



## NEWSLINE: SPECIAL EDITION

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### Edwards and Kelcey Acquires KKO's Transit Planning Practice



KKO is pleased to announce that its transit planning and transportation systems analysis practice has been recently acquired by Edwards and Kelcey, a nationally recognized engineering, design, planning and construction management firm.

Founded in 1946, and celebrating its 60<sup>th</sup> year of operation, EK is a 950-person engineering, planning, consulting, and construction management firm with 24 regional offices throughout the U.S. EK is a national leader in engineering and design, ranked 68<sup>th</sup> among the top 500 design firms in the United States.

Since 1984, KKO's transit planners have been providing a range of public transportation planning services including service and operations planning, corridor studies, network analysis, market research, cost and revenue studies, crew and vehicle scheduling, and travel demand analysis. The firm has been instrumental in the successful completion of a wide variety of public transportation projects for public agencies and private sector clients throughout the United States and around the world.

KKO's planners will be located in the Boston office of EK and

will work extensively on expanding EK's national transit planning portfolio. EK presently has New England offices in Boston, MA; Manchester, NH; Portland, ME and Providence, RI.

Kay O'Neil, President of KKO, reports that she is thrilled at the prospects for the future. "The combination of KKO's transit planners with EK's engineers and other staff will provide a synergy and presence that KKO would never have achieved on its own. This will be a winning combination for our customers."

Kevin J. McMahon, Chairman and CEO of Edwards and Kelcey stated, "The integration of KKO is a natural fit with our firm's business strategy and will strengthen our current transit planning practice. This acquisition will allow Edwards and Kelcey to expand its planning and operations services to our existing clients in the transit industry."

David Nelson, now the Director of Transit Planning and Associate Vice President of EK remarked, "Merging KKO's transit planning and operations consulting capabilities with

### KKO Information Technology and Consulting Practice

With the transfer of KKO's planning practice to Edwards and Kelcey, KKO will concentrate its efforts on its portfolio of information technology projects serving the MBTA in Boston, the CTA in Chicago, and MARTA in Atlanta.

Kay O'Neil will also respond to requests for management consulting services from select clients and advise Edwards and Kelcey on other matters.

*"The combination of KKO's transit planners with EK's engineers and other staff will provide a synergy and presence that KKO would never have achieved on its own. This will be a winning combination for our customers."*

After 22 years of intensive operations with 264 consecutive cycles of payroll, invoicing and accounts payable and 62 different employees, Kay is looking forward to working with a more focused corporate mission.

The firm will continue to be recognized in 25 states as a Disadvantaged Business Enterprise (DBE).

# *KKO and Edwards & Kelcey – A New Partnership*

## *EK & KKO*

EK's established strengths will greatly enhance our offerings to clients."

KKO, under the continued management of Kay O'Neil, will continue to offer information technology and general management consulting services for some of its long-standing clients and oldest partners.

The purchase of KKO and Associates' planning practice marks Edwards and Kelcey's 18th acquisition in the past 10 years.

***For more information, visit Edwards & Kelcey's web site:  
www.ekcorp.com***

## *David Nelson's New Role*

In his new role as Edward and Kelcey's Director of Transit Planning, David Nelson will be helping expand EK's public transportation services and lending his expertise to a wide array of transit projects across the 24 regional offices of EK. David reports that he is personally excited by new opportunities to play a larger role in the development and implementation of transit projects. KKO's role as an

often minor subcontractor was sometimes limited to supporting technical assignments.

Nelson reports that he is "confident that the combination of the EK and KKO planning organizations will achieve a collaboration where the whole will greatly exceed the sum of the parts. I am looking forward to joining EK's large, talented and diverse workforce."

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## *Thank you to our Clients*

One of the "secrets" to KKO's remarkable success has been listening to our customers and striving to meet their needs. Over the years, we've learned a lot from our customers and this change in our business continues our "customer-driven" focus. The acquisition of KKO's transit planning business by Edwards & Kelcey will deliver service and solutions that the rail and transit industry need, but which neither company could have delivered as effectively alone.

Our commitment to quality and customer service continues as we embark on the next leg of our journey. As always, we stand ready to serve you, whether as Edwards and Kelcey or as the newly focused KKO.



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