

Development Counsellors International

The Leader in Marketing Places

Location Advisor Relationships

As specialists in economic development marketing since 1960, DCI has helped a broad range of client communities build strong relationships with location

advisors and other site selection influencers. Our firm can also connect you with targeted real estate, development and corporate development executives.

What We Can Do for You

A Sampling of Our Services

Location Advisors Network

Throughout the years, DCI has expanded its network of location advisors, as well as developed a comprehensive database, which is available exclusively to our clients. DCI continually updates its location advisory database with new contacts.

Face-to-Face Meetings

As a result of our strong relationships with location advisors, DCI can arrange face-to-face meetings with targeted consultants for our clients. Our research shows that this kind of direct outreach is highly productive and opens the door for long-term dialogue about investment projects.

Special Events

We coordinate location advisor familiarization tours and roundtable luncheons for our economic development clients to promote their strategic assets and unique propositions for various industries. These interactions are also useful for gauging perceptions about a location.

Perception Analysis

DCI conducts objective assessments of how key audiences, such as location advisors, real estate developers and corporate executives, view your community and others. This perception analysis can be done either through surveys or small focus groups.

"DCI is the premier communications consulting firm in economic development."

Mark Sweeney, Senior Principal
McCallum Sweeney Consulting



What We Have Done for Others

A Sampling of Our Expertise

Cincinnati, Ohio

DCI worked closely with the Cincinnati USA Partnership to arrange for 14 site selection consultants to attend a taping of "Emeril Live" on the Food Network. Following the taping, the location advisors, our client and Emeril mingled at a special reception.

Newark, New Jersey

We arranged for our client, Brick City Development Corporation, Mayor Cory Booker and more than a dozen location advisors to share a box and talk business at a New Jersey Devils game at Newark's Prudential Center.

Puerto Rico

Over the course of two years, DCI conducted five familiarization tours with the Puerto Rico Industrial Development Corp., bringing a total of 32 location advisors to the island to showcase its key industry sectors, including life sciences and defense/aviation.

DCI's end goal is to help our clients build relationships with location advisors that will yield greater opportunities for investment and job creation.



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