

MAXIMIZE

the Value of Your Next Investment



KMK | Consulting

NATIONAL INCENTIVE NEGOTIATIONS & MARKET ANALYSIS PROFESSIONALS

From start-ups
to Fortune 100
companies, we
work alongside
your team to
increase speed,
reduce risk, and
lower the overall
cost of doing
business.

Who We Are

KMK Consulting Company is a premier site selection and incentive negotiation firm, delivering tailored solutions to corporations nationwide. Our core services include Tax Credit & Incentive Negotiation, Public Finance, Site Selection & Utility/Energy Incentives. With a combined experience of over 150 years, the KMKC team is equipped to meet your needs.

THE KMKC ADVANTAGE

KMK Consulting solutions are tailored to your project needs, not a specific government initiative. State, regional, and local entities work on behalf of their jurisdictions. Partner with a firm that represents only your best interests.

PROVEN EXPERIENCE

KMKC's integrated team offers more than 150 years of experience with making deals in the private, public, and nonprofit economic development space. We have the expertise and resources to expedite processes so you can execute on your project faster.

RELEVANT PARTNERSHIPS

We tap into deeply rooted partnerships with public and private-sector organizations to open doors for our clients. Our ability to leverage our wide network to secure and manage financial resources reduces your cost of doing business.

INNOVATIVE SOLUTIONS

Our team adds value to every facet of your project by collaborating to secure various tax credits, targeted grants, and public finance resources. We structure solutions that get the most value with the least amount of risk to your business and brand.

Established Process With Exceptional Results

We manage the partnerships, processes, programs, negotiations, and approvals so you can focus on your operations. Our finely-tuned process maximizes benefits with well-defined deliverables and an achievable strategy for execution.



ENGAGEMENT

Identify needs, challenges, and opportunities



ALIGNMENT

Establish success criteria and expectations



NEGOTIATION

Secure incentives to reduce cost and risk



IMPLEMENTATION

Finalize terms: application, approval, and agreement



COMPLIANCE

Realize incentives and ensure compliance

Integrated Solutions to Accelerate Growth

Our experts are an extension of your team. We tailor our solutions to your project needs and goals, with a focus on providing expert support throughout the lifecycle of your project.

➤ Incentive Negotiations

Get the most competitive offer based on the scope of your project with the least amount of risk to your business. We help our clients understand all their options and successfully navigate complex processes and sensitive political issues.

➤ Compliance and Reporting

Ensure you gain the full value of promised incentives. We manage all aspects of the agreement and reporting process required to finalize, activate, and maintain incentives for the project duration.

➤ Site Selection/Cost Analysis

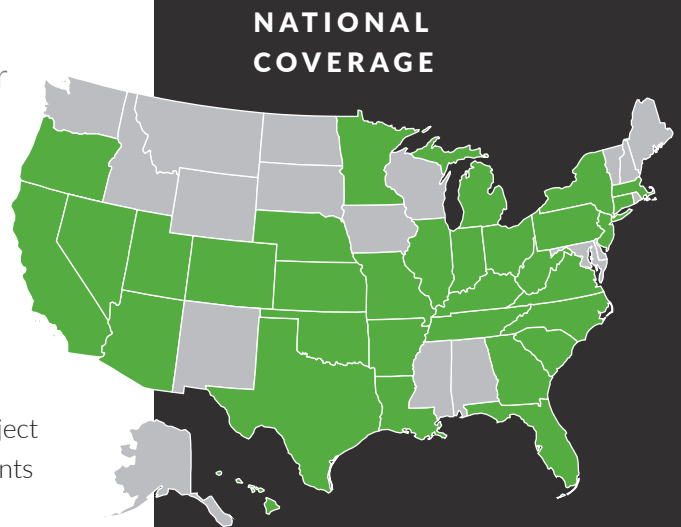
Select the best site for your operations based on criteria that will support sustainable growth. We provide our clients with the data and insights to choose their next location with confidence.

➤ Public Finance

Secure more incentives, grants, and tax credits from federal, state, and local programs, institutions of higher learning, municipalities, nonprofits, and other sources of public financing. Maximizing the cost advantages of complex federal, state, and local public finance programs is much more impactful than most people realize. The expertise of our government bond group has produced game-changing incentives for our clients' projects.

➤ Energy Infrastructure and Supply

Expand the cost-saving opportunities available to your organization. We incorporate energy infrastructure and power management as a direct component of incentive negotiations, producing a significant advantage for our clients.



UNLOCKING VALUE THAT OTHERS MISS

- Secured **\$2.5B** in state and local incentives across **35** states in **100+** communities
- Directly negotiated incentives for **600+** companies
- Advised on more than **2,000** business recruitment and expansion deals
- On average, secures **2X** more incentive support per job and **140%** more grant dollars per project
- Competitive fee structure offers **greater value** and generates more profits for clients



Great Clients, Mutual Respect



"It has been my great pleasure to have KMK Consulting on our team during a critical time in our company's extraordinary global expansion. Your skills in strategy, negotiations, relationships and managing numerous details are extremely impressive. But most importantly, you produced financial results beyond what we thought possible. It is exciting to have your expertise and your loyalty supporting our company's future."

— TONY KAUFMAN, VP, Real Estate & Facility Operations, FIS Global

"KMK Consulting was not only mission critical to the relocation of our corporate headquarters, they were the key cog. Their relationships opened doors to our company that otherwise would not have been there, and their expert and artful handling of negotiations helped secure a deal that is unique for the region and will be critical to the company's success over the next 15 years."

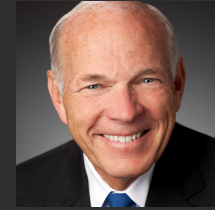
— TIM SCHROEDER, CEO, CTI Clinical Trial and Consulting

**Early engagement leads to better results.
Contact us today to increase speed, mitigate risk, and reduce the overall cost of doing business on your next investment.**

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kmkconsulting.com

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