



MOHR

MANAGEMENT RESOURCES

MANAGEMENT CONSULTING:

Private Sector

Public Sector

Not-for-Profit Organizations

- Business Development
- Economic Development
- Government/Community Development
- Human Resources Development
- Organizational Development
- Project Management
- Real Estate Development

DEDICATED TO
BUILDING BRIDGES

VIA THE CREATION AND
IMPLEMENTATION OF
STRATEGIC PLANS
DESIGNED TO IMPROVE
EACH FACET OF PERFORMANCE
IN LARGE AND SMALL
ORGANIZATIONS

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Mohr Management Resources (MMR) provides Management Consulting to Private Sector, Public Sector, and Not-for-Profit organizations to improve performance through analysis of existing business problems and development/implementation of strategic plans.

- ❖ **Business Development**
- ❖ **Economic Development**
- ❖ **Government/Community Development**
- ❖ **Human Resources Development**
- ❖ **Organizational Development**
- ❖ **Project Management**
- ❖ **Real Estate Development**

Maintaining efficiency, keeping costs in line and employee production at peak performance levels is imperative to every organization's health. Mohr Management Resources offers the depth of experience, a proven record of success, and perhaps most importantly— the value of solid, long-standing relationships built over the years that can serve as your bridge to realizing the goals and growth you envision.

MMR identifies the gaps that may be hindering optimal organizational performance. After careful examination and evaluation of your operations and objectives MMR creates and recommends strategies, aligning them with resources from a far-reaching cadre of contacts. Mohr Management Resources gives you access to tools and opportunities of which you may not be aware— bridges that could take your organization into the future- beginning today!

WHO NEEDS MOHR MANAGEMENT RESOURCES?

Private Sector, Public Sector and Not-for-Profit organizations seeking:

- **Economic Development & Workforce Development**
Incentives, Site Selection Assistance & Understanding the Regional Real Estate Market
- **Chief Operating Officer level assistance on an as-needed basis (e.g. finance, human resources, facilities management & development, organizational efficiencies, etc.)**
- **Project Management for a building project**
- **Business Development Planning & Market Analysis**
- **Cultural & Behavioral Change**
- **Strategic Business Planning assistance**
- **To understand, navigate and affect Public Policy**
- **Grants, or assistance in structuring community development initiatives**
- **Production Process Evaluation & Improvement**

ABOUT MOHR MANAGEMENT RESOURCES

Ken Mohr has a unique blend of resources with 23 years of Private Sector executive experience, 20 years of Public Sector executive experience, and lifelong Not-for-Profit Board experience.

- ❖ **COUNTY ADMINISTRATOR**
County of Lehigh Served as the Chief Operating Officer (COO) of a multifaceted regional government operation with a \$220M annual budget and 2,400 employees.
- ❖ **DIRECTOR OF COMMUNITY & ECONOMIC DEVELOPMENT**
County of Lehigh Responsible for municipal, community & economic development needs assessment and resource alignment.
- ❖ **DIRECTOR OF SUPPORT SERVICES**
Hospital Central Services Cooperative - Laundry Division Senior Executive of \$35M a year multi-plant regional health care textile rental corporation.

- ❖ **DIRECTOR OF CORPORATE BUSINESS DEVELOPMENT**
Barry Isett & Associates Principal in charge of corporate business development for a consulting engineering firm with 130 associates serving Eastern Pennsylvania, New Jersey & the Delmarva peninsula.
- ❖ **COUNTY COMMISSIONER**
County of Lehigh Publicly elected, part-time legislator responsible for the development & oversight of county operations. Served as both Chairman of the Board and Vice Chairman.
- ❖ **DESIGN/PROJECT ENGINEER**
Eckert & Malone Civil Engineers & Land Surveyors Specializing in land development; infrastructure design; project & construction management; and municipal planning.

SERVICES OFFERED

Business Development/Marketing

- ◆ Market Research and Evaluation
- ◆ Strategic Business Development & Marketing Plans
- ◆ Implementation of Business Development & Marketing Plans
- ◆ Media Relations

Economic Development

- ◆ Site Selection Assistance
- ◆ Economic Development Incentives (Loans, Grants, Tax Credits, etc.) for Acquisition, Remediation, Equipment/Machinery, Infrastructure Improvements, Workforce Development, etc.
- ◆ Real Estate Development
- ◆ Project Management
- ◆ Public Affairs with Local & State Governments
- ◆ Media Relations
- ◆ Negotiations

Government/Community Development

- ◆ Public Policy Development
- ◆ Public Affairs with Local & State Governments
- ◆ Grants Acquisition
- ◆ Economic Development
- ◆ Community Development
- ◆ Budget & Financial Management
- ◆ Facilitator
- ◆ Media Relations
- ◆ Management Operations
- ◆ Negotiations
- ◆ Election Campaign

Human Resources Development

- ◆ Staff Development and Culture Change
- ◆ Facilitator
- ◆ Negotiations

Organizational Development

- ◆ Organizational Strategic Planning
- ◆ Management Operations Evaluation & Improvement
- ◆ Facilitator
- ◆ Budget & Financial Management
- ◆ Media Relations
- ◆ High Production Industrial Plant Design/ Troubleshooting
- ◆ Negotiations
- ◆ Staff Development & Organizational Change

Project Management

- ◆ Real Estate Development
- ◆ Competitive selection of Design & Construction Professionals
- ◆ Budget & Financial Management
- ◆ Design and Project Management
- ◆ High Production Industrial Plant Design/ Troubleshooting
- ◆ Economic Development
- ◆ Negotiations

Real Estate Development

- ◆ Site Selection Assistance
- ◆ Project Management
- ◆ Financial Management
- ◆ Design and Project Management
- ◆ High Production Industrial Plant Planning/ Troubleshooting
- ◆ Economic Development
- ◆ Competitive selection of Design & Construction Professionals
- ◆ Negotiations
- ◆ Owner's Representative

TESTIMONIALS

"Ken helped bring over \$500 million of development to downtown Allentown...Ken's creativity and ability to find solutions to complex problems [are some] of his major strengths. Ken has an agile mind and is excellent with numbers and budgets."

JANE ERVIN, COUNTY EXECUTIVE, COUNTY OF LEHIGH

"...his unique combination of administrative, engineering and planning skills...and his attention to detail and analytical approach to problem solving make him a valuable asset to any organization."

**TIMOTHY R. CRIMMINS
EXECUTIVE VP, HOSPITAL CENTRAL SERVICES COOPERATIVE**

"Ken brings with him an extensive knowledge of the community, energy and passion, networking abilities, a strong work ethic, the ability to introduce BIA to various groups, business people government officials, ...a strategic thinker who, while always looking at the big picture, is also able to act tactically with a keen attention to detail."

**BARRY E. ISETT
CHAIRMAN & CEO, BARRY ISETT & ASSOCIATES**

"[Ken] has a knowledge of how to teach, mentor, and dialogue through gaining trust and respect from everyone. The technical skills he possesses plus his emotional intelligence can bring enhancement to any organization."

RALPHA B. SENDEROWITZ

"He'll put in any time and energy it takes to get the job done... on time. He has a wonderful sense of humor, a sharp wit...a very bright man and excellent problem-solver."

**JOHN STOFFA
NORTHAMPTON COUNTY EXECUTIVE**

"When Ken accepts an assignment he throws himself into it. His work ethic is astounding."

**MICHAEL STERSHIC
PRESIDENT, LEHIGH VALLEY CONVENTION & VISITORS BUREAU**

"Mr. Mohr represents the fairness, integrity and skill that Mrs. Baker wants for her administration. [He] should make giant strides to improve the deteriorated relationship between the county administration and the board of commissioners. [His] constructive personal style offers county government a real chance for that to happen."

THE MORNING CALL EDITORIAL

"Ken Mohr has had a hand in practically every major development in Lehigh County for the last decade, including Olympus and L.V. baseball to name two of the biggest. Jane Ervin credits him with balancing five no tax increase budgets."

THE PRESS

SUCCESS STORIES

COMMUNITY, ECONOMIC & BUSINESS DEVELOPMENT; GOVERNMENTAL

OLYMPUS AMERICA HEADQUARTERS Influenced relocation to Lehigh County bringing 600+ jobs.

KEYSTONE OPPORTUNITY ZONE (KOZ) Marketed benefits spurring the 44+ project/\$500M+ investment redevelopment of downtown Allentown. 83% of the KOZ sites have been redeveloped or are under development.

BOROUGH BUSINESS REVITALIZATION PROGRAM Created a Lehigh Valley-wide economic development program for 9 Lehigh and Northampton County Boroughs.

GRANTS DATA BASE Created an on-line grants data base (700+) for Municipal and Not-for-Profit Development.

MORE (MAKING OUR RESOURCES EDUCATIONAL) FOR CHILDREN Created program funding more than 63,000 public and parochial school field trips using hotel tax revenue and matching corporate funds.

AAA BASEBALL STADIUM FOR THE LEHIGH VALLEY Devised and executed approach and funding plan for a \$34M complex without using local real estate tax revenue.

BUSINESS DEVELOPMENT STRATEGIC PLANS Developed numerous plans for regional and international engineering firms.

PROJECT MANAGEMENT & REAL ESTATE DEVELOPMENT

COMMUNITY SERVICES FOR CHILDREN Donley Children's Campus— Developed, managed, wrote grants, facilitated property acquisition and financing for this \$6.8M project on the former grounds of the Allentown State Hospital.

MACK TRUCKS Engineering Design and Test Center— Project managed \$5M/37,000 s.f. office expansion.

ORGANIZATIONAL & HUMAN RESOURCE DEVELOPMENT; GOVERNMENTAL

BUDGET Created 5-year budget plan and balanced 5 annual "No Tax Increase" budgets while increasing fund balances from \$16.6M to \$45.9M (276%), at the same time improving services and reducing the employee complement.

PRIVATIZED operations of industrial wastewater pretreatment plant saving \$1,350,000 annually.

HEALTHCARE AND PROPERTY/CASUALTY INSURANCE PREMIUMS REDUCED by \$1,145,000 annually while expanding employee coverage.

EFFICIENCY AND CUSTOMER SERVICE IMPROVED through re-engineering numerous office operations and relocation of 400+ employees to a consolidated Government Center.

EMPLOYEE MORALE AND PROFESSIONALISM SIGNIFICANTLY IMPROVED through team building and leadership training.

COLLECTIONS Continuously increased by 15%-20% yielding \$300-\$600,000 annually.

PURCHASING Created bidding, testing, quality control, and distribution systems for purchase and warehousing.

UTILITY CONTRACTS NEGOTIATED Saving >\$200,000 annually.

INDUSTRIAL LAUNDRY PLANT Site selected, designed and built in <5 months, a \$4.5M, 65,000-s.f. state-of-the-art plant.

GOVERNMENT CENTER Developed \$25M, 173,000 s.f. urban revitalization project and major office consolidation.

ENGINEERED AND PROJECT MANAGED scores of projects for developers and municipalities.

A SAMPLING OF CLIENTS

- ❖ Barry Isett & Associates, Inc.
- ❖ Hospital Central Services Cooperative
- ❖ Community Services for Children, Inc.
- ❖ Summit Management & Realty Company, Inc.
- ❖ Greater Lehigh Valley Chamber of Commerce

BEGIN BUILDING THE BRIDGES TO YOUR SUCCESS



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