

Philadelphia Business Journal - August 12, 2010
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Thursday, August 12, 2010, 2:54pm EDT | Modified: Thursday, August 12, 2010, 3:04pm

Econsult, Fairmount Capital Advisors merge

Philadelphia Business Journal - by [Jeff Blumenthal](#) Staff Writer

Two of the region's best known economic and financial consultants — Econsult Corp. and **Fairmount Capital Advisors**— said Thursday that they have merged, forming a new venture known as The Econsult/Fairmount Group.

Econsult's ranks are filled with economists who teach at local universities. Fairmount has a reputation for complex public and institutional financing transactions.

"This is an alliance of colleagues, not competitors. While our respective practices are closely related, they don't overlap, so we fit together like pieces of a jigsaw puzzle," Econsult President David Crawford said.

Econsult helps clients evaluate the feasibility and economic impacts of projects in a broad range of areas, including real estate development, transportation and public policy. In many cases, once those projects are underway, Fairmount provides financial advice on financing them.

"Often, our services are a continuation of what Econsult provides — and vice versa," said Fairmount President Rodney Johnson, who will remain as chair of the Fairmount Board of Directors.

Fairmount Capital Advisors, founded in 1987, assists governmental, public and private organizations with financial planning and transaction management services for taxable and tax-exempt debt.

Econsult, founded in 1979, has written economic impact studies for the Comcast Center and the Cira Centre, as well as the Philadelphia Union soccer project and the Independence Visitors Center.

Econsult and Fairmount have some common clients — including the Pennsylvania Convention Center, the Archdiocese of Philadelphia, the city of Coatesville and Philadelphia City Council — and anticipate more following the new affiliation.

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