

# **PAUL KASTES, CPM, LCAM /DBA PAULKASTES CPM LLC**

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## **Mr. Paul Kastes, CPM, LCAM**

is an experienced professional capable of providing credible expert witness services to attorneys and insurance companies. Mr. Kastes has a verifiable background as an "Expert Witness". He offers a wide variety of services, which is not matched by any one in his profession. Mr. Kastes has accumulated over 36 years in the Real Estate Management business. He continues to actively manage income producing properties.

Since 1999 Mr. Kastes has included Expert Witness services in his business portfolio. His clients include Defense Attorneys, Claims Representatives, and Plaintiff Attorneys in several States including Alabama, Arkansas, Florida, Georgia, Illinois, Missouri, New Jersey, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, Wisconsin, and the District of Columbia. Mr. Kastes has the unique advantage of a view from the owner's, and the property manager's, perspective that continues to be a valuable asset to all of his clients.

## **SERVICES OFFERED**

As an active professional in the Real Estate Management Industry Mr. Kastes can assist you in case development, advice, research, and if appropriate provide credible expert testimony in all aspects of real estate management including;

Property Management, Premises Liability, Operational Procedures, Resident Relations, Employee Policies, Vendor Policies, Risk Assessments, Slip and Fall Issues, Access Gates/ Fences, Security assessments, patrols, Lighting, Corporate Policies, Leases, Maintenance policies, Hiring policies, background checks, supervision, On site/ off site management. References available on request.

## **PROFESSIONAL DESIGNATIONS**

**CPM** Certified Property Manager IREM Key # 16057

**LCAM** Licensed Community Association Manager

**CPO** Certified Protection Officer IFPO

**CPOI** Certified Protection Officer Instructor IFPO

**Security Guard** State Licensed

## **QUALIFICATIONS SUMMARY**

OVER 34 YEARS OF EXPERIENCE MANAGING A LARGE PORTFOLIO OF MULTIFAMILY AND COMMERCIAL PROPERTIES IN THE USA & CANADA

- Present portfolio includes apartment communities, office buildings, and single family rentals.
- Operation responsibilities include assessing, implementation, supervision of all aspects of property management including, policies, staffing, security, maintenance, budgeting, etc.
- Management, consultation, experienced in all types of income producing properties.
- Established reputation for cost-effective management of the older apartment community.
- Operational analysis for shopping centers and strip malls.
- Track record of on-budget, on-time, turnkey management of renovation projects.
- Experience in historical building restorations.
- Effective as liaison between owners and regulatory agencies on environmental, permitting and zoning issues.

### **LISTING OF CURRENT PROPERTIES**

**1990-present:**    **Meadows Apartments - St. Petersburg, FL**  
312-unit apartment community  
Current value: \$19 million

- Directed a **\$500,000 renovation** and provide complete management services
- Reduced operating costs by reorganizing and retraining staff
- Increased occupancy to a consistent 100%

**1995-present:**    **1444- I Street-Washington DC**  
11 Story Office Building  
Current value: \$18 million

- Provide complete asset management services
- Tenants include National Lobby Organizations
- Maintain 100% occupancy

**1995-present:**    **Tycon one - Richmond, VA**  
twin atrium office building  
Current value: \$14 million

- Provide complete asset management services.
- Directed a 3.6 million dollar renovation
- Increased occupancy from 25% to 96% within budget guidelines

### **PREVIOUS REPRESENTATIVE PROPERTIES**

**1990-2002:**    **Cricket Hollow Apartments- Houston TX**  
200 unit Apartment Community  
2002 Value: \$6 million

- Provide complete management services
- Maintain 98 % occupancy

**1991 - 1994:**    **The Courtyards - Tampa, FL**  
120-unit apartment community  
1994 value: \$1.8 million

- Directed a **\$150,000 renovation** and provided complete management services
- Increased value of property from \$1.2 million to \$1.8 million
- Increased occupancy to a consistent 100%

**1990-1995:**    **Centennial Place on the River - Tampa, FL**  
232-unit apartment community  
1995 value: \$4.2 million

- Provided complete management services
- Improved operating efficiency and rebuilt a shattered image
- Upgraded resident profile
- Increased occupancy rate from 60% to 93+% in five months

**1985:**                    **Park Tower - Lubbock, TX**  
98-unit, 15-story, high-rise apartments  
1985 Value: \$5.5 million

- Conducted a market analysis and provided comprehensive management services
- Reduced vacancy rate
- Increased N.O.I.

**1983**                    **The Apartment Center - Fort Worth, TX**  
692-unit apartment community  
1983 Value: \$17 million

- Provided market analysis and consultation prior to purchase and complete onsite management during ownership transition
- Directed a **\$500,000 renovation**
- Reduced operating costs in all areas
- Cut maintenance costs by renegotiating all existing contracts
- Introduced a utilities cost-reduction program that resulted in monthly savings of \$7,000

**1978 - 1985:**

Provided property management and consultation services to a varied selection of income producing properties including:

- Apartment Communities
- Retail Centers
- Strip Malls
- Office Buildings
- Hotels
- Condominium and Home Owner Associations

### **PROFESSIONAL AFFILIATIONS**

Institute of Real Estate Management (IREM)

- Year 2000 Risk Management National Committee nominee
- Chairperson education committee
- Co-chair Smart Partners
- Co-chair Candidate Assistance
- Year 2008 IREM Florida Guest Speaker
- Year 2008 IREM Advisory Board Best Practices
- Year 2009 IREM National Board Member Best Practices

Affiliate Member National Realtors Association

Bay Area Apartment Association (BAAA)

International Foundation for Protection Officers (IFPO)

CIS Save Our Youth Foundation - Board Member

CIS Advisory Board Member

### **CIVIC ASSOCIATIONS**

Cross Pointe Home Owners Association

- ◆ Past President
- Past Chairman Architectural Committee