



PERSONAL RESUME – ALLAN D. KOTIN

PROFESSIONAL AND EDUCATIONAL CREDENTIALS

INDUSTRY EMPLOYMENT EXPERIENCE

ALLAN D. KOTIN & ASSOCIATES
(2001- Present)

Principal/Owner – Operating as an individual advisor to public clients in municipal government and education with regard to both traditional public private joint ventures, P3 partnerships for public buildings, and property disposition. For private clients, negotiating various forms of public private joint ventures notably including ground leasing.

Prior corporate names were: PCR KOTIN, KMG CONSULTING (Kotin Mouchly Group), SEDWAY KOTIN MOUCHLY GROUP, and KOTIN, REGAN & MOUCHLY, INC. (KRM) Real Estate Consulting Firm (1980 - 2001)

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

PLANNING RESEARCH CORPORATION
(1960-1964)
Multi-disciplinary consulting firm

Analyst - Market research consulting for savings and loan associations, feasibility of automating the catalog of the Library of Congress

SPECIFIC PERSONAL ACHIEVEMENTS

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.

Real estate advisor to the City of Malibu for several projects including ground lease of Malibu Lumberyard and acquisition of City Hall, and impact of proposed chain store ordinance.

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, SOL PRICE SCHOOL OF PUBLIC POLICY (Formerly School of Policy, Planning and Development), Adjunct Professor (Retired)

Economics of Productive Development (PLUS 660), Spring 2019 – 2021

Public/Private Mixed Enterprise Planning (PLUS 543 now PPD626), 1986 - 2021

Development Planning and Analysis (PLUS 507), Spring 1988

Development Approval Process (RED 551), Spring 1989 - 2021

Fiscal Impact and Infrastructure Finance (RED 599), Spring 1993

Real Estate Finance (RED 542), Summer 1993, 1994, 2014 - 2016

Fundamentals of Real Estate Development (RED510), 2012-2014

Special Workshop on Disposition of Los Angeles City Surplus Property (RED590) 2016

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

Public Private Joint Ventures in Real Estate Development, Summers 2002-2011

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

Participation in Urban Land Institute TAP Projects – City and agency advisory projects for the Cities of Compton and El Segundo and the South Park BID (Business Improvement District) sponsored by the Los Angeles ULI District Council

Presentations to CALED (California Association for Local Economic Development) on Management of Public Real Estate Assets - (2012 and 2016)

Real Estate Workshops – Training workshops on real estate topics for both conferences and certification program for the Council for Urban Economic Development (now IEDC) Various dates and venues 1986 – 2006

ULI Pro Forma Training Pro Forma II: A Development Pro Forma A live four-session online training program in the use of Excel to model the development phase of real estate development – Starts January 2022