



Optimal locations. Superior service.

DIRT WON'T DO: IMPORTANCE OF SITE READINESS

EDCC
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SITE SELECTION PROCESS

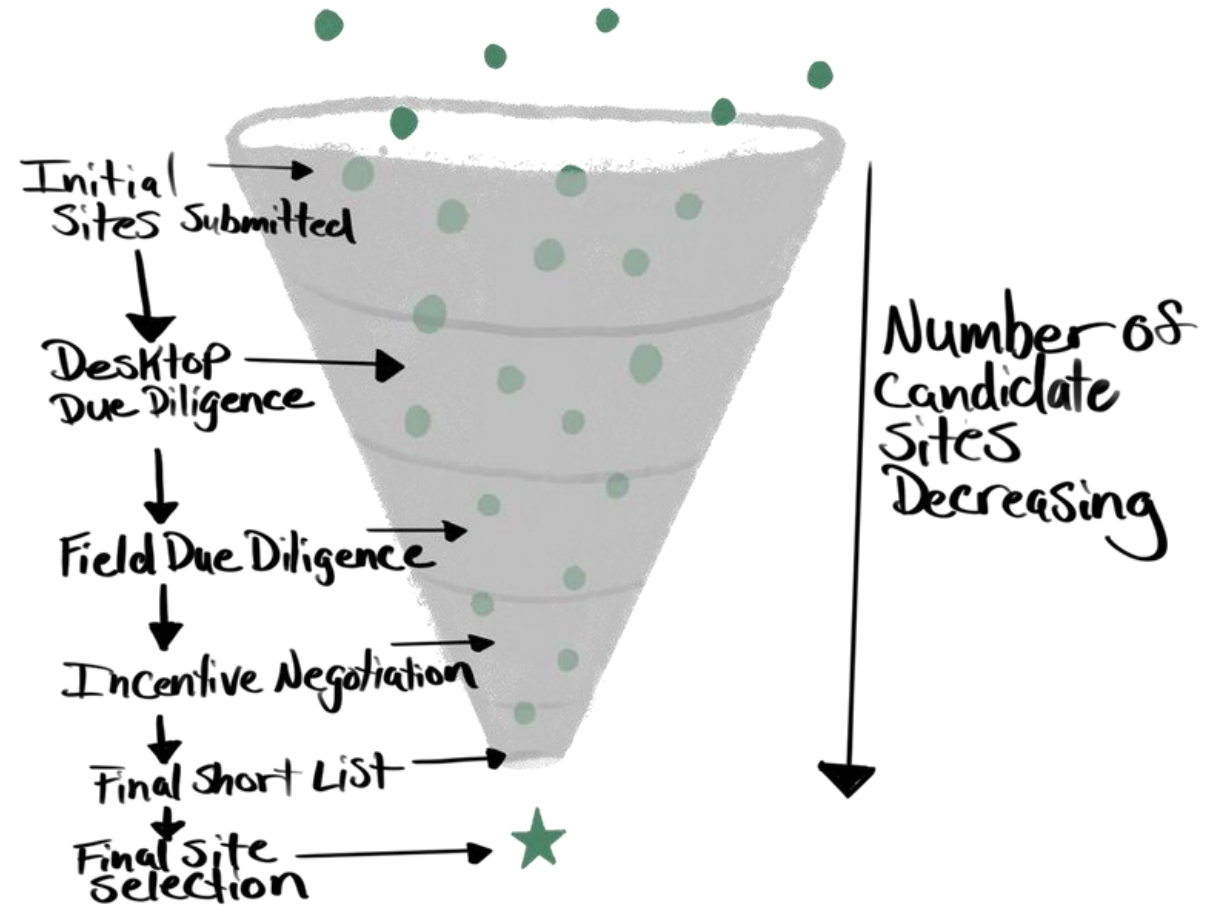


Fundamentals



- Highly competitive
- Speed is critical
- Risk avoidance
- Complex

Site Selection Process



What is important...





SITE READINESS



Site Readiness



- Communities need to have a diverse site and building portfolio
 - Sites
 - Industrial Parks
 - Buildings
 - Appropriate for your target industries
- Characteristics
 - Available – control of property; terms and conditions are understood
 - Developable – free of encumbrances and environmental issues
 - Servable – can be served by utilities; required infrastructure improvements are understood