

SELECTED PUBLIC PRIVATE JOINT VENTURE EXPERIENCE

ALLAN D. KOTIN & ASSOCIATES (ADK&A)

All of the assignments described were performed directly by or under the immediate supervision of Allan Kotin. Prior to 2002, he was a principal successively of Kotin, Regan & Mouchly, Inc, Sedway Kotin Mouchly Group, KMG Consulting, and PCR Kotin, which were the names of record in which some of these assignments were performed. For ease of reference, only the name of the current firm abbreviated as ADK&A is used in describing the consulting assignment.

Major Public Sector Assignments

LA County Department of Beaches and Harbors/Financial, Economic and Advisory Services

Beginning in 1985, ADK&A has been the County's primary economic and financial consultant with responsibility for assisting the department in several key areas including: renegotiation of rents at periodic intervals; negotiation of lease extensions for seven different leaseholds including residential anchorage, hotel and office uses; preparation of RFP's and Invitations to Extend Leases for circulation in connection with the County's effort to spur second generation development in the marina; evaluation of proposals; selection of developers; negotiation of new ground leases; and assistance in the development and implementation of an affordable housing policy for new residential development. ADK&A's services included detailed financial modeling of ground leases, evaluation of the developers' proposals, extended negotiation support, and presentation to the County Board of Supervisors.

LA County Department of Beaches and Harbors/Asset Management Strategy

ADK&A provided overall coordination as well as all economic and financial input to a two-year effort to create an overall long term redevelopment and management strategy known as the Asset Management Strategy or AMS, which was subsequently adopted by the Board of Supervisors.

Ventura County, Channel Islands Harbor Department

Initiated and actively assisted in the development of the first master plan and documented leasing policy for the largest recreational boating facility in the county. Also assisted in lease negotiations for new leases and extensions

City of Cerritos, Asset Disposition Strategy, Developer Selection, Ground Lease Negotiation and Monitoring

In its role as principal economic advisor, ADK&A provided initial planning for property disposition at Cerritos Town Centre, assisted actively in developer selection and subsequent negotiation on more than ten major projects.

Contra Costa County Redevelopment Agency/Pleasant Hill BART Station Project

ADK&A has, for the last two years worked directly for the County Redevelopment Agency in structuring a complex three-way agreement between the County Redevelopment Agency, Bay Area Rapid Transit (BART), and a major developer for the construction of over 400 housing units on the current BART station parking lot in Pleasant Hill (San Francisco Oakland East Bay Area) to be built on land subject to a long term ground lease.

Los Angeles County Chief Administrative Office/Various Build-to-Suit and Lease-Leaseback Transactions

ADK&A has been retained to help the County select appropriate sites and developers for County facilities including social services, mental health, children's services and the Sheriff's department. ADK&A has assisted in preparing RFP's for new space, evaluating responses, and actively assisting in structuring "turnkey" transactions.

Major Private Sector Assignments

Disney Development/Resort and Second Attraction Development in Anaheim California

In connection with Disney planning for additional recreational and hospitality development in Southern California, in ADK&A helped analyze the fiscal impact on the City of Anaheim and structure the subsequent tax increment and bond transactions that facilitated the ultimately development of the Disney Resort and the California Adventure theme park.

Forest City Enterprises/Skyline and Metropolitan Housing Projects

In its role as continuing consultant to Forest City during the 1980's, ADK&A helped structure two critical early residential developments in Downtown Los Angeles, The Skyline was the first new high rise condominium built in downtown with 240 units, The Metropolitan was an even larger rental project built a few years later on an adjoining site in the South Park area, ADK&A was a key part of the team which negotiated the public-private transaction and assisted in structuring the private financing.

Forest City Enterprises/Shopping Center Development in California

In its role as principal advisory to Forest City's commercial development arm since the early 1990's, ADK&A played a key role in the negotiation of four major public private transactions in connection with the Mall at Temecula, The Shops at South Lake in Pasadena, Victoria Gardens at Rancho Cucamonga as well as several projects in Orange, San Francisco, Imperial and Los Angeles Counties.

TrizecHahn Retail Development/Hollywood and Highland (Los Angeles) and Paseo Colorado (Pasadena)

ADK&A was the primary economic advisor in connection with the very complex public private transactions used to finance a \$600 million mixed used retail, entertainment and hotel project designed to revitalize Hollywood Boulevard, including ground lease analysis, fiscal impact analysis and structuring of public financing with partial developer guarantees. The company played a similar role in the pioneering effort by the company to redevelop the former Pasadena Plaza Shopping Center, a 1980's era enclosed two-anchor center, into a new open air mixed use project integrating retail, entertainment, office and over 200 rental apartments above the center.

Temescal Canyon Properties LLP/Redevelopment Negotiation and Infrastructure Finance for Dos Lagos Community, Corona, California

ADK&A has been the principal financial analyst and public private transaction consultant since the inception of this 500-acre mixed use land development project over five years ago. ADK&A led negotiations for dedication of tax increment to payment for extraordinary project infrastructure requirements and participated actively in the structuring of a Community Facilities District financing.