

# Rodino Associates

*Real Estate Investment & Development Services*

**ROBERT J. RODINO, PH.D, URBAN PLANNING, UCLA – 2003**

[WWW.RODINOASSOCIATES.COM](http://WWW.RODINOASSOCIATES.COM)

**EXPERT WITNESS AND REAL ESTATE SERVICES**



## **SERVING PENNSYLVANIA AND CALIFORNIA**

**COMBINING OPERATIONAL EXPERIENCE WITH EXTENSIVE CONSULTING EXPERTISE**

- **President of Rodino Associates - real estate consulting firm specializing in:**  
*Expert Witness in Real Estate Litigation, Development Feasibility, Market Research, Site Selection, Downtown Revitalization, Green Development, Project management, Public-Private Partnerships, Multi-Family Housing, Senior Housing, Shopping Centers, Light Industrial, and Office Properties.*
- **Expert Witness Research & Testimony, 2003 - 2018. See below for details**
- **Centre County, Pennsylvania: Market Research and Development Feasibility studies**
- **President of property management company**  
*Managed 1.5 mil sq ft of retail space. Property Evaluation, Leasing and Asset Management*
- **Developed 22 condominiums as Founder and President of Great Urban Places, LLC**  
*Developer & Project Manager, San Gabriel, CA*
- **California Seniors Santa Barbara, LLC – President and Founder:**
- **Real Estate Investment & Development - Southwestern U.S.**  
*Acquired over \$500 million of investment real estate throughout the Southwestern U. S.  
Co-directed development projects = \$136 million Prepared Property Evaluations & Invest Feasib*
- **Ph.D. in Urban Planning/Urban Revitalization, UCLA, 2003**
- **UCLA Faculty in Urban Planning – Lecturer Real Estate Development,  
Financing and Market Research 2004-2008**
- **Awarded “Certificate of Appreciation” from City of Los Angeles for consulting  
services provided from 2001 to 2008.**
- **Licensed Real Estate Broker in Pennsylvania #003321; California # 00682806**

115 Conoy Street, Harrisburg, PA 17104  
Phone: 717-857-7957

[bobrodino@aol.com](mailto:bobrodino@aol.com)

11661 San Vicente Blvd., Suite 306; Los Angeles, CA 90049  
[www.RodinoAssociates.com](http://www.RodinoAssociates.com) Phone: 310-614-2193

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## DETAILS OF PROFESSIONAL EXPERIENCE

1995 to Present **PRESIDENT and OWNER, RODINO ASSOCIATES**, consulting firm specializing in real estate expert witness services, consulting on housing, shopping center, light industrial and office development, regional and downtown economic development, market research, industrial development, retail Business Improvement District.

**Served as Expert Witness in an eminent domain case involving the City of La Puente and a private property owner (LASC Case No. BC 369824) – 2008** "Thanks for all you work on this matter. Your great work was instrumental in getting (public agency) to agree to a reasonable settlement Looking forward to working with you again--hopefully soon."  
Doug Evertz, Luce Forward, Hamilton & Scripps, LLP

**Served as Expert Witness in City of Carson vs. City of La Mirada, for Stradling Yocca Carlson and Rauth, (LASC Case No. BC 248284) – 2003** Case involved California's Anti-Pirating law. Our client won the case and the judge quoted my research report as part of her favorable judgment.

### Expert Witness:

- Big-box retail dispute between cities of Carson and La Mirada, CA – 2003 Case No. BC248284
- Eminent domain dispute between land owner and City of La Puente, CA – 2005 Case No. BC369824
- Shopping center dispute, San Bernardino County, CA, 2012; Case No. CIVDS1103352 - 2012
- Shopping center dispute, Temecula, CA; 2013 Case No. RIC1106349
- Industrial tenancy dispute, La Mirada, CA; 2013 Case No. BC484422
- Shopping center dispute, Temecula, CA #2; 2013
- Industrial tenant – landlord dispute, Rancho Cucamonga, CA – 2013 Case No. CIVRS1200081
- Residential rental dispute – Santa Monica, CA - 2013
- Easement maintenance dispute among commercial users, Calabasas, CA – 2013 Case No. BS140173
- Retail lease dispute between tenant & landlord
- Multi-family habitability dispute between tenant & landlord
- Condominium development partnership dispute in San Rafael, CA – 2017
- Family Trust dispute over real estate ownership
- Broker – seller fiduciary responsibilities

**Bellefonte, PA** Planned development of **mixed-use hotel, restaurant, retail, office and residential ppty**

**State College PA** Downtown Improvement District: **Prepared business recruitment & retention strategies.**

**Centre County PA** Conducted a market research study and financial feasibility development analysis for a **multi-family residential development** in the Centre Region-Bellefonte area for the Torron Group.

Prepared **Senior Housing** market research and development feasibility analysis for **Central PA** developer

Served on the **Downtown Bellefonte Economic Development Committee**

**Centre County Industrial Development Corporation:** Developed "Growing Green" conceptual plans for an **eco-industrial / environmental technology Industrial Park** at Benner Commerce and Penn State University for Innovation Park

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Prepared highly acclaimed study of **Superstore Impacts on Inner City Communities**, 2003, nicknamed "**The Rodino Report**" for the City of Los Angeles. Recommendations were enacted into City ordinance.

Created **integrated economic, industrial development and redevelopment strategies** for the **Los Angeles Mayor's Office of Economic Development** and the Los Angeles Community Redevelopment Agency. Focused on industry clusters, the **environmental technology industry, eco-industrial principles** and funding strategies; 2001-2007

Provided retail redevelopment and revitalization planning analyses to the LAMTA, and cities of Visalia, Indio, Carson, Downey, Thousand Oaks, Moorpark, Placentia, Agoura Hills, Corona, the Los Angeles City CRA, and Miracle on Broadway Business Improvement District.

Created the Riley/Pearlman-Latinvest joint-venture to implement a "**Hispanic Market Shopping Center Investment Strategy**" for Wall Street REIT's. Brokered acquisition of **\$80 million of shopping centers** in California Hispanic and general market areas.

**Prepared economic development strategies** for the Los Angeles Downtown Center Business Improvement District

Lecturer on Smart Growth to the **International Council of Shopping Centers**, Nov. 2000 and on downtown revitalization to **International Downtown Assoc. & Urban Land Institute**.

**Public-Private Partnership Conference on Urban Development** – Created, directed and moderated UCLA Conference – April 17, 2008; Awarded "Most Valuable Alumnus 2008" by UCLA Dept. of Urban Planning

2011-2013. **CALIFORNIA SENIORS SANTA BARBARA, LLC – President and Founder**  
Planned development of **Senior Housing – Independent Living, Assisted Living & Memory Care Investment Feasibility Report** for Santa Barbara, CA area.

2003 to 2010 **GREAT URBAN PLACES, FOUNDER** of a development firm specializing in urban in-fill development of retail, **multi-family residential** and mixed-use properties.

### ACCOMPLISHMENTS

**Project manager and joint-venture partner for development of 22 town home condominiums** in the City of San Gabriel, CA. Prepared and negotiated deal structure as J/V with property owners. Prepared development feasibility pro formas, project scheduling, market research, obtained entitlements, interfaced with city agencies, architects, engineers, attorneys and sales team. Project completed November 2008, sold out August 2010.

1992 to 1995 **PRESIDENT & CEO, AMSTED MANAGEMENT CORPORATION** a shopping center management and leasing company based in Los Angeles.

### ACCOMPLISHMENTS:

Directed property management and leasing of **1.5 million sq. ft. of retail space** in twelve California shopping centers. Prepared management plans, including repositioning

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to focus retailing on the Latino consumer. (See article in CALIFORNIA CENTERS )  
Increased occupancy rates by directing leasing activities, reduced rent delinquencies.  
Prepared analyses of troubled retail centers and recommendations for improvements.

**(AMSTED continued)** Upgraded management planning, reporting and budgeting process, and reduced property insurance risks and rates through tenant insurance audits and insurance rate negotiations. Developed and directed a downtown revitalization program for the City of Pomona. Directed a staff of 15.

1986 to 1992 **PRESIDENT and OWNER of RODINO ASSOCIATES, a consulting and real estate brokerage firm that provided redevelopment and revitalization studies to cities in Southern California, to major institutional investors and retail developers, and brokerage services to both institutional and private investors.**

### **ACCOMPLISHMENTS:**

Provided **retail redevelopment analyses** to cities of Pasadena, Montebello and Santa Monica,

Provided **development investment analyses** to institutional investors including GE Capital Corp., Columbia Savings & Loan, Wells Fargo Trust, and ANA Real Estate Corp. Analyses included regional shopping centers, industrial, office, and apartments.

Brokered acquisitions and sale of over \$30 million in **neighborhood shopping centers and mixed-use properties.**

Guest lecturer in real estate investment at UCLA Extension Division.

1982 to 1986 **SENIOR VICE PRESIDENT - ACQUISITIONS, DEVELOPMENT AND ASSET MANAGEMENT, GLEN FED REALTY INVESTMENTS, a Glendale Federal Bank subsidiary, responsible for the acquisitions, development and asset management of a large portfolio of investment properties throughout the Southwest.**

### **ACCOMPLISHMENTS:**

**Through acquisitions, created a real estate investment portfolio valued at over \$400 million. Produced profits ranging from \$ 9 million to \$15 million per year.**

Co-managed the development of five major development projects totaling **\$136 million, in retail, office, apartment, light industrial and hotel properties.** Prepared feasibility analyses, obtained equity and loan funding approvals, negotiated leases, monitored and approved construction draw-downs.

Anasazi Business Park , mixed-use of 195,000 sf office and 145 apt. units, Phoenix, AZ  
Cypress Center, a 46,000 sq ft. center anchored by Target in Cypress, CA  
Marriott Redondo Beach Hotel and retail, 350 rooms, Redondo Beach, CA  
Simi Valley Industrial Park, a 700,000 sq. ft industrial park, Simi Valley, CA  
Sorrento Valley Office Building, a 84,000 sq. ft office building, San Diego, CA

Responsible for **asset management of portfolio**, negotiated leases, approved budgets, loans, property sales, and property development. Prepared real estate

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investment strategies and implemented same through investments and developments

from **Texas to California**. Prepared real estate market studies of major sun-belt urban markets.

1972 to 1982 **PRESIDENT and OWNER of RODINO ASSOCIATES, INC.** An urban revitalization consulting company based in New York City, from 1972 to 1976, and Los Angeles from 1976 to 1982.

### **ACCOMPLISHMENTS:**

Created and directed a program that **rehabilitated 400 tenement housing units** in the South Bronx. Created and directed training and employment programs in housing rehabilitation and housing management for 500 registrants including bilingual Spanish/English components, in NYC and Los Angeles metro areas.

Trained community development organizations to operate under Revenue Sharing requirements of the Housing and Community Development Act of 1974, including obtaining grants. Developed housing rehabilitation programs for cities of Los Angeles, Santa Ana, Huntington Beach, and Orange County.

1972 to 1976 **FOUNDATION of the CITY UNIVERSITY OF NEW YORK.** Taught housing management and housing rehabilitation at Bronx Community College (part-time).

**VICE PRESIDENT of URBAN RESOURCES, INC.,** an urban affairs consulting company based in New York City.

### **ACCOMPLISHMENTS:**

Developed operating strategies, obtained funding for, and directed anti-poverty programs dealing with inner-city housing and neighborhood health centers in New York City. Developed a management information system for a large anti-poverty multi-service center in the South Bronx. Trained non-profit community development corporation boards of directors and staff members on federal policies and program funding requirements.

## **EDUCATION**

**Ph.D. in Urban Planning, UCLA .** Specialization is Urban Revitalization - 2003.

**Dissertation Topic: Public-Private Partnerships in Retail Development in the Inner-City**

Ph.D. studies Politics and International Relations, New York University (no degree)

M.A. Government & Politics, Boston University, Boston, Massachusetts

B.S. Mathematics, Manhattan College, New York City

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## **PUBLICATIONS and RESEARCH REPORTS**

Online Course: "Superstores: How to Analyze Their Economic Impacts on Your Community and Downtown Retail District"; [www.RodinoAssociates.com](http://www.RodinoAssociates.com) - 2010

Study of Superstore Impact on inner City Communities 2003 – Los Angeles, 2010 San Diego

"Public-Private Partnerships and Low-Income Area Revitalization in Los Angeles County: Effective Public Policy, Dysfunctional Conflict, or Private Sector Rip-Off?", Ph.D. dissertation, UCLA - 2003

Grocery Industry and Workers Impact on Los Angeles Economy – LACRA, 2003

Hispanic Market Shopping Center Investment Strategy in the Los Angeles Area  
RILEY-PEARLMAN/LATINVEST, April 1996.

Capturing The Latino Market: Repositioning For Fun and Profit;  
CALIFORNIA CENTERS, Spring , 1994

Portfolio Strategy Development for Asset Managers; REAL ESTATE REVIEW;  
Real Estate Institute of New York University, Vol. 16, No. 4, Winter 1987

Market Timing for Corporate and Institutional Investors;  
REAL ESTATE REVIEW; Real Estate Institute of New York University, Vol. 17, No. 1, Spring 1987

Urban Revitalization in an Ethnic Enclave: Huntington Park, CA 1965-1998  
CRITICAL PLANNING; Journal of the UCLA Dept. of Urban Planning, Spring 1999.

Federal Urban Revitalization Policy: From the New Deal to the Nineties, 1932 - 1992.  
UCLA School of Public Policy & Social Research, Dept. of Urban Planning;  
Prof. J. Eugene Grigsby, advisor to study; Spring 1999.

The Redevelopment of Bunker Hill, Los Angeles, California: A Case Study in Local  
Urban Revitalization Strategies; UCLA School of Public Policy and Social Research,  
Dept. of Urban Planning; Prof. J. Eugene Grigsby, advisor to study; Spring 2000.

## **SPEAKERSHIPS**

Chair of "Impact of Marcellus Shale Play on Pennsylvania Communities", Pennsylvania Downtown  
Center Conference, September 8, 2011, Scranton, PA

Public-Private Partnership Conference on Urban Development – Created, directed and moderated  
UCLA Conference, 4/17/08; Awarded "Most Valuable Alumnus 2008", UCLA Dept. of Urban Planning

Chair and Key Presenter: "Marketing to Growth – Asian and Latino Markets in Southern California"  
Southern California Marketing Director's Association, October 19, 2006

Program Chair and Audience Leader, ULI Urban Marketplace 2004: Ethnic Retailing

Southern California Marketing Director's Association; "How to Become an Expert in Marketing to the  
Latino Consumer"; August 20, 2003.

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ICSC San Fernando Valley Idea Exchange; "The Latino Retail Market: Past, Present and Future",; November 15, 2002.

Smart Growth Lecturer to the Alliance Conference of the International Council of Shopping Centers, November 15, 2000.

Urban Land Institute/University of Southern California Lusk Center for Real Estate Development; REAL ESTATE TRENDS CONFERENCE; Beverly Hills, CA Jan. 27, 1998.

"Hispanic Retail Market in Southern California: Trends and Opportunities"  
International Council of Shopping Centers, SOUTHERN CALIFORNIA CONFERENCE, 'Anaheim, CA; Nov. 3, 1994; "Retailing to Ethnic Markets"

International Downtown Association, ANNUAL CONFERENCE, Seattle, WA. Sept. 18, 1994; "Downtown Revitalization and the Latino Populations of America"

## **MEMBERSHIPS**

Dauphin County Chamber of Commerce  
Pennsylvania Chamber of Commerce  
Urban Land Institute  
Member Pennsylvania Downtown Center

## **AWARDS OF RECOGNITION AND MERIT**

- **Certificate of Appreciation, City of Los Angeles for consulting services from 2001-2008**
- **Awarded "Most Valuable Alumnus of the Year, 2008" UCLA Department of Urban Planning for Conference Organizer and Chair of : "Public-Private Partnerships in TOD and Affordable Housing"**
- **Who's Who in American Business – 2004**
- **Who's Who in American Real Estate – 1984**

## **SPECIAL SKILLS**

Public speaking

## **LICENSE**

California Licensed Real Estate Broker - # 00682806  
Pennsylvania Licensed Real Estate Broker - # SB065503

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## REFERENCES

### PENNSYLVANIA REFERENCES:

- TOM SONGER, President, Torron Development Group, State College, PA 814/231-2800 ext. 106
- ED FRIEDMAN, President, Friedman Real Estate Group, 814/234-6004
- TED MCDOWELL, Retired President, Ameriserve Bank, State College, PA 814/235- 6809
- CHRIS MAGENT, Ph.D. Director of Butz Family of Development Companies, State College
- RALPH STEWART, Manager Borough of Bellefonte, PA 814-356-1501
- DON HOLDERMAN, Deputy Manager, Borough of Bellefonte, 814-356-1501
- JODY ALESSANDRINE, Ex. Pres. State Coll Dntn BID jodya3@comcast.net
- ROD BEARD – Attorney, Solicitor for Borough of Bellefonte 814-548-0028
- ELIZABETH GOREHAM – Mayor of State College, PA (814) 234-7100
- PETER MORRIS – Councilman Borough of State College, (814) 234-7100
- JOHN F. COLEMAN – Former Exec Dir CBICC, PA PUC Comm. 717-772-0692

### CALIFORNIA REFERENCES:

- ERIC GARCETTI, Mayor City of Los Angeles
- BARRY L. COHEN, Attorney, 818-981-2300
- TED SPANOS, Attorney, 949-421-5154
- STEPHANIE CUTLER, Attorney, RUTENBERG CUTLER 310-444-1979 [scutler@rutenbergc.com](mailto:scutler@rutenbergc.com)
- DOUG EVERTZ, Attorney, Murphy & Evertz, 714/277-1702
- JOHN MURPHY, Attorney, Murphy & Evertz, 714/277-1701
- MITCHELL B. MENZER, Attorney, Paul Hastings, 213/683-6111
- DAVID P. WAITE, Attorney, Cox, Castle, Nicholson. 310/284-2218
- JOHN LEVERETT, Attorney, Jackson, DeMarco, Tidus, Peckenpaugh 949/851-7421
- KEITH RUSSELL, President, Russell Financial, Inc. 626-793-6020  
Former Vice Chair, Mellon Bank and Chair of Mellon Bank West
- STEVE ANDREWS, Senior Policy Advisor, Mayor's Office of Economic and Business Policy
- STEVE PRESTON, Deputy City manager, City of San Gabriel 626 308-2806
- ANASTASIA LOUKAITOU-SIDERIS, Chair, UCLA Dept of Urban Planning  
310/206-9679
- MICHAEL DUKAKIS, Visiting Professor for Public Policy, UCLA School of Public Affairs;  
former Governor, State of Massachusetts and Presidential Candidate 1988; 310-794-4228  
617/373-4396
- PHIL ANGELIDES, Former Calif Treasurer, Chair of Financial Crisis Inquiry Commission  
Democratic Candidate for Governor, President of Riverview Capital Invest 914-448-1998