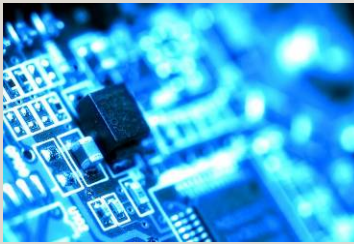


INCENTIVE NEGOTIATION



Incentive Negotiations – An Overview

Step 1 -- Develop the Strategy

The team identifies and prioritizes negotiation opportunities and incentives that will enhance the attractiveness of the finalist sites, mitigate the weaknesses and assist in differentiating the sites. All team members, including, HR, Finance & Tax, Site & Infrastructure, etc. has strategic input on their designated area of expertise.

By understanding the needs of the company and project; the strengths and weaknesses of finalist locations; and negotiating with appropriate parties to enhance locational strengths and mitigate weaknesses, the true value of incentives can be examined – and ultimately realized.

Step 2 -- Issue RFPs and RFQs

A formal Request for Proposal (RFP) will be issued to the finalist communities with regard to incentives. Included in the RFP will be a Request for Quote (RFQ) to be issued to utility providers.

Step 3 -- Incentive Proposal Analysis and Enhancement

GLS refines project analyses to account for detailed incentive offerings presented by finalist locations, allowing for true evaluation of package value. Where additional geotechnical and environmental assessments are needed on sites, GLS negotiates with local economic development agencies to cover such costs.

Step 4 -- Final Incentive Agreements

Financial offerings must be formalized in an appropriately binding manner relative to the value of the incentive, whether by legislation, ordinance, contracts, or letter of commitment. GLS obtains this documentation, while understanding incentive funding sources and timing considerations for the project.

Step 5 -- Final Decision & Project Announcement

We work with your team right up through completion and announcement.

Contact

Didi Caldwell, Principal ❖ 864.918.3816

didicaldwell@globallocationstrategies.com

John Sisson, Principal ❖ 864.313.6424

johnsisson@globallocationstrategies.com



For more information on how GLS can serve you, visit www.globallocationstrategies.com