new indications for the treatment of rare and serious medical disorders, we are driven by our promise to patients and to maintaining our US operations well into the future.”

Paul Perreault
CEO and Managing Director – CSL Limited
Macquarie is a leading financial services provider across a diverse range of sectors. Its legacy of 48 years of unbroken profitability is a result of constantly looking for opportunities that make a difference for clients. Founded in Australia in 1969, Macquarie began operating in the US in 1994. With approximately US$244.7 billion in assets under management in the Americas, its equities research covers approximately 500 US stocks.

Profitable throughout the global financial crisis and beyond, Macquarie has substantially grown its US presence and strategically added key talent across the organization.

In the US, Macquarie employees provide capital markets, advisory and principal investing services, sales, trading and research, leasing and lending, asset and fund management, and financing.

Macquarie continues to invest in the US. The new Goethals Bridge, the first new bridge built by the Port Authority of New York and New Jersey in more than 80 years, recently opened, with Macquarie playing a key role in the consortium delivering the project. The Goethals Bridge Project is the first surface transportation project built as a true public–private partnership in the northeast region of the US. The new US$1.5 billion cable-stayed crossing over the Arthur Kill between Staten Island, New York and Elizabeth, New Jersey, represents a major upgrade to the region’s infrastructure system and a vast improvement for drivers.

Macquarie is the third largest physical gas marketer in North America, the highest ranked non-producer. Twenty-seven per cent of its global operating income is generated in the Americas.

Further demonstrating Macquarie’s commitment to the US is the recent strategic joint venture between California Resources Corporation and Macquarie Infrastructure and Real Assets (MIRA). As part of this venture, MIRA committed to fund US$160 million for the development of oil and gas properties in California, with a focus on development opportunities in the San Joaquin Basin.

“Macquarie has grown significantly in the US over the past decade. Our nimble and diversified businesses have allowed us to deliver steady performance for clients, even in challenging markets.”

Stephen Yan  
Head of Corporate Communications and Investor Relations, Americas – Macquarie Group
BHP

BHP is one of the world’s top producers of major commodities, including iron ore, metallurgical coal, copper and uranium. It also has substantial interests in oil, gas and energy coal.

Headquartered in Melbourne, Australia, BHP extracts and processes minerals, oil and gas from its production operations located primarily in Australia and the Americas. Products are sold worldwide, with sales and marketing led through Houston and Singapore.

BHP has more than 3,600 employees in North America and continues to invest in the US, with a considerable footprint in petroleum, along with coal and copper assets. Its presence in the US has grown significantly since 2011 when BHP acquired Petrohawk Energy for US$12.1 billion – making it the largest foreign investor in US shale.

Recently, the BHP Board approved expenditure of US$2.2 billion for its share of the development of the Mad Dog Phase 2 project in the Gulf of Mexico.

In North American shale, BHP holds more than 838,000 net acres in four prolific US shale areas (Eagle Ford, Permian, Haynesville, and Fayetteville). Oil, condensate, gas, and natural gas liquids are produced at these locations.

All of BHP’s offshore producing fields are located between 155 and 210 kilometers off the coast from the US state of Louisiana. It operates two fields in the Gulf of Mexico (Shenzi and Neptune) and holds non-operating interests in three other fields (Atlantis, Mad Dog, and Genesis).
BlueScope

Founded in Australia, BlueScope is the world’s largest supplier of metal-coated and painted-steel products for building and construction markets. BlueScope is also the world’s leading global supplier of custom engineered building solutions to industrial and commercial markets. BlueScope has operated in the US since 1980 and invested more than US$2 billion across its three North American businesses, which consist of 17 facilities in 13 US states and a workforce of over 3,300 employees. Adding engineering and sales offices, and its partner networks, BlueScope is present in nearly all US states.

North Star BlueScope Steel in Delta, Ohio, was established as a 50:50 joint venture partnership in 1996. BlueScope acquired its partner’s 50 per cent interest in October 2015 for US$720 million. This business, with an asset value of approximately US$1,300 million and 400 employees, represents a major investment by BlueScope in North America. This highly productive mini-mill runs at 100 per cent capacity utilization, using leading-edge steelmaking technologies and processes. The business is consistently voted number one in the annual Jacobsen Survey of steel customers measuring customer satisfaction.

BlueScope Buildings, which includes Butler Buildings and Varco Pruden Buildings businesses, has seven manufacturing facilities in the US with a total asset value of approximately US$500 million and over 2,300 employees. This fully integrated business designs, manufactures and markets custom-engineered metal building systems and components for industrial, commercial, and community segments of low-rise, non-residential building and construction markets, and government applications. BlueScope Buildings partners with customers, many of them global brands and Fortune 500 companies such as Costco, to deliver their construction projects. Customers are supported by BlueScope’s North American builder network of 2,000 authorized construction professionals.

Steelscape and ASC Profiles, both BlueScope Buildings Products businesses, have nine facilities across the US with a total asset value of approximately US$500 million and 600 employees. BlueScope’s global building products business is a technology leader in metal coated and painted steel building products. Steelscape produces metal coated and painted steel coils for non-residential building and construction markets, while ASC Profiles manufactures steel building components. This includes architectural roof and wall systems and structural roof and floor decking.

“Through its US-based businesses, characterized by high-quality, efficient and innovative operations, products, people and networks, BlueScope brings financial benefit to US customers and their businesses.”

Paul O’Malley
Managing Director and CEO – BlueScope
Servcorp US Holdings Llc.

Servcorp, provider of serviced offices, virtual offices and meeting rooms, was founded in Australia in 1978.

Publicly listed on the Australian Securities Exchange (ASX:SRV) since 1999, Servcorp operates in 22 countries, 53 cities and more than 150 locations globally, including the landmark location, Level 85, One World Trade Center, New York.

Servcorp offers premium office space, co-working space and virtual offices to a diverse range of small, medium and large clients. Businesses typically housed by Servcorp are branch offices of larger companies and new entrants into the US market. Together, these growing businesses create thousands of employment opportunities while filling Servcorp’s office spaces in the US.

Servcorp believes that what makes a business successful is keeping costs and resources commitment low, while still having access to great locations, services and technology, without signing long-term leases or hiring full-time staff. It is this core value that has contributed to Servcorp’s success.

Servcorp has invested US$40 million in the US. Since the opening of its first US location in 2010 and a further 22 centers during 2011 and 2012, the US remains a key market for Servcorp. During 2014 and 2015 Servcorp expanded in Boston, New York, Los Angeles and San Francisco. Most recently, Servcorp has launched a new 30,000 square foot office space in Chicago.

Servcorp’s commitment to expansion in the US is demonstrated by its soon-to-be-launched community platform and new marketing strategies.

“America presents Servcorp’s greatest opportunity as a growing multinational company. The enormous US property market needs a premium workplace solutions provider and we think this Australian company – Servcorp – can provide that solution.”

Marcus Moufarrige
Chief Operation Officer – Servcorp
Lendlease Communities LLC

Founded in Sydney, Australia, Lendlease was born out of a vision to create a company that could successfully combine the disciplines of development, financing, and investment.

Operating in the US since 1917, Lendlease Americas has project experience in 50 states and offices in New York (headquarters), Boston, Chicago, Los Angeles, San Francisco, Nashville, and Washington DC. It consists of four business units (property, construction, communities and investment management) and has over 1,700 employees.

Lendlease Communities, a portfolio within Lendlease Americas, works with communities, clients and partners to create thriving, vibrant, inspirational and attainable places that foster a sense of belonging and where people feel connected and welcomed. In the US, this includes more than 40,000 homes, 12,000 hotel rooms and nearly 200 apartments for military families. Created in partnership with the Department of Defense through the Military Housing Privatization Initiative (MHPI), Lendlease will own, operate, develop and maintain these fully integrated, master planned, mixed-use communities for 50 years.

Operating since 1999, Lendlease’s Department of Defense communities has contributed US$128.5 million capital to date. Demonstrating its commitment to the US, the Lendlease Communities portfolio also continues to explore the use of energy-savings performance contracts to replace aging systems, reduce energy consumption and improve project sustainability.

Lendlease Communities key achievements: The US Department of Defense chose Lendlease as its exclusive partner for its only lodging privatization program (Privatization of Army Lodging); Developed the first hotel in the US constructed of cross-laminated timber at Redstone Arsenal, Alabama; Overseeing one of the largest overall MHPI portfolios to date, holding the largest share of privatized housing contracts with the US Army; Lendlease accepted President Obama’s Better Buildings Challenge and committed to achieving a 20 per cent reduction in energy consumption for its entire military housing and hotel portfolio by 2020. Lendlease achieved its goal five years early, achieving a 20 per cent reduction in 31 December 2014.

“Lendlease’s Communities business creates thriving, vibrant, inspirational and attainable places that foster a true sense of belonging, where people feel connected and genuinely welcomed. In the US, this includes over 40,000 homes, 192 apartments, and more than 12,000 hotel rooms created in partnership with the Department of Defense. Lendlease will continue to own, operate, develop, manage and maintain its portfolio of assets for the remainder of the 50-year partnerships.”

Claire Johnston
Managing Director – Lendlease Communities
HOW AUSTRADE CAN HELP

The Australian Trade and Investment Commission – Austrade – contributes to Australia’s economic prosperity by helping Australian businesses, education institutions, and tourism operators develop international markets.

Austrade helps US companies identify and take up investment opportunities in Australia, and source Australian goods and services.

To find out more, please contact one of our US offices in Boston, Chicago, Houston, New York, San Francisco or Washington, DC.

austrade.gov.au | usa@austrade.gov.au

REFERENCES

1 Australian Bureau of Statistics (International Investment Position, Australia: Supplementary Statistics 2016, ABS Cat. No. 5352.0) in AUD terms. USD values are calculated using the average of AUD/USD monthly exchange rates for 2016, published by the Reserve Bank of Australia (Exchange Rates, Monthly; January 2010 to latest complete month of current year, table F10). The average 2016 AUD/USD exchange rate for 2016 was 0.7434.


5 Financial Times Ltd, FDI Markets database, Australia FDI to US, accessed April 2017. FDI Markets is a database published by the Financial Times Ltd. The database is not exhaustive. It is based on publicly announced foreign investment transactions, only covers greenfield investments (does not include mergers and acquisitions) and there may be some instances where deals are announced but do not come to fruition.

6 OneSource Information Services, US Companies with Parent or Ultimate Parent Company in Australia, 2013. According to a 2014 survey of majority-owned foreign affiliates by the US Bureau of Economic Analysis, Australia had 114 majority-owned affiliates in the US with 1,184 operating enterprises employing 94,800 people in well-paying jobs.

7 As above.

8 As above.


10 ABS Catalogue 532.0 (as at December 2015 the US accounted for 194 per cent of total Australian outbound FDI Stock and 28.6 per cent of total outbound foreign investment stock).


13 As above.

14 As above.


22 As above.


