

KATE BARTOLO

KATE@KATEBARTOLO.COM

(213) 896-8906

WEB SITE: KATEBARTOLO.COM

Services Offered: Real Estate Expert Witness Research & Testimony & Real Estate Advisor

- Over three decades of experience in real estate, government, issue management, and its intersection. Expertise spans development, from project conceptualization to occupancy, and existing property value-add. Includes: acquisition, market analysis, contract prep/execution, land use, public outreach, laws and regulations, property management, leasing, sales, brokerage, public-private partnerships, community investment, conflict resolution, and expert witness work. Expert at positioning real estate properties for community and lender acceptance. Clear writer and public speaker.
- Accomplished intricate land use approvals and development work totaling seven million square feet of project area—all without reduced project scope, successful appeal or lawsuit filed. (KBA/Kor) Frequently converted opposition to support. Achieved a series of innovations in project uses, planning and design.
- Project types: new/existing low, mid, and high rise residential, mixed-use retail/residential, office, retail centers/districts, hospitality (hotels, restaurants, bars, nightclubs, historic theaters) schools, off-site signage, and residential estates.
- Business/civic leader who helped drive passage of State and LA City economic development, housing, and regulatory reforms.
- Leadership role in the Hollywood/Downtown LA adaptive reuse-led LA Urban Renaissance. Award-winning projects included Downtown LA's Eastern Columbia, Pegasus, and Hollywood's Broadway Hollywood Lofts.

Pertinent Experience: (chronological)

President, Kate Bartolo & Associates (KBA). Expert witness and dispute resolution consultant and real estate advisor. Prior firm focus: development/issue management, existing property value-add, and land use entitlements. Then performed/managed every aspect of project planning and land use requests, from zoning research and application prep/navigation to community outreach and hearing testimony. Provided expert witness research and dispute resolution work for other properties.

Senior Vice President, The Kor Group. Managed entitlement procurement, condominium marketing/sales and served as public spokesperson. Provided significant investment value-add for twelve groundbreaking development projects in: project conceptualization, design, land use, conflict resolution, crisis troubleshooting and marketing/sales. Created a first-time buyer assistance program for Kor housing units.

Vice President, Walt Disney Company California Government Relations. Played a key role in passage of LA and State economic development initiatives to keep jobs/industries here and spur new job creation.

Leasing Executive, Simon Properties. Achieved a fully pre-leased, on-time opening of Simon's then most challenging project, a Northern California downtown hospitality, retail, and entertainment complex. Worked with the Community Redevelopment Agency (CRA) to fulfill the project's public/private partnership terms.

Sales Consultant, Coldwell Banker Real Estate (CBRE). Specialized in leasing, sales and tenant representation for Southern California shopping centers, downtown commercial cores, and multiple high traffic Latino retail districts.

Leasing Executive, Glickman, Crumpler, Riley. Leasing agent for five successfully leased Southern/Northern California community shopping centers. Collaborated closely with project and property managers.

Council Legislative/Media Aide, Los Angeles City Councilman Joel Wachs. Led policy formation and stakeholder negotiations culminating in passage of Los Angeles' Rent Stabilization and Landlord Tenant Mediation Panel Ordinances.

Civic/Community Leadership History: (partial list)

- Awardee, Women in Leadership Award, West Hollywood
- Vice Chair/Chair, West Hollywood Planning Commission, and its Housing Development Reform Subcommittee
- President/Founding Board member for two LA Business Improvement Districts
- Co-Chair/Chair, the Central City Association-led Downtown LA Industrial Policy Committee and Affordable Housing Subcommittee
- Executive Board member, California Manufacturers Association, California Chamber of Commerce, Alliance of Motion Picture, and Television Producers, and LAMP, a homeless service provider
- Campaign Advisor, local and statewide political candidates/issues
- Moderator/panelist on numerous urban development/housing conference panels
- President, HOA residential condominium association
- Guest Lecturer, USC/UCLA, urban planning, and development

Education:

- University of California, Los Angeles (UCLA) Bachelor of Arts graduate
- Continuing Coursework: UCLA, in writing, urban planning/development
- Certified Real Estate Investment Specialist (CBRE program)