

# The Mercer Group, Inc.

Exceptional quality management consulting for the Public and Private Sectors

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*The Mercer Group provides the highest quality management consulting services to federal, state and local governments, health care providers, transit authorities, utilities, and private-sector clients*

Find a consultant in your area with the [Locations page!](#)



*The Mercer Group is pleased to announce Mike Letcher and Jerry Bailey have joined our firm as our newest Senior Vice Presidents.*

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ENERGY SERVICES RETIRE

The Mercer Group, Inc. is recognized as one of the finest management consulting firms in the United States in our market niches. They include:

- **Organization and Management Studies**
- **Operational Analysis**
- **Government Consolidation And Privatization**
- **Executive Search**
- **Strategic Planning**
- **Compensation and Classification Studies**

Our team of consultants has a combined experience of more than 200 years in these areas! We provide the highest quality management consulting services to federal, state and local governments and to health care providers, transit authorities, utilities, and private-sector clients.

***Growth, change, and cost pressures are all catalysts for engaging management consultants.***

***Engage the best: [Contact us today!](#)***

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## About Us



The Mercer Group, Inc. is an independent management consulting firm incorporated in the State of Georgia and operating nationwide.

The firm was founded by James L. Mercer, a management consultant of more than 30 years in the public and private sectors and a former Assistant City Manager. He has written and co-authored seven books and more than 300 articles on various phases of public management.

*The Mercer Group provides the highest quality management consulting services to federal, state and local governments, to health care providers, transit authorities, utilities, and private-sector clients.*

### Our Mission Statement

*To make our clients proud that they engaged us to provide management consulting services for them.*

**A client's time constraints and the need for specialized expertise, independence, impartiality, and confidentiality can make outside consulting services invaluable. Contact us today for more information!**

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## Executive Search

The Mercer Group, Inc. has the contacts and expertise to find the best possible candidate for key vacancies in your organization.

### Key Benefits

- Encourages top level people to apply
- Independently and objectively assess candidate qualifications
- Coordinate interviews
- Assist in reaching a final decision

### Our Process

The Mercer Group, Inc. utilizes a unique **Seven Step Process** to work through the recruitment maze with our client:

- Position Analysis
- Recruitment Process
- Resume Review
- Candidate Screening
- Background Investigation
- Interview Process
- Negotiation and Follow-up

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- Butler County, Ohio
- City of Beavercreek, Ohio
- City of Berkeley, Missouri
- City of Birmingham, Alabama
- City of Boca Raton, Florida
- City of Bowling Green, Kentucky

-C-

- CDC Federal Credit Union
- Clarke County, Georgia
- Cleveland Advanced Manufacturing Program, Cleveland, Ohio
- The Coca-Cola Company
- Colonial Williamsburg Foundation
- Colorado Governmental Finance Officers Association
- Colorado Municipal League
- Colorado Springs Utilities
- Columbus Water Works, Georgia
- Commission on Metropolitan Government of Austin/Travis County, Texas
- Consolidation Consideration Committee; Anna Maria, Holmes Beach, & Bradenton Beach, FL
- Contract Services Association
- Conyers/Rockdale County, Georgia Consolidation Commission
- Coopers & Lybrand
- Corpus Christi Chamber of Commerce
- Costa Rican Government
- California Polytechnic State University, San Luis Obispo
- California State Government
- Capital Area Transportation Authority, Lansing, Michigan
- Carnegie-Mellon University
- Carteret County, North Carolina
- CDC Federal Credit Union
- Charlotte, North Carolina, Housing Authority
- Chesterfield County, Virginia
- Children's Board of Hillsborough County, Florida
- Children's Services Council of Palm Beach County, Florida
- City of Carrollton, Texas
- City of Charlotte, North Carolina
- City of Charlottesville, Virginia
- City of Chesapeake, Virginia
- City of Corpus Christi, Texas
- Town of Chapel Hill, North Carolina

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### -D-

- City of Dallas, Texas
- City of Davenport, Iowa
- City of Decatur, Illinois
- City of Defiance, Ohio
- City of Delray Beach, Florida
- City of Del Rio, Texas
- City of Denton, Texas
- City of Duluth, Georgia
- City of Durham, North Carolina
- Davis County, Utah
- Decatur Housing Authority, Illinois
- DeKalb Community College
- DeKalb County Schools
- Delaware County, Pennsylvania
- Dewar Information Systems Corporation
- Doherty & Company, Inc.
- Durham County, North Carolina

### -E-

- City of East Point, Georgia
- City of East Lansing, Michigan
- City of Eugene, Oregon
- City of Evanston, Illinois
- Explore Bookstore & Coffeehouse, Aspen, Colorado

### -F-

- City of Fairmont, Minnesota
- City of Fayetteville, Arkansas
- City of Fort Lauderdale, Florida
- City of Fort Worth, Texas
- Fairfax County, Virginia
- Florida Association of Counties
- Florida Power & Light
- Florida Power Corporation
- Forsyth County, North Carolina
- Fulton County, Georgia

### -G-

- City of Gainesville, Florida

- City of Grapevine, Texas
- City of Greensboro, Georgia
- City of Greensboro, North Carolina
- City of Greenville, South Carolina
- City of Gulfport, Florida
- Georgia Education Leadership Program
- Georgia Institute of Technology
- Georgia Municipal Association
- Georgia Power Company
- Georgia State University
- Government Training Service, Minnesota
- Government of The Netherlands
- Great Atlantic, Inc.
- Guilford County, North Carolina
- Gulfside Resorts
- Gwinnett County, Georgia

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## Client list (H - L)

-H-

- City of Hamilton, Ohio
- City of Hampton, Virginia
- City of High Point, North Carolina
- City of Houston, Texas
- Henrico County, Virginia
- Henry County, Georgia
- Hillsborough County, Florida - Planning Commission;  
Environmental Protection Commission

-I-

- City of Independence, Missouri
- IBEX, Inc.
- IBM Corporation
- Indian River County, Florida
- Institute of Government, University of Georgia
- Institute of Government, University of North Carolina at Chapel Hill
- Institute of Industrial Engineers
- Institute of Technology, Juarez, Mexico
- International City Management Association
- International Institute of Municipal Clerks
- International Personnel Management Association
- International Word Processing Association
- Ithaca Housing Authority, New York

-J-

- City of Jacksonville, North Carolina
- City of Jersey City, New Jersey
- Jefferson County Personnel Board, Alabama
- Jefferson Parish, Louisiana
- J. L. Associates, Inc.
- Johnson Controls World Services, Inc.
- Town of Jackson, Wyoming

-K-

- City of Kerrville, Texas
- City of Kettering, Ohio
- Kannapolis, North Carolina Chamber of Commerce
- Keith & Schnars, P.A.
- Kentucky Municipal League

-L-

- City of Lakewood, Colorado
- City of La Porte, Texas
- City of Largo, Florida
- City of Laurel, Mississippi
- City of Lincoln, Nebraska
- City of Little Rock, Arkansas
- City of Louisville, Kentucky
- Leon County, Florida
- Lower Merion Township, Pennsylvania
- Laidlaw Transit
- Leadership Pinellas County, Florida
- Lee County, Virginia
- Town of Longboat Key, Florida

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### -M-

- City of Miamisburg, Ohio
- City of Middletown, Ohio
- City of Minneapolis, Minnesota
- City of Monroe, Michigan
- City of Morristown, Tennessee
- Management Improvement Corporation of America
- Manatee County, Florida
- Maple Leaf Estates Homeowners Association, Florida
- Martin County, Florida
- Maxwell School, Syracuse University
- Mecklenburg County, North Carolina
- Metropolitan Government of Nashville, Tennessee
- Miami Township, Ohio
- Michigan Municipal League
- Middle South Utilities
- Minnesota City Management Association
- Minnesota Information Science and Librarian's Association
- Mississippi Gulf Coast Junior College
- Mutual of New York
- University of Michigan
- Urban Mass Transit Administration

### -N-

- City of Newport News, Virginia
- City of Norfolk, Virginia
- City of Norman, Oklahoma
- City of North Little Rock, Arkansas
- City of North Miami Beach, Florida
- National Aeronautics and Space Administration
- National Highway Traffic Safety Administration
- National Science Foundation
- North Carolina League of Municipalities
- North Carolina State University
- Nueces County, Texas
- University of Nevada, Reno

### -O-

- City of Odessa, Texas
- City of Oklahoma City, Oklahoma
- Onslow County, North Carolina

- Orange County, North Carolina
- Oregon Municipal Finance Officer's Association
- University of Oklahoma

-P-

- City of Pasadena, California
- City of Pascagoula, Mississippi
- City of Pensacola, Florida
- City of Petersburg, Virginia
- City of Pueblo, Colorado
- Palm Beach County, Florida
- Palm Beach County Health Care District, Florida
- Pensacola-Escambia Development Commission, Florida
- Pennsylvania Local Government Managers
- Pennsylvania Association of County Commissioners
- Pierce County, Washington, Transit Authority
- Pinellas County, Florida
- PlyWorld, Inc.
- Polk County, Florida
- Portsmouth, Virginia, Redevelopment and Housing Authority
- Privatization Partnerships, Inc.
- Proctor & Gamble
- Public Manager's Training and Advisory Service, Florida
- Public Technology, Inc.

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### -R-

- City of Raleigh, North Carolina
- Ramsey County, Minnesota
- Regional Redevelopment and Housing Authority ; Hampton and Newport News, Virginia
- R & R Builders, Inc.

### -S-

- City of St. Louis Park, Minnesota
- City of St. Petersburg, Florida
- City of San Diego, California
- City of San Jose, California
- City of Sarasota, Florida
- City of Saskatoon, Saskatchewan
- City of Shawnee Mission, Kansas
- City of Sioux City, Iowa
- City of Sparks, Nevada
- City of Spartanburg, South Carolina
- City of Spokane, Washington
- Santa Rosa County, Florida
- St. Louis County, Minnesota
- Saline County, Kansas
- Sarasota County, Florida
- Shop 'N Chek, Inc.
- Simmons, USA
- South Brunswick Township, New Jersey
- Southeastern City and County Management Association
- Southeastern Public Service Authority, Virginia
- Southern Bell Special Services
- Spartanburg Housing Authority, South Carolina
- Spartanburg Water & Sewer System
- State of Georgia
- State of New Mexico
- State of Ohio
- State of South Carolina
- University of South Carolina

### -T-

- City of Thornton, Colorado
- City of Topeka, Kansas
- City of Tucson, Arizona
- City of Tulsa, Oklahoma

- City of Tyler, Kansas
- Tampa Bay Electric
- Tampa Urban Area Metropolitan Planning Organization
- Taratec Corporation
- Tennessee Valley Authority
- Texas City Management Association
- Texas Municipal League
- Travis County, Texas
- University of Texas at Austin
- University of Texas at Tyler

-U-

- U.S. Agency for International Development
- U.S. Department of Commerce
- U.S. Department of Housing and Urban Development
- U.S. Department of Justice
- U.S. Department of Transportation

-V-

- City of Virginia Beach, Virginia
- Venezuelan Productivity Commission
- Village of Minster, Ohio
- Virginia Air and Space Center and Hampton Roads History Center
- Virginia City/County Manager's Association
- Virginia Peninsula Airport Commission
- Virginia Peninsula Economic Development Council

-W-

- City of Waco, Texas
- City of Waleska, Georgia
- City of West Carrollton, Ohio
- City of West Des Moines, Iowa
- City of West Palm Beach, Florida
- Town of West Hartford, Connecticut
- City of Wilmington, North Carolina
- City of Wilson, North Carolina
- City of Winston-Salem, North Carolina
- City of Winter Haven, Florida
- City of Worcester, Massachusetts
- City of Worthington, Minnesota
- State of Wyoming
- Wake County, North Carolina
- Wang Laboratories
- West Palm Beach Downtown Development Authority

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