



Patrick L. Phillips, President and CEO

Patrick Phillips coordinates all aspects of Economics Research Associates' organization, strategy, business development, and service delivery. After serving as managing director of ERA's Washington D.C. regional office since 1993, he was named President of the firm in January 2000.

Mr. Phillips has 20 years of experience in the economic analysis of real estate and land use issues. His consulting practice focuses on economic and feasibility analysis, strategic planning, and transaction-related services for real estate investors and developers, public agencies, financial institutions, universities, and non-profit organizations. His work has involved all major categories of urban land use, for such clients as Pulte Homes Corporation, General Growth, the New York City Economic Development Corporation, the National Academy of Sciences, Samsung, TIAA, Alcoa, the University of Cincinnati, Forest City, Coca-Cola, MassPort, Hines, and numerous public agencies and non-profit organizations.

A recent focus is the market, economic, and financial aspects of a new generation of downtown, visitor-oriented projects that include housing, retail, sports, entertainment, and other uses. Notable recent projects include Peabody Place in Memphis, The Banks in Cincinnati, Atlantic Station and Coca-Cola Park in Atlanta, and the Southeast Federal Center in Washington DC. He assisted J.C. Nichols Co./Highwoods in the successful effort to structure a public-private financing approach for the expansion and repositioning of Country Club Plaza, one of the nation's most influential pedestrian-oriented, mixed-use districts. He has also worked with several cities, including Kansas City and Washington DC, on issues related to downtown sports facilities.

Mr. Phillips has advised numerous public-sector clients on issues related to public-private partnerships for economic development. This practice has concentrated on business development and retention and the revitalization of historic buildings, downtown areas, waterfronts, and neighborhood commercial districts. He is an expert in creative financing strategies and has analyzed tax-increment financing approaches in New York City, Houston, Washington DC, and Atlanta.

Mr. Phillips is a frequent speaker on urban development issues, and is the author or co-author of eight books and numerous articles. He is a Trustee of the Urban Land Institute, and is active on ULI's Mixed-Use Council. He teaches at Harvard's Graduate School of Design Executive Education Program and at Johns Hopkins University. His academic training includes a graduate degree in public management and finance from Syracuse University's Maxwell School of Citizenship and Public Affairs. Before joining ERA, he was a senior manager with the real estate consulting group of Ernst & Young.