

LEAD

- Initial contact to gauge interest



PROSPECT LEVEL 1

- Call/meeting to discuss needs and timeline
- Customized prospect packet with initial relocation information, site options and incentive information



PROSPECT LEVEL 2

- FAM Visit
- Tour sites
- Meet community members, public officials, peer businesses
- Visit neighborhoods, schools, residential



PROSPECT LEVEL 3

- Finalized proposal
- Assist with securing sites, financing, workforce



WIN!

- Company relocates to Grand Valley
- Ongoing support to ensure successful transition into community

- JUMP START**
- Meet with CMU/GJEP to evaluate and approve

- JUMP START**
- Phone call with OEDIT

- JUMP START**
- Scheduled for EDC hearing



18mos – 2yrs+