

# Introducing *Insights*

## WHY INSIGHTS

Site selection, at its core, is about serving as the connector of companies and communities. The quest for the right site, in the optimal location, is no small task. Before a company embarks on the journey to identify a location for new capacity, they first analyze current utilization, future needs, and opportunities for optimization of existing resources. Once the need for additional capacity is determined, the location search begins. Site selection requires a structured process and rigorous analysis - which includes a combination of desktop examination, virtual visits, field visits, and financial analysis. After a location is selected, significant work remains in order to get the facility permitted, constructed, and operational according to schedule.

The development process is a comprehensive undertaking that is not performed in a vacuum. Instead, a variety of partners across multiple disciplines, in both the public and private sector, are called upon to contribute their expertise. Through this collaboration of professionals, a thorough and complete understanding of project options can be reached. This teamwork is critical to identifying the optimal location - understanding and minimizing risks, as well as maximizing return on investment - and to successful completion of the construction project.

**In an effort to provide our clients and partners an “inside look” at elements of a successful location strategy, Quest Site Solutions (Quest) is launching a series called *Insights*.**

Every few weeks, Quest will be publishing content about a different facet of the development process - including feasibility analysis, financing, site selection, permitting, and construction. The *Insights* series will feature perspectives from both the Quest team and our valued partners. Each installment in the series will be published on our social media channels and will also be available on our website.



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Our hope is that you, our clients and partners, will engage with us in this series. The topics that we are planning to cover in the initial installments of *Insights* include construction cost variances, financing structures, and cost segregation. Let us know the specific topics you would like to learn more about. We want to hear from you.



## ABOUT QUEST SITE SOLUTIONS

Quest Site Solutions (Quest) provides site selection services for companies that are seeking a new location, a competitive expansion, or a consolidation. Quest leads clients through our proven process from feasibility analysis all the way to incentive capture. The Quest team has performed location consulting services for manufacturing, distribution, and office/corporate headquarters projects. The services provided for these clients encompassed comprehensive location consulting and incentives negotiation services, including in-depth research on search regions and candidate communities, detailed property and community evaluations, extensive labor market evaluations, site-specific financial analyses, and custom incentives negotiations.

## QUEST TEAM



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