

KATHRYN M. ARMSTRONG

Kathryn@voka.us
206.450.6911

PROFESSIONAL EXPERIENCE

VOKA Inc., Seattle, WA
Principal

2008-2009

- Independent project manager for Little Bit Therapeutic Riding Center, developing new equestrian and administration facility in Redmond, WA.
- Development consultant to Delridge Neighborhood Development Association for planning and development of affordable housing and community facilities in southwest Seattle and White Center.

INTRACORP REAL ESTATE, Seattle, WA
Vice President, Major Projects

1997-2008

- Led the Major Projects group, managing the development of mid-rise and high-rise residential and mixed-use projects in the Puget Sound area.
- Improved quality and enhanced relationships with communities while increasing profits to company and its financial partners.
- Formulated development plans, assembled and led teams to maximize project success. Management responsibilities included acquisition, feasibility analysis, product development, due diligence, entitlements, design, debt and equity financing, construction, marketing, sales, contract negotiation and administration, financial reporting, lender relations and customer service.
- Projects generally valued over \$30 million and included mid-rise wood-frame and high-rise concrete construction.
- Mentored project managers and served on company operating group.

CHEVY CHASE FEDERAL SAVINGS BANK, Washington, DC
Vice President, Real Estate

1992-1996

- Strategic analysis and work-out plan for "R.E.O." portfolio of S&L with extensive real estate holdings in the greater Washington D.C. area. Maximized return on commercial and residential properties by repositioning for sale, obtaining land use entitlements and/or developing properties for cash flow and enhanced value.
- Managed master-planning and site engineering. Obtained development entitlements for mixed-use Brambleton community, resulting in over \$20 million increase in property value.
- Development manager for Lowes Island Club, a private golf course and club on the Potomac River.

KETTLER AND SCOTT, Real Estate Developers, Tysons Corner, VA
Director of Design & Planning /Project Director

1989-1992

- Managed planning and projects for Washington D.C. area developer specializing in large master planned communities. Responsible for financial evaluation, market analysis, planning, zoning, permitting and consultant management for residential, retail and office development.

NOTTER, FINEGOLD AND ALEXANDER, Architects, Boston, MA
Project Architect

1985-1987

- Designed institutional and residential projects including historic renovation and waterfront housing.

KATHRYN M. ARMSTRONG

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY, Cambridge, MA
Master of Science in Real Estate

UNIVERSITY OF MINNESOTA, Minneapolis, MN
Bachelor of Architecture with Distinction

Other:

Licensed Architect.

City of Seattle Design Review Board (4 years), Developer representative and Chairperson.

Board Member of Belltown Business Association. Steering Committee Member for Belltown Housing and Land Use Group. Member of Urban Land Institute (ULI).

SELECTED PROJECTS

(Lead management role on all of the listed projects)

INTRACORP REAL ESTATE (Seattle)

- **1915 Second Avenue**. 24-story high-rise condominium tower one block from Pike Place Market. Assembled and led strong team with Weber Thompson Architects, CKC Structural Engineers and JE Dunn Construction for LEED certified project. Managed design, entitlements and pre-construction.
- **Domaine**. Transformed decrepit motel site to new 95-unit mid-rise and townhome development with dynamic modern architecture by Mithun.
- **The Parc**, a half-block \$75 million development with condominiums, live-work and retail in 9 and 13 story buildings. Type 1 construction built by Swinerton Builders with financing by US Bank and Citigroup.
- **Expo 62**, mid-rise residential and retail adjacent to Seattle Center. Led project through design and entitlement phase. Completed project sold to Sobrato.
- **Elliott & Battery**, a 120 unit residential project designed by Mithun. Sold property with entitlements and permit documents to Pauls Corp. to diversify portfolio and minimize risk.
- **Avenue One**, 116-units in Belltown with ground-floor retail below 12 stories of condos. Bid and negotiated lump-sum construction contract with Swinerton Builders and structured construction loan and mezzanine debt for \$40 million project financed by GMAC.
- **Ellington**, a \$63-million 204-unit condominium/retail project. 90% of homes pre-sold prior to completion. Formed partnership with PCL Construction to build two concrete 12-story towers on time, on budget and with minimal risk. Doubled original profit projection by maximizing building efficiency and increasing sales velocity and revenue. Managed sensitive investor/lender relationship with JP Morgan Chase.
- **Portsmouth**, 154-unit wood-frame condominium project in Kirkland. Constructed to high-quality construction standards and exceeded profit projections. Led in-house construction and sales team.

CHEVY CHASE BANK (Washington, D.C.)

- **Brambleton**. Led planning, infrastructure design, engineering and entitlement process for a 2,700-acre new town in Virginia, increasing land value by more than \$25 million. Worked with the Army Corps of Engineers, Virginia Department of Transportation, citizen groups, Loudoun county staff and elected officials to secure zoning approvals in just 18 months.
- **Lowe's Island Club**, a Tom Fazio designed golf course with pool, tennis and clubhouse. The course is located on a floodplain next to the Potomac River and required extensive coordination with regulatory agencies. Managed design and development; planned and implemented membership program for private golf club with over \$35 million in sales.

KETTLER AND SCOTT REAL ESTATE (Washington, D.C.)

- **Cascades Town Center**, the commercial and civic hub for a 6,000 unit planned community in Virginia. Prepared design and development guidelines for 1 million square feet of retail and office space and participated in entitlements, marketing and land sales for development parcels.

NOTTER, FINEGOLD AND ALEXANDER ARCHITECTS (Boston)

- **Burrough's Wharf**, Project Architect for \$25 million luxury condominium development on Boston Harbor.
- **Radcliffe College**, Designer for renovation of dormitories and new dining hall in historic structure.