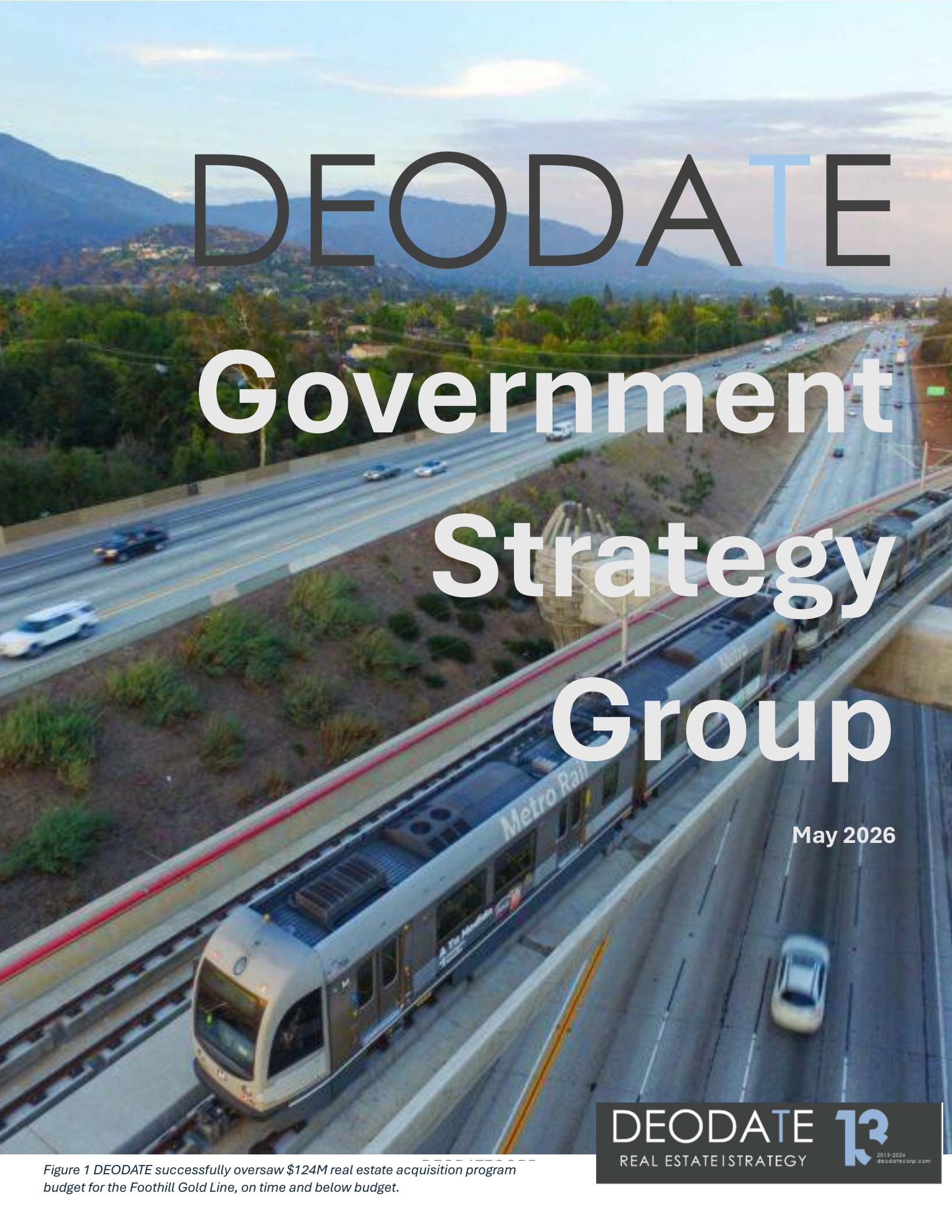




DEODATE

Government Strategy Group

May 2026

DEODATE
REAL ESTATE | STRATEGY



Figure 1 DEODATE successfully oversaw \$124M real estate acquisition program budget for the Foothill Gold Line, on time and below budget.

DEODATE GOVERNMENT STRATEGY GROUP



Figure 2 DEODATE advised the City of Chicago on financial analysis of incentives to successfully attract one of the largest Quantum computing campuses in America to Chicago.

Specialized Advisory for a Community-Serving Function

DEODATE's Government Strategy Group provides specialized advisory services to municipal, county, state, and transportation government entities, along with public and quasi-public utilities. Our team delivers actionable real estate and facility strategies tailored to enhance operational efficiencies and optimize the value of public assets. With nearly two decades of experience, our consultants support a wide array of public entities in maximizing the effectiveness of their real estate holdings and development initiatives.

- 1. Market Analysis, Site Evaluation, and Optimization Strategies:** Our team conducts thorough market analyses to identify and fill retail gaps within communities. We leverage tenant feedback and demographic insights to inform retail programming that aligns with local needs and enhances community appeal. Through these tailored evaluations, we help agencies position their properties for optimal use and revenue generation.
- 2. Financial Strategies:** We assist finance departments by providing internal technical resources, enabling a deeper understanding and evaluation of development proposals, tax credit applications, and public-private partnership (P3) proposals. Our financial expertise includes the detailed analysis and negotiation of ground leases and municipal leasing contracts to support sound financial decision-making.
- 3. Disposition and Surplus Land Act (SLA) Management:** DEODATE manages the complete 360-degree SLA disposition process. We guide agencies from the initial analysis stage and creation of a digital data room to navigating procedural approvals. Our team coordinates board and council approvals, markets properties in compliance with SLA requirements, and oversees disposition approval and documentation with California's Housing and Community Development (HCD) department.

4. **Strategic Right-of-Way (ROW) Program Management:** Acting as an extension of agency leadership, DEODATE coordinates multi-disciplinary teams, including acquisition, title, escrow, legal, and relocation professionals. We manage these teams to ensure schedule and budget compliance, minimizing litigation risks and keeping complex ROW projects on track. This has led to delivery of \$120M+ ROW acquisition program on time and under budget.
5. **Transactional Management:** Our Transactional Management service is centered on fiduciary responsibility to public funds. We ensure that agency properties intended for sale or lease achieve true market pricing. This includes handling extensive marketing efforts, managing negotiation processes (directly or via brokerage oversight), and monitoring adherence to pricing benchmarks. Our experienced team acts as stewards of public funds, achieving financially sound outcomes aligned with public expectations.
6. **Housing Program Strategies:** DEODATE Corporation excels in affordable housing consulting, offering comprehensive solutions that address local housing needs through data-driven strategies and stakeholder engagement. By creating tailored housing plans and policies, DEODATE helps governments, nonprofits, and private entities develop and sustain affordable housing options. Their approach combines real estate expertise with community-centered planning, focusing on housing affordability, anti-displacement strategies, and balanced mixed-income developments.
7. **Economic Development Strategy:** Stemming from our experience advising corporations nationally in their site selection and analysis exercises, we have earned expertise as to what attributes lead a corporation to select one location versus another. From this viewpoint we have been engaged by multiple local, regional and state agencies to create and execute strategies that position them for growth and compete in the attraction of business. Additionally, our real estate expertise allows us to view government real estate strategically and proactively in positioning it for potential economic development growth.

Agency Client **Partners**

DEODATE's extensive experience in the public sector includes advisory services for high-profile agencies and projects across the United States. Our consultants have worked with key clients in California and nationally:

- **State of California Department of General Services**
- **City of Baltimore Maryland Office of Finance**
- **City of Chicago Economic Development**
- **State of Illinois Economic Development**
- **City of Kingsport, TN**
- **Los Angeles Metro - Foothill Gold Line**
- **Montebello Unified School District**
- **Bassett Unified School District**
- **Los Angeles Community College District**
- **Los Angeles World Airports**
- **Los Angeles Department of Cannabis Regulation**
- **Port of Los Angeles**
- **City of Industry**

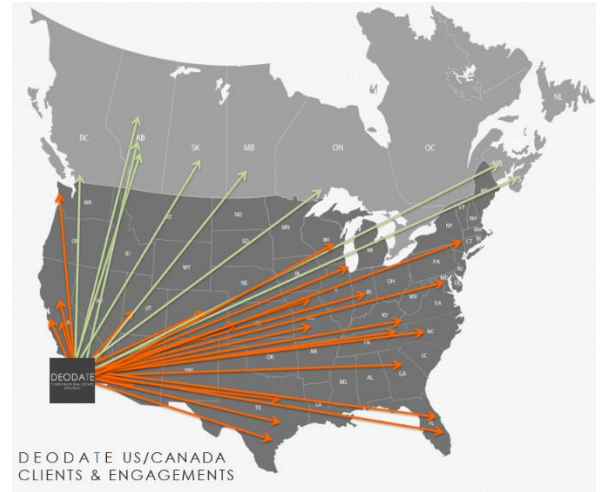


- **City of Santa Fe Springs**
- **City of Vernon**
- **City of Huntington Park**
- **City of Commerce**
- **Alameda Corridor East Construction Authority***
- **LACMTA**
- **Caltrans***

**Denotes client from prior consulting engagements for firms not affiliated with DEODATE*

Additionally, we collaborate closely with Economic and Community Development departments in cities such as:

- **Los Angeles County**
- **Harris County, TX**
- **City of Los Angeles**
- **City of Pasadena**
- **City of Monrovia**
- **City of Azusa**
- **City of Claremont**
- **California State University System**
- **Sacramento CORE Cannabis Program**
- **Port Authority of Kansas City, Missouri**
- **City of Kansas City**
- **Missouri Department of Transportation**



Key Stakeholders

DEODATE's Government Strategy Group is intended to guide:

Pertinent Parties	Key Executives & Departments
• City Governments • County Governments • State Governments • Federal Government Agencies • Transportation Agencies and Authorities • Airport Authorities • Public Utilities • Quasi-Public Utilities • University Systems • Community College Systems • Unified School Systems	• Economic Development Dept. • Finance Dept. • Community Development Dept. • Procurement and in-house counsel leadership • Program managers (bond programs) • Right of Way Dept. • Real Estate Dept. • Board/Council • Planning Dept. • Facilities Dept. • Retail & Entertainment Districts

Leadership Expertise

DEODATE brings decades of specialized experience advising government agencies with a world-class team of consultants, many holding MBAs or master's degrees in real estate development and civil engineering and construction management. Our consultants leverage knowledge from corporate and private real estate practices, providing expert insights in real estate and economic development for public sector projects. This blend of public and private expertise allows DEODATE to support government clients effectively with strategic, data-driven solutions for real estate management, economic planning, and infrastructure development.

Below is the last (2025-2026) and current (2026-2027) rates.

2025-2026 Rates	2026-2027 Rates
RG: \$476.50	\$500.80
ER: \$285.75	\$300.04
FS: \$195.75	\$205.54
MG: \$175.95	\$184.54
TJ: \$255.75	\$268.54
ME: \$175.95	\$184.54
MN: \$393.75	\$413.44
SK: \$285.75	\$300.04
HW: \$175.95	\$184.54