

PROSPECT DATA SHEET

Prospect Identity

Company Name: _____ Consultant(?): _____

Code Name: _____

Contact: _____ Title: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Fax: _____

E-mail Address: _____

Who will make the final site selection decision? _____

Special instructions for contacting: _____

Source of the Lead: _____

Company Description

Public _____ Private _____ NAICS Code _____

Union _____

Product/Service: _____

Process: _____

Company History:

Industry Conditions/Problems:

Geographically, where does the company do business?

Raw Materials: Type: _____ Geographic Source: _____

Finished Goods Shipment:

Truck _____ Rail _____ Air _____ Water _____

Recent Company Expansions/relocations:

General Project Information(What they propose to do and when)

Timing for Location Decision: _____

Start of Operation: _____

Estimated CAPITAL outlay for building _____

Machinery & equipment _____

Land _____ Other _____ Total _____

Facility

Buy, lease or build _____ Site Size _____

StandAlone or multi-tenant _____

Bldg. size initial _____ Bldg. size max _____

Ceiling Height: _____ Column Width _____

Parking Requirements: _____

Drive-in Bay? _____ Loading Dock? _____

Transportation

Interstate: _____

Rail _____ Rail cars per month: _____

Port: _____

Airport (commercial or general aviation) _____

Labor Requirements

Initial number of employees: _____ Projected _____

Positions required: _____ Union? _____

Skills: _____

Full Time/Part Time? _____

Wage rates: _____

Initial # of shifts: _____ Finals # of shifts _____ Days per week _____

Utilities

Sewer: _____

Water: _____

Surface/ground water: _____

Electrical power/service: _____

KWH/month(Usage): _____

KH/month (Demand): _____

Peak Loads: _____

Natural Gas: _____

Fiber Optics: _____

Environmental Considerations

Air Emissions: _____

Kind: _____

Waste Water Discharge: _____ Amount: _____

Kind: _____

Solid Waste Materials: _____

Hazardous Waste Materials: _____

Noise? _____

Outside Storage: _____

Financing Requirements:

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Community Characteristics

Size: _____

Quality of Life Issues: _____

What other areas are being considered? _____
