



Integration of site selection and incentives adds value, reduces execution risk and saves time for large-scale manufacturing projects

BLS served as site selection and incentives consultant to manage a highly competitive nationwide site search for a planned \$1.3 billion biologics manufacturing facility in 2006. The company announced the choice of the Devens Army Post outside of Boston, Massachusetts as the designated site.

BLS integrated negotiations of site acquisition, development approvals and incentives, which required special legislation and creative financing structures to enable the project to launch within an aggressive schedule and within budget.

Results:

- * Space: **500,000 sf**
- * Investment: **\$1.2 billion (Phase I: \$660 million)**
- * Jobs: **550**
- * Incentives: **\$107.9 million NPV**

