Hickey & Associates is a global site selection, public incentive advisory and labor analytics company. The firm specializes in market location, site selection and public/private partnerships with active projects in the Americas, Europe, Asia and Africa. Utilizing state-of-the-art tools and techniques, H&A assists businesses in determining the best location to expand, relocate or consolidate anywhere in the world.

For the past 30 years, H&A has been assisting companies to secure, manage, and administer in excess of $2 billion in public incentive partnerships. Offering experience in every major sector, our team has developed a proprietary model that streamlines the process of incentive identification, negotiation and delivery.

Our site selection and public incentives experts are based in key strategic markets to maximize your business goals with enhanced local knowledge and client service.

**KEY SERVICE AREAS**

**Global Site Selection Advisory**

Hickey & Associates offers a single source “turn key” solution to support site selection and incentive requirements in the Americas, Europe, Asia and Africa. Our firm derives value through understanding, experiences and successes by recognizing the real political climate, perceived and actual business friendliness, as well as, immediate and long term costs of doing business within a community.

- Macro/Micro Decision Matrix
- Labor Market Analysis
- Economic Impact Studies
- Supply Chain / Logistics
- Public Outplacement Funding
- Green Building

**Public/Private Partnerships and Incentives**

H&A has unparalleled experience in securing, managing and administering public/private partnerships and economic development incentives to deliver maximum benefit to our clients.

- Common Economic Development Partnerships/Incentives
- Complex Partnerships / Deal Structures
- Energy Efficiency / Green Technologies
- Special Economic Zones
- Administration and Compliance

**Common Economic Development Partnerships/Incentives**

- Tax Abatements, Exemptions, Credits & Rebates
- Grants
- Training Grants / Educational Institution Partnerships
- Utility Subsidies and Preferential Utility Rates
- Free Asset Use
- Expedited Permitting Process

**Complex Partnerships/Deal Structures**

- Complex Tax Credits
- Discount Lease
- Donation Leaseback
- Leveraged Zoning
- Capital Investment Rebate
- Enhanced Use Lease
- Rural Development Funds

**Energy Efficiency/Renewable Energy**

- Lighting Upgrades
- HVAC & Other Energy Efficiency Projects
- Renewables (Solar, Wind, Geothermal)
- Water Reclamation
- Tax Credits and Reductions
- Energy Development Funds
- Utility Incentives

**OFFICE LOCATIONS**

Hickey & Associates offices are located in key strategic markets across the Americas, Europe, Asia and Africa to better serve your business needs:

- Berlin
- Chicago
- Denver
- Hong Kong
- Kansas City
- London
- Mexico City
- Miami
- Minneapolis
- New York
- Philadelphia
- Phoenix
- San Francisco
- Sao Paulo
- Shanghai
- Sydney
- Washington

www.hickeyandassociates.com
Workforce Solutions

One-of-a-kind services available through H&A include cutting-edge technology and proprietary algorithms to determine future trends in labor sheds, education growth, technical knowledge, saturation rates, attrition and other key data points.

H&A retains a database of collected primary labor data to complete any mission critical project in a cost effective and timely manner.

> Labor Analytics
> Workforce Skill Forecasts

Legal and Financial Structuring

Legal and financial services deliver additional value and cost savings for clients by providing access to a wide array of sophisticated tools which enhance project equity and reduce the costs of third-party professional services.

> Complex Tax Credit Transactions
> Industrial Revenue and other Public and Quasi-Public Bonds
> Tax Increment Financing
> Creation of Foreign Trade Zones
> Import/Export Subsidies

> Land Use, Brownfields and Environmental Project Coordination
> Document and Agreement Services
> Entity and Project Structuring
> Real Estate and Transaction Financing

Recent Awards and Recognitions

Published in industry leading publications including Site Selection Magazine, Area Development, American Bar Association and the Institute for Professionals in Taxation

CoreNet Global Deal of the Year Award for Major Projects/Deals

Project of the Year award from Business Facilities

Connect with Hickey & Associates Online

For more information on our firm, industry updates, educational opportunities, special events and more, find us on LinkedIn and Twitter.