

RESHORING SUMMIT

BRINGING MANUFACTURING BACK TO THE U.S.

March 12-14, 2013 | Cleveland, OH

Pre-Summit Workshop

Navigating the Site Selection Process

March 12, 2013 * 1:00 – 5:00 p.m.

The process of selecting a site for some or all of your operations involves a number of processes and steps that are critical to the success of your project. In this practical, intensive workshop, seasoned professionals in this highly-specialized area will walk you through the numerous factors that should be integral to your decision-making process. Bring your most pressing questions and get them answered by top-flight industry leaders.

- 1:00-1:15 **Welcome & Introduction by the Workshop Moderator:**
Eric Hochstein, *Managing Director*, HIGHSTONE ASSOCIATES, INC.
- 1:15-2:30 *Session One:*
Evaluating Corporate Needs & Objectives
- Assessing the scope of project needs and specs
 - Determining and ranking specific requirements – presence of utilities, customers, workforce, transportation infrastructure and other key issues
 - Setting goals and a time frame
 - The location study: factors to consider
- Frank Spano**, *Director*, AUSTIN CONSULTING
- 2:30 – 3:00 *Networking Break*
- 3:00 – 4:00 *Session Two:*
Finding Site Candidates for Your Shortlist
- Real estate searches
 - How communities promote themselves as potential sites
 - Conducting site due diligence
 - Evaluating RFPs against project criteria
- James R. Kinnett II CEcD, EDFP**, *President*,
THE KINNETT CONSULTING GROUP

4:00-5:00

Session Three:

Using Negotiation to Determine Your Optimum Site

- Assessing the real worth of incentives to the corporate bottom line
- Negotiating incentives – developing a plan

Steven R. Schoeny, *Principal*, ICE MILLER WHITEBOARD

5:00

The Workshop Adjourns