

# Pete Thottam (JD '99; MBA'06)

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## EXPERIENCE

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### CONTRACT WORK

Los Angeles, CA

- Conducted real estate & transactional legal work for various L.A. firms. Ran for CA State Assembly and worked as a political consultant for two congressional candidates (Marcy Winograd & Janice Hahn campaigns). Successfully ran several property management efforts and won unlawful detainer & collection actions at trial (LA Superior). I am immediately available for work leveraging my real estate, community service, legal and other professional skill sets.

11/06-present

### McKenna Long & Aldridge LLP – Corporate & Real Estate Transactions Associate

Los Angeles, CA

- Prepared leases for TESCO retail chain rollout (purchase and sale agreements, ground leases and retail leases).
- Represented real estate owners, for-profit and nonprofit developers, institutional investors, high net worth individuals and real estate investment companies in complex real estate transactions, including the acquisition, financing, development, leasing and sale of apartment complexes, condominiums, shopping centers, and mixed-use projects..
- Drafted, reviewed and negotiated Tesco lease agreements, easements, loan documents, deeds, bills of sale, assignment and assumption agreements, property management agreements, legal opinions, leases, and entity formation documents including operating agreements, limited partnership agreements and bylaws; review land surveys and title documentation.

03/06-11/06

### LRN, The Legal Knowledge Company™ Business Development Director

Los Angeles, CA

- Worked as business development director for Syndicated Legal Research Division and oversaw three employees.
- Coordinated staffing of 16 Fortune 500 corporate research projects with certified legal specialists; edited and finalized projects.

2002-2003

### O'Melveny & Myers LLP – Corporate Associate

San Francisco, CA

- Advised on two \$50 million financings including one real estate investment trust secondary offering.
- Successfully resolved million-dollar contract disputes between domestic distribution agents and international publisher; prepared demand letters, reviewed client contracts, researched applicable UCC Article 9 provisions and bank lockbox arrangements.
- Conducted all real estate and financial contract due diligence for legal opinion on \$240 million Golf Trust REIT credit restructuring.

2001-2002

### Wilson Sonsini Goodrich & Rosati – Corporate Securities Associate

Palo Alto, CA

- Originated two client relationships; Managed corporate records for Palm, Sun Microsystems, HP and Homestore.
- Collaboratively negotiated 5 M&A transactions; Worked on equity offerings, venture capital financings, and SEC filings.

1999-2001

### Goldman Sachs & Co. – Analyst

New York, NY

- Management Controls and Equities divisions - Implemented operational, strategic, and risk analyses.
- Concurrently helped manage portfolio of derivative equities in the areas of real estate, technology, energy and financials

1993-1995

## EDUCATION

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### UCLA Anderson Graduate School of Management.

Los Angeles, CA

M.B.A. (emphasis in Finance and Real Estate)

03/2006 (early graduation)

- Leadership:* Riordan Fellows Mentor Program volunteer. Ocean Park Community Center Volunteer. AREA Newsletter editor.
- Coursework Focus:* Urban Land Economics, Real Estate Development, Investments, Finance, Private Equity & Venture Capital.

### UC Berkeley - Boalt Hall School of Law

Berkeley, CA

J.D., (law degree, graduated in top 30% of Class).

05/1999

- High Honors (top 10%) in 3 classes; Moot Court Competition: Awarded school-wide prestigious Best Brief honor.
- Berkeley Technology Law Journal. Leadership:* Development Editor (1997-98). Raised \$30,000 in 1997-98. Published author.

### Yale University

New Haven, CT

B.A., (Majors: (1) Economics & (2) Ethics; Politics & Philosophy). Graduated cum laude with Distinction Honors.

05/1993

## ADDITIONAL

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- Urban Land Institute Young Leader. Regularly attend networking meetings and local real estate conferences.
- Fluent in Spanish; Extensive knowledge of Search Engine Optimization, social media and Internet based client service marketing.
- Interests include computer programming (PHP, C, Javascript), community service, travel, film, and hiking. Recent travel includes Mexico, Mali, Ethiopia, UAE and Thailand.
- PC Applications skilled in: Dreamweaver CS5, Acrobat X, Photoshop CS4, Adobe CS4, Office 2010, Powerpoint 2010, & more.
- Rich real estate analysis experience and strong management skills; excellent communications and presentation skills.