

## **DAVID J. BROTMAN, FAIA**

October 28, 2021

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### **SENIOR CORPORATE EXECUTIVE**

#### ***"Strategic Thinker"***

Accomplished Senior Executive with a proven career and solid experience in all aspects of architectural and engineering firm management, including project management; Profit and Loss; business development; mergers and acquisitions; sales and marketing; and strategic planning. Successful track record and expert qualifications improve the quality of work, and market share, delivering substantial revenue and profit gains. Experience encompasses start-up, turnaround, high-growth, and multi-national operations.

Holds a reputation among superiors, colleagues, subordinates, and associates for creative imagination, vision, team building, and leadership skills. Specialized in envisioning a result, then leading a management team to realize that result with marked improvements along the way.

### **PROFESSIONAL EXPERIENCE**

#### **Sunset Consultants**

Malibu, CA, 2000-2017; Scottsdale, AZ 2017-Present

FOUNDER/PRINCIPAL 2000

I have established a professional practice consulting firm. I keep practices running smoothly as an experienced evaluator and advisor to established design firms. Help new professionals learn the basics of running an independent business. Provide strategic planning and management consulting services for various entities, including those that need help with planning or architectural projects. Provide litigation assistance.

#### **City of Malibu**

Malibu, CA, 2012-2017

PLANNING COMMISSIONER 2012-2017  
PLANNING COMMISSION VICE-CHAIRMAN 2013  
PLANNING COMMISSION CHAIRMAN 2014

The Planning Commission comprises five Commissioners appointed by the city council to review matters related to planning and development. The Commission holds public hearings on a regular schedule to consider land use matters, including the local general plan, specific plans, rezoning, use permits, and subdivisions. The Commission is the City Council's advisor on land use planning. The Council may choose to follow the recommendations of the Commission or not. Accordingly, they may reverse or modify Commission actions or send proposals back to the Commission for further review. In addition, Commission decisions are subject to appeal to the Council. The Council has the final say in the city.

#### **RTKL Associates Inc.**

Los Angeles, CA, 1990-2000; Dallas, TX, 1979-90; Baltimore, MD, 1975-79

VICE CHAIRMAN AND EXECUTIVE VICE PRESIDENT, 1994  
MANAGING DIRECTOR, LOS ANGELES, 1990  
SENIOR VICE PRESIDENT AND ELECTED TO BOARD OF DIRECTORS, 1989  
VICE PRESIDENT, 1984  
ASSOCIATE VICE PRESIDENT, 1979

ASSOCIATE,

1977

Created an innovative global practice and furthered the art and business of architecture by blending entrepreneurial vision and a partnering attitude with design excellence. Initiated and implemented a plan for expansion into the global market as a hedge against declining domestic opportunities, a strategy that has resulted in the firm's emergence as a prominent 900-person multi-national organization with 13 offices worldwide and a portfolio that extends to 60 nations. The determination to expand quality design into new markets, coupled with keen business acumen, was instrumental in positioning the firm to achieve \$131 million in gross billings in 2000, propelling RTKL to rank 4th in World Architecture Magazine's annual survey of the top 300 international design firms.

Left RTKL due to a wrongful termination leading to litigation and a settlement in Mr. Brotman's favor

### **The Architectural Affiliation**

Towson, MD 1968 to 1975

ASSOCIATE,

1971

INTERN ARCHITECT,

1968

An early career devoted to gaining experience in design, project management, and office management. Grew into the role of project manager on several major projects.

### **KEY ACCOMPLISHMENTS**

- Earned an international reputation as an authority on mixed-use and commercial architecture; widely solicited by the global press for commentary or articles; frequently sought after as a speaker at industry conferences.
- Opened new markets for the firm, including the United Kingdom, Australia, Hong Kong, China, and the Philippines.
- As Executive Vice President and Vice Chairman increased gross revenues from 1992 to 2000 at an average annual growth rate of 25%.
- Instrumental increased international billings from 14% in 1992 to nearly 30% in 2000. In recognition of these efforts and contributions to increase U.S. trade abroad, RTKL was awarded the President's E Star Award for Excellence in Exporting in 1997 (the only AE firm to win this honor).
- Opened RTKL's London and Hong Kong offices; established Los Angeles as RTKL's gateway to the Pacific Rim, resulting in an increase in staff from 35 in 1990 to 100 persons in 2000.
- Started Liquid Media, RTKL's multi-media and visualization service.
- Elected as a Fellow of the American Institute of Architects, achieving recognition among peers as an individual dedicated to the profession.
- Over 30 years, selected to serve in numerous positions for professional organizations.
- Has continuously acted as a mentor to assure continuity of leadership; several former protégés now hold key leadership positions.
- Achieved recognition throughout Asia for the highest quality design.
- Earned design recognition for such landmark projects as Johns Hopkins Hospital (Baltimore); Tower City Center (Cleveland); St. Andrews Old Course Hotel (St. Andrews, Scotland); Sun DongAn Plaza (Beijing, China) and The Galleria Morley (Perth, Australia).

### **EDUCATION**

B.S. in Architecture  
The University of Cincinnati

June 1968  
Cincinnati, OH

## **CREDENTIALS**

- Fellow, The American Institute of Architects
- Listed, Marquis Who's Who in the World
- Listed, Marquis Who's Who in America
- Listed, Marquis Who's Who in the West
- Listed, Marquis Who's Who in Science and Engineering
- Listed, Marquis Who's Who in Finance and Business
- Registered Architect, National Council of Architectural Registration Boards
- Registered Architect: Arizona, California, Colorado, District of Columbia, Georgia, Hawaii, Maryland, Nevada, New Jersey, New York, Ohio, Oregon, Texas, Florida

## **HONORS AND AWARDS**

- Adamson House Drawings, California State Park Superior Achievement Award, 2013
- Adamson House Exhibits Committee, California State Park Superior Achievement Award, 2013
- Westfield San Francisco Centre, San Francisco, CA, Urban Land Institute, 2011 Global Awards for Excellence
- LA Live, Los Angeles, CA, 2010 Urban Land Institute (ULI) Global Awards for Excellence
- Westfield San Francisco Centre, San Francisco, CA, 2009 International Commercial Property Awards
- Westfield San Francisco Centre, San Francisco, CA, International Council of Shopping Centers (ICSC), "Best-of-the-Best," 2009
- Westfield San Francisco Centre, San Francisco, CA, International Council of Shopping Centers (ICSC) Design and Development Awards, 2008 Design Award
- Los Angeles Sports and Entertainment District, Focused Issue Planning, Special Award of Merit, 2002
- Dessert Passage at Aladdin, Society of Environmental Graphic Designers, Placemaking Award of Merit, 2002
- Dessert Passage at Aladdin, Superior Achievement in Design and Image, Shopping Center World, Honorable Mention, 2001
- Dessert Passage at Aladdin, Themed Entertainment Association "Thea" Award for Outstanding Achievement, 2001
- Sydney Central, Golden Nugget Grand Award, 2000
- Shanghai Science and Technology Museum, Shanghai Ministry of Science and Technology, First Place Design Competition, 1998
- Cairns Central, Far North Queensland, Royal Australian Institute of Architects, Regional Commendation, 1998
- Computer Sciences Corporation, IIDA Washington Metro Chapter, Chapter Gold Award, 1998
- Computer Sciences Corporation, IIDA Washington Metro Chapter, Chapter Pinnacle Award Best of Show, 1998
- Computer Sciences Corporation, ASID Washington Metro Chapter, Award for Best Interior, 1998
- RTKL Los Angeles Office, American Institute of Architects/Los Angeles, Pacific Rim Award, 1998
- The Galleria Morley, SADI Award, New Enclosed Center, 1997
- President's E Star Award for Excellence in Exporting, U.S. Department of Commerce, 1997
- Entertainment Center at Irvine Spectrum, International Council of Shopping Centers, Design Award, 1997
- Janss Marketplace, SADI Award, Renovated Open Center, 1997
- Pattaya Festival Center, Golden Nugget Grand Award, 1996

- Eastland Shopping Center, Golden Nugget Grand Award, 1996
- Entertainment Center at Irvine Spectrum, Golden Nugget Grand Award, 1996
- Entertainment Center at Irvine Spectrum, SADI Award, 1996
- The Galleria Morley, SADI Award, 1996
- The Galleria Morley, International Council of Shopping Centers, Merit Award, 1996
- The Galleria Morley, Golden Nugget Grand Award, 1995
- Sun DongAn Plaza, Beijing Capital Projects Exhibition, #1 Project, 1995
- Roosevelt Field, International Council of Shopping Centers, Design Award, 1994
- "Passport to Success in the Global Marketplace," NACORE, Apgar Award for Excellence, 1994
- Menlo Park, International Council of Shopping Centers, Design Award, 1993
- Menlo Park, Monitor Centers and Stores of Excellence, Co-Winner, 1992
- Tysons Corner Center, Urban Land Institute Award for Excellence, Rehabilitation Category, 1992
- Tower City Center, AIA, Dallas Chapter, Merit Award, 1991
- Tower City Center, International Council of Shopping Centers, Design Award, 1991
- Tysons Corner Center, Buildings Magazine, Modernization Award of Excellence, 1990
- Tysons Corner Center, Fairfax County, VA, Exceptional Design Award, 1990
- Tysons Corner Center, Washington, DC Building Congress, Craftsmanship Award, 1990
- Tysons Corner Center, Monitor Centers and Stores of Excellence, Design Award, 1989
- Tysons Corner Center, International Council of Shopping Centers, Design Award, 1989
- Tysons Corner Center Parking Terraces, Precast Concrete Institute, Honorable Mention, 1988
- AT&T Customer Technology Center, AIA, Dallas Chapter, Honor Award, 1988
- Computer Sciences Corporation Regional Headquarters, National Association of Office and Industrial Parks, Design Award, 1988
- Crossroads of San Antonio, Monitor Centers and Stores of Excellence, Design Award, 1988
- Galleria at South Bay, International Council of Shopping Centers, Design Award, 1987
- Galleria at South Bay, Monitor Centers and Stores of Excellence, Honorable Mention, 1987
- Eton Square, National Association of Office and Industrial Parks, Design Award, 1987
- Eton Square, Texas Society of Architects, Design Award, 1986
- The Johns Hopkins Hospital Phase I Redevelopment, Maryland Society of Architects, Design Award, 1978
- Reynolds Aluminum Design Competition Scholarship for Architecture Students, University of Cincinnati, 1967

### **PROFESSIONAL AND COMMUNITY AFFILIATIONS**

- Member, Board of Directors, Whispering Ridge at Troon Village Owners Association, 2021-Present
- Member, Architectural Review Committee, Troon Village Association, 2020-Present
- Member, Architectural Review Committee, Whispering Ridge at Troon Village Owners Association, 2019-Present
- Forensic Expert Witness Association, Member 2018-present  
Phoenix Chapter Board of Directors, 2020-Present
- Chairman, City of Malibu Planning Commission, 2014-2015
- Vice-Chairman, City of Malibu Planning Commission, 2013-2014
- Planning Commissioner, City of Malibu, CA, 2012-2017
- Malibu City Council Zoning Ordinance Revisions and Code Enforcement Subcommittee, 2014-2016
- aeKnowledge Editorial Board, 2010-present
- Advisory Council of the School of Architecture, the University of Hawaii at Manoa, 2011-2015
- Adamson House, Malibu, CA  
Docent, 2010-2015
- Urban Land Institute  
Urban and Mixed-Use Development Council, 1997-2001

- International Council of Shopping Centers
  - Centerbuild Program Committee, 1995-2000
- American Institute of Architects
  - Advisory Group of the Retail and Entertainment KC, 2018
  - AIA Leadership Institute Planning Committee, 2016
  - Regional Representative, The College of Fellows, 2015 - 2017
  - AIA California Council Regional Director to the National Board of the AIA, 2005-07
  - Board Advocacy Committee, AIA National, 2005-07
  - Global Strategies Task Group, AIA National, 2005
  - President, AIA California Council, California, 2004
  - First Vice President, President-Elect, AIA California Council, California, 2003
  - Monterey Design Conference Committee, AIA California Council, California, 2003
  - Desert Practice Conference Committee, AIA California Council 2002, 2004
  - Certified Development Strategist Committee, AIA California Council, California 2002-04
  - Interim Dean, AEC Integration Task Force, 2002-03
  - Vice President, Regulation and Practice, AIA California Council, California, 2001-02
  - Co-Chairman, Advocacy Advisory Committee, AIA California Council, 2001-02
  - Chairman, DGS Liaison Committee, AIA California Council, 1999-2002
  - Advocacy Advisory Comm., AIA California Council, 1998-2002
  - Large Firm Roundtable, AIA National, 1997-99
  - Trustee ARCPAC, AIA California Council 1996-2002, Chairman 2000-02
  - Director, Los Angeles Chapter, 1996-98
  - International Committee, AIA National 1992-94
  - Chairman, Large Firm Roundtable, Los Angeles Chapter, 1990
  - Chairman, Office Location Committee, Dallas Chapter, 1988
  - Texas Architects Committee, Texas Society of Architects, 1986-90
  - Public Policy Task Force, Baltimore Chapter, 1977-79
  - Practice Management Committee, AIA National, 1976-78
  - Liaison Committee, Baltimore Chapter, 1977-79
  - Project Procedures Task Force, Baltimore Chapter, 1976
  - Project Procedures Task Force, Baltimore Chapter 1976-77
  - National Capitol Committee, AIA National, 1972-74
- Construction Specifications Institute
  - Chairman, National Awards Committee, 1985-87
  - Chairman, National Convention, 1983-84
  - President, Dallas Chapter, 1983-84
  - Vice-President, Dallas Chapter, 1982-83
  - Treasurer, Dallas Chapter, 1981-82
  - Chairman, Program Committee, Dallas Chapter, 1980-81
  - President, Baltimore Chapter, 1978-1979
  - Vice President, Baltimore Chapter, 1977-78
  - Secretary, Baltimore Chapter, 1976-77
- Citizens Planning and Housing Association, Baltimore, MD,
  - Board of Governors, 1976-79
- Goals for Dallas, Dallas, TX, 1982-86
- Mayor's Building Code Revision Committee, Baltimore, 1978-79
- Baltimore County Architectural Review Board, 1973-76
- World Affairs Council
- The Asia Society
- U.S. - China Business Council
- National Association of Corporate Real Estate Executives
- National Association of Industrial Office Parks
- Professional Services Management Association
- Australian - American Chamber of Commerce

- Greater Los Angeles Chamber of Commerce
- Central City Association, Los Angeles, CA
- Los Angeles Headquarters Association
- Arbitrator, The New York Stock Exchange
- Arbitrator, The American Stock Exchange
- Arbitrator, National Association of Security Dealers (NASD)
- Arbitrator, Financial Industry Regulatory Authority (FINRA)

### **PROJECT EXPERIENCE**

- Clark Construction Group, LLC vs. City of Miami Beach, Florida, and Hill International, Inc.
- Elaine Anderson et al. Plaintiff vs. GLHN Architects and Engineers. Inc.
- Tammy Wren et al. vs. Pima County ET AL
- Simon Property Group v. Altoon Partners LLP
- USA Kenmore Properties vs. John Sergio Fisher & Associates Inc.
- Flowers vs. Azul Inn
- Pamela Campbell vs. Marnell Corrao Associates, Inc.,
- The Western University of Health Science vs. Perkins + Will
- Plaza La Reina, L. P. vs. Gin Wong Associates
- Cathedral Group Ltd. vs. General Construction Management Company
- Atlantic City Associates, LLC vs. Carter & Burgess Consultants, Inc.
- Victoria Gardens, Rancho Cucamonga, CA
- Shanghai Science and Technology Museum, Shanghai, China
- LA Live, mixed-use, Los Angeles, CA
- 835 Market Street, mixed-use, San Francisco, CA
- Sydney Central, mixed-use, Sydney, Australia
- Cairns Central, retail, Cairns, Australia
- Entertainment Center at Irvine Spectrum, Irvine, CA
- Janss Marketplace, retail, Thousand Oaks, CA
- Pattaya Festival Center, retail, Pattaya, Thailand
- Sun DongAn Plaza, mixed-use, Beijing China
- Eastland Shopping Centre, retail, Melbourne, Australia
- The Galleria Morley, retail, Perth, Australia
- Paramount, retail, Manila, Philippines
- Brea Mall, retail renovation and expansion, Brea, CA
- Tower City Center, mixed-use with retail, office, transit, and museum, Cleveland, OH
- St. Andrews Old Course Hotel, renovation and expansion, St. Andrews, Scotland
- Frankfurt Intercontinental, hotel refurbishment, Frankfurt, Germany
- Tysons Corner Center, retail renovation and expansion, McLean, VA
- Menlo Park, retail renovation and expansion, Edison Township, NJ
- Canal Place, mixed-use with retail and hotel, New Orleans, LA
- Crossroads of San Antonio, mixed-use and retail redevelopment, San Antonio, TX
- Quadrangle, mixed-use redevelopment with office, cinema, and retail, Dallas, TX
- Eton Square, mixed-use with office, retail, and cinema, Tulsa, OK
- AT&T Customer Technology Center, Dallas, TX
- Ryman Center Master Plan, mixed-use with office, retail, and hotel, Nashville, TN
- Park Central Master Plan, urban mixed-use with office, retail, and parking, Phoenix, AZ
- Westin Hotel, 500 rooms, New Orleans, LA
- One Park Central, 26-story office tower, Phoenix, AZ

- Berkshire Court, office and retail, Dallas, TX
- Computer Sciences Corporation, office, Fairfax County, VA
- Mutual Benefit Life Insurance Conference Center, training facility, Newark, NJ
- Galleria at South Bay, Redondo Beach, CA
- South Bay Transit Station, Redondo Beach, CA
- Collin Creek Mall, Plano, TX
- West Oaks Mall, Houston, TX
- Roosevelt Field Shopping Mall, retail renovation and expansion, Long Island, NY
- Penn Square Mall, retail renovation and expansion, Oklahoma City, OK
- Valley View Center, retail renovation, Dallas, TX
- Fortunoff, Department Store, Paramus, NJ
- Dallas Main Center, an underground retail concourse, Dallas, TX
- Charleston Town Center, retail, Charleston, WV
- Johns Hopkins Hospital Redevelopment, Baltimore, MD

### **PUBLICATIONS**

- "The Future is Now, Architectural Industry Undergoing Dramatic Changes," California Architect. Summer 2004
- "Branding." Shopping Centre News. August 2000. Sidebar to feature on Food Court Trends
- "Architect's Showcase - 835 Market Street." Asian Building & Construction. December 2000. Project profile with quotes by David Brotman
- "East Meets West: Merging Philosophies Through the Design Process." Asian Building & Construction. March 2000
- "The Mouse That Roared." Real Estate Forum. May 2000. Joseph Cavaluzzi, Author. Feature on Internet retailing with David Brotman quotes
- "Shanghai Sceinceland." Asian Building & Construction. January 2000. Zheng Biyu, author. Comments by David Brotman
- "Travel Abroad is Becoming a Survival Strategy." ENR Sourcebook. November 1999. Quotes by David Brotman
- "An Arena Fit for Kings, Staples Center Entertainment District." Hockey Business News. October 1999. Mike Scarr, author. Comments by David Brotman
- "Shopping Center Outlook." Real Estate Forum. May 1999. Stacy Corso, author. Quotes by David Brotman
- "RTKL Special Report." Contract Design. August 1999. Roger Yee, author. 32-page firm profile with comments by David Brotman
- "Morphing Retail." California Real Estate Journal. April 1999
- "Shanghai Sceinceland." A/U Architecture & Urbanism, China. January 1999
- "Overseas Development Seen as Key to U.S. Firm's Growth." Shopping Centers Today. December 1998. Kevin Kenyon, author.
- "Las Vegas on a Magic Carpet Ride of Growth." Corporate Real Estate Executive. September 1998
- "U.S. President unveils Shanghai Science & Technology Museum/Centre." Asian Building & Construction, August 1998. Christina Soo, author
- "Innovative Approaches Fill Big Boxes." Urban Land. July 1998. David Brotman and Norman Garden
- "From High Street to the Suburbs to Main Street." Dialogue (Taipei, Taiwan), July 1998. David Brotman and Richard Yuan
- "architecture with a Small "a" - Shopping Centers and RTKL." Dialogue (Taipei, Taiwan). July 1998. Staff
- "U.S. Retail: Trends-Lenox Square," plus "U.S. Retail: Trends-Southside Works" and "Retail Trends: Asia-Pattaya Festival Center: Scripted from Thai Folktales." Dialogue (Taipei, Taiwan). July 1998. David Brotman and Jeff Gunning

- "Face to Face with David Brotman." Asian Building & Construction, January 1998. Christine Soo, author
- "Hong Kong: Still Full Steam Ahead?" Corporate Real Estate Executive, July 1997. David Brotman with Greg Yager
- "Jobs Bonanza for Architects." Los Angeles Times, March 1997. Jesus Sanchez, author. Interview with David Brotman
- "U.S. Development Comes to the World." Chain Store Age Executive, February 1997. Debra Hazel, author. Interview with David Brotman
- "Architects of Growth, International Market Opportunities." Export Today, March 1997. Staff. Interview with David Brotman
- "CenterBuild Attendees Peek at Future," Shopping Centers Today, February 1997. Kevin Kenyon, author. David Brotman's commentary on international vs. U.S. retail development
- "Not Just Back on Track - Forward with 'Flash-Track.'" ENR, January 1997. Interview with David Brotman
- "Retailing 2000: An Act of Faith." Retail Asia (Singapore), July 1996
- "It's a Mall World." Hinge (Hong Kong), July 1996. Anna Koor, author. Cover Story featuring David Brotman comments and RTKL projects
- "Take a Chance." Display & Design Ideas, July 1996
- "RTKL in the Region." Journal Hong Kong/China, June 1996. Jo Doyle, author. Seven-page feature on RTKL's Work in China and Asia
- "Thinking Big." Asian Architect, June 1996. Huw Griffiths, author. Six-page RTKL/Brotman cover story on expansion into the international market

#### **PRESENTATIONS AND PUBLIC APPEARANCES**

- AIA Phoenix Metro, AIA10 + FAIA: The Business of Architecture - Part 2, 2021
- AIA Phoenix Metro Pathways to Fellowship Series - Part 1, 2021
- The Development Process: Merging East and West Philosophies, Environmental Design, Development & Management International Conference, Los Angeles, CA, 1997
- Challenges and Changes Facing the Design Industry, ICSC CenterBuild Conference, Phoenix, AZ, 1996
- Retail Design 2000, ICSC Asia Pacific Design Conference, Singapore, 1996
- Keynote address, Managing Change: The Risk Takers, BOMA Australia International Retail Property Conference, Brisbane, Australia, 1995
- Quality Service Builds a Successful Practice, Practice Management Conference, Phoenix, AZ, 1995
- International Trends in Architecture, Shop System Study Society, Shanghai, China, 1993
- Retail Design Presentation, ICSC CenterBuild Conference, Ft. Lauderdale, FL, 1993
- International Retail Design Trends, BOMA Australia International Retail Property Conference, Melbourne, Australia, 1992
- Guest Lecturer, Xinghua University, Beijing, China, 1992
- The Universal Language of Architecture, World Real Estate Conference, San Francisco, CA, 1992
- Developer/Architect/Builder Panel, ICSC CenterBuild Conference, Phoenix, AZ, 1991
- Boom in the Lesser Tigers, Urban Land Institute Conference, Los Angeles, CA, 1992
- Retail Design Presentation, ICSC CenterBuild Conference, Ft. Lauderdale, FL, 1990
- Retail Design Presentation, ICSC CenterBuild Conference, Tucson, AZ, 1989
- Professional Practice, the University of Texas at Arlington, School of Architecture, Arlington, TX, 1986. Visiting Lecturer
- Principals of Construction Specifications, Catonsville Community College, Baltimore, MD, 1978 to 1979. Course Director