

Corporate Site Selection: Where Fit and Costs Matter



Barber Business Advisors

Solutions in the Making

Location Matters

A better process leads to better results. For companies seeking new facility locations, BBA provides a process designed reduce risk and save the company millions in long-term operational costs.

We charge a flat professional fee, which will be a small fraction of the savings that we will provide. Because we believe it is our fiduciary responsibility to put our customer's interests first and foremost, we do not charge a percentage of incentives.

Our intention is to put you in a place where you will make more money, not where we will make more money.



A Process For Success

- Alignment and Due Diligence
- Data collection/analysis
- Community Visits
- Negotiation/Final Selection
- Support



Alignment and Due Diligence

Determining scope and location parameters, based on the company's needs, are key to a successful site selection process. The agreed-to criteria will serve as our guideposts to the selection process and will serve as the basis for a forthcoming Request for Information.



Data Collection and Analysis

BBA will provide the economic development organizations with a RFI questionnaire based upon the agreed-to location criteria.

The RFI is designed to determine which communities have the best assets/resources to meet the company's needs. We will research demographics, labor analytics, infrastructure, real estate, and a host of business cost factors.

A vetting process will be initiated to eliminate those communities that cannot meet Client requirements.



Community Visits

The vetting process is designed to narrow the field to a few finalist locations, which the Company and BBA will visit together.

Incentive negotiations will take place in each community, with best offer commitments documented.

Nonbinding memorandums of understanding will be prepared outlining commitments, which that may include site preparation, tax abatements and/or credits and workforce training.



Negotiation/Final Selection

Having toured the finalist communities and receiving commitments from them, the Client can now decide, with BBA advisement, what location best fulfills its needs and goals.

During this final phase, BBA will assist the Client in the preparation and submission of legal agreements with appropriate community and state organizations.

BBA will support incentives, real estate and financing transactions, and coordinate a joint press release by the Client and the community.



Confidentiality Ensured

Confidentiality allows the site selection process to proceed more smoothly. It minimizes the chances of disruptions and intrusions from employees, government officials, vendors, brokers, community activists and competitors.

BBA will work to ensure Client confidentiality is maintained by employing project code names and non-disclosure agreements.



Let Us Show You the Way

The operational cost savings that BBA can obtain for a company through its site selection process can be in the millions of dollars per year.

Let us show you the way to the place where the fit is right.

**For more information, contact Dean Barber at
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