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Certificate



KMK Consulting Company

The Incentive Negotiation Specialists

**Business
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Review**
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TOP 10
**ECONOMIC
CONSULTING**
SERVICES PROVIDERS 2024



In projects involving KMK Consulting Company—where deal-making is an art that demands creative approaches—every stakeholder walks away a winner. Its expert team, with a collective experience of over 150 years in private, public and non-profit economic development spaces, delivers the best results to clients with the utmost professionalism.

A leading public national incentive negotiation and market analysis company, KMK Consulting’s core service involves securing and negotiating state and local incentives for its clients. Known for aggressively pursuing opportunities that maximize financial value for clients, its bold and decisive approach ensures optimal incentives, including tax credits, grants and public financing, are quickly secured, even in highly competitive environments.

Over the years, it has secured over \$2.5 billion in state and local incentives for over 1,000 companies, from start-ups to Fortune 100s, accelerating growth, reducing risks and saving significant costs.

“Our operations are built on mutual trust and respect,” says James J. McGraw, Jr., president and CEO. “We follow our clients every step of the way to bring outstanding results, no matter how and where they’re going.”

Central to KMK Consulting’s operations is a robust network of partnerships spanning both public and private sector organizations. The company goes above and beyond, welcoming open conversations with the communities where proposed projects are under consideration to tackle client challenges no matter the stakes. This extensive collaboration facilitates the development of innovative solutions tailored to address diverse challenges, whether offsetting upfront costs, enhancing workforce training, or improving real estate and infrastructure.

When clients encounter obstacles in securing a fair deal, its nationwide network is leveraged to explore alternative programs and solutions that may not have been previously considered. These services are extended to economic development consultancy and site selection. An exhaustive and comprehensive market research

and site selection is conducted, which involves evaluating multiple jurisdictions and states to identify the most advantageous options. The company provides a clear understanding of opportunities and risks by performing rigorous analysis. This allows businesses to make informed decisions about where to allocate resources and pursue expansion, ensuring a strategic approach to growth and development.

At KMK Consulting, both the client and the community reap the benefits of the deal-making. The key to successful projects lies in working toward every stakeholder’s mutual growth and development.

An exemplary case involves Worldpay, a leader in global payments technology. With operations spanning 146 countries, the client needed an optimal location for their expansion plan. The challenge involved retaining 971 employees and adding 529 new positions.



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KMK Consulting conducted comprehensive incentive analysis and negotiations across Ohio, Georgia, and Florida, crafting creative solutions to mitigate Worldpay’s operational costs. Key considerations included the financial services ecosystem, talent proximity, real estate options, and connectivity while managing confidentiality and aligning with the acquisition’s closing date. The company helped them secure a record-breaking incentive package in Ohio by engaging with state and local leaders and evaluating previous incentive agreements. This included discretionary grants and long-term tax credits. The selected community also benefited from more than \$150 million in annual payroll.

Its expertise extends beyond these services, accommodating a specialized focus on energy infrastructure and utility management. Professionals assess energy and utility demands for expansion projects, providing critical analysis of usage and requirements.

“We understand the key to business success and community wellbeing. This enables us to consistently exceed client expectations,” says Brandon E. Simmons, managing director.

With an extensive portfolio of clients, including FIS, Paycor, MassMutual, Medpace, Acure, and Milacron, KMK Consulting proves time and again that it is a cut above the rest, expertly navigating the complexities of economic development with integrity. Its ability to think outside the box and a reputation built on trust ensure that every client bags a bargain. **BM**

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