



Directory



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Minah Hall is a Managing Director in True Partners Consulting's Chicago office and specializes in negotiating incentives and financial incentives for companies changing their operations footprint throughout the United States. With over a decade of experience negotiating and implementing state and local tax credits and incentives for distribution and manufacturing facilities, data centers, back office/call center operations, retailers, and corporate headquarter relocations, Ms. Hall creates benefits for companies making extraordinary expenditures.

Prior to joining True Partners Consulting, Ms. Hall was a manager at two Big Four public accounting firms in Chicago, where she gained extensive experience during her negotiations with state and local officials. She negotiated tax incentives for companies at every stage of development, from Fortune 500, mid-sized, and start-up companies. Benefits secured include cash grants, tax credits, tax increment financing, training grants/credits, sales tax revenue sharing agreements, utility rate negotiations and property tax abatements. She also prepared cost burden analyses for various companies to help quantify the available opportunities and the cost/benefit comparisons of locating at specific sites.

In addition to her client responsibilities, Ms. Hall actively participates in state-sponsored focus groups aiding the development of the jurisdictions' incentives programs - specifically for Florida, Georgia, Illinois, Indiana, Missouri, Michigan, Texas, Utah, and the joint Kansas-Missouri effort focused on Kansas City. Her involvement and relationships with public sector officials makes her a valuable asset when advising corporate clients.

Ms. Hall is involved in a number of Credits and Incentives related conferences, including the Institute of Professionals in Taxation, of which she is Chair of the Credits and Incentives Symposium, as well as a speaker for various conferences including Consultant's Forum, Women in Economic Development Forum, and the Chicago Tax Club. She serves on the executive board of the University of Illinois Real Estate Alumni Forum.

Ms. Hall received her Bachelor of Arts from the University of Illinois at Urbana-Champaign and her Juris Doctor from Loyola University Chicago School of Law. She is an active member of the Illinois State Bar and was named one of International Tax Review's 2016 Women in Tax Leaders.

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