

Simplified Site Selection Data Standards

- 1. Incentives**
- 2. Demographics**
 - a. Census data
 - b. Proprietary data sources
 - c. Local knowledge
- 3. Sites and Buildings**
 - a. General information about the availability and cost of buildings and land
 - b. Average lease rates
 - c. Land values
 - d. Directory with specifics for each property
 - e. Average development costs, such as cost per sq. feet to build
 - f. Construction activity
 - g. Business/industrial/technology parks/estates
- 4. Industries**
 - a. Leading employers
 - b. Target industries
 - c. Vendors
 - d. Clusters
 - e. Military bases
 - f. Other government facilities
 - g. R & D facilities
 - h. Corporate headquarters
 - i. Technology
- 5. Business Climate**
 - a. Business costs
 - b. Payroll
 - c. Unemployment and workers compensation information
 - d. Personal taxes
 - e. All business taxes
 - f. Federal. State and local taxes
 - g. Real estate taxes
 - h. Development charges
 - i. Business organizations
 - j. Permits
 - k. Government information and Elected officials
 - l. Centers of excellence and technology transfer programs
 - m. International resources: foreign institutions such as banks or embassies; people fluent in a second language
 - n. Risk: security, natural disaster

6. Workforce

- a. Competitive demand
- b. Supply of qualified workers
- c. Education levels
- d. Payroll costs
- e. Wages by occupation
- f. Near term
- g. Longer term
- h. Quality/stability
- i. Unionization, legislation
- j. Commute shed
- k. Training/education
 - a. Vo-tech
 - b. University
 - c. Workers compensation and unemployment insurance

7. Transportation

- a. Location
- b. Market access
- c. Highways and access
- d. Motor carriers
- e. Railroad
- f. Airport
- g. Port
- h. Distribution centers/hubs
- i. Warehouse facilities
- j. Foreign trade or duty free zones
- k. Customs facilities
- l. Maps

8. Utilities/Telecom

- a. Power
- b. Gas
- c. Water
- d. Sewer
- e. Telecommunications
- f. Post office

9. Quality of Life

- a. Air quality
- b. Water availability and quality
- c. Weather/climate
- d. Housing: affordability, availability, commuting time
- e. Schools and higher education
- f. Cost of living
- g. Health care
- h. Emergency services
- i. Amenities
- j. Library
- k. Recreation opportunities
- l. Community centers
- m. Risk: security, natural disaster