



1-2 weeks

- Complete client questionnaire
- Define project objectives
- Establish evaluation criteria
- Establish lines of communication
- Establish project schedule
- Perform transportation analysis
- Perform Macro GIS Screenings and Analyses
- Establish search region



6-8 weeks

- Perform target area GIS Analyses
- Issue project information to state/ communities
- Identify long list of location alternatives
- Receive & evaluate proposals from state/ communities
- Perform KT must screening and preliminary want screening
- Perform SWOT analysis
- Narrow alternatives to short list of alternatives



6-8 weeks

- Consultant site visits
- GIS Micro Analysis
- Refine KT analysis
- Develop financial pro forma and risk assessment
- Narrow site alternatives to short list
- Client visits to short list of sites
- Refine cost and risk analysis
- Identify negotiation opportunities
- Narrow sites to primary and alternate sites



8-12 weeks

- Develop a customized negotiation strategy
- Establish negotiating teams
- Issue formal request for final proposals
- Receive & evaluate proposals
- Undertake due diligence activities
- Finalize real estate and incentive negotiations
- Devise public relations strategy for announcement
- Execute the announcement