



The Relocation Threat Index (RTI)

Pre-selected factors are entered into a formula to calculate the Relocation Threat Index (RTI). The index score increases for each reported barrier to growth related to the region, and extra weighting is added when a barrier is perceived to be critical to doing business in the region. Additional weighting can be added to suit each region's preferences. For example, if companies in a certain region, of a certain size, or in a certain industry are of special concern, this will be reflected in the index score to ensure identification.

The data is then transformed to fit a **4-category profile system** according to possible risk for relocation.

- 4) *At High risk*
- 3) *Moderate risk*
- 2) *Minimal risk*
- 1) *No risk detected*

Relocation Early Warning System

The NCBER relocation early warning system identifies businesses that according to parameters set up with the local census sponsor is at risk in terms of relocation out of the region.

Businesses are ranked in terms of possible relocation risk by calculating a 'threat' ranking for each business profiled in the census (see left sidebar for further details).

All identified businesses pass through our extensive QA process within 24 hours of collection. The QA team will flag retention records and if necessary recall the firm for verification.

Once the record has passed QA it is immediately made available on-line through a password protected website. In addition, the Alert can be automatically emailed to designated staff for follow up.

Local staff can have two types of access:

1. **Management Access.** Managers can see all alerts for their area, as well as all comments and follow up actions being undertaken. Most importantly, Managers can assign Relocation Alert Records to specific staff members for follow up.
2. **Staff Access.** Staff can only see Relocation Alerts assigned to them by a Manager.

The record overleaf is a real relocation alert, except that company name and contact has been changed.



EARLY WARNING RELOCATION ALERT!

Thumbnail Sketch

Contact Info

Viamar Productions
Jim Refner,
Owner
■■■■ 341-5500

13911 Tech Center Blvd
■■■■■, ■■ ■■■■■■

Date Surveyed:
11-05-2002

Viamar Productions is a privately owned Theatrical Production company with \$20-\$50 Million in annual revenues. They are profitable and expect revenues to decrease over the next 12 months. They have been in business for 10 or more years.

They have 300 employees. They report the impact of the local economy to be negative. They have had a management change within the last 60 days.

They report the following **barriers to company growth**:

- **availability of suitable facilities,**
- **availability of qualified labor**
- **local transportation system**

They further report **availability of suitable facilities** to be **critical to their continued growth. They report that they consider this barrier primarily due to the region they are in.**

Their Relocation Threat Index score places them in the **high risk to move** category.

This record has been emailed to **Jsmith@edo.org** for follow-up on 12/02/2202.

Core Information

Primary SIC	7929
Industry	Theatrical Productions
Size (Employees)	300
Expected Change (12 months)	0
Years in Business	10 or More
Lease or Own	Own
Ownership	Private
Gross Sales	\$20-\$50 Million or More
Profitable	Yes
Revenue Expectation	Decrease