

**PROFESSIONAL DESIGNATIONS**

Arthur L. Pearlman Individual - Brokers License (CA)  
Arthur Pearlman Corporation - Brokers License (CA)

**EDUCATION**

Master of Business Administration (MBA)  
Pepperdine University, Los Angeles, CA  
Presidential / Key Executive Program

Bachelor of Science Degree (BS)  
University of California at Los Angeles  
Major in Chemistry

**EXPERT WITNESS QUALIFICATIONS AND LITIGATION SUPPORT**

Mr. Pearlman is experienced in providing written and verbal defense with his analysis and findings including the critique of opposing experts. He prides himself on a real-world focus on the analysis of the final product. He applies his experience through the application of his real estate consulting and development knowledge that ranges from site selection, entitlements, brokerage, financial planning, development, construction, leasing, through the tenant move-in process. His development of over \$1.4 Billion dollars (cost) of 41 shopping centers along with his experience of working with numerous Cities provides Mr. Pearlman with his unique set of skills that he judiciously applies to his Expert Witness assignments. Mr. Pearlman is uniquely accomplished to provide Expert Witness assignments through the analysis of his real world experience

**REPRESENTATIVE REAL ESTATE EXPERT WITNESS ASSIGNMENTS**

- Retained by project's owner on issues relating to a lawsuit filed by a major NY Stock Exchange tenant against the Owner's decision not to proceed with a multi-million dollars mixed use development in East Los Angeles. The matter required Pearlman's analysis of the suitability of proceeding with the development in today's real estate climate relative to the major tenant's desire and contractual commitment to expand their store. The case settled prior to trial.  
Mark, Weinstein; MJW Investments
- Retained by counsel and owner of a major automobile dealership vs a competitor's desire to open the same branded automobile dealership within the same contractual trade area. Pearlman was focused towards the real estate issues related to the plaintiff's existing and future business model, ingress and egress and other real estate matters of the competitor's proposed location. This was settled before binding arbitration occurred.  
Greg Ferruzzo, Esq; Ferruzzo & Ferruzzo , LLP

- Retained by the counsel to a municipal water district to provide an opinion of the viability of a proposed shopping center when the plaintiff claimed they were delayed due to a major pipeline construction project within this inverse condemnation action. Testimony was developed to refute plaintiff's assertion that the plaintiff's proposed project was not viable and could not have been developed even if the MWD pipeline project was never built. The case settled in favor of the MWD.  
Niv Davidovich, Esq; Orbach, Huff, Suarez & Henderson, LLP
- Retained by the property owner's counsel to analyze and prepare testimony for trial that an existing oil easement thru the plaintiff's property, including buried vaults, impacted the value of plaintiff's ability to develop its property to its highest and best use. Pearlman was successful in presenting alternative plans and mix of uses that could be incorporated into the site if the defendant relocates its facilities to a location or locations where they would be less of an interference to the properties highest and best uses. The contractual easements were removed by the defendant. The case was settled prior to trial.  
Tom Freiberg, Esq; Mitchell Silberberg & Knupp, LP
- Retained by counsel for Department of Water and Power regarding their suit against the owner, Cal Trans, City, and local water districts to recapture previously paid awards to the project's owners. Pearlman was retained to determine the impact of easements, freeway, water pipelines, retention basins upon the project's owners and tenants to open with certificates of occupancy subject to the impacts of these easements. Pearlman presented analysis of uses, tenants, easements and the project's viability; the case was settled.  
Kevin Dorse, Esq; Theodora Oringher Miller & Richman, PC
- Retained by counsel to analyze and prepare testimony for trial of an existing mixed-use retail, office center. Expertise was focused towards existing uses vs proposed partial change to residential units. Pearlman was asked to prior vs proposed uses, zoning and ordinances as well as City entitlements. Proposed project was neither approved nor deemed viable by the City. The case was settled prior to trial.  
Barry MacNaughton, Esq; Ervin Cohen & Jessup

## **EXPERIENCE**

### **ARTHUR PEARLMAN CORPORATION - 1996 to present- Chairman and CEO**

Founder of real estate development and consulting company for the continuing development of about 45 shopping centers throughout California. Projects consisted of centers ranging in size from 3 acres to over 100 acres (3,500 s.f. to over 1,000,000 s.f. of gross leasable area). Centers were all mixed uses that included America's best retailers including select residential and office uses as well as state of the art food and entertainment concepts.

### **RILEY / PEARLMAN COMPANY - 1978 to 1996 – Co-Founder, Co-President**

Responsible for the development of over 6,000,000 s.f. of mixed use shopping centers throughout the State Of California. Responsible for bringing the first Wal-Mart Stores and Wal-Mart anchored centers into California. All shopping centers included a mix of retail and entertainment venues; some included a mix of residential uses.

### **FORESIGHT SYSTEMS INC - 1968 to 1978 – Founder, Member of the Board**

Foresight Systems Inc, formerly founded as Applied Computer technologies, Inc. This company was headquartered in Century City, Los Angeles with offices in NYC, Chicago, Houston, San Diego as well as in Germany, Norway and England. Mr. Pearlman was responsible for corporate consulting engagements to the American Fortune 500 and foreign Companies (Controllers thru CEO). He was also responsible for the creation of

the first plain English language on-line, computerized financial planning and modelling software program that was used by over 300 of the U.S. and Foreign Corporations. Additionally, he was responsible for the development Foretax, a California State Tax modeling program. After 10 years of consulting growth, the company was sold to United Telecommunications, Inc.

**PEAT, MARWICK LIVINGSTON & CO - 1965 to 1968 – Sr. Consultant**

Duties and responsibilities included the consulting to the Fortune 1000 companies as well as to foreign government agencies. Responsibilities included development of Management Information Systems and various corporate consulting engagements.

**ADVANCED MANAGEMENT ASSOCIATES - 1964 to 1965 – Consultant**

Responsible for business consulting assignments and for the development and teaching of the business acquisition process to aerospace companies.

**VARIOUS AEROSPACE CO. ASSIGNMENTS - 1961 to 1964 – Technical Staff**

Responsibilities at Litton Industries, Space Technologies Company and TRW included staff Value Engineering and other technical assignments for government, space and missile programs.

**INFORMATION SYSTEMS INC - 1960 to 1961 – Chemist**

Responsible for the creation of a chemical system to make visible the information content from the Computer hardware systems at the White Sands Missile Range projects.

**AWARDS, BOARDS & ADVISORY POSITIONS**

FEWA (Forensic Expert Witness Association)

Member of Board of Directors – 2018 to Present

Lifetime Achievement Award received by ICSC's President and Trustees

International Council of Shopping Centers "ICSC" - 1978 to Present

Active Member since 1978

Elected to be California State Program Chairman for three consecutive terms.

Elected to be California State Director for three consecutive terms

Chaired numerous State and Local conferences and programs throughout U.S.

Developed and presented numerous classes and seminars throughout USA

Developed first real estate development seminar for ICSC

California Business Properties Association (CBPA) - 1978 to Present

Past Chairman of the Board

Past President and Past Chair of numerous committees

Prepared and presented many new bills / objections / support to State of CA Assembly and Senate

Written and co-authored for the support and / or rejection of numerous State bills

Real Estate Associate Program (REAP) - 2014 to Present

Mentor and instructor for the professional development of “People of Color”. REAP is focused towards professional individuals and their entry into the real estate community

Founding Advisory Real Estate Board Member to the UCLA Anderson School

## **TEACHING EXPERIENCE**

Wharton Graduate School of Business in conjunction with “ICSC” - 1998 to Present  
The Development Process from Site Selection thru Tenant Move-in.

University of Southern California Lusk School of Management “USC” - 2012 to Present  
The Development Process from Site Selection to Tenant Move-in

University of California at Los Angeles “UCLA”  
Anderson Graduate School of Business Extension Division - 1963 to 1966  
Value Engineering for Business and Finance Decisions

Anderson Graduate School of Business “UCLA” – Various Lectures and Presentations

American Bar Association

Real Estate Development and State of the Industry Presentations