

Casey & Sayre, Inc.

11835 W. Olympic Blvd., Suite 1285
Los Angeles, California 90064

News

Date: August 1, 2011

For: **EPS**

Contact: Jason Moody
(510) 841-9190

Barbara Casey
(310) 473-8090

EPS (ECONOMIC & PLANNING SYSTEMS) OPENS LOS ANGELES OFFICE

■ Forms strategic alliance with Allan D. Kotin & Associates

LOS ANGELES – Economic & Planning Systems, Inc. (EPS), a nationally recognized urban economics consulting firm, is opening an office in downtown Los Angeles to better serve its existing clients in Southern California. EPS also has forged a strategic alliance with Allan D. Kotin & Associates (ADK&A) and its founder and principal, Allan D. Kotin. ADK&A will share offices with EPS and will collaborate on professional engagements as appropriate. EPS and ADK&A will operate as independent organizations.

“We have an active and ongoing practice in Southern California that we can better serve with a permanent base here,” said James R. Musbach, Managing Principal of EPS.

Founded in 1983, EPS has offices in Berkeley and Sacramento, California, and Denver, Colorado, with a team of 35 consultants that serve clients throughout the United States and abroad. The firm offers expertise across the full spectrum of the economics of land use, including market and financial feasibility analysis, public/private development transactions, public financing, and fiscal and economic impact studies. EPS provides consulting services to cities, counties, special districts, educational institutions, property owners, developers, financial institutions, land use attorneys, state and federal agencies, and others.

According to Musbach, the collaboration with ADK&A will help both firms broaden their professional networks and combine their respective skill sets in pursuit of new consulting opportunities.

“We are very excited about the competitive advantages that can be achieved through a strategic collaboration with Allan Kotin. He is highly respected within the Southern California real estate and municipal government communities and has unequalled local knowledge and experience based on his 40 years in this market,” Musbach noted.

Kotin and his firm specialize in providing creative strategies and feasible solutions to complex real estate and policy issues. ADK&A has extensive experience in financial structuring, transaction negotiation, financial analysis, and market research in all major land uses for public agencies, developers, investors, and lenders. Kotin and ADK&A have developed a strong specialty in assisting both public and private clients in soliciting, structuring, and implementing public/private joint ventures. Entering the real estate field in 1960 in Los Angeles, Kotin held key positions with several major real estate consulting and strategic planning firms before founding Kotin, Regan & Mouchly, Inc., the predecessor firm to ADK&A which he formed in 2001 and has operated as an independent sole practitioner. The collaboration with EPS provides ADK&A with a broader base to take on larger assignments while continuing to serve long-term clients.

While the San Francisco Bay Area has several well established consulting firms dealing with public/private joint ventures, there are fewer such firms in Southern California. The entry of EPS more directly into the Southern California market together with the ongoing potential for collaboration with Kotin should broaden the choices available locally to both the public sector and the development community. The collaboration combines ADK&A's knowledge with EPS's capacity to manage and execute large projects.

The EPS L.A. office will be staffed by newly hired Vice President Andrew Kaplan. As EPS's first L.A. staff member, Kaplan will work closely with EPS existing professionals who currently have active practices in Southern California. For his part, Kaplan's consulting assignments have focused on financial feasibility analysis, financing strategy, and public/private partnership transaction support for developments in retail, mixed-use, and higher education. He previously was a project developer for Forest City Enterprises and a key subcontracting consultant with ADK&A on multiple engagements. In addition, he worked for several years as a management consultant for clients in the media, entertainment, telecommunications, and retail industries. Kaplan holds an MA degree in Real Estate Development from the University of Southern California, an MBA from Columbia University Business School, and an AB with honors from Harvard University.

"Andrew is supremely talented and knows our business well, having worked in real estate as both a developer and consultant for the past six years," said Mr. Musbach. "He is a great addition to our team."

EPS projects often are significant regionally and achieve high standards for land use policies and economics. Among current projects in Southern California are Harbor-UCLA Medical Center Master Plan, Oxnard/SCAG Compass Blueprint Downtown Transit Oriented Development, SCAG Compass Blueprint Ventura Freeway Capping Feasibility Study, Port of

Los Angeles Terminal Island Plan, San Diego Waterfront – North Embarcadero Visionary Plan Implementation, Chula Vista Bayfront Hotel development, San Diego Convention Center Economic Analysis, and National City/Chula Vista Boundary Adjustment Fiscal Analysis and Tax Exchange.

EPS is a leader in projects related to the “green” economy and the policy environment that supports it. As a result of its growing body of research and experience, the firm has emerged as an industry leader in helping public- and private-sector entities understand and embrace the challenges and opportunities presented by the green economy and sustainable planning initiatives.

The new EPS L.A. office is located at 949 S. Hope Street, Suite 103. The phone number is (213) 489-3808. For more information: www.epsys.com