



ROBERT H. PITTMAN, SENIOR PRINCIPAL

Professional Qualifications

For over 25 years Mr. Pittman has provided consulting services to corporations, states, communities, development agencies and similar organizations in the U.S. and abroad. He is an acknowledged expert and widely published author in the areas of business location, community and economic development, real estate, market analysis and related fields:

- Selected as a “Top Ten Consultant” by *Southern Business & Development* magazine and “Outstanding Leader in Geo-Economics” by *Site Selection* magazine.
- Frequently interviewed and quoted by news media (e.g. Cable News Network, British Broadcasting Corporation, Canadian Broadcasting Corporation, Wall Street Journal and numerous local newspapers).
- Over 150 seminars and presentations in the U.S. and abroad.
- Over 50 publications in professional journals.
- Co-editor of two books: *Community Development Handbook* (published by the Community Development Council) and *Introduction to Community Development* (published by Routledge).

Prior to co-founding Janus Economics, Mr. Pittman held a number of executive positions in the industry:

- Director of Business Location and Economic Development Consulting, Lockwood Greene (an international engineering and consulting company acquired in 2005 by CH2MHill).
- Deputy Director, International Development Research Council (now CoreNet, the leading professional association of corporate real estate executives).
- Executive Director, Community Development Institute, University of Central Arkansas.
- Executive Vice President, Homer Hoyt Institute (real estate research and consulting).

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Consulting Experience

Mr. Pittman's consulting and research areas include:

- Business location
- Corporate real estate
- Economic development
- Community development
- Labor market analysis
- Workforce development
- Real estate analysis
- Market analysis
- Strategic planning
- Organizational strategies
- Feasibility studies
- Marketing strategies

Private sector clients include American Express, Eclipse Aviation, Dole Food Company, Coca-Cola, Boeing, Southern Company, American Electric Power, Entergy, National Rural Electric Cooperative Association and Southern California Edison.

Public sector clients include state departments of economic development (e.g. Tennessee, Louisiana, Michigan, North Dakota); regional/local economic development agencies (e.g. Jacksonville FL, Los Angeles CA, Asheville NC, Sioux City IA); and economic development organizations in various countries (e.g. New Zealand, Germany, England, Trinidad & Tobago).

Selected Projects

American Express: Location study for South American headquarters.

Eclipse Aviation: Location study for headquarters and production facility.

Hapeville, Georgia: Feasibility analysis and market study for supplier park for auto assembly plant.

State of Tennessee: Reorganization and strategic plan for the Department of Community and Economic Development.

Bay County, Florida: Economic development assessment and strategic plan.

Clarkesville, Tennessee: Economic development competitive assessment, target industry analysis and marketing plan.

Summit Technology, Inc.: Re-use study for a microchip plant and economic development assessment in Lee's Summit, Missouri.

Southern Company: Economic development assessment of regions for utilities owned in England.

Hendersonville, North Carolina: Economic development competitive assessment, labor market analysis, target industry analysis and marketing plan.



Government of Trinidad and Tobago: Feasibility study and economic development plan for a technology park.

Dole Food Company: Location study for food production facility in Midwest.

North Dakota Department of Commerce: State-wide comprehensive economic and workforce development plan.

Sacramento Municipal Utility District: Design for a start-up economic development program.

Education

Ph.D., Economics, Northwestern University

B.A., Economics, Emory University