

# ELLEN HARPEL

PRESIDENT, BUSINESS DEVELOPMENT ADVISORS



## EDUCATION

PhD Regional Economics, Public Policy  
*George Mason University*

Master of Business Administration  
*University of North Carolina, Kenan-Flagler Business School*

Bachelor of Science in Foreign Service  
*Georgetown University*



Ellen Harpel is president of Business Development Advisors LLC (BDA), an economic development and market intelligence consulting firm in Arlington, VA. She is also the founder of Smart Incentives, which helps communities make sound decisions throughout the economic development incentives process.

Prior to founding BDA, Ellen was a manager with the professional services firm Deloitte & Touche. She also served as an Associate with Charles Percy & Associates, an international business advisory firm in Washington, DC, and worked with the US Chamber of Commerce and National Association of Home Builders.

Ellen is a Senior Research Fellow with the Center for Regional Economic Competitiveness and a research affiliate with the Schar School of Policy and Government at George Mason University. She is Past Chair of the Alexandria Arlington Regional Workforce Council. BDA is a certified Woman-Owned Business in Virginia (SWaM Certification #678590).

## SELECT PROJECT EXPERIENCE

**The Pew Charitable Trusts, Philadelphia Research & Policy Initiative**  
*City/State Economic Development Cooperation (with Econsult Solutions)*  
Philadelphia, PA

**Utah Governor's Office of Economic Development**  
*A Plan to Elevate Utah's Economic Success. Strategic Plan (with CREC)*  
Salt Lake City, UT

**Business Oregon**  
*Strategic Assessment of Incentives*  
Salem, OR

**Franklin County Economic Development and Planning Department**  
*Economic Development Strategic Plan*  
Franklin County, Ohio

**The Pew Charitable Trusts**  
[\*Reflecting Community Priorities in Economic Development Practices\*](#)  
Washington, DC

**Ewing Marion Kauffman Foundation**  
[\*Incentives for Entrepreneurial Firms\*](#)  
and *COVID-19 and Entrepreneurial Firms: Seeding and Inclusive and Equitable Recovery*  
Kansas City, Missouri

**Policy Academy: Aligning State and Regional Economic Development Strategies**  
*Center for Regional Economic Competitiveness (EDA grant)*  
Arlington, VA

**National Governors Association**  
*Evolving State One-Stops Offer New Ways to Help Businesses*  
Washington, DC

**Prosper Portland**  
*Business & Industry Team Metrics*  
Portland, OR

**Oklahoma Incentive Evaluation Commission**  
*Tax Incentive Evaluation Reports (with PFM)*  
Oklahoma City, OK

**North Central PA Planning & Development Commission**  
*Regional Assessment of Access to Capital for Businesses*  
Ridgway, PA

**Center for Regional Economic Competitiveness**  
*Advisory and support services for the State Small Business Credit Initiative (SSBCI)*  
Arlington, VA

**Training and Workshops**  
*I. Integrating Equity into Incentive Metrics*  
CREC  
*II. Investment Incentives and Sustainable Investments*  
Columbia Center on Sustainable Investment