



Next Move Group
We Are Jobs

HOW CAN SMALL
TO MID-SIZED
COMMUNITIES
STAND OUT IN THE
SITE SELECTION
PROCESS?



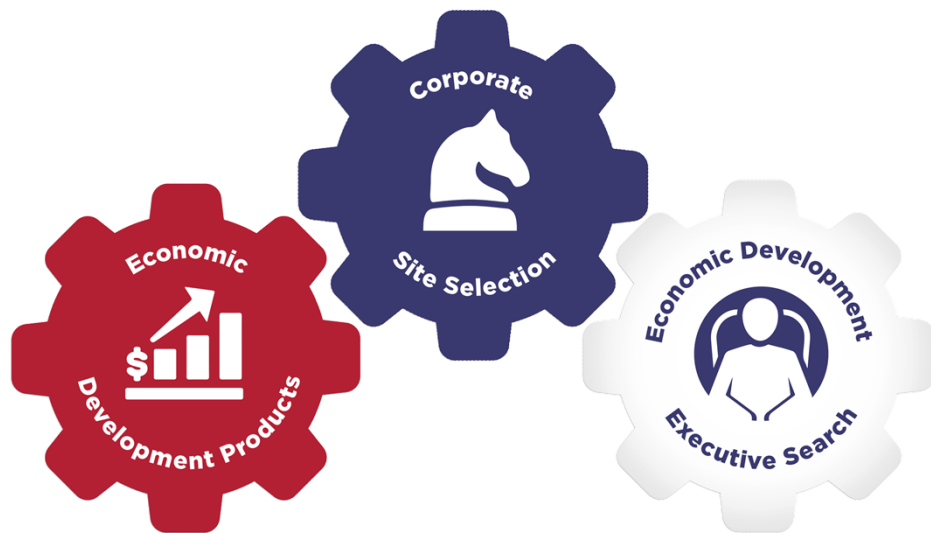
Next Move Group
We Are Jobs

WHO IS NEXT
MOVE GROUP?



Mission Statement:

Next Move Group exists to create economic growth for small to mid-sized companies, communities, and non-profit organizations.



WHO IS NEXT MOVE GROUP?

Next Move Group Has Built an Engine Which Creates Economic Growth for Small to Mid-Sized Communities, Companies, and Non-Profit Organizations by Way of the Following 3 Services all Which Work to Support Each Other:



Next Move Group
We Are Jobs

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CALL US TODAY
(504) 299-3464

JOIN OUR MOVEMENT TO GROW THE AMERICAN ECONOMY

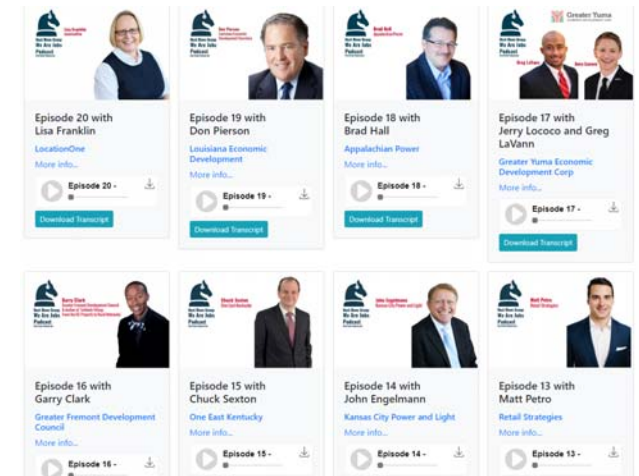
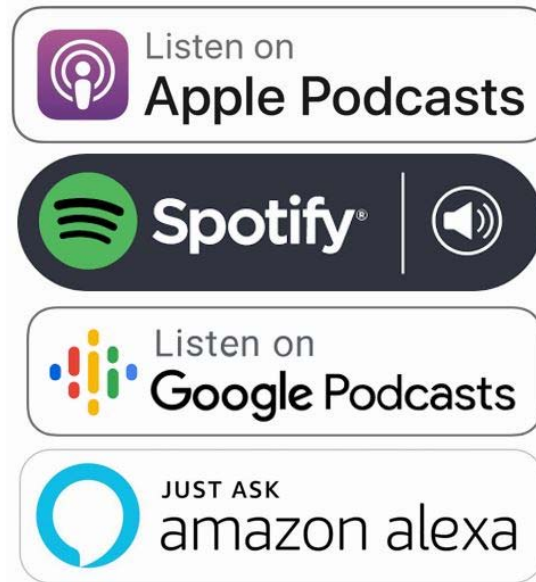
Which Focuses on Creating Economic
Growth for **Small to Mid-Sized**
Companies, Organizations
and Communities

[LEARN MORE](#)

We are Driven to Create Economic
Growth for Small to Mid-Sized Companies,
Communities and Non-Profit Organizations

Because we have had Enough of
America's Growth Being Slanted to the
Fortune 100 Companies who get the Majority
of America's Tax Incentives

We are Tired of Cities like Chicago,
Los Angeles and New York Undervaluing
its Small to Mid-Sized Companies and
Non-Profit Organizations.



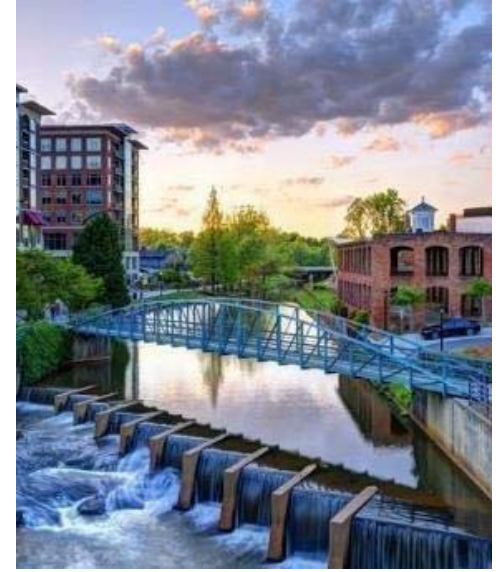
OUR PODCAST CHANNEL

Subscribe to our podcast channel for weekly interviews focused on creating economic growth for small to mid-sized companies, communities, and non-profit organizations.

Goldman Sachs



**IN 2017, WE WERE HONORED BY
GOLDMAN SACHS FOR OUR MISSION
OF CREATING ECONOMIC GROWTH
FOR SMALL TO MID-SIZED
CORPORATIONS AND COMMUNITIES.**



CONSULTANTS IN ST. LOUIS, NEW ORLEANS,
TORONTO, AND GREENVILLE, SC



Next Move Group
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**SAMPLING OF
OUR SITE
SELECTION
CLIENTS**

NEXT MOVE GROUP'S NICHE

**We represent small to mid-sized
manufacturers:**



CoBatCo
THE CONE & BATTER CO.



REDGUARD



ecopack



FIBREBOND®



Sterling
PACKAGING



DSC
LOGISTICS



Polymer Logistics





SchuttTM
S P O R T S

SAMPLING OF OUR SITE SELECTION CLIENTS:

■ SAMPLING OF OUR SITE
SELECTION CLIENTS:

■ REDGUARD MAKES BLAST
RESISTANT LIVING QUARTERS FOR
OIL/GAS INDUSTRY \$100
MILLION/YEAR ANNUAL REVENUE






Polymer Logistics



- **SAMPLING OF OUR SITE SELECTION CLIENTS:**
- **POLYMER LOGISTICS, ISRAELI BASED**
- **\$150 MILLION REVENUE WORLDWIDE**



Ships within 1 day from the U.S 

- SAMPLING OF OUR SITE SELECTION CLIENTS:
- HYDRO-GEAR MAKES MOTORS FOR LAWN MOWERS
- HQ IN ILLINOIS, \$100 MILLION REVENUE



F I B R E B O N D[®]



GENSETS

EXPLORE



POWER

EXPLORE



TELECOM

EXPLORE



Graham Walker

509 views

1 0 SHARE SAVE ...



710 KEEL News

Published on Aug 21, 2019

SUBSCRIBE 1.1K

Graham Walker of Fibrebond talks about the problems with bridges around the plant.

Our Past Small to Mid-Sized Site Location Projects (Our Average Project Creates 50-150 Jobs):

Image Industries locating cold forming operations in Clarksdale, creating 50 jobs

By **Sarah Ulmer** - July 10, 2019

 Like 23

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 p



Stud welding company Image Industries is locating operations in Clarksdale. The project is a \$3-million corporate investment and will create 50 jobs over the next four years.



Our Past Small to Mid-Sized Site Location Projects (Our Average Project Creates 50-150 Jobs):



Deal: Polymer Logistics to create 110 jobs, invest \$4 million in Dublin



ATLANTA, May 19, 2016—Gov. Nathan Deal today announced that Polymer Logistics, a retail ready packaging company, will create 110 new jobs and invest more than \$4 million in Laurens County. The company will locate its next U.S.-based logistics and distribution center in Dublin.

Our Past Small to Mid-Sized Site Location Projects (Our Average Project Creates 50-150 Jobs):



[HOME](#) [SERVICES](#) [NEWS](#) [EDUCATION](#) [ABOUT US](#)

Search

Polymer Logistics Opens New Service Center in Portage, Indiana

November 10, 2016 05:10 PM Eastern Standard Time

PORTAGE, Ind.--(BUSINESS WIRE)--Polymer Logistics, a retail ready packaging company, held a ribbon cutting ceremony for its state-of-the-art 75,000 sq. ft. logistics and distribution center in Porter County today. Located at 6750 Daniel Burnham Dr., Portage IN, the new facility will create more than 40 new jobs.

"This facility helps us complete our nationwide network of service centers that will provide our customers with the highest level of

"This facility helps us complete our nationwide network of service centers that will provide our customers with the highest level of performance. We greatly appreciate the support we've received from the community and look forward to a successful operation here in Portage," said Fred Heptinstall, CEO North America for Polymer Logistics.



Next Move Group
We Are Jobs

SAMPLING OF
OUR
EXECUTIVE
SEARCH
CLIENTS

Sampling of Executive Search Clients:

As we had success in economic development searches, economic development board members were impressed with our process and asked us to compete for other searches in their communities.

So, we grew into being a firm that focuses on doing executive searches for any entity which touches economic development: schools, city managers, etc.

We maintain our economic development mission, we only place “growth” minded people.

Sampling of Executive Search Clients:

Main Search Practices:

- Economic Development**
- City/County Manager**
- Development Staff**

Sampling of Executive Search Clients:

Got our start in economic development searches:



Sampling of Executive Search Clients:



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Search for
City Administrator

THE CITY OF NORTHPORT
NORTHPORT
ALABAMA

<https://www.cityofnorthport.org/>

Search Conducted By:



Next Move Group
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SAMPLING OF
EXECUTIVE
SEARCH
CLIENTS:

CURRENT ONGOING SEARCHES:



Next Move Group
We Are Jobs

- **Northport, Alabama, City Manager- Pay of \$150,000**
- **St. Charles County, Missouri Economic Development- Pay of \$185,000**
- **Dyersburg, Tennessee, Chamber of Commerce- Pay of \$115,000**
- **Good Shepherd School, Development Director- Pay of \$85,000**

Executive Searches:

We get our best candidates from referrals from people just like you, &

We get our best searches from people like you, keep us in mind for city/county manager, economic development, or any development related search.



Next Move Group
We Are Jobs

SAMPLING OF
OUR
ECONOMIC
DEVELOPMENT
PRODUCTS
CLIENTS

Our Targeted Customers:

Economic Development Products:

Small to mid-sized economic development organizations wanting help building aggressive economic development programs.

Sampling of our clients:



*Small Sized County in Alabama
Service: Strategic ED Plan*



*Mid Sized Region in Kentucky
Service: Public Speaking at Annual Meeting*



*Mid Sized County in Missouri
Service: Labor Study*



*Mid Sized County in Louisiana
Service: Board Training*



*Small Sized Town in Kansas
Service: Board Training*



*Mid Sized County in South Carolina
Service: Targeted Industry Study*



John Sisson

Executive Managing Director
Site Selection / Incentives Negotiation
Greenville, South Carolina



OUR SITE ~~SELECTION~~ ~~NEGOTIATION~~ PROCESS

WHAT DO WE DO?

- **Build “Musts and Wants” Modeling for Location**
- **Search for Locations & Score Them Against Each Other**
- **Visit with best locations in our office**
- **Run Labor Analysis for Finalist Locations**
- **Visit finalist locations**
- **Run Operating Cost Pro-Formas for Each Finalist Locations**



John Sisson

Executive Managing Director
Site Selection / Incentives Negotiation
Greenville, South Carolina





“MUSTS AND WANTS” MODELING

“MUSTS AND WANTS” MODELING

Kickoff Meeting

- Establish Macro Search Area
- Develop Project Evaluation Criteria
- Develop Project Timeline
- Obtain Data Points to Perform Logistics Analysis
- **Establish “MUSTS”**
- **Establish “WANTS”**



“MUSTS AND WANTS” MODELING

1. **Geography.** Our new facility MUST be located in one of these states:

Answer:

2. **Building.** The building we buy/lease MUST have all of the following at a minimum:

- a. **Sq. Ft. Answer:** 50,000 min – we currently have 55,000 with approximately 10,000 in office space
- b. **Ceiling Height Answer:** 30’ clear
- c. **Bay Spacing Answer:** 40’ with 20’ door as well as 20’ bay with 10’ door
- d. **Air-Conditioned or Not Air-Conditioned Answer:** a/c
- e. **Dock Door Requirements:** drive-in dock level preferred; 4 -6 doors
- f. **Infrastructure Answer (Example: rail siding, fire protection system, x amps of electric power, x amount of water capacity a day, etc.):** 575v service (aka 600v)

3. **Site.** How many acres must you have on the site for parking, storage, truck turnaround, etc.?

Answer: we currently sit on 4 acres ... parking approximately 50 spots

4. **Community Characteristics.** What are your “MUSTS” in a community? Population? Proximity to metro areas? Proximity to certain support businesses? Proximity or lack of proximity to a competitor? Provide bullet points of all the “MUSTS” you must have in a community:

Answer: closest to major routes for ground shipping via transport

5. **Labor.** Describe in paragraph form the type of laborer you need and the challenges you face in finding them in your current location”

Answer: we are a unionized shop currently – no need if we can have a better labour deal. For HVAC DEPOT we require skilled sheet metal journeymen and apprentices. For the FAB of our custom equipment, Labourers must have knowledge of sheet metal fab and be able to work directly from DRAWINGS. With this division we would also require electricians and Refrigeration Mechanics to install refrigeration piping, compressors, condensers etc.

6. **Just-In-Time Suppliers.** Do you have any “Just-In-Time” Suppliers which you must be located in close proximity to? If so, detail those suppliers so we can screen locations based on such

Subject		Want	Weighting 1 (less) – 10 (most)
Floor	Thickness?	We have very heavy machinery so the thicker the better – currently 8”	8
	Floor Drains?		5
	Load Bearing Capacity (PSI)		?
Rail Siding	Length?		n/a
	Covered?		n/a
Roof	Height? 30’		9
Bay Spacing			7
Office sq. ft.	Currently have 10,000 - require 5,000		8
Manufacturing sq. ft.	Currently 45,000 – this is required		8
Warehouse sq. ft.	10,000 min		8
Future ability to expand	YES		7
Crane Infrastructure	Number, type, capacity? Currently have 4 overhead with 10ton capacity		8
Dock Doors	Currently have 4 – this is a minimum requirement		8



SEARCH FOR LOCATIONS
AND SCORE THEM
AGAINST EACH OTHER

SCORE SITES AGAINST EACH OTHER

Send Customized RFI's to Locations Under Consideration

Building Specifications

3. Name of Building? Address? Latitude, Longitude?

Answer:

4. Owner of Building?

Answer:

5. Asking sales/lease price?

Answer:

6. Previous Use of Building?

Answer:

7. Sq. Ft. (Breakdown office sq. ft., manufacturing sq. ft., lab space, etc.)?

Answer:

Incentives

56. Briefly summarize the following incentives which could be available for a 100 job commitment:

- Cash, Grants, Reduced or Delayed Cost of Real Estate, Forgivable Loans, etc.:
 - Deal Closing Cash (how can it be used):
 - Answer:
 - Workforce Training Cash:
 - State/Local On-The-Job Training Cash-
 - Answer:
 - Train the Trainer Cash-
 - Answer:
 - Pay Costs of our Trainers Cash for Set Number of Hours-
 - Answer:
 - Cash for our new hires to travel to train in another facility-
 - Answer:
 - Other training cash:
 - Answer:

- Building/Site Cash:
 - Cash to Offset Improvements to Building:

9. Insert floor plan of manufacturing/warehouse area, including width and length of the manufacturing/warehouse area and each column, with dimensions in feet in the answer space to this question (if image is too big, shrink it and make it fit in the space below in this word document):

Answer:

10. Describe any infrastructure currently within the manufacturing/warehouse area of the building such as: contents of boiler room and electrical room, piping, air compressors, etc.

Answer:

SCORE SITES AGAINST EACH OTHER

	A	B	C	D	E	F	G	H	I	J	K	L	M
2	Project:		COLD			Site:		commerce park 7			Total Score:		313.6
3													
4	Scoring Criteria							Sub Wt Factor	Overall Wt Factor	Sub Score	Sub Wt Score	Average Score	Overall Wt Score
5	1.) Business Costs (Recurring)							10				5.9	59.0
6		a.	Power Cost					10		10	100		
7		b.	Workers Comp Insurance Rate					10		7	70		
8		c.	Labor Cost Projections Per Hour					10		5	50		
9		d.	Unemployment Insurance Rates					10		5	50		
10		e.	Property Tax Rates					10		4	40		
11		f.	Inventory Tax Rates					10		5	50		
12		g.	State Corporate Income Tax Rate					7		5	35		
13	2.) Incentives							9				7.0	63.0
14		a.	Money to Move Equipment					10		7	70		
15		b.	Eventually Own Building					10		7	70		
16		c.	Relocation Assistance for Employess					5		7	35		
17		d.	Offset startup costs; install fees, permit fees, leas					7		7	49		
18		e.	Property Tax Abatements					8		7	56		
19		f.	State Corporate Income Tax Credits					6		7	42		
20	3.) Workforce							9				5.1	46.0
21		a.	Coldheading Labor					10		5	50		
22		b.	Trained Electrical Workers					10		6	60		
23		c.	Relevant Training Program (gearhead type)					9		5	45		
24		d.	Vocational/Technical support to new and expand					6		4	24		
25	4.) Support Services							8				6.0	48.0
26		a.	Brazers					10		6	60		
27		b.	Cleaners					10		6	60		
28		c.	Plumbers					10		6	60		
<div><div><div>◀▶...</div><div>TN-04TX-01TX-02TX-03TX-04TX-05TX-06TX-07TX-08</div></div></div>													

In our kickoff process, we build a weighted scoring system to score communities based on what you want. This is an example of a recent project in which we scored 153 communities for a client.

SCORE SITES AGAINST EACH OTHER

2	Project:	Cold																	
3																			
4	Sites	TN-02	TN-03	TN-04	TX-01	TX-02	TX-03	TX-04	TX-05	TX-06	TX-07	TX-08	TX-09	TX-10	TX-11	TX-12	TX-13	TX-14	TX-15
5	Cumulative Score	377	377	329	242	304	305	314	319	318	354	310	353	329	336	321	305	307	308
6	Business Costs	76	70	70	60	63	62	59	59	59	57	57	57	62	62	62	62	60	60
7	Incentives	77	47	28	32	33	27	63	63	63	18	16	20	25	25	42	27	27	27
8	Workforce	65	58	54	45	45	52	46	46	46	73	46	77	48	48	55	58	58	58
9	Support Services	49	56	64	24	44	50	48	48	48	80	80	80	72	72	44	52	52	52
10	Building	47	54	25	21	34	28	24	30	29	28	12	21	27	34	26	19	23	23
11	Geography	38	48	45	38	41	44	40	40	40	47	47	47	47	47	46	43	43	43
12	Transportation	26	45	43	21	42	43	33	33	33	50	50	50	48	48	47	45	45	45

In our kickoff process, we build a weighted scoring system to score communities based on what you want. This is an example of a recent project in which we scored 153 communities for a client. We highlight the top scores in each area, based on what is most valuable to our client.



VISIT WITH BEST
LOCATIONS IN OUR
OFFICE

VISIT WITH BEST LOCATIONS IN OUR OFFICE

We bring communities to New Orleans, or St. Louis

**New Orleans Office, 1615 Poydras Street,
Suite 900**

Monday, June 12th

-5 pm, Project Chess arrives picked up by Next Move Group at airport

-7 pm, Dinner with Project Chess and Next Move Group at Emeril's, 800 Tchoupitoulas

-After Dinner, Blues/Jazz Clubs on Frenchmen Street

Tuesday, June 13th

-8 am, Continental Breakfast at Office, 1615 Poydras, Suite 900

-8:30 am-10:00 am STATE OF GEORGIA PITCH

-10:00 am-11:30 am STATE OF TENNESSEE PITCH

-11:30 am-1:00 pm Lunch at Lukes

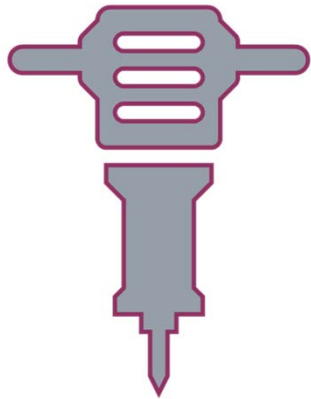
-1:00 pm-2:30 pm STATE OF SOUTH CAROLINA PITCH

-2:30-4:00 pm STATE OF ALABAMA PITCH

-4:00-5:30 pm STATE OF FLORIDA PITCH

-7:00 pm Dinner at Commander's Palace, 1403 Washington Avenue

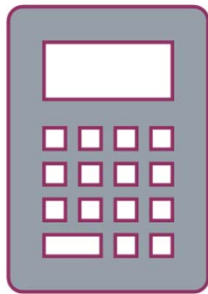
-After Dinner, Uptown New Orleans



**RUN LABOR ANALYSIS
FOR FINAL LOCATIONS**

- For each finalist location, we run detailed labor reports to quantify the quantity and cost of the labor in each area.


	Occupation	2011-2013	2014-2016	Change	Earnings	Openings	Quotient
2	41-9041 Telemarketers	58	253	336%	\$11.22	69	2.09
3	51-2011 Aircraft Structure, Surfaces, Rigging, and	11	35	218%	\$20.45	8	1.66
4	49-2091 Avionics Technicians	59	185	214%	\$22.99	45	20.91
5	17-2011 Aerospace Engineers	15	34	127%	\$40.47	7	0.94
6	27-2021 Athletes and Sports Competitors	11	21	91%	\$26.53	4	2.78
7	49-3011 Aircraft Mechanics and Service Technicians	32	55	72%	\$28.69	9	0.92
8	49-9094 Locksmiths and Safe Repairers	12	20	67%	\$14.52	5	2.35
9	19-1012 Food Scientists and Technologists	20	33	65%	\$34.53	6	4.16
10	51-9197 Tire Builders	13	21	62%	\$18.11	--	2.45
11	49-2022 Telecommunications Equipment Installers and	163	259	59%	\$21.71	37	2.43
12	47-2132 Insulation Workers, Mechanical	12	19	58%	\$16.11	--	1.29
13	39-7011 Tour Guides and Escorts	12	18	50%	\$9.32	--	0.96
14	49-9052 Telecommunications Line Installers and Repairers	61	91	49%	\$16.93	12	1.49
15	39-5094 Skincare Specialists	50	72	44%	\$9.09	8	4.12
16	43-2011 Switchboard Operators, Including Answering	74	104	41%	\$9.83	12	1.73
17	49-9051 Electrical Power-Line Installers and Repairers	23	32	39%	\$29.20	4	0.56
18	43-4051 Customer Service Representatives	839	1,096	31%	\$13.37	125	0.90
19	17-2161 Nuclear Engineers	19	24	26%	\$53.40	--	2.86
20	49-3041 Farm Equipment Mechanics and Service Technicians	23	29	26%	\$15.99	--	1.55
21	41-9011 Demonstrators and Product Promoters	44	55	25%	\$12.26	5	1.25
22	49-2098 Security and Fire Alarm Systems Installers	20	25	25%	\$21.40	4	0.88
23	29-9091 Athletic Trainers	12	15	25%	\$21.63	--	1.31
24	13-2072 Loan Officers	125	155	24%	\$24.11	13	1.05
25	27-4012 Broadcast Technicians	13	16	23%	\$12.49	--	1.19
26	43-4131 Loan Interviewers and Clerks	59	72	22%	\$13.52	5	0.69
27	19-4051 Nuclear Technicians	14	17	21%	\$34.37	--	4.95
28	31-9011 Massage Therapists	19	23	21%	\$15.71	--	0.57
29	13-2041 Credit Analysts	25	30	20%	\$30.48	--	0.92
30	37-1012 First-Line Supervisors of Landscaping, Lawn	41	49	20%	\$17.83	3	0.99



RUN OPERATING COST
PRO-FORMAS FOR EACH
FINALIST LOCATION

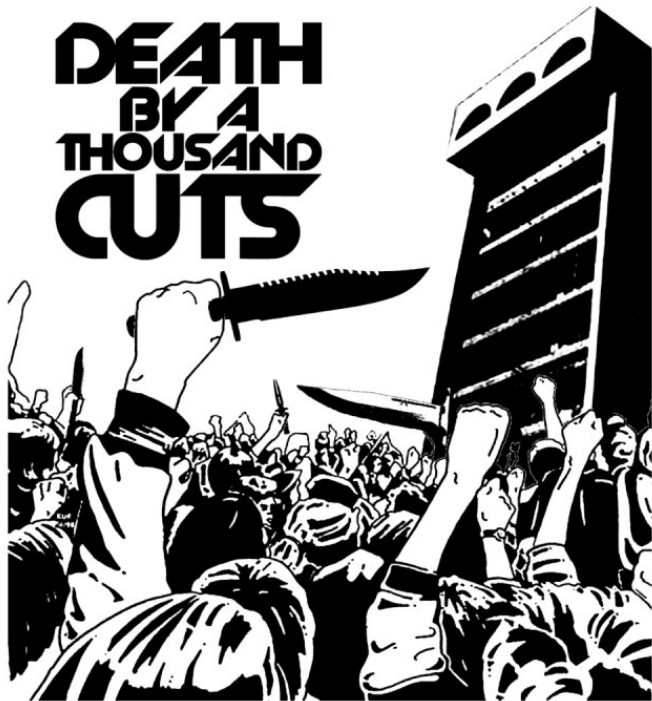
OPERATING COST PRO-FORMAS

[illegible]

Proposed Location	Net Present Value (NPV)
	\$ (17,883,867.25)
	\$ (19,702,436.61)
	\$ (20,032,919.39)
	\$ (20,426,991.61)
	\$ (21,020,902.17)
	\$ (21,092,444.89)
	\$ (21,282,130) 
	\$ (21,588,500.21)
	\$ (22,060,426.88)
	\$ (22,708,326.05)

OPERATING COST PRO- FORMAS

DEATH BY A THOUSAND CUTS



Modeling of Small Costs Which Add Up to Hurting Your Profitability:

- **Inventory Tax**
- **Business Privilege Tax**
- **Utility Taxes**
- **Workers Compensation Tax**
- **Unemployment Insurance Tax**
- **Payroll Tax**
- **Property Tax**
- **Sales Tax**
- **Excise Tax**
- **Gross Receipts Tax**
- **Etc.**



CONDUCT RISK ANALYSIS

RISK ANALYSIS

- Risk Analysis
- We perform a weighted Risk Analysis on each finalist location

2	Project House Risk Analysis				
3					
4					
5	% WEIGHT	CATEGORY	RISK	PROBABILITY	IMPACT
6	50%	Workforce	Proximity of large unionized plants within 30 miles including Masonite	Medium	9
7	40%	General Location & Business Climate	Community's aggressive incentives offerings may bring in other manufacturers to compete against for labor	Low	7
8	30%	Site	As this is the first building in the industrial park, the property's value will likely not increase until other industries locate nearby	Low	5



CLOSE DEAL/MANAGE INCENTIVES

SELECT SITE

**Next Move Group Canadian Client
Sterling Packaging
Locates in Monroeville, Alabama**



Alabama Governor Kay Ivey and Secretary of Commerce Greg Canfield join Jim Hickson, President of Sterling Packaging, and his entire family in breaking ground on a new 55-job packaging plant in Monroeville, Alabama, on July 31st, 2017.





HOW CAN YOU AFFECT
THE SITE SELECTION
PROCESS?

HOW CAN YOU AFFECT THE SITE SELECTION PROCESS?

Remember, your goal is always to not get eliminated

- 3 main ways to affect the process
 - Product
 - Labor
 - Incentives



HOW CAN YOU AFFECT THE SITE SELECTION PROCESS?

BUILDINGS & SITES

PRODUCT DEVELOPMENT

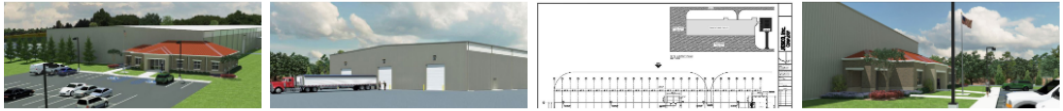
Developing good sites is the cornerstone of good public sector policy in economic development

- Key factors to consider:
 - Must have control of property
 - Doing diligence to ensure the site is good (geotechnical reports), what will it cost to develop the site?
 - Running industrial grade utilities to the site
 - etc

NOT ALL SITES ARE MADE EQUALLY

Just because a site may look developable, doesn't mean that it is. Rail on a site does not always mean it can be served by rail. Just because it's flat, doesn't mean you can build on it. Some key factors before investing in a site is understanding Flood Plain, Geotech, Environmental, Rail Availability (if applicable) etc. Investigating these issues prior to purchasing or sinking money into property, while moderately costly (couple hundred-thousand dollars), could save millions on the back end. Always educate your public officials to help them understand and determine site viability.

Available buildings
attract more
prospects than
sites by a
3-1 ratio



Choose a Pre-Engineered Plan

52,500 Sq. Ft. Building

100,000 Sq. Ft. Building

150,000 Sq. Ft. Building

\$4,400,000
11 MONTHS

Choose From These Variable Options

Floor Thickness 6" (Base)	Column Spacing 25'x50' (Base)	Ceiling Height 28" (Base)
Air Cond. In Production Area No (Base)	Exterior Finish Metal (Base)	15 Ton Crane No (Base)
Dock Doors (4 doors Base)	Parking Lot (30 spaces Base)	Add Office SF In Production Area (0 sqft Base)

DOWNLOAD PRE-PERMITTED BASE DRAWINGS AND BUILDING PLANS FOR THIS BUILDING

Customizable options can be added to building drawings and plans within 1 business day.



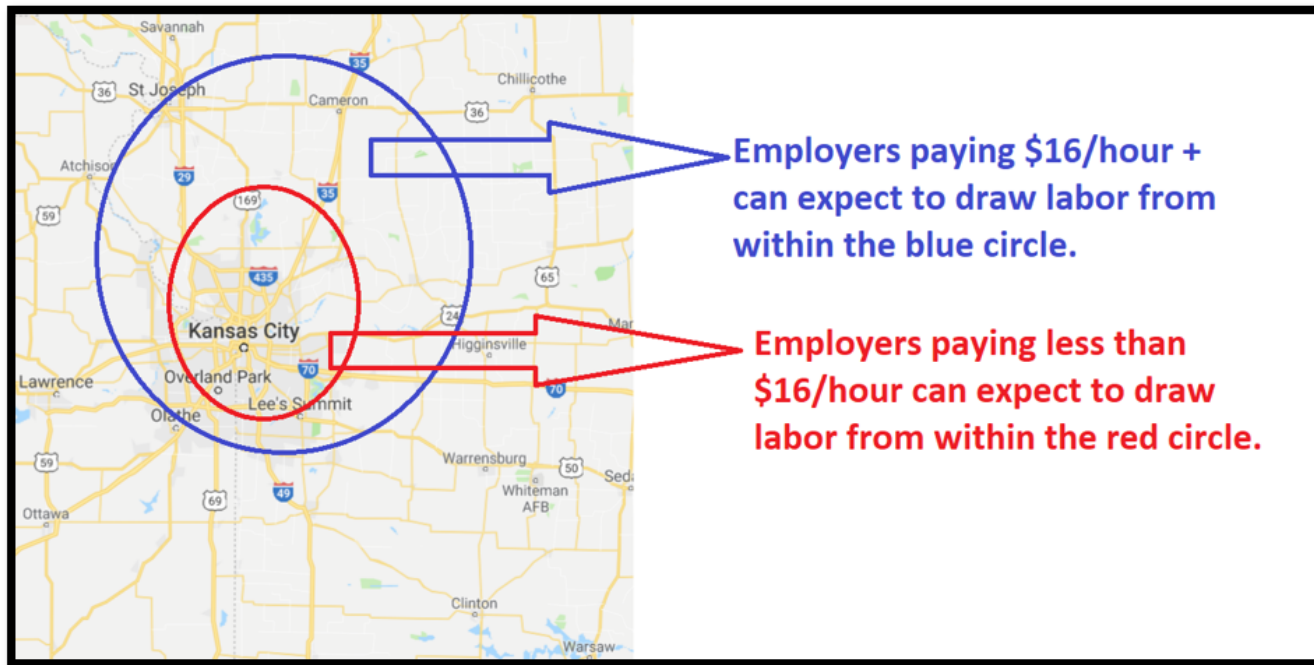
HOW CAN YOU AFFECT THE SITE SELECTION PROCESS?

LABOR



LABOR IS
BECOMING A
VERY SERIOUS
PROBLEM
NATIONWIDE

LABOR IS BECOMING A VERY SERIOUS PROBLEM NATIONWIDE



Note, while employers paying less than \$16/hour will pull from a smaller radius, the population within this radius is still 1.1 million people making it a very strong labor shed area even for the lower paying companies.

LABOR IS
BECOMING A
VERY SERIOUS
PROBLEM
NATIONWIDE

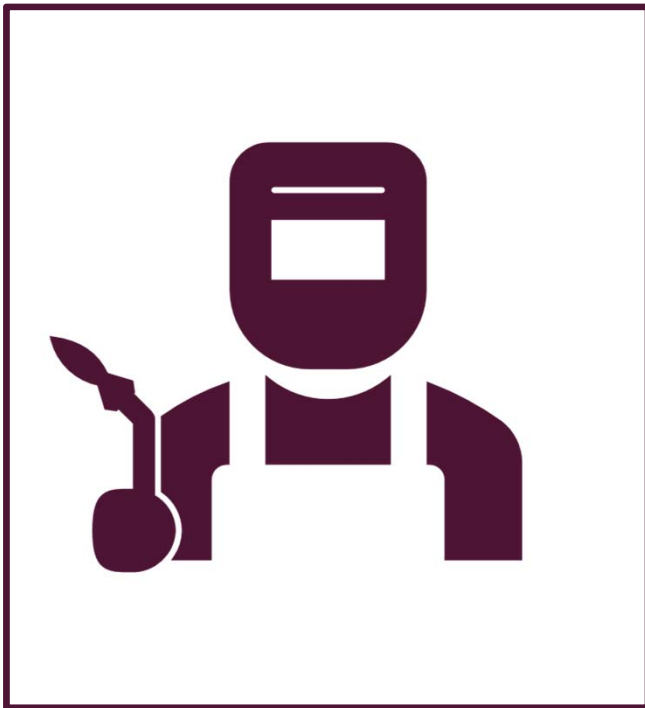
There are literally towns running out of labor.

Its common, no matter where I am in America, to hear people will work for 2 weeks and then just simply not show up again.

LABOR IS BECOMING A VERY SERIOUS PROBLEM NATIONWIDE



LABOR IS BECOMING A VERY SERIOUS PROBLEM NATIONWIDE



- If you can show a clear plan you have to do 3 things for companies, you will rise above your competition in workforce:
 - A plan to recruit applicants
 - A plan to screen applicants
 - A plan to train employees

Think of all your programs, and simplify them by putting them into one of these 3 buckets, remove the alphabet soup and explain how you do these 3 things.



HOW CAN YOU AFFECT THE SITE SELECTION PROCESS?

INCENTIVES


USING FINANCIAL INCENTIVES TO CLOSE DEALS

Most all site selection decisions are based on an operating cost pro forma.

- Typically, you can't affect the revenue side of the pro forma, nor the shipping costs of a pro forma as these are based on where the company's customers are located
- Your best use of incentives are to offset ongoing operating costs for a company
 - Payroll related incentives
 - Utility rate discounts
 - Cost of real estate
 - Property tax relief
 - Corporate income tax relief
 - Borrowing money at interest rates lower than traditional financing

USING FINANCIAL INCENTIVES TO CLOSE DEALS, CREATIVE EXAMPLES

- Payroll Rebate (4% for 10 years, sometimes more)
- EDOs offsetting overhead for a manufacturer for first few years when most manufacturers lose money
 - Free rent
 - Reduced electric rate
 - Financing machinery
 - Moving expense money

Proposed Location	Net Present Value (NPV)
	\$ (17,883,867.25)
	\$ (19,702,436.61)
	\$ (20,032,919.39)
	\$ (20,426,991.61)
	\$ (21,020,902.17)
	\$ (21,092,444.89)
	\$ (21,282,130) 
	\$ (21,588,500.21)
	\$ (22,060,426.88)
	\$ (22,708,326.05)

OPERATING COST PRO- FORMAS

USING FINANCIAL INCENTIVES TO CLOSE DEALS, CREATIVE EXAMPLES

Remember, most all manufacturers lose money the first year they start an operation, no matter if its Toyota or Airbus or Williams Sausage. If you can help them offset overhead costs in years 1-2 you will have a tremendous advantage over your competition.



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