

Site Selection & Incentives Cheat Sheet

WHAT IS SITE SELECTION AND INCENTIVES?

Site selection and incentives consulting helps companies optimize location decisions while maximizing federal, state, and local economic development incentives.

Programs may include tax credits, grants, PILOT agreements, training subsidies, utility incentives, and infrastructure support. Engagements may involve new facilities, expansions, relocations, consolidations, or reshoring projects.

IDEAL CANDIDATES

- \$10M+ in capital investment
- 25+ net-new full-time employees
- Wages at or above the local average
- A new facility, expansion, relocation, or reshoring project
- \$50M+ in annual revenue or Series B+ funding

REPRESENTATIVE INDUSTRIES

Advanced manufacturing, logistics and warehousing, renewable energy, data centers, industrial R&D, controlled-environment agriculture, cold storage, biopharma, specialty chemicals, EV supply chain, and heavy industrial operations.

SCOPE OF SERVICES

- Multi-state location strategy
- Site and GIS market analysis
- Labor and workforce evaluation
- Incentive benchmarking and negotiation
- Cost-benefit and project impact modeling
- Confidential RFI/RFP coordination
- Market entry analysis

TRIGGER EVENTS

- Multi-year capital investment
- Facility expansion or consolidation
- Outgrowing an existing location
- New headquarters, plant, or distribution center
- Evaluating multiple states or sites
- Significant power, water, broadband, or infrastructure needs

MINIMUM QUALIFICATION THRESHOLDS

Criteria	Threshold
Net-New Jobs	25+ employees
Capital Investment	\$10M+
Wage Standard	Local or county average
Company Size	\$50M+ revenue or Series B+
Project Scope	New facility, expansion, relocation, or reshoring

QUALIFYING QUESTIONS

- Is a capital project planned within 12–36 months?
- Will it create 25+ jobs or involve \$10M+ in investment?
- Are multiple locations being considered?
- Could incentives materially improve ROI?
- Must the project remain confidential?

INCENTIVES COMMONLY SECURED

Infrastructure grants, property tax abatements, PILOT agreements, utility incentives, job creation credits, hiring grants, training incentives, discounted land, and low-interest or forgivable loans.

CONTACT

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