CASE STUDY

LIOCHEM E-MATERIALS LLC

Site selection and real estate case study.

LioChem E-Materials LLC, a division of the Artience Group, needed a new North American facility. The assignment included site selection, incentive negotiations, and the real estate transaction.

$104 million	141	120+	6
Planned investment	Planned jobs	Buildings evaluated	States evaluated

THE ASSIGNMENT

Identify a building suitable for purchase in a market with a concentration of electric-vehicle production. The facility needed to meet heavy utility requirements, provide access to labor and potential customers, and offer a cost-competitive location with a competitive incentive package.

SEARCH GEOGRAPHY

Georgia, Indiana, Kentucky, Michigan, North Carolina, and Tennessee.

FROM BROAD SEARCH TO FINALISTS

The team compared more than 120 buildings across six states, evaluating each state's business climate, operating costs, available properties, and property costs. Two states were recommended for further consideration.

Using the project criteria, the team narrowed the options to two facilities in each state, then organized in-person visits with state and county economic-development organizations.

LOCAL COORDINATION

Visits included the candidate facilities, surrounding communities, training facilities, and government offices. Meetings brought company representatives together with local leadership, permitting officials, and economic developers.

After those visits, the team reduced the search to one building in each state and advanced a competitive incentive negotiation between the two finalist states.

THE FINAL DECISION

The recommendation compared transportation and logistics costs, operating costs, land and building costs, and facility suitability. The company also considered its team members' assessment of which community offered the best fit.

SELECTED LOCATION

Franklin, Kentucky

A six-state search narrowed to two finalist buildings, with the final choice informed by operating economics, property suitability, incentives, and community fit.