



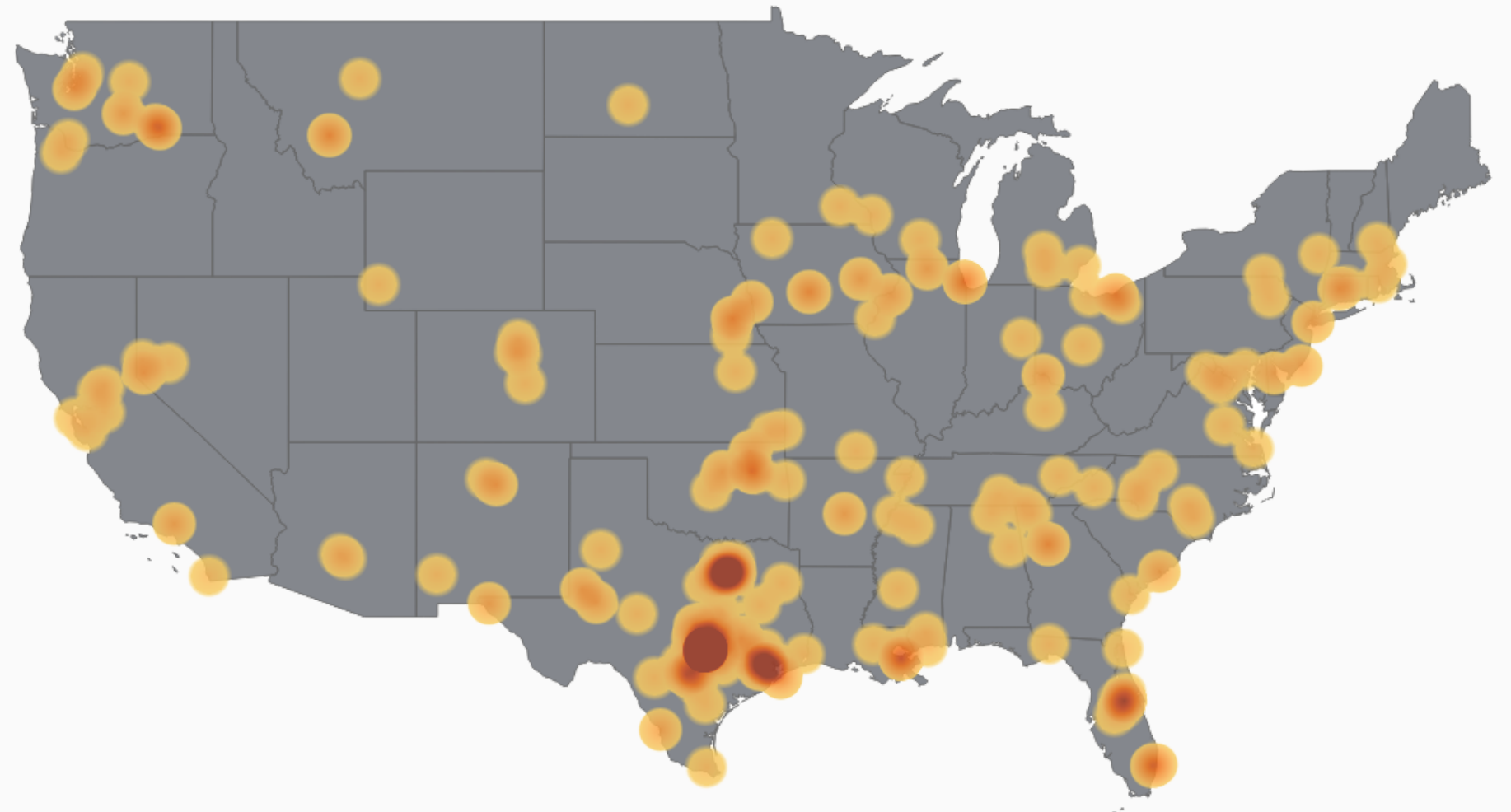
SITE SELECTION & INCENTIVE NEGOTIATIONS

www.angelouconomics.com



FIRM OVERVIEW

AngelouEconomics (AE) is a **leading economic development consultancy** in the US. The firm has an impressive list of clients in both the private and public sector and has conducted over 650 economic development strategies, 250 economic impact studies, and has sited over **\$26 billion in capital investments** projects throughout the world.



**AE HAS COMPLETED
PROJECTS IN 43 STATES
& 12 COUNTRIES**

FIRM OVERVIEW

**THE ANGELOUECONOMICS TEAM ARE
EXPERTS & LEADERS IN:**



**SITE LOCATION & INCENTIVE
NEGOTIATION**



**ECONOMIC DEVELOPMENT
& STRATEGIC PLANNING**



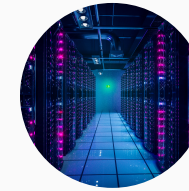
**ECONOMIC IMPACT
STUDIES**

**AE IS A *TRUSTED* ECONOMIC ADVISOR
AND BOUTIQUE FIRM**

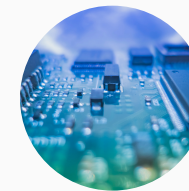
SITE SELECTION EXPERTISE

With more than **\$26 billion in projects sited** all over the world, AE has negotiated more than **\$6 billion in incentives** for our clients. Our firm has represented a wide range of industries, but specializes in high-tech operations. More than **\$12 billion** of AE's portfolio is comprised by **Data Centers alone**.

SPECIALIZATIONS



Data Centers



Semiconductors



High-Tech Operations



Energy



Life Science

*Our site selection process ensures **confidentiality***

THE PROCESS

STAGE ONE

RESEARCH

- DETERMINE **CLIENT NEEDS**/PROJECT REQUIREMENTS
- SEND RFI TO **12-20 CANDIDATES**
- **SHORTLIST** 6-8 CANDIDATES

STAGE TWO

DUE DILIGENCE

- **EVALUATE** PROPOSALS
- **ANALYZE** SITES, INFRASTRUCTURE, WORKFORCE, ETC.
- COMMUNITY **FIT**

STAGE THREE

SHORTLIST

- SHORTLIST **2-3 COMMUNITIES**
- **ORGANIZE** SITE VISITS WITH CLIENT
- SCORECARD **RANKINGS** BASED ON CLIENT NEEDS

STAGE FOUR

INCENTIVES

- NEGOTIATE **INCENTIVES**
- CLIENT CHOOSES **BEST COMMUNITY**
- **PUBLIC** ANNOUNCEMENT, PRESS CONFERENCE, GROUNDBREAKING CEREMONY

**Typical Site Selection Process is 4-6 Months*

**Pricing varies based on project type*

| SELECT PROJECT EXPERIENCE

INTERNATIONAL

- AMD: GERMANY
- SEMATECH: MIDDLE EAST
- INTEL: CHINA

DOMESTIC

- CONOCOPHILLIPS
- DELL
- DURACELL
- HOUGHTON MIFFLIN HARCOURT
- HP
- ORACLE
- SUN MICROSYSTEMS

AMD



ConocoPhillips



DURACELL®

intel®



ORACLE

CLIENT SATISFACTION

- REPUTATION FOR **RESULTS**
- GLOBAL TECHNOLOGY **INSIGHT**
- DEEP **INDUSTRY KNOWLEDGE**
- LONG-TERM CLIENT **SUPPORT**
- **HANDS-ON APPROACH**

"AngelouEconomics is a tremendous resource for us...to work with them and understand the trends in the industry, where people are locating, where they're building factories and why, and who all of the key players in Austin and around the country are."

Chris Daverse
Former Manager, External Affairs, Sematech

"In all my years of data center activity, I never worked with a more professional team that serves best their clients by integrating technology, real estate, policy and financial modeling."

Peter Gross, PE
Former VP, Mission Critical Systems, Bloom Energy

"Angelos and his team completed a significant study to advance the cause of biomedical in Northeast Ohio...Along with the strength of partnerships, this study was, in great measure, the reason for the State of Ohio designating the biomedical corridor as a Hub of Innovation and Opportunity."

Mark Barbash
Former Chief Economic Development Officer, Ohio Department of Development

REFERENCES

CLIENT SIDE

KIMERY POLDRACK

VP REAL ESTATE & FACILITIES

HOUGHTON MIFFLIN HARCOURT

- **KIMERY.POLDRACK@HMHCO.COM**
- **MOBILE: 512.789.7119**

EDO SIDE

REMIE A. RAMOS

EXECUTIVE DIRECTOR

**FORT STOCKTON ECONOMIC DEVELOPMENT
CORPORATION**

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- **MOBILE: 432-251-9675**

A faded, grayscale portrait of Angelos Angelou, a man with a mustache and glasses, wearing a suit and tie, is visible in the background of the text.

ANGELOS ANGELOU

FOUNDER & PRINCIPAL EXECUTIVE OFFICER, CHIEF STRATEGIST

Angelos Angelou has over 30 years' experience and is widely regarded as an expert on technology based economic development, public policy, investment attraction and marketing.

Angelos spent nearly 12 years with the Austin Chamber of Commerce as Vice President of Economic Development and Chief Economist. During his time at the Chamber, Angelos handled the recruitment of **800 technology companies** and some 70,000 employees, including **IBM, Apple, Samsung, Motorola, AMD, Cypress Semiconductor, Applied Materials, and Tokyo Electron**. His record of achievements includes the attraction of **\$26 billion in capital investments** and the creation of **over 285,000 direct and indirect jobs** in the City of Austin and the State of Texas.

Mr. Angelou spent 7 years as the Texas Governor appointee to The CPRIT Oversight Committee, a Fellow at the IC2, and was a member of the Advisory Board of The College of Natural Sciences at the University of Texas at Austin (largest college at UT). Angelos was awarded the **US Economic Development of the Year award** by Site Selection Magazine.

OUR TEAM



MATT PATTON, PH.D.
EXECUTIVE VICE PRESIDENT



ANGELOS ANGELOU
FOUNDER/PRINCIPAL EXECUTIVE
OFFICER



ESTHER ANGELOU
PRINCIPAL OWNER/FINANCIAL
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MARSHALL MCDANIEL
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