

WilmerHale

CASE STUDY

MORE SPEED

LESS RISK

LOWER COST

WILMERHALE is one of the top law firms in the United States and among the top 20 in the world, with locations in 12 cities around the globe. The firm sought to establish a business services center that would provide support for the firm's global operations.

WilmerHale contacted the State of Ohio to locate a new, 40,000 sq. ft. facility for 200 full-time employees with an investment of \$3.5 million to \$4 million for site acquisition and capital improvements. Montgomery County Business Services (**MCBS**), in partnership with the Dayton Development Coalition (DDC), coordinated site visits. The project quickly became a textbook example of teamwork between **MCBS**, the DDC, and other local partners.

To support its future corporate growth, WilmerHale required a sustained volume of legal talent. Workforce considerations - availability, quality, and caliber of the workforce - represented 75% of their decision-making criteria. Other considerations included the density and diversity of academic institutions within 300 miles, the ability to be operational within a defined period, and, of course, the scope of the financial investment.



Montgomery County Business Services (MCBS) and its local economic development partners helped WilmerHale achieve speed-to-market, lower costs, and reduced risk:

SPEED TO MARKET: MCBS arranged meetings with local builders to provide estimates for rehabilitating shortlisted facilities. Leading up to the location decision by WilmerHale, MCBS and the DDC arranged for the two communities on the short list to meet with WilmerHale to review their respective communities' incentives. Throughout the process, the team remained focused on meeting WilmerHale's timeline.



REDUCED RISK: MCBS and the DDC connected WilmerHale with private sector employers so the company could better assess factors of quality, availability, and potential challenges in the local workforce. Under the direction of MCBS, the Montgomery County Job Center prepared a customized workforce availability report and identified potential resources to assist WilmerHale in workforce recruitment. MCBS also supplied customized maps showing major universities and law schools within a 300-mile radius for potential recruitment. Representatives from the University of Dayton Law School, Dayton Bar Association, Wright State University Raj Sooin College of Business, Sinclair Community College, and private-sector placement firms met to discuss talent acquisition with WilmerHale and provide clarity on all assets available to quickly meet the company's needs.

LOWER COSTS: In addition to the region's low commercial and residential real estate costs, WilmerHale received significant financial incentives from the State of Ohio, Montgomery County, the City of Kettering, the local Miami Valley (OH) Research Park Foundation (where WilmerHale located its facility), and the Dayton Development Coalition.

MONTGOMERY COUNTY, OHIO WORKS FOR WILMERHALE. IT CAN WORK FOR YOU, TOO.

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