



## Eric Smith

Senior Managing Consultant  
PFM Financial Advisors LLC

Eric Smith joined PFM in 2007 and is located in the Charlotte office where he works within PFM's municipal utility group. His responsibilities involve providing analytical and advisory support related to debt financings and refundings, capital planning, and risk management for a variety of joint action agencies and municipal utilities. Eric has worked with some of PFM's largest municipal utility clients, including Municipal Electric Authority of Georgia, Orlando Utilities Commission, Santee Cooper, Electricities, Gainesville Regional Utilities and Salt River Project.

Eric has been an integral member within PFM's Pricing Group, which provides pricing resources and negotiation support for PFM's clients nationwide; continually enhancing, expanding and centralizing the firm's bond pricing expertise. During Eric's time with the Pricing Group, he led negotiations on hundreds of bond transactions totaling more than \$20 billion in par.

Prior to joining PFM, Eric worked as an actuarial analyst for an actuarial and financial consultancy firm, advising a national client base of public employers, Taft-Hartley plans, non-profits and corporations on identifying, measuring and monitoring financial risks associated with their pension and health benefit plans.



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### Contact

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### Specialties

Financial Advisory

### Education

B.S. in Mathematics  
Bowling Green State University

### Professional Designations or Licenses

Municipal Advisor  
Representative (Series 50)

**Started with PFM:** 2007

**Started in the Field:** 2004