



Biography

Profile

Katie Culp is CEO of KSM Location Advisors, KSM's site selection and incentive consulting practice. Previously, Katie led Cassidy Turley's (now Cushman & Wakefield) national Location Advisory and Incentives Practice, working with corporate clients to make fully informed location decisions and maximize state and local incentives packages. Katie has also led economic development efforts in central Indiana for organizations such as The Indy Partnership/Indy Chamber, Boone County EDC, and the city of Indianapolis.

Katie joined KSM Location Advisors in 2015 to expand her client services capabilities. Sensitive to the urgent nature of real estate transactions, Katie is adept at coordinating site selection and incentives timeframes with real estate and operational deadlines. She commands swift and ethical expertise in the incentives, site selection, and state and local tax arenas.

Katie has negotiated nearly \$1.4 billion in economic incentives and has worked with clients ranging from Fortune 500 companies to small, privately owned firms. With more than 25 years of economic development experience in 48 states, Katie understands the regional differences influencing location decisions.

Education

Katie received a Bachelor of Science degree in public policy from Indiana University and a Master of Business Administration degree from Indiana University.

Associations and Community Involvement

Katie serves on the executive committee of the EmployIndy board, where she was past president, and is a member of the board of directors for the Indy Chamber and WFYI. She was also recently appointed as a member of the Zionsville Redevelopment Authority. Katie has previously held various leadership positions in the following organizations: Indy Chamber, Develop Indy Council, Indiana NAIOP Chapter, Indianapolis Symphony Orchestra, Indiana University's Kelley School of Business Women's MBA Alumni Advisory Board, Zionsville Boys and Girls Club, Indiana Economic Development Association, EmployIndy Workforce Investment Board, and International Economic Development Council.

Awards

In both 2022 and 2023, Katie was named to IBJ Media's Indiana 250, a list of the most influential business leaders across the state in multiple industries. She was selected as the winner of Junior Achievement of Central Indiana's 2017 Best and Brightest Award in the Real Estate, Development & Construction category. Katie was named a 2016 Woman of Influence by the IBJ and has previously been selected for inclusion in its "Forty Under 40" special report. Additionally, Katie has been recognized by Real Estate Forum as a "Woman to Watch" in its "Women of Influence" category.