



## Profile

Shannon O'Hare is the Managing Director of Business Incentives Practice and has over 15 years of experience in economic development and financial incentive negotiation.

She creates financial benefits for clients in distribution, manufacturing, back office/call center operations, research, and headquarters facilities. Ms. O'Hare represents clients across a wide range of industries including automotive, energy, hospitality, healthcare, consumer products, and retail. Ms. O'Hare also successfully negotiates incentives for real estate development projects across the country. She has extensive experience in negotiation of public-private partnerships involving various economic development incentive tools.

Ms. O'Hare prides herself on her long-standing client relationships, and adding value to client deals throughout the US. She remains involved with clients and projects long after incentives are negotiated, ensuring clients have the ability to fully monetize benefits.

Prior to her current position, Ms. O'Hare was Director for NexGen Advisors, a boutique development finance and incentive consulting firm, and held previous positions at Deloitte& Touche, LLP, and Arthur Andersen, LLP.

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