



Introducing

Global Location Strategies

Global
Location
Strategies

GlobalLocationStrategies.com

Comprehensive Services

- **A history of performance**
 - 40 years of combined experience by principals
 - 500+ projects
 - \$25+ BN in client sitings
 - \$2+ BN in incentives for clients
 - 5 continents, 70+ countries, 40+ states
- **Site selection** – new or relocating facilities
- **Incentive negotiation** – expansion and consolidation
- **Real estate services**
- ***Proven methodology = improved project ROI***



Site Selection

- **Ideal applications** -- relocating facilities, expanding into new markets, or adding capacity in established markets
- **Methodology proven** -- \$25+ BN in sitings
- **Three key decision tools** -- in proprietary process
 - Kepner-Tregoe Decision Process
 - SWOT Analysis & Risk Assessment
 - 20-Year Financial Pro Forma
- ***Logical, defensible, successful results***



Incentive Negotiations

- **Approach** -- identify, evaluate, communicate all applicable benefits available in a given location
 - Reduce investment and operating costs
 - Improve return on investment
 - Identify risks with relocating or expanding
- **Areas of negotiation include:**
 - State and local tax incentives
 - Cash grants or project financing
 - Utility rate concessions and procurement
 - Site and infrastructure improvements
 - Training assistance
- ***Secure maximum allowable benefits for client***



Other Services

- **Decision facilitation**
 - Capital investment decisions among existing plants
 - Consolidation decisions
 - Risk Assessment & Mitigation Strategies for locations
- **Real Estate Services**
 - Due diligence investigation
 - Property negotiations
 - Property acquisition and options
- **Economic development consulting**