Greenfield

The Strategy, Art, and Science of Business Locations

Unique Backgrounds Differing Approaches Opposite Perspectives Unified in Commitment to our Clients

One of us is a pilot; the other, a farmer.
One exudes passion, while the other deliberates.
One is all focus, as the other multi-tasks.
Both are entrepreneurs.

For over 25 years, we have partnered to provide creative solutions and ideas to economic development organizations and corporate clients. We believe what we do is part strategy, art, and science – a balance between rigorous data collection and analysis, our understanding of local and regional economic development functions, and the subjective nature of a company's decision process.

SPECIAL EXPERTISE: Site Identification, Renewable Energy (Offshore Wind, Biomass, and the Hydrogen Economy), Brownfield Redevelopment, Asset Mapping, Rail & Aviation Projects, Marine Trades, Agricultural Projects, Existing Industry Programs, Sports Development Projects

Product Development

- Site Identification, Analysis, and Marketing
- Brownfield Site Redevelopment
- Highest and Best Use Studies
- Product Development Plans, including Industrial / Business Park / Shell Building Feasibility Studies
- Existing Industry Programs
- GIS & Asset Mapping
- Site Certification Management; RFP Submission and Supervision
- Incentive Planning and Negotiation
- Confidential Real Estate Services

Administrative

- Interim Program Management
- Executive Search Services
- Meeting Facilitation
- Salary/ Program Surveys

Marketing & Sales

- Target Market Assessments
- Key Messaging and Documentation
- Lead Generation / Qualification / Follow-up
- Client / Project Management
- Direct Market Activities, such as Trade Shows

Strategic Economic Development Planning

- Visioning, Community Input, Documentation, and Analysis
- Asset Mapping and Business Cluster Development
- Best Practices
- Workforce Analysis

Special Project Management

- After Announcement Assimilation Services
- Sports Development Programs
- Rural Initiatives

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