

KEEPING UP WITH KO

VOL.III



2024 KO Community Development Impact:

By the Numbers

- **Total Funding Secured:** Over \$20 Million

Community Impact:

- Workplace Safety
- Economic Growth
- Education & Security

Environmental Impact:

- Clean Energy
- Sustainability

Social Impact:

- Disability Services
- Public Health

Geographic Impact:

- **Ohio:** Focused in the Mahoning Valley, but also throughout the remainder of the state.
- **Along with:** Wisconsin, Texas, Pennsylvania, California





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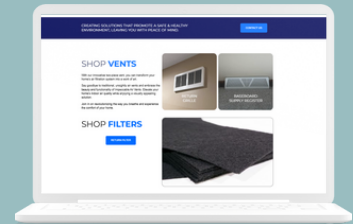
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Small Business Success Stories

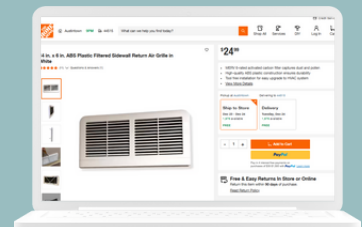
KO Consulting successfully secured **two BWC Safety Intervention Grants** for **P&S Bakery** between August and October. The first grant, for ergonomic mats, totaled **\$1,672.61**, while the second, for electric pallet jacks, totaled **\$14,239.58**. In total, the BWC is covering \$15,912.19 in safety upgrades, enhancing workplace safety and efficiency for their facility.

KO Consulting identified opportunities within the **Inflation Reduction Act (IRA)** to help **P&S Bakery** secure reimbursable costs through tax credits. After coordinating with P&S leadership and the Accounting Team, P&S purchased a new forklift valued at **\$40,162.52**, which is expected to be a nearly **full reimbursement** via the IRA. Additional facility upgrades, such as HVAC replacements and lighting improvements, have been identified for IRA coverage in 2025. We are beyond excited to continue helping invaluable local businesses like P&S. secure funding.

KO Consulting, LLC. also has the privilege of working with **Impeccable Air**, an innovative indoor air quality solutions provider based in Boardman, Ohio, that has committed itself to enhancing air filtration in homes and other businesses. Its flagship product, designed by owner Dominic Pecchia, is a two-piece vent system engineered to transform traditional air vents into sophisticated air purification solutions that elevate both the aesthetics and the air quality of homes. Impeccable Air Vents are crafted from a premium composite material that ensures durability, resilience, and an aesthetically pleasing appearance. This material is chosen for its ability to resist dents, rust, and deformation, providing a long lasting solution that retains its elegance over time. We are excited to congratulate Dom and Impeccable Air for reaching a **partnership** agreement with the **Home Depot**. Dom's unique vents and services are now **available for purchase** across Home Depot's website. With big plans for Impeccable Air in 2025, we are excited to continue assisting small businesses further their scope of reach and development within the region.



Click Images to be directed to webpages



Success Contributed By: Kristen, Niko



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Government Success Stories

The City of Girard received **\$239,300** through the **Appalachian Regional Commission** for its Wastewater Treatment Plant. These funds will support installing a new pump station, alleviating overuse and strain on the current pumps to improve efficiency and reliability.

The Wellman Theater was awarded **\$300,000** in **Ohio State Capital Bill** funding through Senator Sandra O'Brien's office for renovations. This historic site, located in the heart of downtown **Girard**, will be updated to enhance public use and enjoyment, preserving its vital role in the community.

The City of Campbell was awarded \$660,000 through the Ohio State Capital Budget for an access road project near the Community Literacy Workforce Cultural Center on Route 616. This project will promote economic development along Route 616 and provide an additional route for emergency services.



The City of Struthers received **\$103,150** from the **Ohio State Capital Budget** to construct a splash pad in Mauthe Park, creating a new recreational space for the community.

””
Mayor Cat, Josh & Pat visited State Representative Nick Santucci's Office in D.C.

The City of Struthers also received **\$40,000** from the **Ohio Bureau of Workers Compensation (BWC)** Safety Intervention Grant to purchase a new Power Cot System for its ambulance. This system will enhance safety for patients and first responders during ambulance transfers.

Success Contributed By: Flavio, Gina, Matthew, Niko

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Government Success Stories Continued ...

The Village of McDonald secured \$28,000 through the Bureau of Workers Compensation (BWC) Safety Intervention Grant to purchase a fully mechanized Power Cot System for its ambulance. This equipment will ensure safer and more efficient ambulance operations.

John F. Kennedy Catholic School secured \$300,000 in Ohio State Capital Bill funding through Senator Sandra O'Brien's office. The funding will be used to renovate and upgrade the Upper Campus site, ensuring the school's future and enhancing the experience for its student body.

Weathersfield Local School District was awarded **\$38,000** through the **Department of Justice's COPS Program** to upgrade its security cameras, enhancing safety for students and staff.



Through **Norfolk Southern's Thriving Communities Grant program**, KO Consulting, LLC **secured \$50,000** for **Youngstown State University's (YSU) Student Security Services Division**. The funding was used to purchase an Americans with Disabilities Act (ADA) accessible electric cart. This new cart enables the Division to conveniently transport students, faculty, staff, and visitors with wheelchairs to and from campus activities, ensuring greater accessibility and inclusion.

Success Contributed By: Flavio, Gina, Matthew, Niko

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Non-Profit Success Stories

YWCA Alliance and YWCA of Van Wert County were among the first recipients statewide to be awarded funds from **OneOhio Recovery Foundation**, which was created to distribute funds Ohio will receive from the pharmaceutical industry for its role in the opioid epidemic. **Awarded \$92,520 and \$72,000 respectively**, YWCA Alliance and YWCA of Van Wert County will use funding to provide evidence-based, wraparound support services to individuals with Substance Use Disorder.



””
Tails of Hope
spray/neuter TNR
event.

KO Consulting secured more than **\$30,000** in **new funding** for **Tails of Hope** to support program and capital expenses. The first and only non-profit spay / neuter clinic in Mercer County, PA, Tails of Hope provides low- to no-cost services across 32 counties in Western PA and Eastern Ohio, addressing the root cause of pet overpopulation and ensuring that essential veterinary care is accessible to all.

We secured nearly **\$55,000** in **private and government funds** for **Mahoning Valley Sojourn to the Past**. As the only organization in the Mahoning Valley focused on educating the community about the Civil Rights Movement, MVSTP serves more than 1,500 individuals annually through year-round youth and community education programming.



””
Pat & Kelsey with **Penny** at Mingle with Minnie during **Ohio non-violence week!**

Success Contributed By: Cara, Kelsey, Lisa

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Non-Profit Success Stories Continued ...

The **Kelly Pavlik Charitable Organization** was awarded **\$32,500** in 2024 to support its Youth Fitness Programming. Established in 2019 by the former World Champion Boxer Kelly “The Ghost” Pavlik, the Kelly Pavlik Charitable Organization provides comprehensive support services to underserved youth in the Mahoning Valley at Kelly Pavlik’s MiGym in Columbiana and newly refurbished boxing gym in Boardman.



””
Gabba Camp's
Ribbon Cutting

KO Consulting secured **\$6,500** in funding from the **First Energy Foundation** for **Golden String, Inc.** to support its Gabba Camp initiative. As the region’s only resort and respite center for adults with developmental disabilities, Gabba Camp sits on 30 acres of woods and wetlands in Lowellville, Ohio. The camp provides increased access to recreational activities, respite care, physical activity, and job training opportunities, offering invaluable services to an underserved population.

Success Contributed By: Cara, Kelsey, Lisa

Hello, Goodbye

As Q4 ends, we say goodbye to Flavio. In this Hello, Goodbye section, CEO Kristen Olmi highlight his significant impact at KO Consulting.

“I want to personally thank Flavio Aiken for all his work with KO Consulting, LLC, he is leaving us at the end of 2024 to pursue an opportunity more in line with his professional needs at this time. Flavio came to KO Consulting, LLC at a huge growth period for us and provided incredible work, guidance and stability for our government clients. I know the Cities of Struthers and Campbell, as well as Campbell City Schools are in good positions for more development and funding because of the work Flavio did. He was a tremendous asset to our growth and will be missed!! Like all of the KO Consulting, LLC alumni he will always be part of team KO!!” **-Kristen Olmi, CEO**

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KO's Corner

Reflections from CEO, Kristen Olmi

When I was a kid, it was often shared with me that the older you get the faster the years go. The older you get the more true that statement becomes. 2024 feels like we blinked and missed it. I cannot believe how fast this year went. The KO and Prest Public Strategies team got to travel to DC and back on several trips with clients, spent countless hours at the statehouse and even more time traveling our great valley to meet with new clients, help our long-term ones grow, and just see the diversity that exists in our footprint and clientele. I am so grateful for everything that transpired in 2024. K.O. Consulting, LLC had a major year of growth, we added staff, added clients, diversified our portfolio and service offerings, and saw our clients receive in totality, over \$20 million dollars in grant funding. My hope is that 2025 sees even more success.



But as we reflect on our growth, success doesn't come without failure. There are few clients who felt we didn't bring in enough funds. As CEO it's my responsibility to look at the shortcomings and determine where we could have done better. One of the difficulties we face is similar to the scene in the movie Jerry McGuire (most of my staff are probably too young to have seen it) but the scene where Tom Cruise yells "Help me, help you", that's how it is sometimes with clients, the ones who send us the things we need in a timely manner, interact, and share weekly updates, strategize with us, are often are best success stories. Grant writing if anything is storytelling meets a budget that assists with that story. Those clients who send us updated budgets and work with us, make the process better and our success rate higher. Grants are absolutely a volume game and even more so, a long term strategy. If we fall short it's more often in not being on the same page about those hard truths. So to the clients we didn't get as much funding as we wanted in 2024, you will be our focal point in 2025 and we will work hard to ensure our strategy aligns with your needs and goals.

Thank you so much to Team KO- Kelsey, Flavio, Pat, Gina, Niko, Matthew, Cara, Lisa and Carolyn—there would be no KO Consulting without you! A heartfelt thank you to our support teams outside of work (our partners, spouses, family and friends- who make carrying the load a bit lighter) and our incredible and wonderful clients. I hope everyone has a wonderful holiday season and cheers to a successful 2025!!

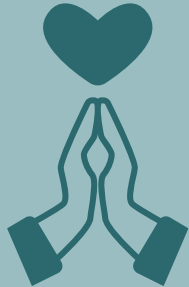




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Thanks For a Great Year!



The KO Team wants to take a moment to express our deepest gratitude to our clients and partners. Your trust, dedication, and collaboration inspire us every day and allow us to make a meaningful impact in the communities we serve. Together, we've achieved incredible milestones, supported vital causes, and created opportunities that change lives. Thank you for believing in our mission and for being part of this journey—your support makes all the difference, and we're so proud to work alongside you.

2024 KO Recognition



We are so excited to be a **BBB Accredited Business**.

July 2024



Kristen was awarded **Business Advocate of the Year** by the Youngstown/Warren Regional Chamber.

August 2024



KO x Locally Print 3D: **Social Media Collaboration** in Action!

November 2024



Kristen Won **Best Rated Consultant** of the year.

December 2024



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2024 Photos & Media Highlights



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Let's Make 2025 Even Better!

Share your Success

We'd love to hear about the impact our collaboration has had on your mission. Share your story with us, and we may feature it in the next newsletter! Please tag us in the post on social media or email content to Carolyn@koconsultllc.com



-Check out our KO Team Fleece's. Huge thank you to [Knightline Embroidery and Screenprint](#) for always getting us the best merchandise.



Stay Connected! We've updated our website with fresh headshots and bios—check them out! Tap the icons to follow us on social media and join the conversation. Scan the QR code for a free 30-minute consultation!