



**Workforce Summit /
Sommit de la Main-d'œuvre**

May 12, 2017

COMBINED RATINGS*

CORPORATE SURVEY 2016

Site Selection Factors

2016

2015

RANKING

1. Highway accessibility	94.4	88.0	(2)**
2. Availability of skilled labor	89.8	92.9	(1)
3. Labor costs	89.6	80.8	(6)
4. Occupancy or construction costs	86.0	85.4	(4)
5. State and local incentives	84.0	75.8	(9)
6. Corporate tax rate	82.3	78.8	(7)
7. Tax exemptions	79.7	74.7	(11)
8. Energy availability and costs	78.5	75.3	(10)
9. Proximity to major markets	78.1	76.3	(8)
10. Quality of life	76.4	87.6	(3)
11. Available buildings	75.5	83.7	(5)
12. Available land	75.3	73.9	(13)
13. Expedited or "fast-track" permitting	71.7	74.2	(12)
14. Environmental regulations	70.8	69.8	(14)
14T.Low union profile	70.8	66.3	(18)

Primary reasons for clients' domestic relocation:

Tax concerns	66%
Government regulations	41%
Healthcare costs	7%
Market proximity/new markets	70%
Infrastructure concerns	16%
Labor availability	89%
Labor costs	64%
Quality of life	18%
Energy costs	30%
Access to capital	5%
Proximity to research centers / Industry consortium	25%

COMBINED RATINGS*

CONSULTANTS SURVEY 2016

Site Selection Factors	2016	2015
RANKING		
1. Availability of skilled labor	100.0	100.0 (1)**
2. Highway accessibility	98.7	93.5 (6)
3. Labor costs	95.8	96.1 (2)
3T. Proximity to major markets	95.8	96.1 (2T)
3T. State and local incentives	95.8	94.9 (4)
3T. Available land	95.8	91.0 (7)
3T. Tax exemptions	95.8	91.0 (7T)
8. Energy availability and costs	93.0	85.8 (13)
8T. Proximity to suppliers	93.0	84.2 (14)
10. Training programs/technical schools	91.7	86.9 (12)
11. Available buildings	88.9	94.8 (5)12.
12. Accessibility to major airport	88.8	88.4 (9)
13. Expedited or "fast-track" permitting	87.3	88.4 (9T)
14. Occupancy or construction costs	86.0	84.0 (15)
15. Inbound/outbound shipping costs	84.6	88.4 (9T)

THANK YOU!

Stephen MacKenzie



For more information, visit us at: [choosewindsor.essex.com](https://www.choosewindsor.essex.gov.uk)

Contact us at: [invest@choosewindsor.essex.com](mailto:invest@choosewindsor.essex.gov.uk)