

# SITE SELECTION

*You need the right facility to produce and distribute your product from an accessible location to your target market. This requires a partner that understands your business, the industry and how to best locate your facility to maximize efficiency and profit.*

**Burns & McDonnell can effectively assist company leadership in prioritizing factors that will impact long-term operations and aid them in vetting options to arrive at the optimal site for land and facility investment.**

## INDUSTRIES WE SERVE RANKED

ADVANCED MANUFACTURING RANKED #17

AEROSPACE AND DEFENSE RANKED #4

MEDICAL AND SCIENCES RANKED #15

INFORMATION TECHNOLOGY (OR DATA CENTER) RANKED #11



## Ascertain Operational and Location Criteria

As no singular company is the same, it is critically important to determine the drivers behind your site selection decision. We understand this and will work with company leadership to ascertain operational and location criteria.

## Lead High-Level Screening of Location Factors

Burns & McDonnell will serve as an efficient liaison, taking the factors that are directed as priorities by the company to identify regions for investment consideration. Our team will aid you in maintaining confidentiality in their site selection process, requesting data from economic development partners and affiliated agencies on their behalf. From there, Burns & McDonnell will then analyze collected factors to provide information that allows for congruence in decision-making to narrow the site search.

## Request for Individual Community and Property Diligence

Upon the determination of regions of interest, Burns & McDonnell will assist in solicitation of requests for information regarding individual community and property diligence, local workforce and labor information, and available incentives and concessions. Our team will analyze this information and package for easy comparison on the part of your leadership.

## Vetting for Finalist Sites

After the company further narrows the site consideration, Burns & McDonnell will assist in the vetting of property diligence information for finalist sites to determine any deficiencies and complete similar analysis for labor or community services deficiencies. Our team will use deficiencies as leverage in incentives negotiations. Upon final decision, our team will assist you in acquisition of land, entitlements, and other processes necessary to begin construction on their new facility.

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## HOW WE CAN HELP YOU

### PRECAPITAL CONSULTING

#### Choose your site based on your specific needs

The right manufacturing location is one that best positions you to produce and distribute your product efficiently while maximizing profits and marketability. Our skilled precapital consultants understand the business of manufacturing and distributing consumer products, giving us the perspective to see the bigger picture of your business goals. We know location and proximity are critical in site selection, but factors such as feedstock, raw materials, infrastructure, taxes, power sources and labor resources are also significant elements.

We have the experience and resources to conduct field reconnaissance, including infrastructure and utility screening. We'll research all factors that could influence your decision, present case studies of each site and, when possible, arrange site tours. For a confidential client, Parker Hills, our project manager and senior energy developer, researched various manufacturing plant sites, evaluating cost and feasibility data, tax considerations, shipping distances and other factors. His thorough research revealed that moving from the original site to an alternative option a few miles away in a neighboring state saved the client millions of dollars in reduced energy costs to be realized over the expected useful life of the facility.

### WE DO IT ALL

#### Experienced on every element of your project

Building a new manufacturing plant requires the right location and configuration for optimal operations, processes, maintenance and potential expansion. As a full-service consulting, engineering and construction firm, we have the experience and resources to help you navigate every element of your plant, from determining the ideal site to designing and constructing your plant, and connecting to critical power, water and transportation infrastructure.

### PUBLIC INVOLVEMENT IN-HOUSE

#### Find the best solution for the lowest cost

Finding the right location for your manufacturing plant requires careful consideration for your business as well as the selected community of residents and businesses. You need a team that can manage the entire communication process, from stakeholder engagement to disseminating information and leading community meetings. With our in-house team of public involvement specialists, you can be confident community members will receive the right information about the project and the benefits it will provide. We provide regular updates through various means, including public meetings, and professionalism in addressing concerns.

### TRUSTED DISCRETION

#### Maintain your brand integrity

Because 70 percent of our team has client-side experience, we understand the success of your product relies on your proprietary processes and production methods. That means your partners must share your commitment to confidentiality when it comes to your manufacturing facilities and product information. We work with multiple clients around the country that trust us to immerse our professionals into their business lines for total understanding of solving your challenges with the confidence that their product lines will remain exclusive to them.



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