

What our clients say about us

“...Their technical knowledge about revenue and their breadth of experience in local government provide a broad perspective that is uniquely helpful particularly in a challenging economy.”

— City of Cerritos

“...HdL stands out from the competition in terms of their consistent performance, excellent service and in-depth knowledge of property and sales tax rules, regulations, trends and historical data.”

— City of Huntington Beach

“...The level of detail and analysis they provide is something we could never do in-house with our limited resources. The staff is exceptionally qualified and the quality of work presented is superb.”

— City of Encinitas

“...I have always been impressed with the accuracy of the work product that is submitted to the City from HdL, as well as their willingness to work with the City on special requests.”

— City of Vista

HdL[®] Companies

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With offices in Alabama, California, Colorado,
Georgia and Texas.

hdlcompanies.com

LOCAL GOVERNMENT REVENUE MANAGEMENT SERVICES

*Delivering Revenue, Insight, and Efficiency
to Local Government Since 1983*

HdL[®] Companies

About Us

Founded in 1983, the HdL Companies are dedicated to helping cities, counties and special districts achieve their financial goals. We provide solutions to help increase efficiency, enhance revenue streams, and plan effective economic strategies.



\$3 Billion

HdL has recovered over \$3 billion dollars in lost revenue for our clients.



600+ Local Government Clients

HdL is trusted by over 600 local government agencies.



>99% Client Retention

HdL maintains a client retention of 99.6%.



Sales, Use and Transactions Tax

- Analysis and Reporting
- Revenue Forecasting
- Revenue Recovery
- Revenue Administration
- Management Support
- Legislative Analysis
- Tax Studies



Property Tax

- Analysis and Reporting
- Revenue Forecasting
- Web-Based Software
- Bond Services and Continuing Disclosure
- Revenue Recovery
- Special Levy Placement



Economic Development

- Business Attraction Support
- Trade Area and Void Analysis
- Site Selection Assistance
- Economic Development Action Plans
- Community Profiles
- Financial Analysis & Revenue Projections



Cannabis Consulting

- Regulatory and Tax Ordinances
- Application Review and Scoring
- Regulatory Fee Cost Recovery
- Revenue Modeling
- Software System
- Financial Audits
- Compliance Inspections
- Background Checks



Business License Tax

- Operations Management
- Discovery and Audit
- Management Support
- Software System
- Ordinance Review
- Tax Studies



Lodging Tax

- Operations Management
- Audit
- Short-Term Rental Discovery
- Management Support
- Software System
- Ordinance Review
- Tax Studies



Rental Unit Registration

- Operations Management
- Discovery
- Inspections
- Owner and Tenant Communications
- Management Support
- Software System
- Registration and Rent Control