

# 7-Step Site Selection Process

## to identify the optimal location for your manufacturing operation

### 1. Establish the project team

This includes representatives from the executive team, business unit, human resources, real estate, logistics, and tax departments, along with outside site selection consultants, among others.



### 2. Define site selection criteria

Identify key dates, employee skill level, projected headcount, desired labor rates, capital investment, accessibility to customers and suppliers, real estate needs, and infrastructure requirements.



### 3. Identify potential locations

Analyze regional information, such as population, demographics, unemployment rate, cost of living, utility costs, industry presence, inbound/outbound materials, wage rates, union rates, tax rates, time zone, among others, to pick out locations that are aligned with the selection criteria.



### 4. Carry out in-depth analysis of potential locations

Analyze potential sites and pare down the list using a balanced scorecard approach, assessing factors such as available workforce, infrastructure, logistics, business climate, economic incentives, and real estate market analysis.



### 5. Conduct on-site due diligence

The project team will then conduct a site visit to 2-3 locations to carry out due diligence and gain a thorough understanding of what a particular area has to offer.



### 6. Negotiate terms

Reach agreements on economic incentives and real estate terms, tax credits, tax abatements, cash grants, training subsidies, utility rebates, and other related incentives.



### 7. Build out site

Existing Building or build-to-suit (BTS)

Selecting a developer with experience in similar facilities can be critical in the project being delivered on-time and within budget.



Minimize the risk of choosing the wrong site for your company by working with experts who have the data, tools, and first-hand knowledge to find the ideal location for your specific operation.