

Rodino Associates

Real Estate Services Based on Operational Experience

REAL ESTATE INVESTMENT SERVICES

- **TROUBLED PROPERTY WORKOUTS**
- **ASSET MANAGEMENT STRATEGIES**
- **DEVELOPMENT / REDEVELOPMENT SERVICES**
- **PROPERTY ACQUISITION, ASSEMBLAGE, and DISPOSITION**
- **EXPERT WITNESS RESEARCH AND TESTIMONY**



Robert J. Rodino, Ph.D.

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Services provided....

Rodino Associates provides real estate investment consulting, troubled property workouts, and development services to financial institutions, investors, REITs, developers, local governments and non-profit organizations.

We draw upon our 30 years of experience on the operational side of the real estate investment and development business, including asset management, property management, troubled property workouts, acquisitions and dispositions, portfolio diversification, development of all major property types, due diligence, and leasing.

Rodino Associates combines its practical experience from "**having done it**" with our analytical and research acumen to help you **maximize your gain and minimize your risk** in dealing with distressed properties, an investment portfolio in need of diversification, or acquisition and development opportunities.

- **Services are provided to our clients for the four major property types:**

Shopping Centers
Office

Multi-Family Residential
Light Industrial

TROUBLED PROPERTY WORKOUTS

- * Income/Expense Analyses and Evaluation
- * Tenant Lease Analysis
- * Remarketing / Retenancing Strategies
- * Return on Investment Analyses
- * Debt Restructuring & Lender Negotiation
- * Obsolescence & Modernization Strategies
- * Due Diligence
- * Property Management Review

ASSET MANAGEMENT STRATEGIES

- * Real Estate Asset Analysis and Evaluation
- * Acquisition / Disposition Strategies
- * Repositioning / Retenancing Strategies
- * Market Research
- * Portfolio Analyses
- * Diversification Strategies
- * Due Diligence
- * Property Management Review

DEVELOPMENT / REDEVELOPMENT SERVICES

- * Development Management
- * Property Assemblage & Acquisitions
- * Mixed Use Development Feasibility
- * Public / Private Partnerships & J/V's
- * Financial and Political Feasibility Analyses
- * Property Re-use Analysis
- * Entitlement Services
- * Loan Financing Packaging

PROPERTY ACQUISITION, ASSEMBLAGE, and DISPOSITION

- * Acquisition Strategy Development
- * Site Selection and Market Research
- * Investment Feasibility Analysis
- * Due Diligence Assistance
- * Acquisitions Negotiations
- * Transaction & Joint Venture Structuring

EXPERT WITNESS RESEARCH AND TESTIMONY

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Our experience includes....

- Acquisitions and Dispositions of over \$500 million of investment properties
 - Asset Management of a \$400 million diversified investment portfolio
 - Development of \$162 million in Office, Multi-Family Residential, Retail, Light Industrial and Hotel properties in California and Arizona
 - Acquisition, Rehabilitation, Leasing and Management of 400 inner city Multi-Family residential units in New York City
 - Property Management and Leasing of 1.5 million square feet of retail space in California
 - Portfolio Investment and Diversification Strategy Development and Implementation.
 - Joint Venture and Public-Private-Partnership structuring
 - Shopping Center Repositioning
 - Ethnic Market Investment Strategies
 - Industrial Development Policy and Analyses
 - Property Re-use Strategies
 - Expert Witness Research and Testimony
 - Licensed Real Estate Broker in California and Pennsylvania
-
- **Ph.D. in Urban Planning/Urban Revitalization, UCLA, degree 2003**
 - **UCLA Lecturer Real Estate Development, Finance and Market Research 2001 – 2008**
 - **Great Urban Places, LLC** - a companion corporation to Rodino Associates, owned and founded by Bob Rodino, developed the 22 unit condominium project shown below, completed in November 2008 and sold out in August 2009.



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Selected Projects and Publications....

- **JOINT-VENTURE PARTNERSHIP STRUCTURING:**

Mission Gardens at San Gabriel, CA, 22 townhomes - \$2.5M equity, \$14.5M development costs.

Simi Freeway Center, 700,000 sf. R&D/Light Industrial Park - \$4M equity, \$41M development costs

Sheraton Redondo Beach Hotel, 350 rooms - \$8.5M equity, \$45M development costs,

Anasazi Business Park, Phoenix, AZ, mixed-use 195,000 sf office + 145 apartments - \$5.5M equity, \$33.4M development costs

Sorrento View Office Building, San Diego, CA, 84,000 sf. - \$2.5M equity, \$12M development costs.

Cypress Center Shopping Center, 48,000 sf., Cypress, CA - \$2.55M equity, \$4.6M development costs

- **INVESTMENT STRATEGIES AND FEASIBILITY ANALYSES:**

Industrial Development Policy Series: 10 reports prepared for the City of Los Angeles, 2001 – 2008, including: *Recommendations and Implementation for the Development of an Environmental Technology Based Eco-Industrial Park*

Portfolio Strategy Development For Asset Managers; The Real Estate Institute of New York University, Vol 16, No. 4, Winter 1987.

Market Timing for Corporate and Institutional Officers; The Real Estate Institute of New York University, Vol 17, No. 1, Spring 1987.

Hispanic Market Shopping Center Investment Strategy for the Los Angeles Metropolitan Area: Prepared for the RILEY - PEARLMAN COMPANY and their Real Estate Investment Trust clients.

Regional Mall Investment Feasibility Study: Prepared for General Electric Capital with LaCagnina & Associates, investment feasibility analysis for developing Forest Fair Mall, Cincinnati, and Richland Mall, Richland, S.C., totaling over 2 million square feet of retail space, costing \$350 million.

Plaza Azteca Sub-Regional Shopping Center, Pomona, CA: Plan developed to reposition, re-tenant, remarket, and redesign a 250,000 sq. ft. enclosed mall to focus on the Latino retail market.

References....

Phil Angelides, Former Treasurer State of California, Chairman, Financial Crisis Inquiry Commission, CEO Riverview Capital Investments, Sacramento, CA.

Ted McDowell, Regional President, Ameriserve Bank, State College. PA

Keith Russell, President, Russell Financial, Inc., Pasadena, CA; Former Vice Chair, Mellon Bank and Chair of Mellon Bank West, former President of Glendale Federal Bank.

Steve Preston, City Manager, City of San Gabriel, CA

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