

# USCONSULTS LLC

MAKING THE IMPOSSIBLE POSSIBLE

COMPETITIVE SPIRIT + COMPETITIVE ADVANTAGE

## SUCCESS

CREATING COMPETITIVE ADVANTAGE



### WHAT WE DO

FOR MORE THAN 35 YEARS, US CONSULTS HAS CREATED, DEVELOPED, NEGOTIATED AND CAPTURED SIGNIFICANT FINANCIAL BENEFITS FOR OUR CLIENTS. WE CONTINUE TO DO THAT TODAY FOR BOTH PRIVATE AND PUBLIC SECTOR CLIENTS. FOR PRIVATE SECTOR CLIENTS, THE RESULTS ARE MEASURED THROUGH IMPROVED ROI AND EBITDA. FOR PUBLIC SECTOR CLIENTS, THE OUTCOMES RESULT IN NEW REVENUE THAT DOESN'T INCREASE TAXPAYER BURDEN.

### EXAMPLES

PRIVATE SECTOR: A MULTI-NATIONAL COMPANY PLANNED TO MAKE A \$20 MM INVESTMENT IN A PLANT IN PENNSYLVANIA AND ENGAGED US CONSULTS TO IDENTIFY AND NEGOTIATE INCENTIVES. IN THE PROCESS, WE IDENTIFIED AND NEGOTIATED UNFORESEEN OPTIONS THAT RESULTED IN THE CLIENT INVESTING MORE THAN \$1 BILLION IN A DIFFERENT STATE. US CONSULTS NEGOTIATED INCENTIVES VALUED AT OVER 75% OF THE INVESTMENT RESULTING IN THE COMPANY'S FIRST SIGNIFICANT INVESTMENT IN THE U.S. NO LONGER WAS A SUPERIOR ROI ACHIEVABLE ONLY IN ASIA OR EUROPE.

PUBLIC SECTOR: A RURAL COUNTY WITH A 30% POVERTY RATE AND A PER CAPITA INCOME LOWER THAN 50% OF THE STATEWIDE AVERAGE SUFFERED FROM GENERATIONAL POVERTY AND A BOOM/BUST CYCLE ECONOMY DEPENDENT ON ONE INDUSTRY. US CONSULTS WAS TASKED WITH FINDING A SIGNIFICANT NEW SOURCE OF RECURRING REVENUE TO FUND BUSINESS ATTRACTION FOR THE RURAL COUNTY. WE SUCCEEDED IN CREATING A SIGNIFICANT SOURCE OF NEW RECURRING REVENUE MORE THAN ADEQUATE TO "BUY" JOBS – WITHOUT ADDING TO TAXPAYER BURDEN.

### HOW WE DO IT

THROUGH EXTENSIVE RESEARCH AND INTENSIVE ANALYSIS WE CREATE THE RAISONS D'ÉTAT AND D'ÊTRE REQUIRED FOR A COUNTER PARTY TO UNDERSTAND THAT ITS SEMINAL INTERESTS ARE ALIGNED WITH OUR CLIENT – EFFECTIVELY CREATING A BENEFITS MÖEBIUS THAT RESULTS IN RECORD AND IN MANY INSTANCES UNIQUE BENEFITS FOR OUR CLIENTS.



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## FAQS

- FOUNDED AT THE REQUEST OF ERNST & YOUNG 35 YEARS AGO
- COLLABORATIVE, NON-COMBATIVE, NEGOTIATING APPROACH STEEPED IN ECONOMIC & DEMOGRAPHIC ANALYSES
- CLIENT BASE INCLUDES BOTH PUBLIC & PRIVATE SECTOR
- PRIVATE SECTOR CLIENTS INCLUDE BOTH PUBLICLY TRADED AND PRIVATELY HELD COMPANIES
- PUBLIC SECTOR CLIENTS INCLUDE MUNICIPALITIES, COUNTIES, PARISHES, SCHOOLS, HOSPITALS AND COLLEGES
- PRIVATE SECTOR BENEFITS ACHIEVED EXCEED \$20 BILLION WITH LARGEST CASH BENEFIT FOR A SINGLE COMPANY (IN ONE LOCATION) APPROXIMATELY \$750 MILLION.
  - RETENTION • EXPANSION • ACQUISITION • CONSOLIDATION • DOWNSIZING • MAINTENANCE
  - EQUIPMENT • BUILDING • LAND • UTILITIES • WAGES • R&D • INFRASTRUCTURE
  - CASH GRANTS • WAGE SUBSIDIES • TAX EXEMPTIONS • TAX CREDITS • TAX ABATEMENTS • TARIFF ABATEMENT
- PUBLIC SECTOR BENEFITS HAVE BEEN PERPETUAL – NEW SOURCES OF REVENUE THAT CONTINUE WITHOUT TERMINATION, ETC.