

Background & Experience

Kindel Gagan is a Los Angeles-based public affairs and lobbying firm. Our principals have represented more than 500 public, private and non-profit entities for more than three decades, designing and implementing communications and advocacy strategies to help clients achieve their objectives. Our success is based on the substantial policy expertise we bring to bear on issues of the day and the fact that we know how public agency decisions are made and who makes them. We have longstanding relationships with elected and appointed officials; in fact, many members of the firm are themselves former officials of state and local government.

Areas of expertise within the firm include:

- Public Works
- Water
- Energy
- Education
- Transportation
- Planning and Land Use
- Pre-Construction and Construction Facilitation and Expediting
- Redevelopment
- Telecommunications
- Taxation and Public Finance
- Healthcare
- Aviation
- Entertainment Industry
- Environmental Regulation
- Event Planning/Coordination/Management

Every member of Kindel Gagan is engaged in the civic life of Los Angeles. Most serve on boards of non-profit, philanthropic, business, and education organizations. One sat on the City of Los Angeles Commission on Revenue Efficiency as well as the City's Business Tax Advisory Committee. Another serves on his community's neighborhood council. Other partners serve on national and international boards; local boards related to homelessness, job training and the environment; as well as several chambers of commerce and other business organizations.

Subject matter expertise, knowledge of process, familiarity with decision-makers, leadership in the civic life of the community and adherence to the highest ethical standards in the practice of our profession make Kindel Gagan one of the premier public affairs and lobbying firms in California.

Public Affairs Advocacy

Government decision-making is complex. Private companies, non-profit organizations and government entities themselves frequently turn to public affairs or “lobbying” firms who specialize in understanding and navigating the labyrinth of elected and appointed decision-makers. Public affairs and lobbying firms help clients understand the intricacies of the government jurisdiction or agency they face and the layers of laws and regulations that affect the client’s issues in order to obtain a favorable result. The desired outcome may be to secure a contract, to impact an administrative action or to bring about or prevent a change in law.

Effective lobbying creates a climate in which public officials can act. Shaping public policy requires a combination of clear issue identification, public communication and education, and an understanding of the decision makers and the decision making process.

Client Services

Lobbying

Kindel Gagan represents private companies, associations and non-profit organizations before government agencies and jurisdictions. The firm represents public agencies and jurisdictions as well. The principals specialize in matters before the City of Los Angeles, the County of Los Angeles and other regional and municipal jurisdictions in Southern California, the Legislature and state agencies.

Government Contracting & Procurements

Kindel Gagan principals represent clients on public agency procurements, some routine, some highly controversial. Our knowledge of the procurement rules and procedures of the many jurisdictions and agencies in the region inform and assist clients in bid preparation and presentation and, in the event it is required, award protests.

Land Use/Real Estate Entitlements & Construction Facilitation and Expediting

Kindel Gagan provides a full range of services regarding entitlement, planning, siting, development, and environmental mitigation. In addition to assisting with building necessary coalitions, Kindel Gagan processes land use applications for everything from conditional use permits to zone changes and project entitlements. The firm prepares testimony for clients or directly testifies before planning bodies and provides advocacy services necessary for land use approvals. The firm represents some of the largest commercial and residential developers in Southern California on complex transactions as well as individuals and small businesses seeking more modest permits.

Communications

Communication is an indispensable part of every advocacy program. Kindel Gagan provides tailored issue positioning and message development for virtually every assignment and

develops strategic communications plans for larger projects. In some cases, to advance the objective, the firm uses earned and paid media, as well as direct communications tools, including print, video and electronic media.

Community Outreach

Kindel Gagan's community outreach services include coalition and consensus building, community education and engagement, community mobilization and empowerment, and grassroots organizing and management. Some issues require garnering support from a broad based community coalition. Kindel Gagan principals have a long history of relationships with community leaders and community-based organizations, and are adept at developing new alliances. These relationships facilitate the creation of mutually beneficial community partnerships for the firm's clients.

Education Services

Kindel Gagan serves a variety of clients who seek to improve the quality of education and health for all students, promote teacher training and provide effective and transparent governance. Kindel Gagan provides a number of services to school districts, traditional public schools, public charter schools, private schools and parochial schools. Services include outreach to civic, political, business leadership, community organizations and area-wide non-profits, governance advice and board recruitment for public charter schools, and site acquisition and entitlement assistance. Our clients also include a wide variety of private sector firms who wish to provide educational and health services to schools, especially in the areas of computer based learning, professional development and technology services.

Our Team

Maureen Kindel, Ed.D., is a founding principal of Kindel Gagan. She brings to the practice more than 30 years of government, business, and civic experience. She is thoroughly familiar with the organizational and regulatory process of governments and institutions throughout the Los Angeles region, including Los Angeles County, the City of Los Angeles, school districts, regional authorities, universities, business and civic organizations, and community interests. She is an advocate of public/private partnerships aligned with the public interest.

Throughout her career, Dr. Kindel has navigated various constituencies and distinguished herself in prominent public and private sector leadership positions. She was appointed by Mayor Tom Bradley as President of the Los Angeles City Board of Public Works, becoming the first woman in the history of the city to preside over this half-billion dollar agency with over 6,000 employees. She set the tone for the involvement of minority and women-owned businesses in public contracting. She was a founding director of the Los Angeles Business Federation, the Los Angeles Business Council, and the Pacific Council of Foreign Relations. She currently serves on the Executive Committee of the Los Angeles Chamber of Commerce and is a Director Emeritus of the International Foundation for Election Systems (IFES). She is Secretary of the 1984 Olympic Foundation and is a former Director of the Southwest Water Company.

Dr. Kindel has embraced public education as a professional and personal passion. Her clients have included L. A. Unified School District Superintendent Roy Romer and the President of the California Charter School Association, Caprice Young. She has served as Chair of the L.A. Chamber Education Committee and presently chairs the L.A. Business Council's Education Committee. She helped design, organize and lead three major Education Summits in Los Angeles, integrating participation by business and civic leaders, educators and public officials in examining both the current status and the acute needs of the public education system. Kindel is a member of the Graduate School of Political Management's Council on American Politics at The George Washington University. She serves as a Regent Emeritus of Loyola Marymount University (LMU), Chair of the Board of Visitors at the LMU School of Education, and as a strategic advisor to LMU's Family of Schools program. Kindel has a Masters of Education degree and a Doctorate in Education from Loyola Marymount University. Her dissertation is entitled, "The 1992 California Charter School Law: Its History & Unintended Consequences." She recently served on the Transition Committee and the Teacher Quality Subcommittee of California Superintendent of Public Instruction Tom Torlakson.

In 2009, Maureen Kindel received the Founder's Award of the Los Angeles League of Women Voters. Dr. Kindel also had the honor of working with President Nelson Mandela when he was released from prison and when he was elected President of South Africa.

Michael S. Gagan is a founding principal of Kindel Gagan. He designs, manages and implements public advocacy strategies and is a policy advisor to many public agencies and jurisdictions.

Michael is a veteran of 20 years of legislative and administrative service with the State of California. As a legislative consultant, his specialties included agricultural and environmental policy. In 1975, he was appointed Chief Deputy Secretary of State by Secretary of State March Fong Eu. He is credited with developing and implementing California's voter-registration-by-mail program and administering the most sophisticated election results reporting system in the country. In 1983, Michael was appointed Chief Deputy State Treasurer by Treasurer Jess Unruh. His tenure coincided with the substantial increase in the powers of that office. He administered the office and represented the Treasurer on 35 financing authorities as well as the governing boards of the Public Employees' Retirement System and the State Teachers' Retirement System. While serving as Chief Deputy Treasure, he also negotiated the sale of \$8 billion in securities.

Michael was a principal with Rose & Kindel from 1988 through 2009. He frequently lectures on government and politics, and for many years has taught the Politics of Development at the Graduate School of Real Estate Development at the University of Southern California. He is highly regarded for his expertise in public finance and taxation, state and local contract procedures, transportation and water policy and water history. He recently served as a member of the City of Los Angeles Business Tax Advisory Committee as well as the City Commission on Revenue Efficiency.

He holds a Bachelor of Arts Degree in Political Science and a Masters Degree in Public Administration from the University of California, Davis. He is a member of Lakeside Golf Club.

Jacqueline Brandes is a founding principal of Kindel Gagan, where she serves as Office Manager, a role she performed for 23 years at Rose & Kindel. She runs the business side of the firm. Among many other things, she processes all required lobbyist and lobbyist employer reports for Kindel Gagan, as well as for our clients, for the various jurisdictions in which we practice.

Jacqueline and her husband, Bryan, are members of the USC Associates, a philanthropic organization that is dedicated to the advancement of knowledge and USC's premiere academic support group. She holds a Bachelor's Degree in Public Administration from the University of Southern California.

Guy “Steve” Catalano is a founding principal of Kindel Gagan. He has over 35 years of experience in Government Affairs, Land Use and Real Estate Development. He began his career in local government in 1975 working for then-Los Angeles City Councilwoman Peggy Stevenson. He served as liaison to the Los Angeles City Police and Fire Commissions and Departments as well as special liaison to the City Council's then-named Police, Fire and Public Safety Committee. He was also special liaison to the Community Redevelopment Agency (CRA) during the initiation and implementation of that agency's oversight of development in the Hollywood area.

Part of his duties included oversight of 13th Council District development projects. This required a working knowledge of all of the major departments of the City. Mr. Catalano also was responsible for citywide planning issues coming before the Council's Planning and Environment Committee. From these assignments, Steve developed an acute knowledge of the City's planning and land use requirements and has put that knowledge to work representing clients for more than 25 years on land use, development and entitlement matters.

Steve has unique and extensive knowledge and experience in land use and real estate development entitlement. He represents clients in every aspect of development from initial due diligence research through multi-departmental approvals and entitlements, all the way to final certificates of occupancy. Clients who have come to depend on Steve include some of the largest and most prestigious real estate development firms in Southern California. He has also served as an expert witness in the area of land use.

Steve currently sits on the Board of Directors of the Valley Industry and Commerce association (VICA) and represents Kindel Gagan as a member of the Hollywood Chamber of Commerce. He also serves on the City of Los Angeles' Planning and Zoning Code Reform Workshop.

Steve was born and raised in Los Angeles. His father was the successful actor Guy Williams, whose most memorable roles included Zorro in Walt Disney's *Adventures of Zorro*, and Professor John Robinson in the classic *Lost in Space* television series. Steve has numerous television commercials in his own list of credits. He is active member of Screen Actors Guild, under the name Guy Williams, Jr. and proudly represents his late father at memorabilia shows and conventions around the country.

Thomas Flintoft is a founding principal of Kindel Gagan. He has two decades of experience representing and advising a broad range of clients to achieve effective public affairs and policy outcomes. Before founding Kindel Gagan, Tom was a principal with Rose & Kindel for 17 years.

Tom has a thorough understanding of the intricacies of government policies and procedures, politics, business and community relations, and has provided strategic guidance and representation for clients seeking public agency contracts in transportation, telecommunications, information technology, waste-to-energy, concessions, construction and non-profit services. He has successfully represented clients before many Los Angeles City and County departments including Los Angeles World Airports, Los Angeles Department of Transportation and the Los Angeles Department of Water & Power, and has particular expertise on aviation matters and government procurement policies and practices.

Tom has additional experience in real estate development, property leasing and management with the Riley Pearlman Company and Shurgin Development Company. Tom also served for the first two years of the Los Angeles Marathon as the Sports Director, recruiting and coordinating elite runners from around the world.

Tom is a founding member and former Chair of the Los Angeles County Business Federation, a grassroots alliance that unites over 110,000 businesses. Tom also has served for six years on the Board of the LAX Coastal Area Chamber of Commerce and was Chairman of the Chamber's Board in 2009-10. He is also a Board Member of the Los Angeles Business Council.

Reflecting his commitment to civic and community engagement, Tom is the founder and a former Chair of the Alumni Association of Leadership LA, now part of the Southern California Leadership Network dedicated to nurturing future regional community leaders. Tom has been a Director on the Westchester Playa Neighborhood Council since 2007. Tom also served as Parent Liaison in the modernization and renovation of his community's distinguished Kentwood Elementary School.

Tom received his Bachelor's Degree in Economics from Fordham University in 1984 and was captain of the Fordham tennis team. Married to Ingrid Flintoft, with two children, Chelsea and Stefan, they have lived in the community of Kentwood in Westchester for the past 20 years and are members of St. Anastasia Parish. Chelsea is a sophomore at Santa Clara University and Stefan is currently attending Loyola High School.

Samantha Martinez is a founding principal of Kindel Gagan with over fifteen years of experience in advocacy, community engagement and government affairs. Prior to starting Kindel Gagan, Samantha was a principal with Rose & Kindel from 1996 through 2009.

Samantha has a breadth of experience managing a diverse combination of clients in industries and interests ranging from entertainment and education to public works and technology. She represents clients before multiple jurisdictions in Southern California and has experience working with officials at all levels of government. On behalf of both public and private sector clients Samantha develops and executes comprehensive public affairs programs to gain support for a broad range of issue areas.

In addition to her professional work, Samantha is involved in many civic and non-profit activities. Samantha serves as Immediate Past Chair of the Board of the Century City Chamber of Commerce, sits on the executive board of Homeless Healthcare Los Angeles and is a past-president of the Los Angeles County Young Democrats. She also sits on the Keep LA Beautiful Advisory Board, serves on the Los Angeles Conservation Corp Board of Directors and is a member of the Valley Industry and Commerce Association, the Los Angeles Business Council and the Greater Los Angeles Area Chamber of Commerce. She is a graduate of the Anti-Defamation League's Salvin Leadership program and is an alumna of the Leadership LA Program of the Los Angeles Business Council.

A former White House Intern, Samantha received her Bachelor's Degree in Political Science from the University of California, Santa Barbara and her Master's Degree in International Political Economy from the University of Southern California.

Samantha lives in Cheviot Hills with her husband David and their two children.

Patrick Lantz is a Lobbyist at Kindel Gagan. While he specializes in transportation policy, serving a variety of transit and goods movement clients, he performs a broad spectrum of representation responsibilities. Patrick helps many clients design and implement a wide array of effective strategies to help clients reach their goals before local and state government agencies. Patrick has extensive experience in digital communications, social media development and community outreach.

Before participating in the formation of Kindel Gagan, Patrick worked for 5 years with Rose & Kindel alongside many of Kindel Gagan's principals. He served as a Legislative Associate, providing clients with strategic research and advice while also maintaining the firm's databases, tracking media coverage of clients and related issues, and creating client outreach blogs. He is skilled in shaping grassroots awareness, developing public communications programs for controversial projects and planning and implementing public participation programs for projects requiring federal and state environmental review.

Prior to his tenure at Rose & Kindel, Patrick was a Project Specialist with Consensus Planning Group, where he organized community relations and public outreach efforts, coalition-building and public participation.

Patrick has a Bachelor's Degree in Political Science from The George Washington University where he was Vice President and Philanthropy Chair of his fraternity, Lambda Chi Alpha.

Jenelle Henderson is the first voice clients hear and the first person visitors see when they arrive at the offices of Kindel Gagan. Jenelle joined the company as its Administrative Assistant. In addition to receiving guests and ensuring calls are routed efficiently, she performs a wide range of responsibilities including scheduling meetings, preparing correspondence, maintaining the company's database and coordinating communication. Jenelle also provides research, data management and other critical support functions.

Prior to Kindel Gagan, Jenelle worked in both the media and automotive fields. Holding a Bachelor of Science Degree in Communication, Jenelle is presently pursuing a Masters Degree in Public Administration. She has been assisting corporate professionals since 1999.

Client List

Current & Past Clients:

(Current Clients in Bold, Printed on July 1, 13)

- Academic Advantage
- Adobe Systems Inc.
- Advanced Patient's Collective
- AECOM
- Affordable Living for the Aging
- AMB Property Corporation
- Annenberg Foundation Ballona Wetlands Education Center
- Arts District BID (Central City East Association)
- AT&T
- Atrium Windows & Doors
- Aviation Safeguards (Command Security Corporation)
- Bank of America
- Baxter Bioscience
- Broad Beach
- Birdi & Associates
- Brearley, David
- Bright Star Schools
- Café on Location
- California Restaurant Association
- Central City East Association
- Chevron
- Chubb Group of Insurance Companies
- CIM Group
- Clark Construction
- Clark/McCarthy Joint Venture
- Constellation Energy (Exelon Corporation)
- Decron Properties
- DTLA Art Walk
- Elecnor
- Farmer's Daughter Hotel
- The G Crew
- Go Ventures
- GOJO Industries (Purell)
- Geosyntec Consultants
- Greater Los Angeles New Car Dealers Association
- Green Dot Public Schools
- Herzog Contracting Corporation
- Hill, Farrer & Burrill LLP (on behalf of NSB Associates, Inc.)
- Honeywell
- House Ear Institute
- Hudson Group
- Hutson & Partners (Tower Plus - Bunker Hill Tower)
- Hyatt Regency Century Plaza Hotel
- ICEF Public Schools (Lou Dantzler Prep. High School)
- Inari Group
- Intercontinental Hotels & Resorts (Los Angeles-Century City)
- KNJ Holdings
- Keyes Automotive Group
- Kilroy
- Kydd Residence
- Legado Companies
- Los Angeles Auto Show
- Los Angeles City Bureau of Sanitation
- Los Angeles City Department of Water and Power Management Employees Association
- Los Angeles County Metropolitan Transportation Authority (Airport Metro Connector Project) (sub-consultant to Consensus, Inc.)
- Long Beach City Auditor
- Loyola Marymount University
- Magnolia Bakery
- Maguire Aviation
- Maguire Investments
- Majestic Realty Co.
- MAXIMUS

- The Mayan Night Club
- Merle Norman Cosmetics
- Metabolic Studios
- Motion Picture & Television Mobile Catering Association
- Motor Village L.A. (Chrysler/Fiat)
- MWH
- National Promotions & Advertising
- Northwest Airlines (LAX TEC 2)
- OREMOR Management & Investment Co. (Lexus of Woodland Hills)
- The Palm Restaurant
- Plastic Foodservice Packaging Group
- PraxAir, Inc.
- Queen of Angels Foundation
- Recording Industry Association of America
- Responsible Biosolids Management
- Revolution Prep
- Richman Group
- Sage Automotive Group (Downtown LA KIA)
- SAP Software Solutions
- SAP Utilities
- San Antonio Water Company
- Southern California Association of Governments (Regional Value Pricing Project) (sub-consultant to Parsons Brinckerhoff)
- Shrine Auditorium
- Smarte Carte
- Sonic Automotive (Beverly Hills BMW)
- Spilo Worldwide
- Suffolk Construction
- Super Shuttle
- Teach for America - Los Angeles
- Ten Thirty One Productions LLC
- Tower Lane
- United Airlines
- Universal Mini/New Century BMW
- Veolia Transportation
- Water Replenishment District of Southern California
- Watts Labor Community Action Committee
- Wellman & Warren LLP
- Zeno (Beacon Street Studios)