



## **Integrating site selection and incentives strategies to maximize value**

BLS and its strategic partner, Wadley Donovan Gutshaw Consulting, conducted a nationwide search for a new 200,000 square foot, state-of-the-art prescription drug fulfillment center on behalf of Prescription Solutions. Together with WDGC we managed the site selection process, analyzing the labor, cost and regulatory environment in each of the candidate locations, as well as negotiating and implementing an incentives package at the State and local level. The company ultimately chose Overland Park, Kansas for this innovative new operation.

### **Results:**

- \* 850 jobs created
- \* 200,000 square feet of space occupied
- \* \$30,000,000 investment
- \* Incentives valued at \$60 per square foot

