

ALLAN D. KOTIN
Professional and Educational Credentials

INDUSTRY EXPERIENCE

ALLAN D. KOTIN & ASSOCIATES

Previous corporate names:

PCR KOTIN, KMG CONSULTING (Kotin Mouchly Group), SEDWAY KOTIN MOUCHLY GROUP, KOTIN, REGAN & MOUCHLY, INC. (KRM)

Real Estate Consulting Firm (1980 - Present)

Principal: Public-Private transaction support, negotiation, financial feasibility, and financial structuring for residential, commercial and industrial projects for a wide range of private and public clients.

ALLAN D. KOTIN ECONOMIC CONSULTANTS
(1974 - 1979)

Owner: Market research, financial feasibility, financial planning and computer simulation for developer and lender clients primarily in California.

THE LARWIN GROUP, INC.
(1972 - 1974)
Beverly Hills-based homebuilder

Director, Forward Planning: Company-wide responsibility for all feasibility efforts relating to land acquisition, new housing programs and regions.

DANIEL, MANN JOHNSON AND MENDENHALL
(1971)
International architecture and planning firm

Director of Economics, Associate Vice President: Responsible for economics division involved in feasibility studies, land and resource economics

CALPROP CORPORATION (1970)
Medium-sized regional apartment and condominium builder based in Los Angeles

Vice President: Responsible for land acquisition, feasibility market research, syndication packing, joint ventures and corporate planning.

PROPERTY RESEARCH CORPORATION
(1967 - 1970)
Los Angeles-based syndicator of unimproved land, apartments and income properties

Manager of Product Development: Coordinated all phases of investment evaluation: market research, feasibility, validation of costs and expenses.

ECONOMICS RESEARCH ASSOCIATES
(1964-1967)
National real estate consulting firm

Senior Associate – Responsible for market and feasibility studies for a wide range of real estate and related projects

SELECTED PERSONAL ACHIEVEMENTS

Initiated first major strategic planning efforts for marina revitalization in California at Marina del Rey (Asset Management Strategy for Los Angeles County) and Channel Islands Harbor Master Plan for Ventura County.

Responsible for evaluation of developer bids, selection of developers, and negotiation of sale and/or lease disposition agreements for a variety of redevelopment agencies, counties and educational institutions.

Primary advisor to Forest City Commercial Development on public/private negotiations since 1992.

Council for Urban Economic Development (CUED) Board member 1991-1999, Vice President 1994-1995 (Organization merged and renamed as International Redevelopment Council or IEDC.)

Member of Los Angeles County Housing Advisory Committee

Economic Development Track, ICSC (International Council of Shopping Centers) Shopping Center University, Dean 2003, Associate Dean 2002

EDUCATION

Attended Harvard University, 1953 - 1956
UCLA, B.A. Economics, with highest honors, admitted to Phi Beta Kappa, 1959
Harvard University, Graduate Studies in Economics, 1960 - 1961
UCLA, M.A. Economics (concentration regional economics), 1964

ACADEMIC TEACHING EXPERIENCE

UNIVERSITY OF SOUTHERN CALIFORNIA, SCHOOL OF POLICY, PLANNING & DEVELOPMENT
Adjunct Professor

Public/Private Mixed Enterprise Planning (PLUS 543 now PPD626), 1986 - Present
Development Approval Process (RED 551), Spring 1989 - Present
Development Planning and Analysis (PLUS 507), Spring 1988
Fiscal Impact and Infrastructure Finance (RED 599), Spring 1993
Real Estate Finance (RED 542), Summer 1993, 1994
Fundamentals of Real Estate Development (RED599 now PPD599), 2003-Present

HARVARD UNIVERSITY, GRADUATE SCHOOL OF DESIGN
Instructor, Executive Education Program

Public Private Joint Ventures in Real Estate Development, Summers 2002-Present

UCLA GRADUATE SCHOOL OF ARCHITECTURE AND URBAN PLANNING

Lecturer

Real Estate Development for Architects and Urban Planners (GSAUP 272 and 219-B), 1981 - 1986

PUBLICATIONS

Public-Private Joint Ventures for High Volume Retailers: Who Benefits?, Allan Kotin and Richard Peiser, *Urban Studies*, Vol. 34, No. 12, 1997.

Regenerating Older Suburbs, Richard Peiser et. al., Urban Land Institute, 2007 (Authored chapter on Pasadena)

Various articles and presentations for newspapers, trade periodicals and conferences

NON-ACADEMIC TEACHING EXPERIENCE

Public Private Joint Ventures in Redevelopment – One-day seminar for Executives at Forest City Development, 2007

How to Attract Retail Development to Your City - Course offered by International Council of Shopping Centers at the Shopping Center University, 1998 to 2003

Effective Negotiating and Deal Making - One-day training workshop for redevelopment staff and others at the Redevelopment Institute sponsored by the California Redevelopment Association (CRA), (2000 – 2002)

Real Estate Workshops – Training workshops on various real estate topics for both general conferences and certification program for the Council for Urban Economic Development (CUED later IEDC *International Economic Development Council*), various dates and venues 1986 – 2006

Lecturer in **Case Presentations for Residential Real Estate** at the Citibank (New York) semi-annual real estate lending workshops for Citibank lending officers. (Seminar by the Harlan Company of New York) 1976 - 1989.

Ground Leasing Training Seminars - One and two-day training offered by Kotin Regan & Mouchly to redevelopment staff in the cities of Phoenix, Los Angeles, and Burbank.

Public Private Joint Ventures in Redevelopment – Four session course for City Staff, Inglewood California, 2005

Public Financing of Private Parking – Workshop for Real Estate staff, Walt Disney Imagineering, 2008

PROFESSIONAL AFFILIATIONS

- National Council for Urban Economic Development (Since renamed International Economic Development Council), Vice President, Chairman Publications and Technical Assistance Committee (1994)
- National Council for Urban Economic Development, Member Board of Directors (1990-1993) and Chairman of Ad Hoc Committee for Economic Development Network (1993)
- State of California, Advisory Body for the Emergency Housing and Assistance Program (EHAP)
- California Redevelopment Association, Member and Primary Instructor in Finance courses at the Redevelopment Institute
- Lusk Center for Real Estate, University of Southern California, Member
- California Association for Local Economic Development, Member
- Urban Land Institute, Associate Member
- Los Angeles County Housing Advisory Committee, Member

SELECTED SPEAKING ENGAGEMENTS AND SEMINARS

- International Council of Shopping Centers, 1999-2003 Shopping Center University
- International Council of Shopping Centers, 2002, Las Vegas Meeting
- American Public Transit Association (1990 National Conference)
- National Council for Urban Economic Development, various meetings
- National Association of Housing and Redevelopment Officials, various
- American Society of Civil Engineers (1991 and 1994 World Marina Conferences)
- California Marine Parks and Harbors Association (1992)
- Urban Land Institute (1991)
- California League of Cities (1990)
- California Association for Local Economic Development (1996, 2000, 2001, 2002)
- Value Retailing Conference (1995)