

Agenda – Joint Board of Supervisors, Planning Commission and Economic Development Authority meeting on Site Readiness - October 17, 2017

Purpose/Outcome:

- More indepth understanding of the site selection process from the perspective of a prospective business, using a case study approach to discussing the opportunities and challenges of the Deschutes site selection process.
- Continued preparation for implementing the site readiness strategies of the Economic Development Strategic Plan under leadership of new County Executive and Economic Development Director
- Joint endorsement of Economic Development Strategic Plan Mission and Guiding Principles

Agenda:

Introduction/Overview – Sharpening our Focus on Site Readiness - 10 minutes

Site Readiness from a Site Selectors Perspective - Joe Hines/Timmons Group – 35 minutes

- Trends in economic development and site selection
- Site selectors top location criteria
- Why sites need to be “prospect ready”
- What are target audiences looking for?
 - Business prospects
 - Site selection consultants/real estate brokers
 - Preferred developers
- How do sites get ranked – major considerations, prospect ready status
- Understanding the “economic development deal”
 - Building/facility costs
 - Site and infrastructure development costs
 - Land costs

Case Study from recent site selection process – Staff - 35 minutes

- How real factors related to this site selection process matched up with priority site readiness criteria
- Key decision factors for site selection and how they influenced the project

Action Item – 10 minutes

- Consideration of joint endorsement of Economic Development Strategic Plan Mission and Guiding Principles