

## How to be Eliminated from an RFI

The Site Selection Process is generally composed of three phases. The first phase is comprised of collecting and evaluating information from all potential states/sites. Many sites have already been eliminated at this point through the research done by the consultant/company based on information available from federal, state, regional and local websites. The second phase is a detailed review of the narrowed list of sites. Phase three consists of site visits and negotiations amongst the finalist sites.

### How to be Eliminated

50 to 70 percent of sites submitted in a formal response to a RFI get cut in Phase 1. The consultant/company is looking for any reason to disqualify your site. The following items are ways to assure your site is eliminated from consideration:

- Direct the consultant/company to your website to collect the requested information
- Tell the consultant/company to call you for more information
- Refuse to give a sale or lease price on property when requested (Consultant does not have time to barter with all preliminary sites.)
- Hide community challenges
- Don't provide contact information for utilities, properties, local economic development officials
- Use outdated information
- Provide minimal, preliminary information (Remember, this may be your only shot.)
- Don't individualize/customize your response
- Provide a laundry list of incentives vs. only those incentives applicable to this project
- Send your response in the body of an email
- Supply information that is not requested