

STATS

JOBS CREATED

50

CREATED PAYROLL

\$3.6M

CAPITAL INVESTMENT

\$200K

LOCATION

Columbus, OH

HEAR FROM THE
COMPANY

"We are excited to announce our expansion into Columbus, Ohio. Columbus offers strategic advantages, providing us with access to a new market and a thriving business environment. This expansion will allow us to better serve our clients and meet the growing demand for our specialized services."

KENNY RAY SCHOMP

President, Quality Logistics LLC (d.b.a. "Longship")

LONGSHIP

New Market Expansion

OVERVIEW

KMK Consulting (KMKC) played a critical role in the expansion of **Quality Logistics LLC**, doing business as **Longship**. Longship is a key player in the logistics and distribution sector, leveraging technology and expertise to cater to the specific needs of its customers. Longship's focus is the refrigerated distribution market where the company has experienced substantial revenue growth since its founding in 2012, and an especially rapid earnings increase in the last two years. Seeking to compound this success, Longship enlisted KMKC to facilitate its expansion into a new market.

CHALLENGES

Longship's expansion into the Columbus market is part of a deliberate plan to expand its operations in the U.S. The new Columbus location will offer Longship strategic advantages, access to a new market, and integration into a thriving business environment. As a rapidly burgeoning company, Longship faced challenges in matching an expansion pace equal to that of its increasing revenue. Tapping into a new market—and quickly—was vital to Longship's optimization of growth potential. Longship faced special challenges in the expansion project, including negotiations with multiple states and the attainment of incentives, while also seeking to offset its immediate and long-term operational costs. By engaging KMKC after the expansion had begun, Longship required swift action to secure these incentives during pending real estate transactions and the consideration of many important business decisions regarding the company's future growth.

OUTCOMES

KMKC managed the incentive analysis and review, while also conducting negotiations between multiple states including Florida, South Carolina, and Ohio. KMKC acted quickly to secure incentives, leading to Longship's first Ohio operation. Longship also prioritizes attracting, training, and retaining a productive workforce. KMKC worked to ensure the incentives were targeted to support these workforce initiatives. This development will create high-quality employment opportunities with an **average salary of \$71,400** and a total **new payroll of \$3.57M**. The project will include a **capital investment of \$200K** and produce **50 new full-time positions** in roles such as sales, leadership, operations, and administrative.