



IIUSA MEMBERSHIP COMMITTEE CORNER

Highlighting IIUSA's Data Resources at Your Finger Tips



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The IIUSA Membership Committee is pleased to announce a new recurring feature in the *Regional Center Business Journal*, the Committee Corner. Each edition, members of the committee will highlight one of the many membership benefits that their organization or company found crucial to their success in the industry. The new feature is intended to highlight membership benefits that as a member you may not be aware you have or have not yet utilized. It is the committee's goal to consistently improve IIUSA's value proposition to members through benefit analysis and new programing recommendations while being on the forefront of the recruitment of an ever growing and diversifying membership base. With those goals in mind, we present to you the first ever Membership Committee Corner.

Let's face it - navigating the complexities of the EB-5 Industry can be complicated, but II-



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USA is here to help. One of the main benefits provided by the organization is the array of EB-5 data analytics and reports produced by IIUSA's Policy Analysis team. However, many members may not fully utilize the multitude of information and statistics available right at their fingertips in the IIUSA Member Portal.

Although government agencies publish immigration statistics, they often do not tell the whole story. Through its "FOIA machine," IIUSA files Freedom of Information Act (FOIA) requests with various government agencies to retrieve helpful industry statistics not ordinarily published. The FOIA'd statistics enable IIUSA to produce extensive data

IIUSA MEMBERSHIP DASHBOARD



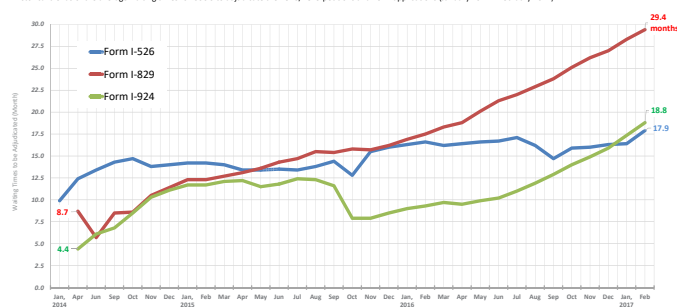
analysis and reports on key industry metrics relevant to EB-5 regional centers, developers, and attorneys. Here are some examples of the data analyses and information that can only be accessed with an IIUSA membership.

One of the most cited statistics by anyone in the EB-5 industry, especially by foreign investors, is petition processing times. In the IIUSA Member Portal, users have access to data

I-526 & I-829 PROCESSING TIMES TABLE

The average waiting times are growing in every category of EB-5-related petitions and applications, particularly for the adjudications of Form I-829 and Form I-924.

Historical trends of the average waiting times for USCIS to adjudicate the I-526/I-829 petitions and I-924 applications (January 2014 - February 2017):



* Note: Processing time of January 2017 is excluded due to the potential data error.
Data source: USCIS Processing Times web page: <https://egov.uscis.gov/otri/processTimesDisplay.html>
Prepared by: IIUSA

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reports on month-to-month processing times as well cumulative processing trends from the Program's inception to the present. This data allows members to compare processing time trends across various time periods. When USCIS changed the format from the number of months pending to "as of dates," IIUSA created a standardized data set for members to easily compare this data over time across different formats.

Similarly, IIUSA accumulates the quarterly I-526 petition filing data to analyze historical trends and the likely effects on processing times. These tools are critical for regional centers to structure their EB-5 offerings and project schedules to coincide with investors' conditional residency periods when their investment must be sustained. Likewise, immigration attorneys rely on processing time data to plan investors' nonimmigrant visa options and to calculate whether derivative children will age out or can be saved under the Child Status Protection Act.

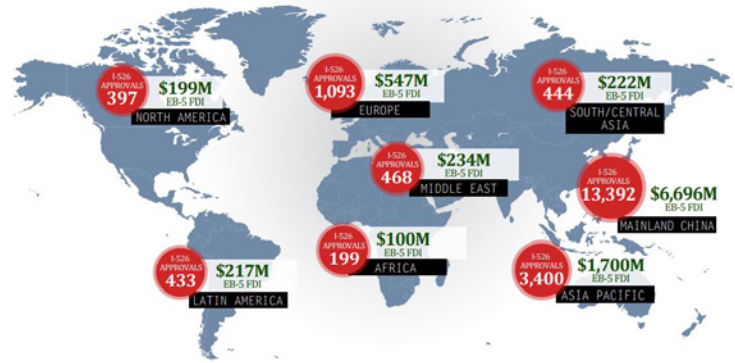
However, what really sets the IIUSA data analyses apart is not just the ability to synthesize various government data sets and analyze important trends in the industry, but also the fact that most of the data would not otherwise be publically available. For example, USCIS publishes the number of I-526 petitions filed and approved each quarter, but does not break this down by an investor's country of

birth. The government publishes the EB-5 immigrant visa numbers used by each applicant's country of birth, but this information is based on investments made at least two years earlier.

The results of IIUSA's FOIA requests include, among other things, information regarding I-526 filings and approvals by country of birth, which provides a much more accurate indicator of current demand for EB-5 visas. IIUSA's analysis of this data is particularly valuable for members who are looking to expand their marketing efforts beyond China. The number of filings from other countries is also helpful to determine effects on the China backlog and to identify other high volume countries that may also become subject to backlog. Furthermore, IIUSA compared the EB-5 visa numbers used through consular processing abroad versus those used through adjustment of status applications in the U.S., which shows that investors from certain countries are more likely to already be in the U.S. rather than abroad.

Although it is easy to get caught up in the numbers, each petition represents a significant investment into the U.S. and the creation

INVESTOR MARKET MAP



of important jobs for U.S. workers, at no cost to taxpayers. IIUSA's data analyses illustrate the major economic influence of the EB-5 program. Beyond capital contributions and job creation, detailed analysis of the total GDP and tax revenue contributed by EB-5 projects illuminates the extensive impact EB-5 investments have on local economies. This information is critical for IIUSA's advocacy efforts as legislative and regulatory changes continue to surround the EB-5 program.

If you are already a member of the organization, we encourage you to log in to your member portal account to access all of the important data resources IIUSA has to offer. *If you are not yet a member or would like to learn more about membership, please visit IIUSA.org or email info@iiousa.org.*

QUARTERLY STATISTICS OF FORM I-526

| Fiscal Year | 2013 | | | | | 2014 | | | | | 2015 | | | | | 2016 | | | | | 2017 | |
|-------------------------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Total |
| Receipts | 1,935 | 1,350 | 1,437 | 1,624 | 6,346 | 2,143 | 2,540 | 3,005 | 3,240 | 10,928 | 2,959 | 2,337 | 2,502 | 6,575 | 14,373 | 6,277 | 848 | 1,513 | 5,509 | 14,147 | 4,395 | 4,395 |
| Growth Rate (Quarterly) | 3% | -30% | 6% | 13% | - | 32% | 19% | 18% | 8% | - | -9% | -21% | 7% | 163% | - | -5% | -86% | 78% | 264% | - | -20% | - |
| Growth Rate (Over Year) | 50% | -9% | 4% | -14% | 5% | 10% | 47% | 52% | 50% | 42% | 38% | -8% | -17% | 103% | 32% | 112% | -64% | -40% | -16% | -2% | -30% | -30% |
| Approvals | 693 | 833 | 1,001 | 1,172 | 3,699 | 1,453 | 1,429 | 1,133 | 1,100 | 5,115 | 1,652 | 1,978 | 2,941 | 2,185 | 8,756 | 1,257 | 1,864 | 1,660 | 2,851 | 7,632 | 3,346 | 3,346 |
| Approval Rate | 72% | 75% | 88% | 79% | 80% | 64% | 85% | 90% | 94% | 80% | 93% | 88% | 92% | 85% | 89% | 77% | 75% | 79% | 91% | 81% | 93% | 93% |
| Growth Rate (Quarterly) | 3% | 20% | 20% | 17% | - | 24% | -2% | -21% | -3% | - | 50% | 20% | 49% | -26% | - | -42% | 48% | -11% | 72% | - | 17% | - |
| Growth Rate (Over Year) | -36% | -19% | 11% | 74% | 1% | 110% | 72% | 13% | -6% | 38% | 14% | 38% | 160% | 99% | 71% | -24% | -6% | -44% | 30% | -13% | 166% | 166% |
| Denials | 263 | 220 | 142 | 318 | 943 | 811 | 257 | 125 | 73 | 1,266 | 133 | 273 | 268 | 377 | 1,051 | 372 | 637 | 433 | 293 | 1,735 | 236 | 236 |
| Denial Rate | 28% | 21% | 12% | 21% | 20% | 36% | 15% | 10% | 6% | 20% | 7% | 12% | 8% | 15% | 11% | 23% | 25% | 21% | 9% | 19% | 7% | 7% |
| Growth Rate (Quarterly) | 45% | -16% | -35% | 124% | - | 155% | -68% | -51% | -42% | - | 82% | 105% | -2% | 41% | - | -1% | 71% | -32% | -32% | - | -19% | - |
| Growth Rate (Over Year) | 18% | 36% | -64% | 75% | -1% | 208% | 17% | -12% | -77% | 34% | -84% | 6% | 114% | 416% | -17% | 180% | 133% | 62% | -22% | 65% | -37% | -37% |
| Pending | 6,095 | 6,074 | 6,506 | 7,131 | 7,131 | 7,363 | 8,302 | 10,375 | 12,453 | 12,453 | 13,526 | 13,731 | 13,129 | 17,367 | 17,367 | 21,988 | 20,235 | 19,406 | 20,804 | 20,804 | 23,250 | 23,250 |
| Growth Rate (Quarterly) | * | 0% | 7% | 10% | - | 3% | 13% | 25% | 20% | - | 9% | 2% | -4% | 32% | - | 27% | -8% | -4% | 7% | - | 12% | - |
| Growth Rate (Over Year) | * | * | | | 42% | 21% | 37% | 59% | 75% | 75% | 46% | 65% | 27% | 39% | 39% | 38% | 47% | 48% | 20% | 20% | 6% | 6% |

Source: U.S. Citizenship and Immigration Services (USCIS).
 Data Set: Form I-526 Immigrant Petition by Alien Entrepreneur. <<https://www.uscis.gov/tools/reports-studies/immigration-forms-data/data-set-form-i-526-immigrant-petition-alien-entrepreneur>>
 **: Missing Data; *: Not Applicable
 Prepared by: IIUSA