

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

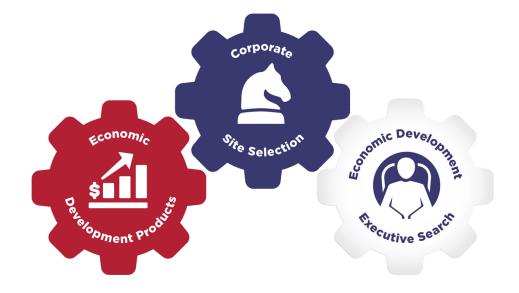
# WHO IS NEXT MOVE GROUP?

# **Mission Statement:**

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

Next Move Group We Are Jobs





# 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:



HOME ABOUT US OUR SERVICES

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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





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 100Companies 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 We Are Jobs

SAMPLING OF OUR SITE SELECTION CLIENTS

### NEXT MOVE GROUP'S NICHE We represent small to mid-sized manufacturers: FIBREBOND CoBatCo Crust ( THE CONE & BATTER CO. **INDUSTRIES IN** ecopack REDGUARD Innovative vision, custom manufacturing OGISTICS schutt HYDRO-GEAR® **Polymer** Logistics SPORTS



# 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

REDGUARD SPECIALIST SERVICES C) states BLAST RESISTANT redguard.specserve.com 101115154550 WENDLE





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





SAMPLING OF OUR SITE SELECTION CLIENTS:HYDRO-GEAR MAKES MOTORS FOR LAWN MOWERS

**HQ IN ILLINOIS, \$100 MILLION REVENUE** 





GENSETS

EXPLORE



POWER

EXPLORE



TELECOM

EXPLORE





КЕЕЦ 7 101.7FM & 710AM Р

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





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

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### 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.

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

#### Cary manufacturer Duraflex expands with new building

Published: Wednesday, Feb. 5, 2016 8:20 p.m. CST - Updated: Thursday, Feb. 4, 2016 12:56 a.m. CST



By STEPHEN DI BENEDETTO - sdibenederin@shawmedia.com

CARV – A growing manufacturer in Cary is renovating a newly purchased 10,000-square-front warehouse and office in the village, as it eyes adding another building for its expanded operations.

Duraties, which primarily makes industrial bellows, plans to open the new facility at 1000 Alexander Court in early March once building removations are complete, said Jennifer Jones Reynolds, vice president of marketing. The Cary-based company purchased the building earlier this venter for \$615,000.

Capiton 
the new space will allow Durafles to use additional warehousing
and shipping space to meet growing demand, jones-keynolds
said. Durafles also will house its new brailed hose fabrication
business at the location after the company acquired the business

(Sarah Nader - snader@shawmedia.com) Ca last year to complement other product lines, she said.

"Our expansion is due to us being on the high-tech, problem-solving spectrum of our market," Jones-Reynolds said. "Our customers are relying more and more on their technical suppliers' expertise to design, fabricate, test and validate new products."

Since opening in 2004, Duratiex has used a 150,000-square-foot office and manufacturing space along industrial Drive in Carry as its headquarters.

Employing 124 people, Duraflex primarily assembles expansion joints, metal and rubber beliows for clients in numerous industries, spanning from agriculture to the military.

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.

NIUCKY	Los a lingth a pand	ing in XY = — Existing Inductions = — Entropromouship =	Workhouse - Informational v - KY Facility - A
	Stove Deshear Gevernor	Old Capitol Annex 200 West Broadway Frankfort, KV 40604	Larry Dayes Secretary
	June 9# 2015 For Immediate Release		
			Terry Sebastion

#### Hydro-Gear to Expand Operations in Princeton

Tenanisions manufacturer to coaste 40 new jobs

FRANKFORT, Ky. (June 9, 2016) Nore jobs are coming to vestern Kentucky. Gov. Steve Boshcar today announced that Hydro-Gear Limited Partnership is reparating its operations in Caldwell County.

Hydro-Gear, a designer and manufacturer of precision drive systems, plans to add up to 40 new jobs and meest \$2.6 million into the project.

Totay's encouncements a demonstration the Hyper-Gean continues to build on its providues a leading polarimant/scruter in its field," said Geo. Devices: "We've activation to with our community particular lands from equip introduces to businesses, and that work is paying off. In providial the maxy plan and maximum how. This is a great day in the Commensional Interaction and State-Caser."



# Next Move Group We Are Jobs

SAMPLING OF OUR 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.

**Main Search Practices:** 

-Economic Development

-City/County Manager

-Development Staff

Got our start in economic development searches:

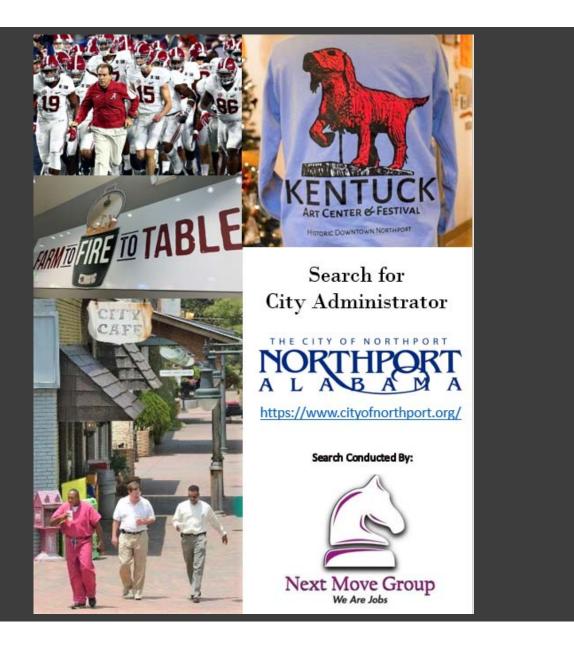




ABOUT US ACADEMICS NEWS & EVENTS PARENTS GRADUATES SUPPORT US



<u>Faith</u>	Social Services	Calendar	Faculty	Publications



SAMPLING OF EXECUTIVE SEARCH CLIENTS:

### CURRENT ONGOING SEARCHES:



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 SELPERITADION 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 SITE SELECTORS



# "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:
- Weighting Subject Want 2. Building. The building we buy/lease MUST have all of the following at a minimum: 1 (less) – 10 (most) a. Sq. Ft. Answer: 50,000 min – we currently have 55,000 with approximately 10,000 in Thickness? We have very heavy machinery office space Floor 8 b. Ceiling Height Answer: 30' clear so the thicker the better - currently 8" c. Bay Spacing Answer: 40' with 20' door as well as 20' bay with 10' door 5 Floor Drains? d. Air-Conditioned or Not Air-Conditioned Answer: a/c e. Dock Door Requirements: drive-in dock level preferred; 4 -6 doors Load Bearing Capacity (PSI) ? 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) Rail Siding | Length? n/a 3. Site. How many acres must you have on the site for parking, storage, truck turnaround, etc.? Covered? n/a Answer: we currently sit on 4 acres ... parking approximately 50 spots Height? 30' 9 Roof 4. Community Characteristics. What are your "MUSTS" in a community? Population? Proximity 7 Bay Spacing 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: Office sq. ft. Currently have 10,000 - require 5,000 8 Answer: closest to major routes for ground shipping via transport Manufacturing sq. ft. Currently 45,000 - this is required 8 5. Labor. Describe in paragraph form the type of laborer you need and the challenges you face in 8 Warehouse sq. ft. 10.000 min finding them in your current location" Answer: we are a unionized shop currently - no need if we can have a better labour deal. For 7 YES Future ability to expand 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 Number, type, capacity? Currently have 4 8 Crane Infrastructure directly from DRAWINGS. With this division we would also require electricians and overhead with 10ton capacity Refrigeration Mechanics to install refrigeration piping, compressors, condensers etc. Currently have 4 - this is a minimum 8 Dock Doors 6. Just-In-Time Suppliers. Do you have any "Just-In-Time" Suppliers which you must be located in requirement
- 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



# SEARCH FOR LOCATIONS AND SCORE THEM AGAINST EACH OTHER

### SCORE SITES AGAINST EACH OTHER

#### Send Customized RFIs 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

4	A	В	С	D	E	F	G	н		J	К	L	M
2	Pr	oject:		COLD			Site:	comme	rce park 7		То	tal Score:	313.6
3													
4		Scori	ng Crite	ria				300 ¥1 Factor	Overall Wt Factor	Sub Score	500 Vi Score	Average Score	Overall Wt Score
5	1.)	Busin	ess Cos	ts ( Red	curring)				10			5.9	59.0
6		a.	Power Co	ost				10		10	100		
7		Ь.	Workers (	Comp Insi	urance Ra	te		10		7	70		
8		с.	Labor Co	st Project	tions Per H	lour		10		5	50		
9		d.	Unemplo	yment Ins	urance Ra	ates		10		5	50		
10		e.	Property	Tax Rate:	s			10		4	40		
11		f.	Inventory	Tax Rate	s			10		5	50		
12		g.	State Co	rporate In	come Tax	Rate		7		5	35		
13	2.)	Incen	tives						9			7.0	63.0
14		a.	Money to	Move Eq	uipment			10		7	70		
15		Ь.	Eventual	ly Own Bu	uilding			10		7	70		
16		с.	Relocatio	on Assista	ance for Err	nployess		5		7	35		
17						es, permit	fees, leas	7		7	49		
18		e.	Property	Tax Abat	ements			8		7	56		
19		f.	State Co	rparate In	come Tax	Credits		6		7	42		
20	3.)	Work	force						9			5.1	46.0
21		a.	Coldhead	ding Labo	or			10		5	50		
22		Ь.	Trained E	lectrical	Workers			10		6	60		
23		c.	Relevant	Training	Program (g	jearhead ty	ype)	9		5	45		
24		d.	Vocation	al/Techn	ical suppo	rt to new ar	nd expand	6		4	24		
25	4.)	Supp	ort Serv	ices					8			6.0	48.0
26		a.	Brazers					10		6	60		
27		Ь.	Cleaners					10		6	60		
<u> </u>		-	Distant					10		e .	60		
	•	۰. H	.   TN·	-04	TX-01	TX-02	TX-	03 <b>T</b>	Х-04 Т	X-05	TX-06	TX-07	TX-0

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.

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-1
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

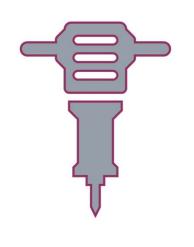
-1:00 pm-2:30 pm STATE OF SOUTH CAROLINA PITCH

-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



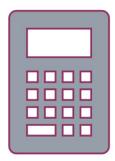
## RUN LABOR ANALYSIS FOR FINAL LOCATIONS

### LABOR

#### Workforce Analysis

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

1	000	Dosonpaon	2011-0005	2011-0005	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 Technicia	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	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 Re	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 Answeri	74	104	41%	\$9.83	12	1.73
17	49-9051	Electrical Power-Line Installers and Repair	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 1	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, La	41	49	20%	\$17.83	3	0.99
	( )	Cover Page Parameters Occupation	ons App	endix A - D	ata Sources an.			



## RUN OPERATING COST PRO-FORMAS FOR EACH FINALIST LOCATION

	Pro	piect Cold P	ro Fe	orma Exper	nse Modeling				
					VACC:		102		
					Sum of PV:	1	(17,883,867,25)		
					Less: Costs, Yr O	\$			
					NPV:	11	17,883,867.25)		
							,		
					IRR:		#NUM!		
		Projection Y	r Proi	ection Yr 1	Comments, future changes explained	¥2		¥3	
	ESTIMATED CASH INFLOW (REVI								
	Dae-Time Costs:					_		_	_
•	Moving Expenses	xxx			get estimate from Image Industries				
-	Incentives to Offset Noving	\$ -			estimated cash from econ dev to move				
	accurres to onset monag	•			estimated cash from econ der to more				
	Dagoing Costs which Yary by Loc	tion.							
1	Cost of Labor		5	(1,897,434.52)		5	(1,897,434.52)		:##
	Incentives to Offset Cost of Labor		\$	11001/404/021			[100140406]	- 1	
	Cost of Shipping			thd	get estimate from Image Industries				
	Real Property Taxes		5		\$900,000 building +1m improvements; Existing Thorco	5	(27,079.00)	•	(27
					building only: \$27,079 (2016). Expansions/Improvements qualify for EE2 abatement (conditions:25+jobs, \$100K capital- 67% for 10 years or 2+ jobs, \$100K capital- 50% for 10 years). Personal property in the expansion/building are also eligible for abatement. Ref: Shayla Sparks, Subash email.				
)	Incentives to Offset Real Property Taxes		\$	18,142.93	67% of Real Property tax-incentives for 10 years	\$	18,142.93	\$	18
	Personal Property Taxes		\$		Based off of \$400K home: between \$1,600 and \$1,875 depending on location within or outside city limits. Additional abatement could apply depending on EEZ Averaged here. Ref: Sparks email.	\$	(1,737.50)	\$	C
2	Personal Income Taxes		\$	(6.000.00)	6% x 100,000 (50,000 for each owner)	\$	(6,000.00)	t	(6
	Tax on Distributions		1		6% on profit (avg profit of \$418,653 last 2 yrs)	1	(25,119.18)		(2
	Electric Power		ŝ		60% demand, 120K kWh: 8,551.16/month. So, rate is: @7.13/kWh. So, for 660,000 kWh=\$47,031.38. Ref: Sparks email	ŝ	(47,031.38)		
	Rent/Mortgage Payments		- 5	144,244.08	reflect on balance sheet if mortgage	\$	144,244.08	\$	144,
	Workers Comp		\$	(24,000.00)	Roughly one-third cheaper than IL	\$	(24,000.00)	\$	(24
·	Unemployment Insurance		1	(10,800.00)	MO is roughly 10% cheaper than IL	\$	(10,800.00)		
	CASH OUTFLOW (COSTS)	\$ -	\$	(1,876,814.57)		\$	(1,876,814.57)	\$1	1,870
	NET CASH FLOW	\$ -	\$ [1	,876,814.57)		\$	(1,876,814.57)	1	
)									
		PV:	\$	(1,706,195.06)		\$	(1,551,086.42)	- \$0	1,410
2									
	Projected Equity in Building		\$	1,900,000.00	Upfront purchase and improvements totaling \$1.3m				
	Other Incentives								
				1					
		Kanba.							

### OPERATING COST PRO-FORMAS

### OPERATING COST PRO-FORMAS

l								
						Labor Breakdown		
SIC Code	Description	Number	r Comment	<b>New Numbers</b>	2080 hours/year rate -			, Com
11-3051	Industrial Production Managers	. 1	L	2	2 \$40.22	\$167,307.96	5 \$36.58	\$\$152,180.49
13-1023	Purchasing Agents, Except Wł	ł 2	2	1	1 \$24.03	\$49,973.05	5 \$26.50	\$55,129.44
13-2031	Budget Analysts	1	1 Blytheville and Newpc	c 1	1 <b>29.18</b>	<mark>8</mark> \$60,694.40	) \$26.69	9 \$55,515.20 Resp
17-2071	Electrical Engineers	1	L	1	1 \$32.62	2 \$67,855.62	\$34.34	\$71,427.18
17-2141	Mechanical Engineers	1	1	1	1 \$36.35	5 \$75,613.23	\$25.63	\$53,304.32
43-3031	Bookkeeping, Accounting, and	. 2	2	3	3 \$16.85	5 \$105,171.45	5 \$16.25	\$\$101,393.00
43-4051	Customer Service Representa	a 2	2	2	2 \$13.61	\$56,606.09	\$13.35	\$\$55,542.04
43-5071	Shipping, Receiving, and Traffi	1 2	2	2	2 \$13.97	7 \$58,101.12	2 \$15.54	\$64,628.30
51-1011	First-Line Supervisors of Produ	( 1	1	1	1 \$20.90	\$43,470.79	\$24.56	5 \$51,093.10
51-2092	Team Assemblers	5	ذ	7	7 \$12.66	5 \$184,398.26	5 \$14.30	\$208,206.94
51-4012	Computer Numerically Controll	/ 1	1 CNC Supervisor paid a	a 1	1 \$26.91	1	) \$30.46	5 \$63,356.80 CNC \$
51-4012	Computer Numerically Controll	14	4 Newport- National Me	le 19	9 \$20.02	2	) \$23.48	\$927,929.60 Resp
51-4031	Cutting, Punching, and Press N	10	נ	8	8 \$15.35	5 \$255,424.00	\$17.63	\$\$293,363.20
51-9061	Inspectors, Testers, Sorters, \$	1 ٤	L	1	1 \$13.99	\$29,099.20	\$17.37	\$36,129.60
	Total	44	4	50	<u>ر</u>	\$2,000,878.36		\$2,189,199.22
					,			
						1		

OPERATING
COST PRO-
FORMAS

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)
	\$	(21,282,13 🜗 0)
	\$	(21,588,500.21)
	\$	(22,060,426.88)
	\$	(22,708,326.05)

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



### 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** 

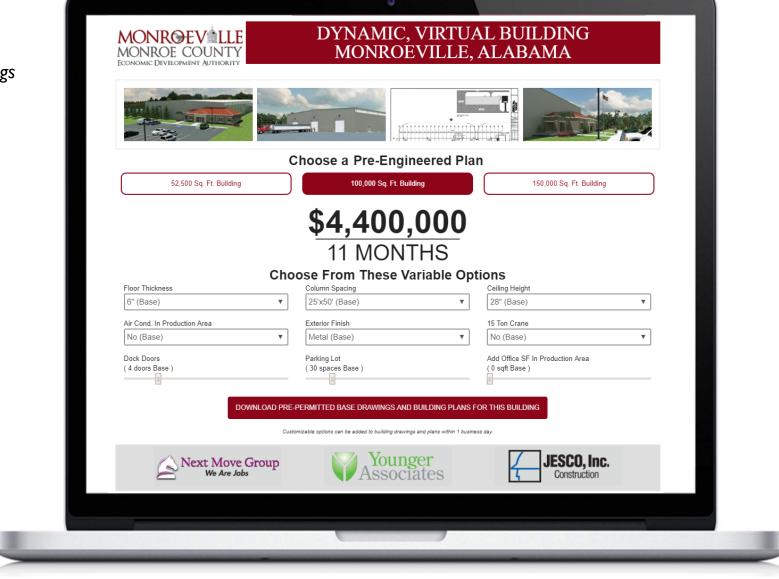
### PRODUCT DEVELOPMENT

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





HOW CAN YOU AFFECT THE SITE SELECTION PROCESS?

<u>LABOR</u>

# I'm freaking dead serious.

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

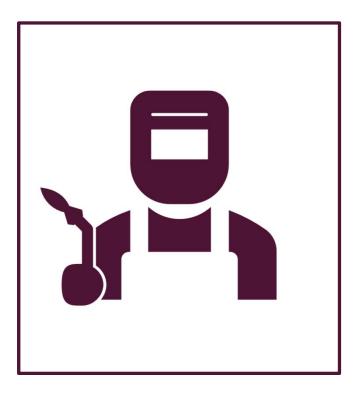
There are literally towns running out of labor.

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

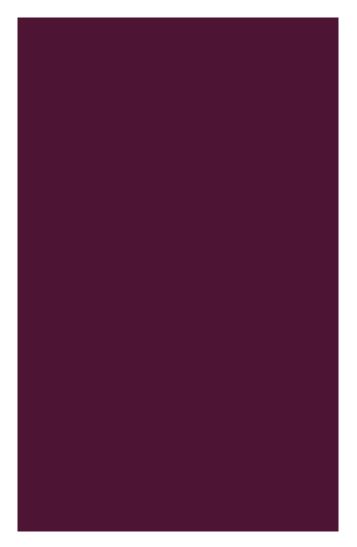
- Payroll Rebate (4% for 10 years, sometimes more)
- EDOs offsetting overhead for a manufacturer for first few years when most manufacturers lose money
  - Free rent
  - Reduced electric rate
  - Financing machinery
  - Moving expense money

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# 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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### Next Move Group We Are Jobs PODCAST







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