



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:

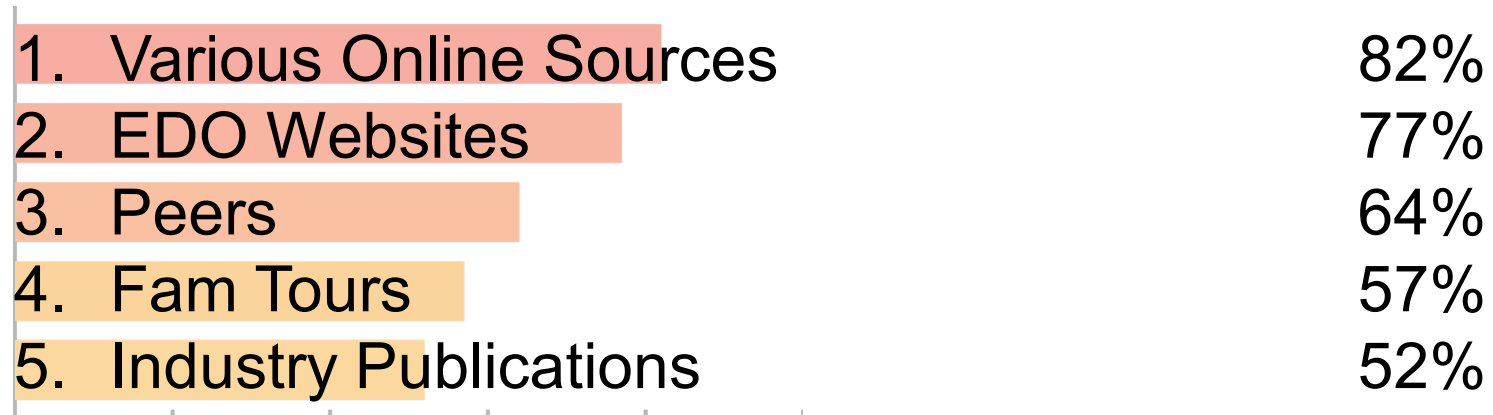
1. Workforce Skills
2. Transportation Infrastructure
3. State & Local Tax Scheme
4. Ease of Permitting and Regulatory Process
5. Workforce Development
6. Land/Building Prices and Supply
7. Utilities (Cost/Reliability)
8. Right-to-Work State
9. Higher Education Resources
10. Quality of Life

What do you most want to see on an economic development organization's website?

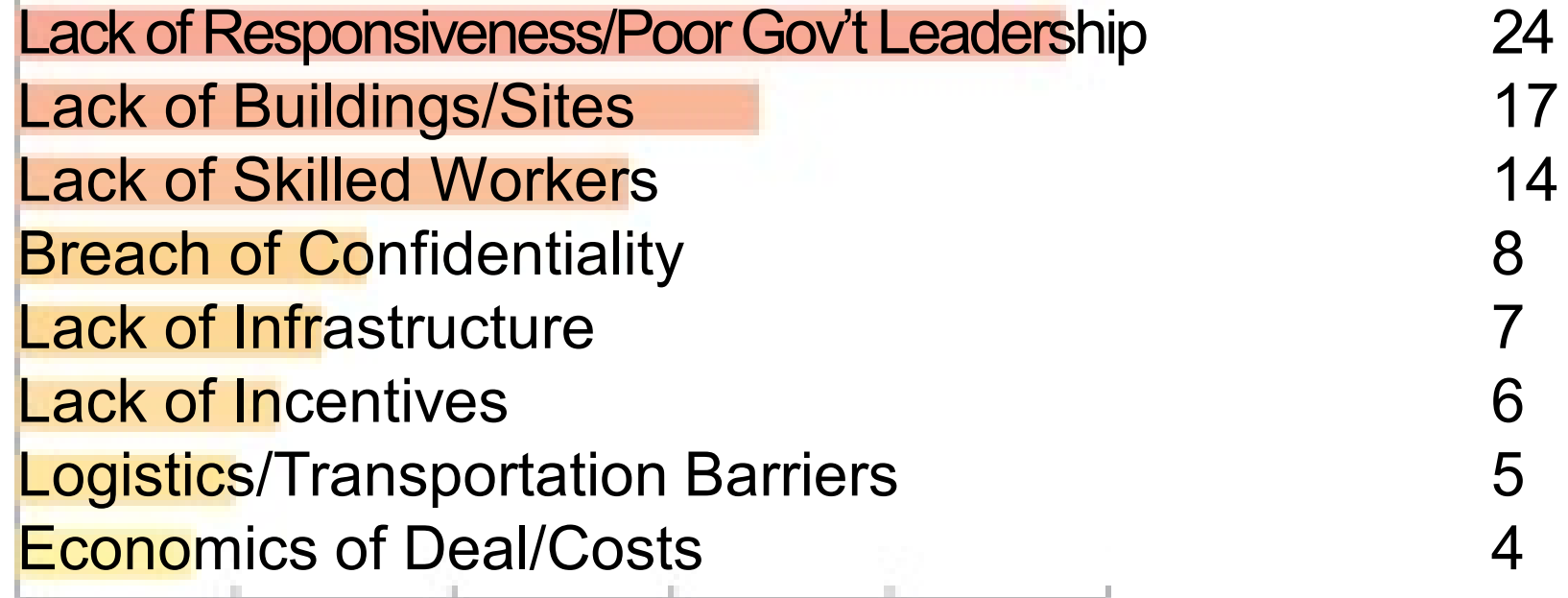
Items rated on a 5-point scale



Where Do You Turn for Info in Your Field?



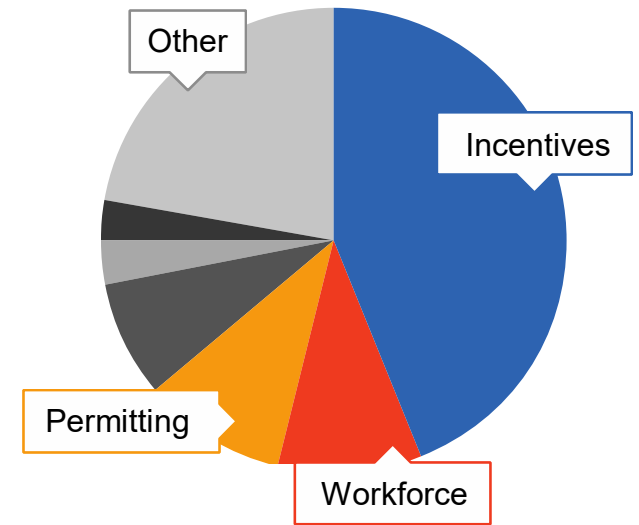
What are the Most Common Deal-Killers?



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

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%

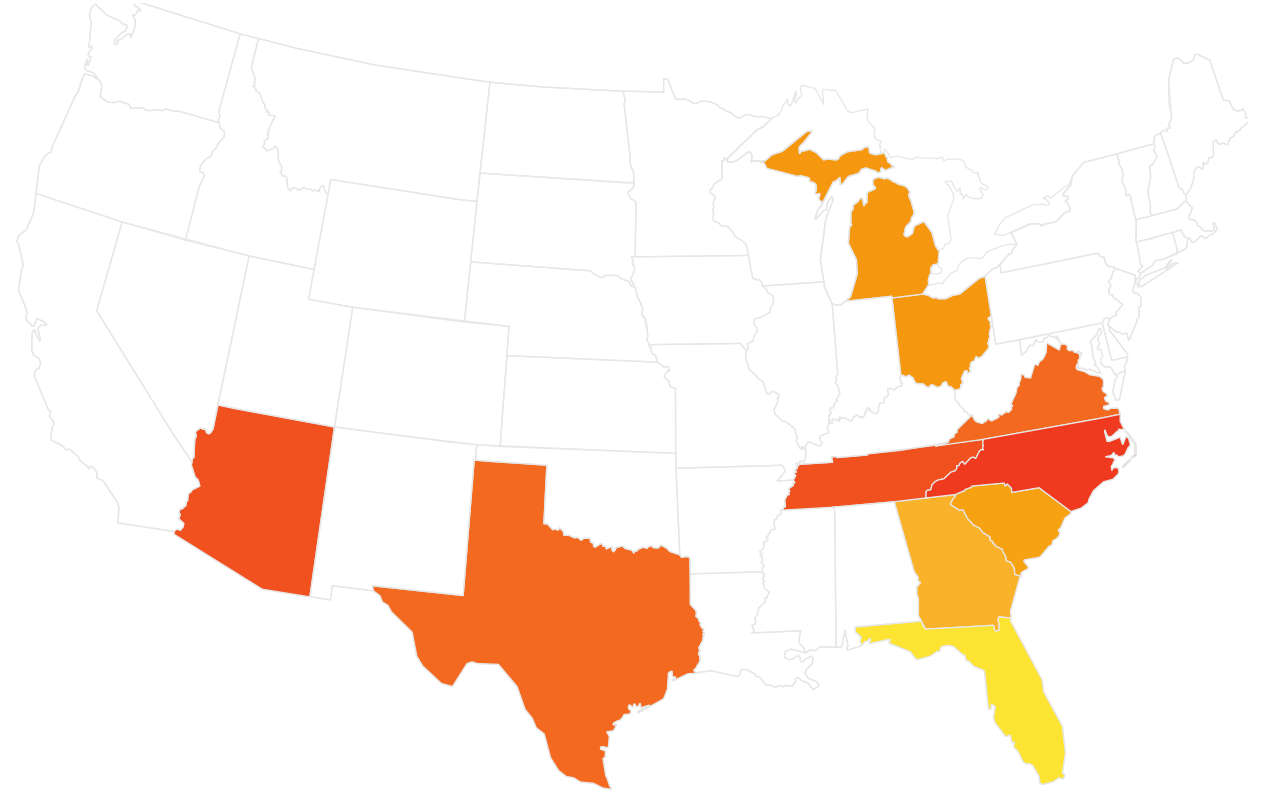


What Industry Sectors are the Most Active Right Now?












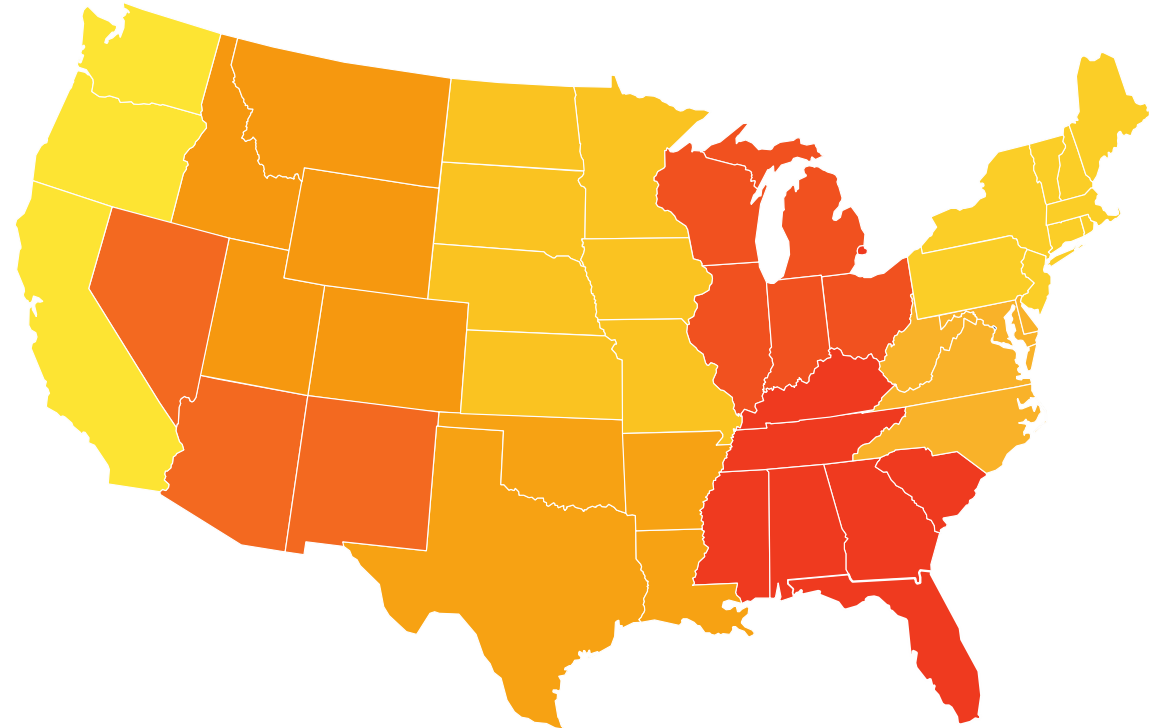
Which States Have Done the Most to Improve their Overall Business Climate in Recent Years?

North Carolina	10
Arizona	9
Tennessee	9
Texas	8
Virginia	8
Michigan	7
Ohio	7
South Carolina	6
Georgia	5
Kentucky	4



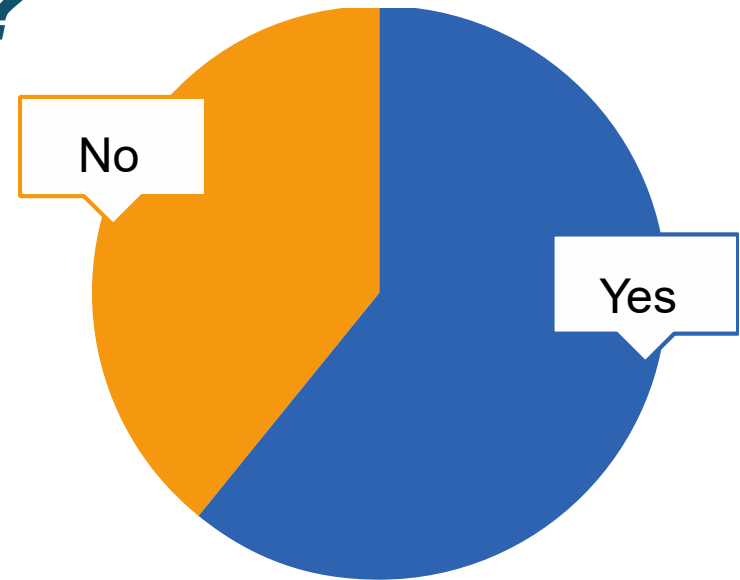
Which Region has Done the Most to Improve its Business Climate Recently?

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?

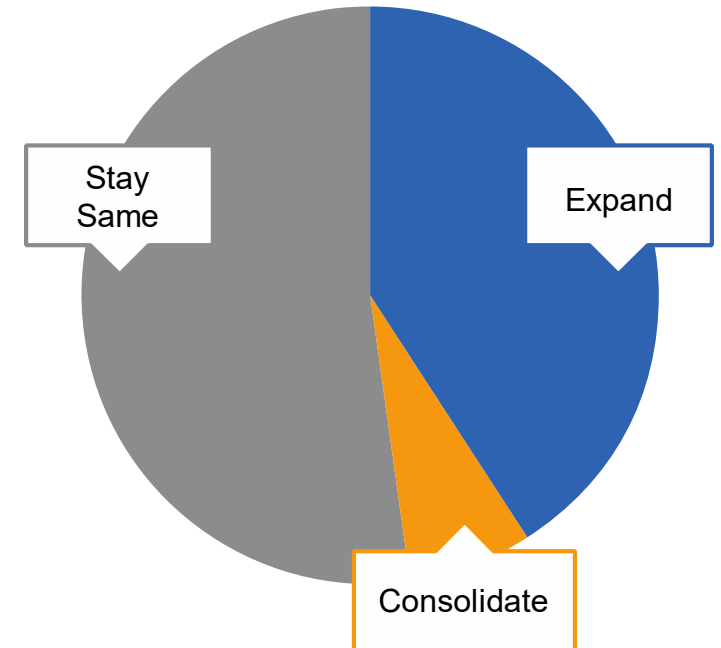
Yes	61%
No	39%



Do You Expect your Corporate Clients to Expand their Facilities, Consolidate them or Stay About the Same in 2020?

Expand their Facilities
Consolidate Them
Stay About the Same

41%
7%
52%





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Thank You!

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