



MAEDC First Annual Site Selector Survey - Site Selectors

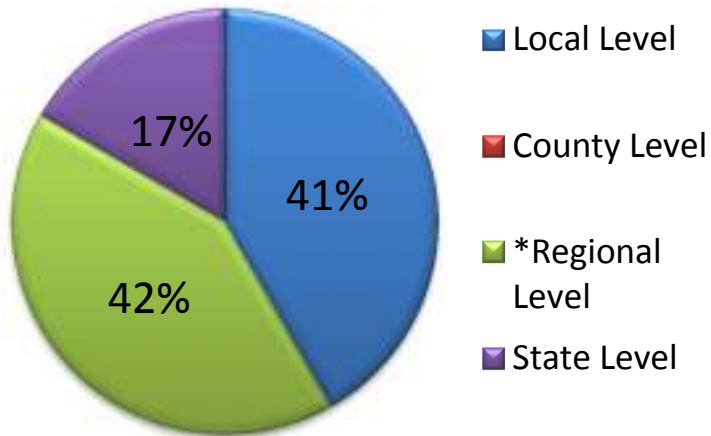
Survey Results

Speaker responses vs. all MAEDC registered attendee responses

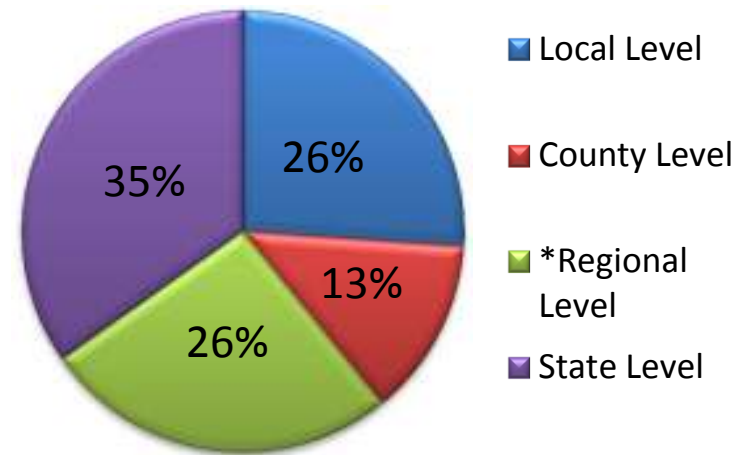
Ron Starner – General Manager of Conway Data

For a typical site selection project, with what level of contact person do you usually work the most throughout the project?

Speaker responses



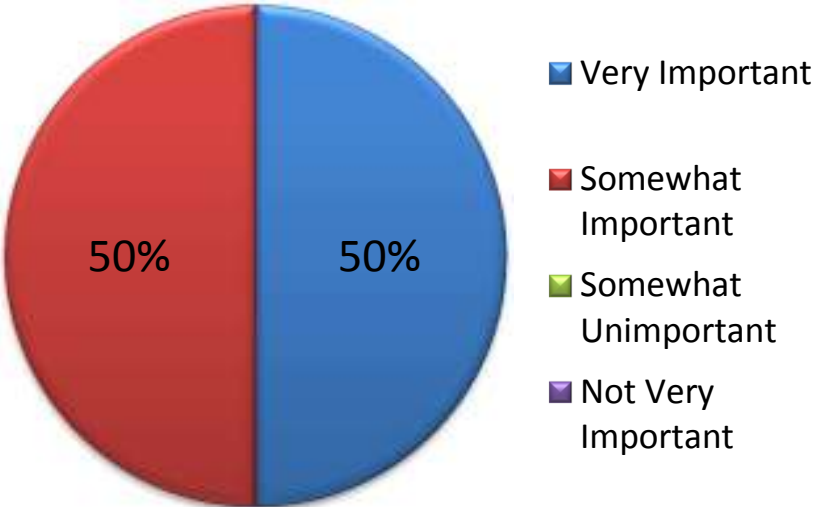
Registered attendee responses



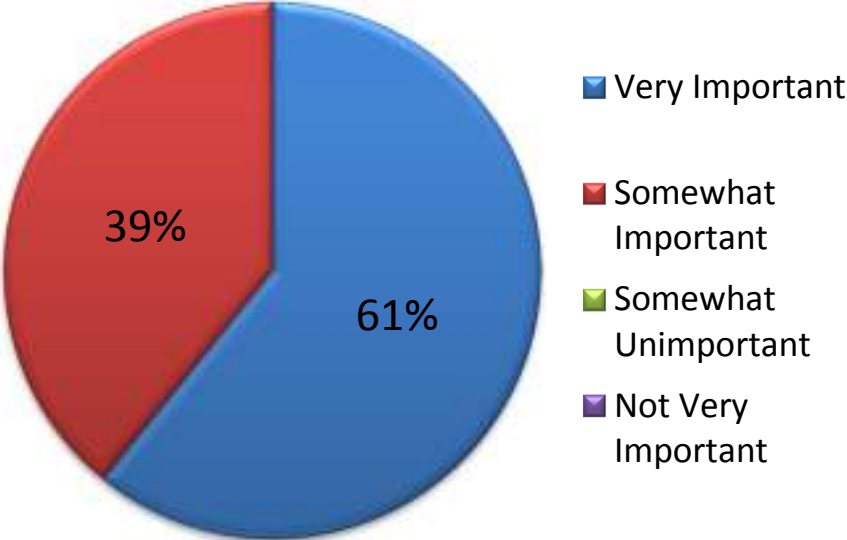
*Region being defined as multiple counties

How important is a state's business climate when first evaluating potential locations for a project?

Speaker responses

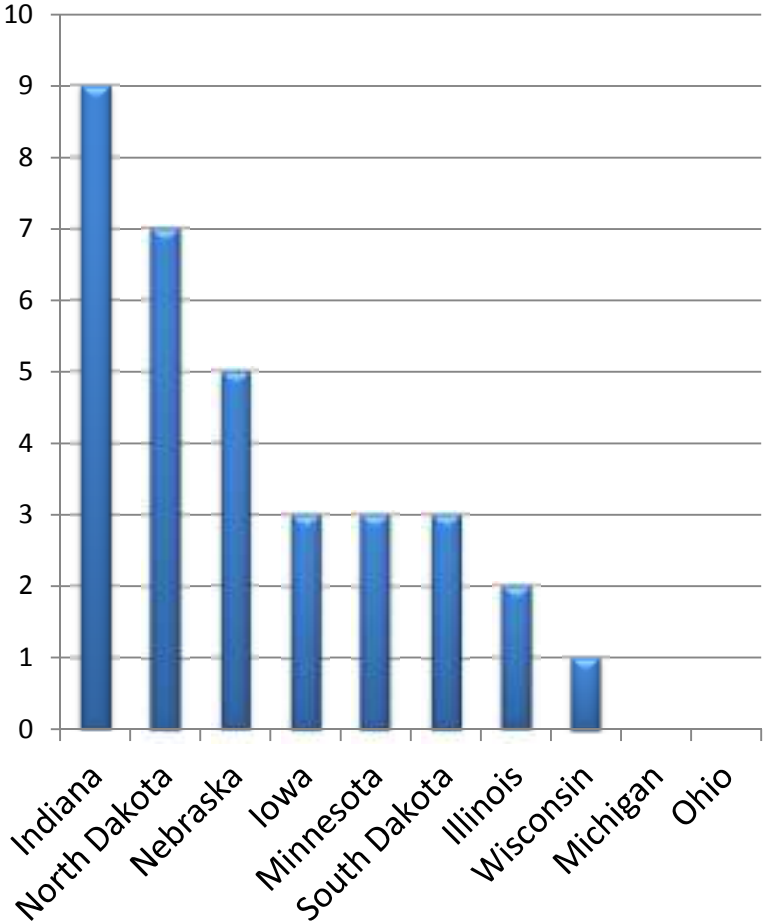


Registered attendee responses

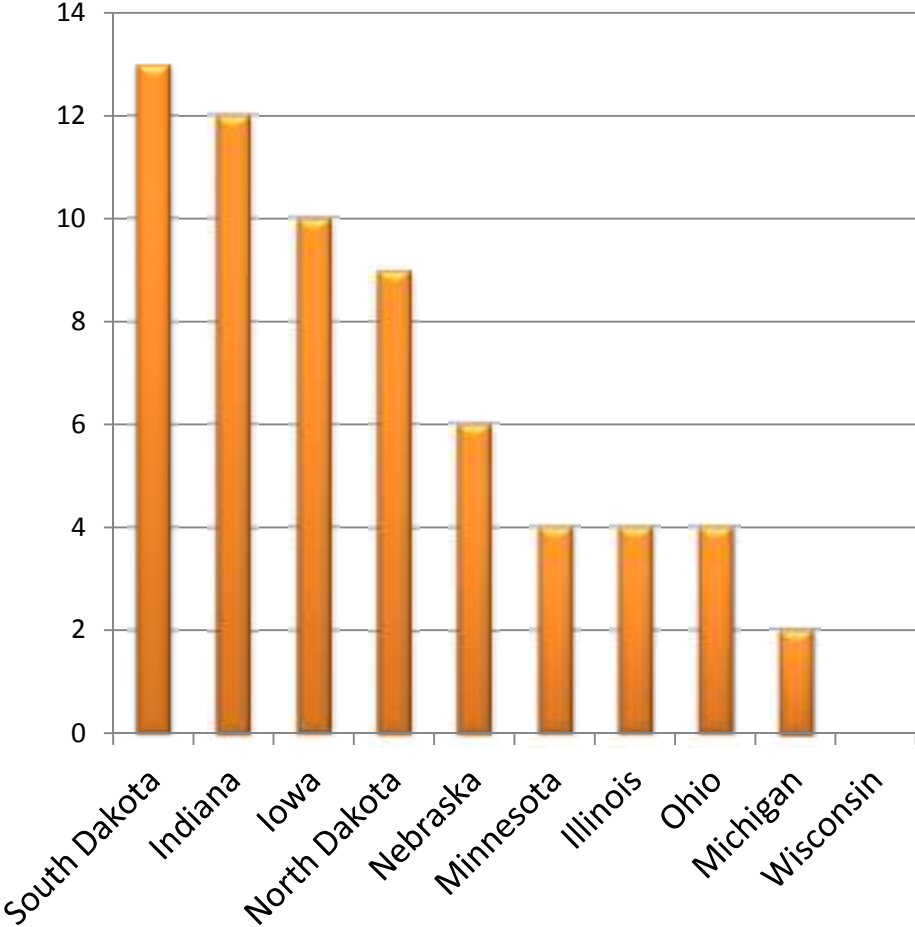


The following ten states comprise the MAEDC region.
Please check the three states with the best business
climate.

Speaker responses

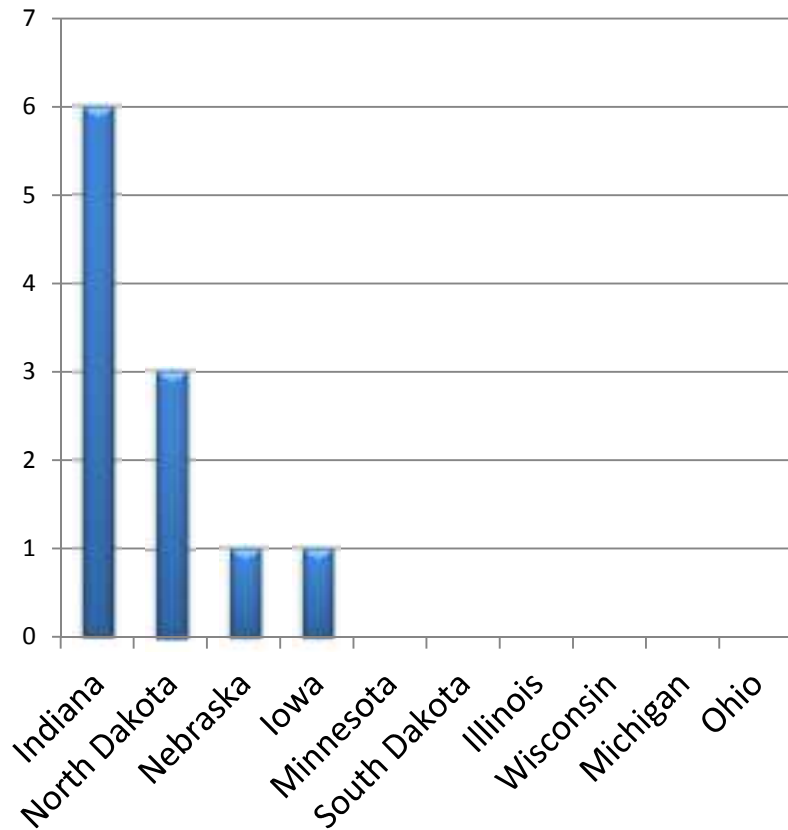


Registered attendee responses

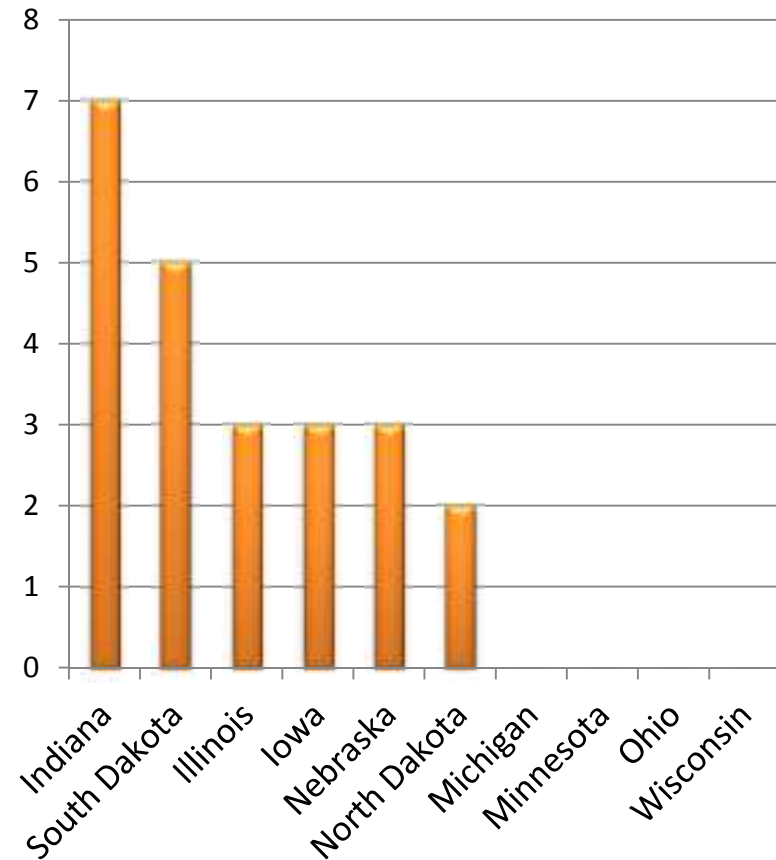


Of the states you checked in the previous answer, which ONE state do you think has the best business climate?

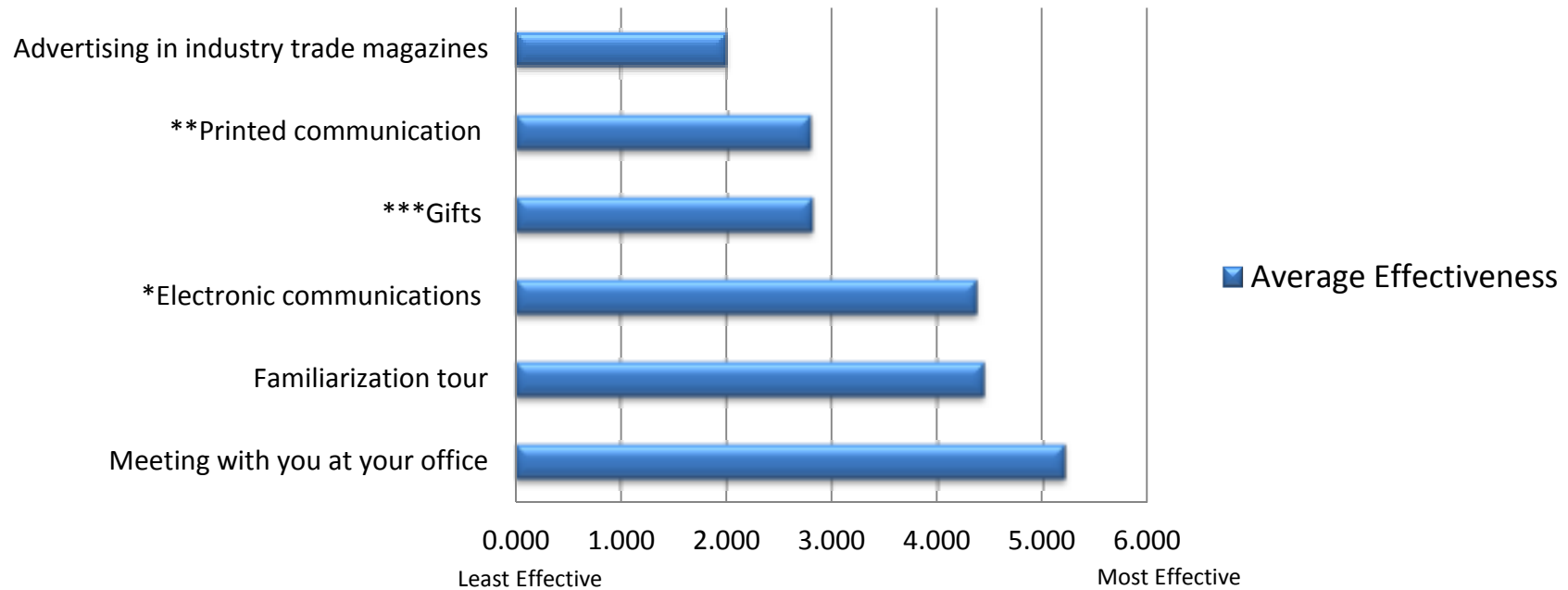
Speaker responses



Registered attendee responses



What are the best ways for an economic development organization to communicate with you about their region?



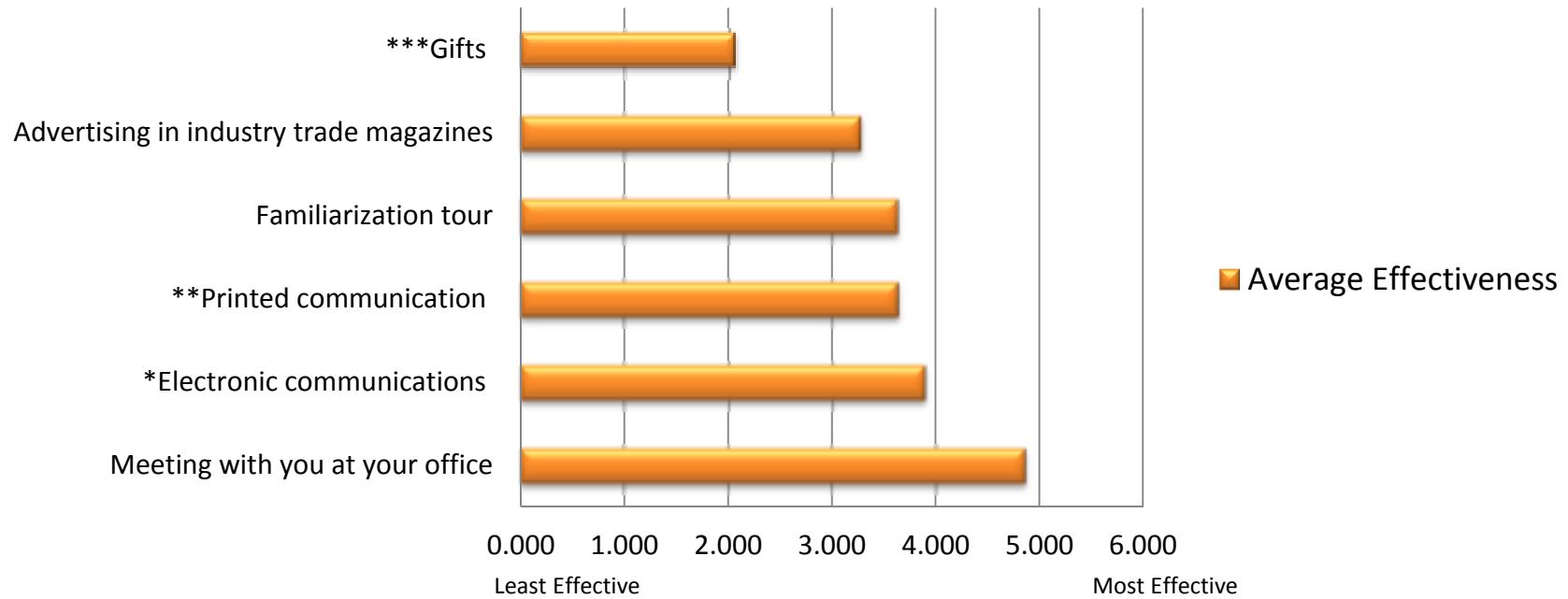
Speaker responses

*(emails, social media such as LinkedIn, etc.)

** (direct mail, etc.)

*** (imprinted items or “local” items from their region)

What are the best ways for an economic development organization to communicate with you about their region?



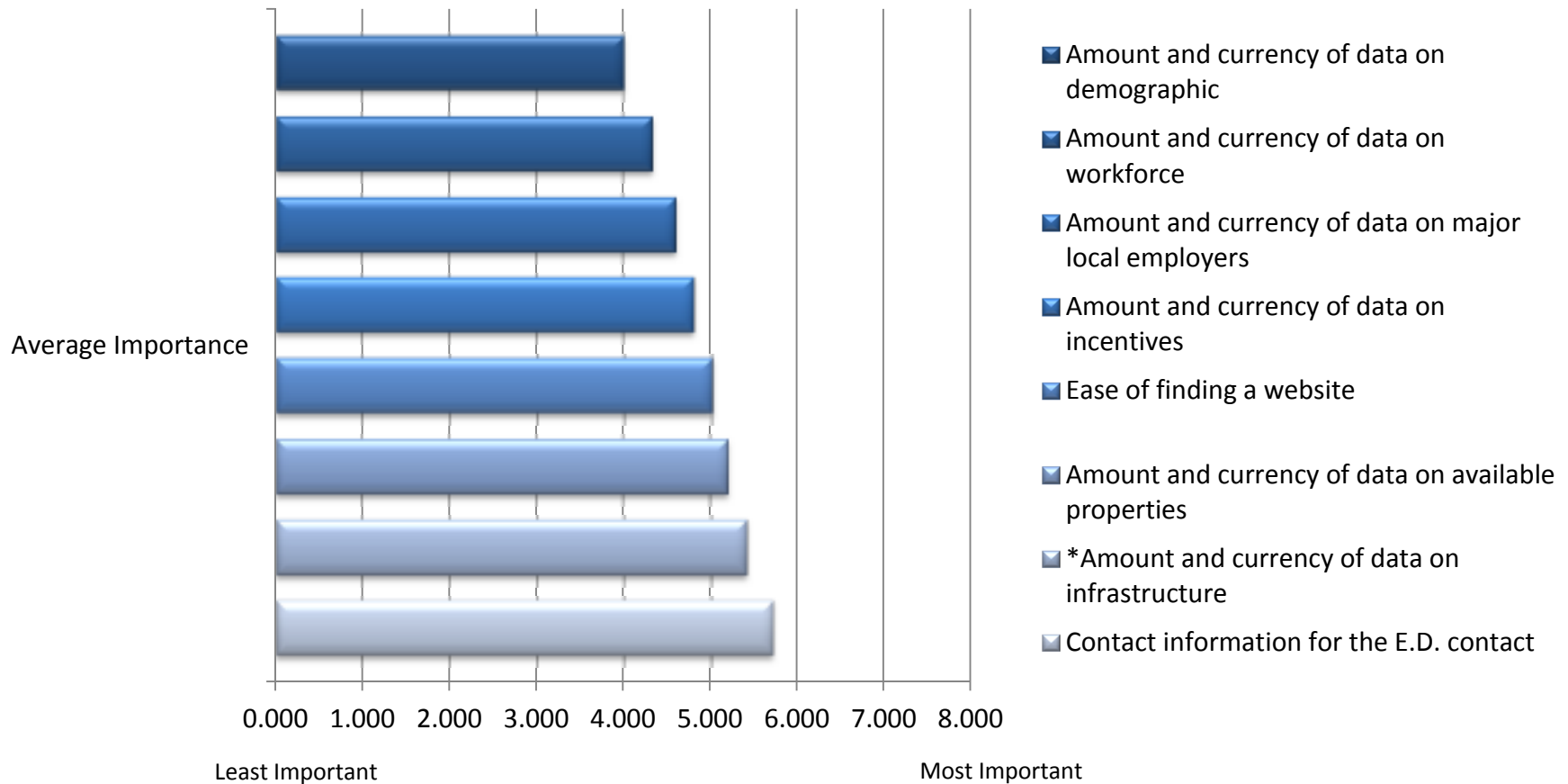
Registered attendee responses

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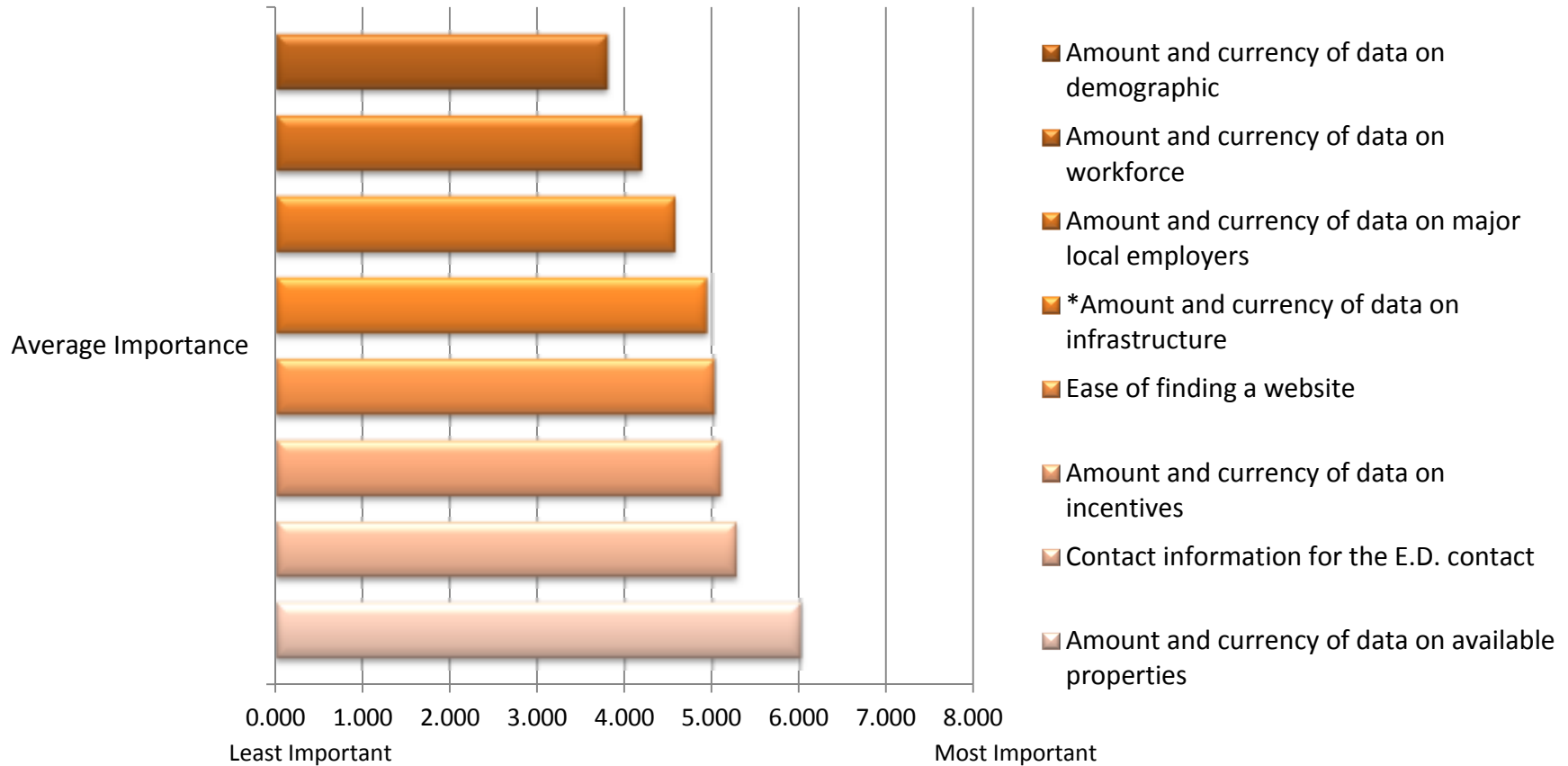
How IMPORTANT are each of the following characteristics of an ED website?



Speaker responses

*(utilities service, rail, ports, etc.)

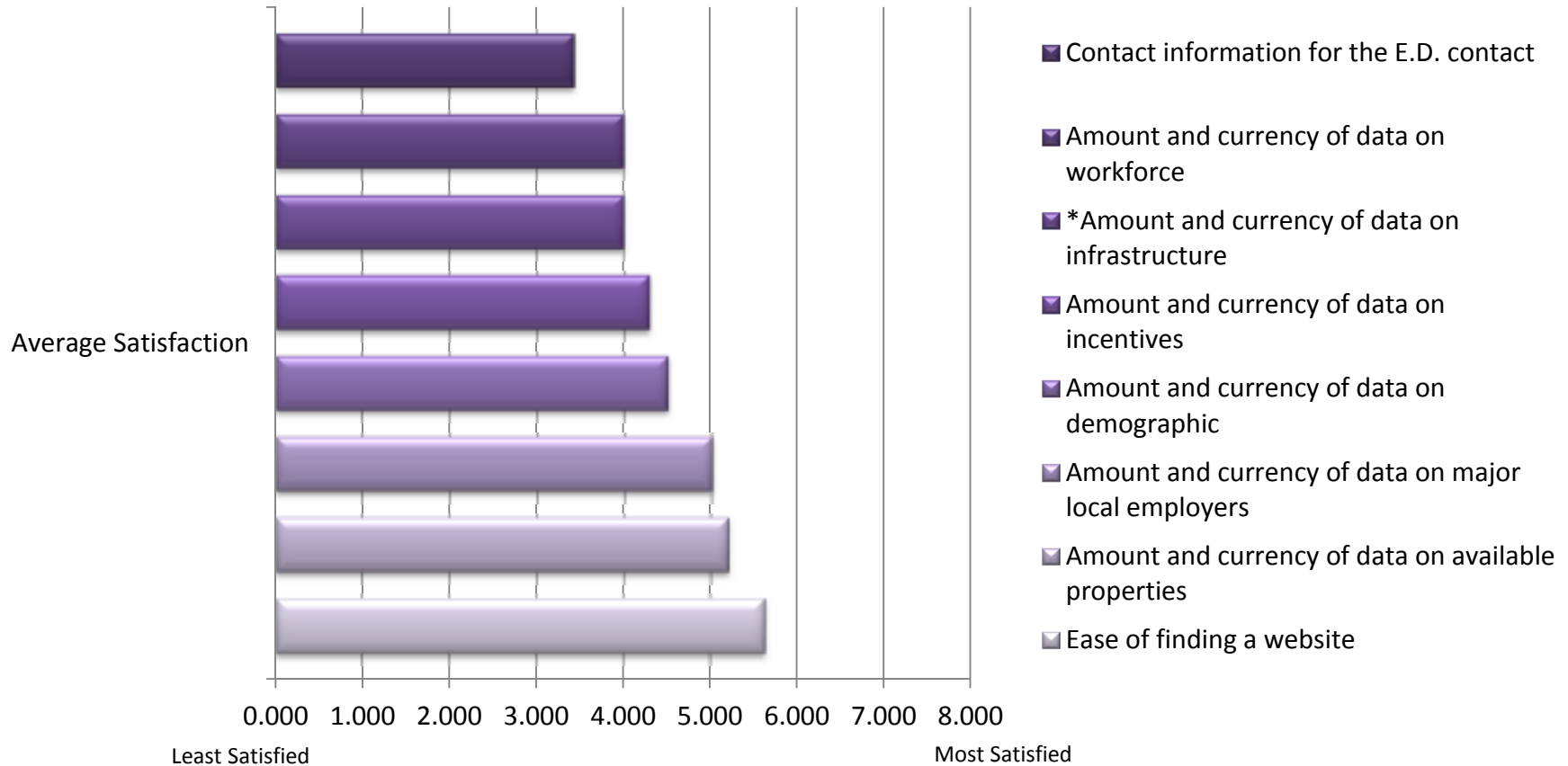
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Registered attendee responses

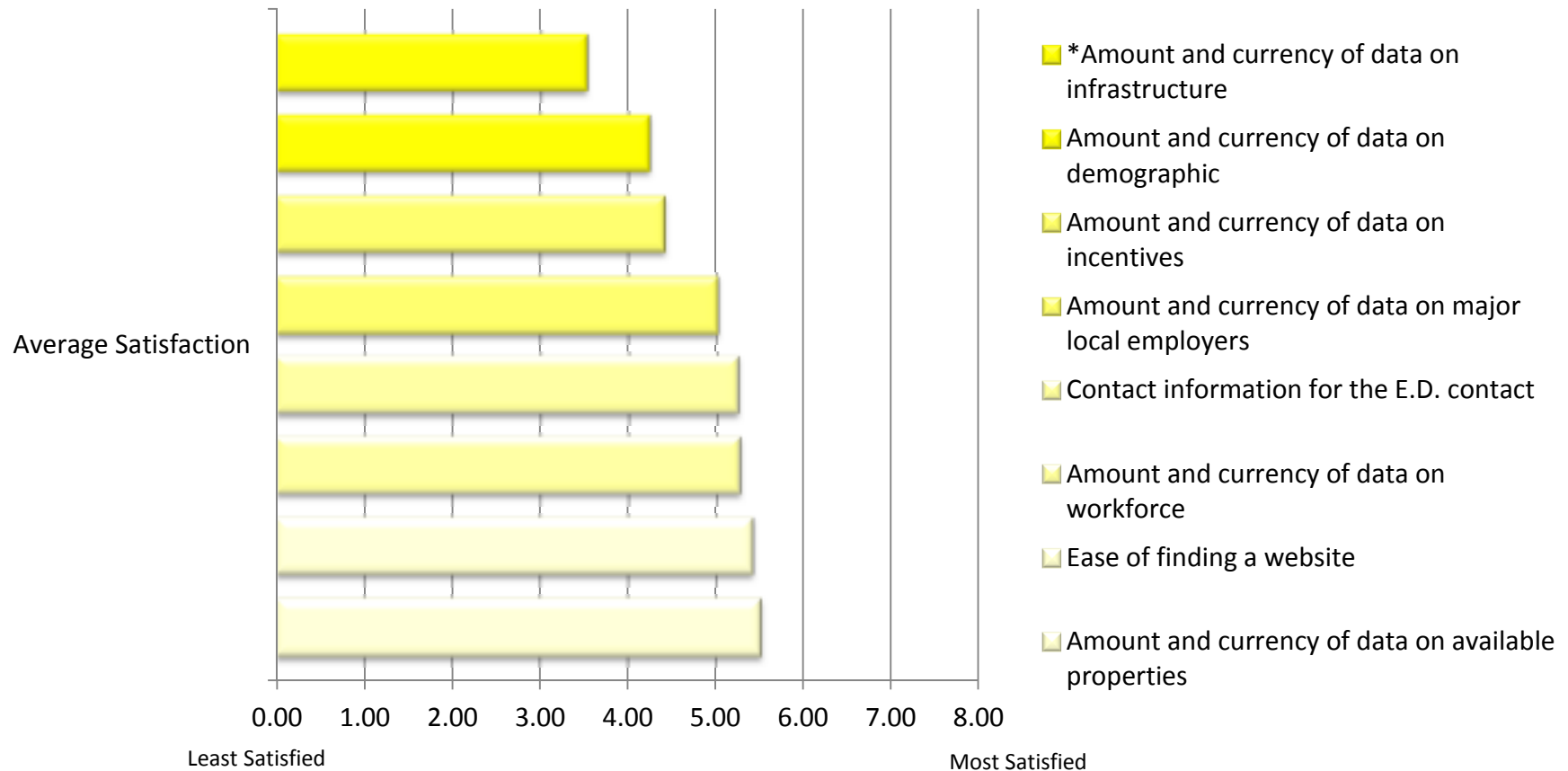
Overall, how SATISFIED are you with each of the following items related to ED websites?



Speaker responses

*(utilities service, rail, ports, etc.)

Overall, how SATISFIED are you with each of the following items related to ED websites?



Registered attendee responses

*(utilities service, rail, ports, etc.)

New Trends in Corporate Site Selection

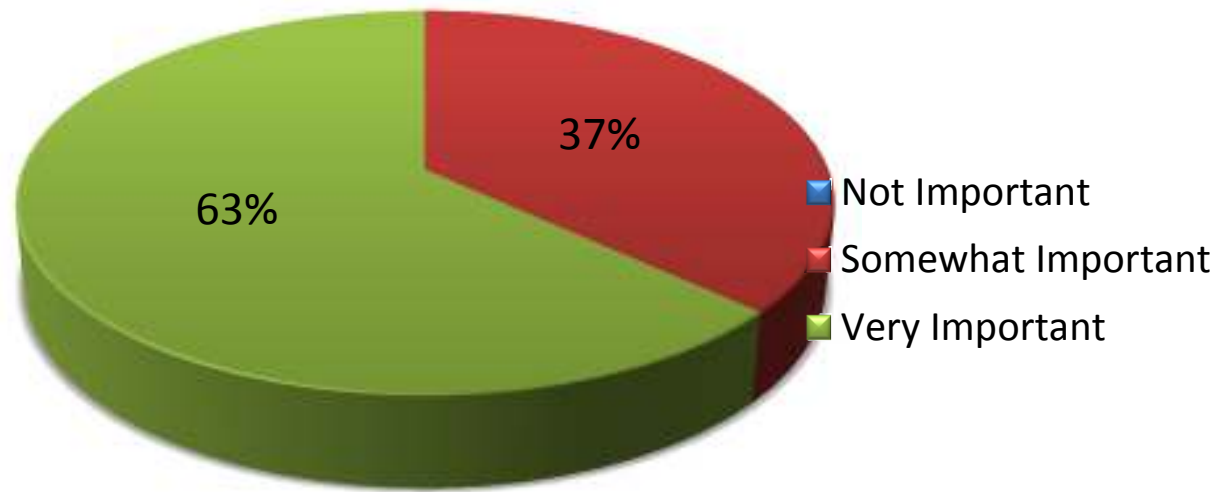
Survey Results of Site Selection
readers who are Site Consultants

Listed, in order of importance, the five most critical site selection factors:

1. Labor
2. Location
3. Logistics
4. Incentives
5. Transportation



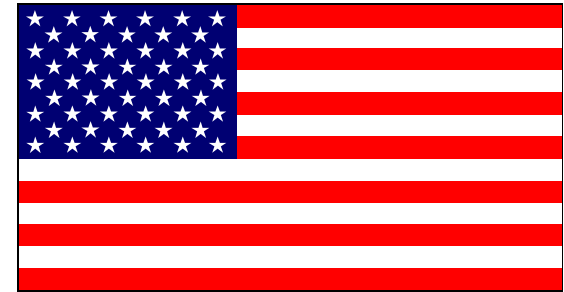
When working on a project with a potential location, how important is it for the host location to have the flexibility to craft a customized incentives package for your deal?



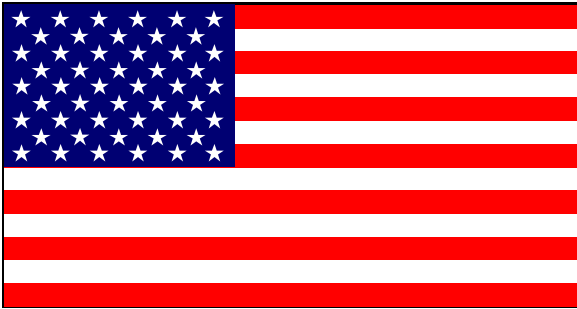
Which three countries currently offer the best incentives for business and industry?



1. China
2. United States
3. Canada
3. India
3. Ireland



Which countries offer the best overall business climate?



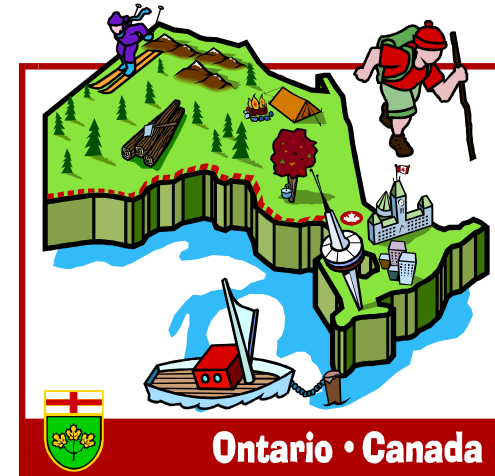
1. United States
2. China
3. Canada



In terms of overall business climate, list the top three international regions or metro areas.



1. Asia Pacific
2. Ontario
3. Singapore
3. Southeast US



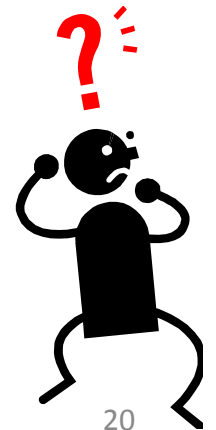
In terms of overall business climate, list the top three U.S. regions or metro areas.

1. Dallas/Ft. Worth
2. Southeastern US
3. Texas

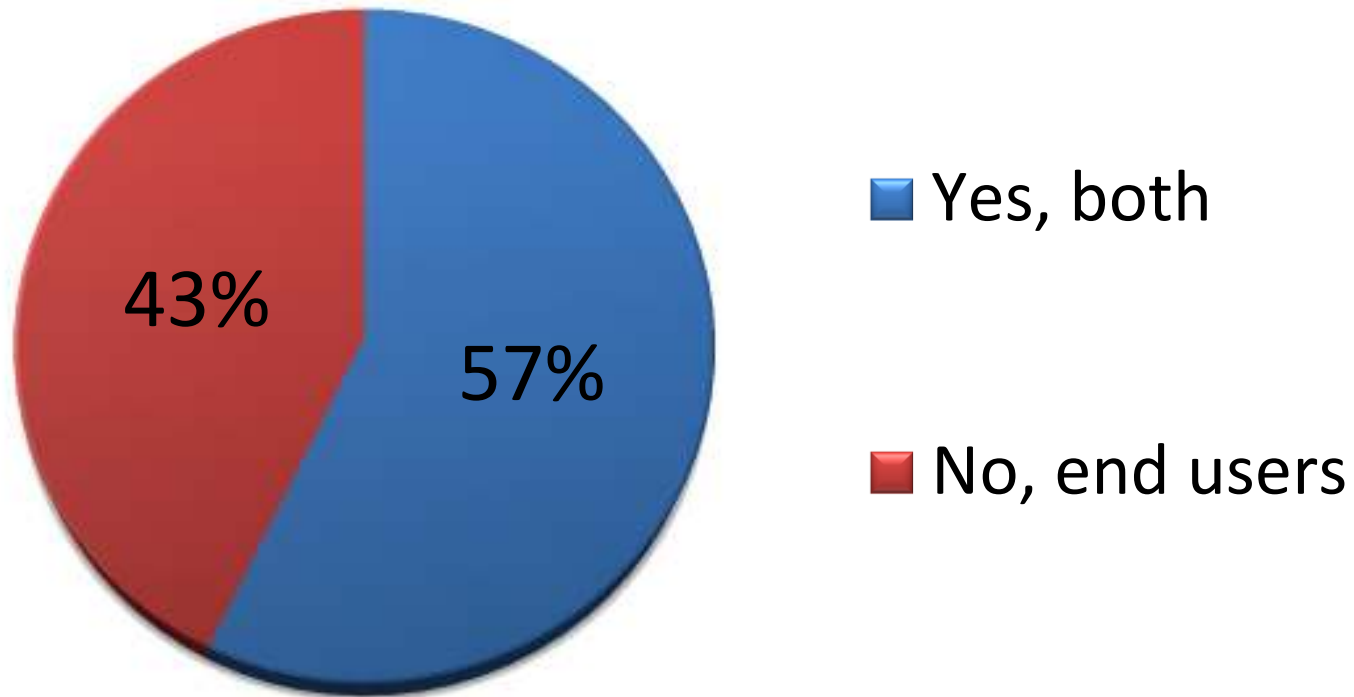


In your recent experience, what is most frequently lacking in community proposals for corporate facility projects?

- Creativity in addressing costs realistically, coming up with financing and developing incentives
- Flexibility in program design
- Infrastructure improvements design and funding
- Specifics – industry and project specific information
- Understanding of the project at hand



Does your firm consult for both corporate end users and economic development organizations?



Questions???