

Investment Attraction Follow-Up Questionnaire Business Attraction Toolkit for BC Communities

This tool will help facilitate your discussion with the prospective investor and ask questions related to the investment decision. The questionnaire should be customized and focused to address the specifics of the particular business investment. Where possible, a face to face meeting should be arranged; however, a telephone conversation is also appropriate. It is beneficial to maintain a positive working relationship with the prospective investor as future opportunities may arise.

Investment Attraction Follow-up Questionnaire
1. In what community did you decide to locate to or undertake your business investment in?
2. What other communities were on your short list for consideration?
3. What were the primary reasons you chose to invest in that community?
4. What were the key strengths of that community relative to our community?
5. What were the specific weaknesses or concerns related to locating in our community relative to your location of choice?
6. What would make our community more desirable and a location of choice for a similar type of business operation or investment?
7. Do you have any feedback on the quality and completeness of the economic development and investment attraction information provided to you and that which is on our economic development website?

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<p>8. Did you have any particular concerns regarding our Official Community Plan and Zoning Bylaws and/or other aspects of the regulatory approval process in our community? (please specify)</p> <p>If so, how are these different in the community you ultimately selected?</p>
<p>9. Are there any aspects of the community hosting visit and contact with local officials that could be improved upon?</p>
<p>10. Please provide any other general feedback and comments regarding the investment attraction experience.</p>
<p>11. Would you consider our community for a future potential business investment or relocation?</p>
<p>12. Are there any other companies you are aware of that might have an interest in our community and be suitable to consider for investment attraction?</p>