

# C CONWAY / *SITE SELECTION*

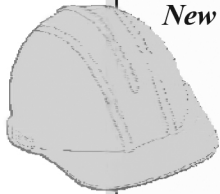
## NEW PLANT DATABASE GUIDELINES

*Qualifying Criteria for New and Expanded Business and Industrial Facilities*

Conway's New Plant Database stores over 190,000 new plant and expansion records going back many years. Entries include location of the project, company name, product manufactured or services performed, NAICS code, type of facility and stage of development.

The database includes new or expanded facilities of the following types: Manufacturing, Distribution/Warehouse, Corporate Headquarters, R&D Labs, Call Centers, LNG Terminals, Ethanol Plants, Refineries, Tank Farms, and Mining Facilities.

Corporate facility planners use this information to guide them in determining site location activity and other factors. For those in the development business, reports of new plant locations constitute a scoreboard for contestants in a high-stakes game.



### GENERAL QUALIFYING CRITERIA FOR NEW AND EXPANDED FACILITIES

*New construction MUST take place and meet one or more of the following:*

1. Employees = 20 or more new jobs created
  2. Square Footage = 20,000 or more
  3. Investment = \$1,000,000 or more (construction cost, land, and building)
- Renovations to buildings qualify based on investment (\$1 million or more) or employees (20 or more). Renovations do NOT qualify based on square footage alone.

### OFFICE/INDUSTRIAL LEASES

To qualify, leases, which include build-to-suit projects, must be for office or industrial purposes only, and must involve an investment of at least \$1 million in lease costs (unless 50,000 square feet or larger), renovations or leasehold improvements.

Also, they must either:

- add at least 20 new jobs to the corporate lessee's payroll; or
- consist of 20,000 or more square feet of new space.

A renewal only qualifies if it meets these same criteria.

### PROJECT TYPE (Use the appropriate abbreviation)

- MANUFACTURING = MF
- DISTRIBUTION WAREHOUSE = DW
- CALL CENTERS = CC
- OFFICE CENTER = OF
- HEADQUARTERS = HQ
- RESEARCH & DEVELOPMENT = RD
- DATA CENTER = DT

Investing Country = Foreign Direct Investment, investment in a country by a company of another country  
Lease = Y in Lease column when project is a lease.

### DEVELOPMENT STAGE AND COMPLETION DATE

- 1 = Announced
- 2 = Under Construction
- 3 = Completed
- 4 = Pending (project announced but location not chosen)
- 5 = Proposed (project under review by regulatory agency and/or company)

**FACILITY CATEGORY (Use the appropriate abbreviation):** New = N Expansion = E

**MANUFACTURED PRODUCT and SIC/NAICS CODE (NAICS preferred)**

### PROJECT TYPES THAT *DO NOT* QUALIFY

Restaurants/Financial service company/Bank branches (Headquarters will qualify if meeting the General Qualifying Criteria.) • Retail including shopping malls • Museums • Elementary and secondary schools and other non-commercial educational facilities • Government facilities (other than infrastructure categories listed below) • Self-storage facilities • Purchases (Unless the project involves renovation and meets the General Qualifying Criteria.)

### PROJECT TYPES THAT QUALIFY FOR SEPARATE INFRASTRUCTURE DATABASE

Airports • Arenas • Business parks and spec buildings • Container ports • Hotels, casinos, destination resorts, theme parks • Highway projects • Hospitals and other medical facilities • Intermodal transportation facilities • Power plants • Rail and rapid transit systems • University research facilities • Water and waste units

Excel Template for New/Expanded Facilities Report

<http://www.sitenet.com/nptemplates/nptemplate.cfm>



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