



THE SITE SELECTION PROCESS EXPLAINED

A step-by-step guide to finding the perfect fit.

1

ASSESSMENT

Client company determines needs, finalizes project scope, and identifies potential geographic areas.

2

ASSIGNMENT

Client selects internal staffer and/or consultant to conduct location analysis.

3

RESEARCH

Staffer/Consultant visits community websites and other data sources, eliminating locations not meeting company needs.

4

APPROVAL

A list of qualified sites is sent to the client company for consideration.

5

SHORTLIST

Company finalizes short list of 3-5 locations.

6

SCOUTING

Company representatives/Consultant visit short-listed locations, eliminating those falling short.



7

DUE DILIGENCE

Final due diligence and incentive negotiations begin for top 2 – 3 locations that meet operational goals.

8

SITE VISITS

Managers (and occasionally their families) visit short-listed locations.

9

NEGOTIATIONS

Final due diligence and negotiations are completed.

10

SELECTION

Company reviews all data and selects a final location.



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