2019 Site Selectors Survey
Mid-America Competitiveness Conference
Chicago, Illinois

By Ron Starner
Site Selection Magazine

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Top 10 Most Influential Site Selection Factors:

1. Workforce Skills
2. Transportation Infrastructure
3. State & Local Tax Scheme
4. Ease of Permitting and Regulatory Process
5. Workforce Development
6. Land/Building Prices and Supply
7. Utilities (Cost/Reliability)
8. Right-to-Work State
9. Higher Education Resources
10. Quality of Life
What do you most want to see on an economic development organization’s website?

Items rated on a 5-point scale

1. Name & Contact Info  4.09
2. Accurate & Up-to-Date Data  3.89
3. News on Recent Projects  3.79
4. Available Buildings & Sites  3.74
5. Testimonials  2.95
6. 3D Tours of Industrial Parks  2.93
7. Videos  2.55
8. Annual Reports  2.51
Where Do You Turn for Info in Your Field?

1. Various Online Sources 82%
2. EDO Websites 77%
3. Peers 64%
4. Fam Tours 57%
5. Industry Publications 52%
What are the Most Common Deal-Killers?

- Lack of Responsiveness/Poor Gov’t Leadership: 24
- Lack of Buildings/Sites: 17
- Lack of Skilled Workers: 14
- Breach of Confidentiality: 8
- Lack of Infrastructure: 7
- Lack of Incentives: 6
- Logistics/Transportation Barriers: 5
- Economics of Deal/Costs: 4

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What is the One Policy you Would Most Recommend to a State or Community?

- Improve Incentives: 44%
- Offer More Workforce Development/Training Help: 10%
- Implement Better Permitting Procedures: 10%
- Create More Certified Buildings/Sites: 8%
- Provide Better Housing Options: 3%
- Offer More Up-to-Date Data: 3%
- Other: 22%
## What Industry Sectors are the Most Active Right Now?

<table>
<thead>
<tr>
<th>Industry Sectors</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>Distribution/Logistics Projects</td>
<td>33</td>
</tr>
<tr>
<td>Advanced Manufacturing</td>
<td>22</td>
</tr>
<tr>
<td>Food Processing</td>
<td>18</td>
</tr>
<tr>
<td>Biomedical/Health Care</td>
<td>17</td>
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<tr>
<td>Data Centers</td>
<td>16</td>
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<tr>
<td>HQ/Back Office</td>
<td>11</td>
</tr>
<tr>
<td>Call Centers</td>
<td>6</td>
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<tr>
<td>Metals/Metal Fabrication</td>
<td>5</td>
</tr>
<tr>
<td>Automotive</td>
<td>4</td>
</tr>
<tr>
<td>Finance/Insurance/RE</td>
<td>3</td>
</tr>
</tbody>
</table>
Which States Have Done the Most to Improve their Overall Business Climate in Recent Years?

North Carolina 10
Arizona 9
Tennessee 9
Texas 8
Virginia 8
Michigan 7
Ohio 7
South Carolina 6
Georgia 5
Kentucky 4
Which Region has Done the Most to Improve its Business Climate Recently?

1. Southeast
2. Midwest
3. Southwest
4. Mountain West
5. South Central
6. Mid-Atlantic
7. Central Plains
8. Northeast
9. West Coast
Do You Serve Both EDOs and Corporate Clients?

Yes 61%
No 39%
Do You Expect your Corporate Clients to Expand their Facilities, Consolidate them or Stay About the Same in 2020?

- Expand their Facilities: 41%
- Consolidate Them: 7%
- Stay About the Same: 52%
Thank You!

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