

PROSPECT DATA SHEET

Prospect Identity

Company Name: _____ Consultant(?): _____

Code Name: _____

Contact: _____ Title: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Fax: _____

E-mail Address: _____

Who will make the final site selection decision? _____

Special instructions for contacting: _____

Source of the Lead: _____

Company Description

Public _____ Private _____ NAICS Code _____

Union _____

Product/Service: _____

Process: _____

Company History:

Industry Conditions/Problems:

Geographically, where does the company do business?

Raw Materials: Type: _____ Geographic Source: _____

Finished Goods Shipment:

Truck _____ Rail _____ Air _____ Water _____

Recent Company Expansions/relocations:
