

# KATE BARTOLO

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## **Services Offered: Real Estate Expert Witness Research & Testimony, Conflict Resolution, & Real Estate Advisor**

- Over three decades of experience in real estate, government, and its intersection. Skilled at devising creative effective solutions to complex challenges.
- Expertise spans development, from project conceptualization to occupancy, and existing property value-add. Includes: 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. Clear writer and public speaker.
- Accomplished land use and development work totaling nearly seven million square feet—without reduced project scope, successful appeal or lawsuit filed. (KBA/ Kor)
- 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 and real estate 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 consulting. Prior firm focus: development and land use. Then managed every aspect of project planning and land use requests, from zoning research and application prep/navigation to public 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.

**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 retail and entertainment complex.

**Sales Consultant, Coldwell Banker Real Estate (CBRE).** Specialized in leasing, sales and tenant representation for Southern California shopping centers, Downtown LA's pioneering retail commercial core and multiple high traffic Latino retail districts.

**Leasing Executive, Glickman, Crumpler, Riley.** Leasing agent for five successfully leased Southern/Northern California community shopping centers.

**Council Legislative/Media Aide, Los Angeles City Councilman Joel Wachs.** Led policy formation and stakeholder negotiations culminating in passage of Los Angeles City's 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
- Board Member, LAMP, a homeless service provider
- 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
- Campaign Advisor, local and statewide political candidates/issues
- Moderator/panelist on 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)