

KENNEDY WILSON

BROKERAGE

# Donna Clark

SENIOR MANAGING DIRECTOR  
PROPERTY SERVICES



## PROFILE

---

As Senior Managing Director for Kennedy Wilson, Donna is responsible for the operations, leasing, business development and asset management for more than 10 million square feet of office, industrial and retail properties throughout Northern California and Nevada. Her team includes construction managers, property managers, accountants and brokers.

Working with both third-party commercial property owners, as well as Kennedy Wilson-owned assets, Donna is responsible for the financial performance of all properties within her portfolio. She has overseen millions of dollars in renovation and rehab projects and created and implemented long-term strategic plans.

## CAREER HISTORY

---

Prior to joining Kennedy Wilson's Property Services division, Donna was Vice President of Operations for the largest west coast grocery anchored REIT, Pan Pacific Retail Properties (PPRP). She was responsible for the financial performance of \$750 million in retail assets throughout northern California with a portfolio of 43 centers exceeding seven million square feet and 1,200 tenants. Donna oversaw all leasing efforts for the portfolio and negotiated both renewals and new leases with small regional tenants, national box users and grocers. She was invited to be a member of the executive team and assisted in strategic planning of utilization of assets, including disposition of non-core assets. Donna's ability to recruit, hire and train a top-notch real estate management and leasing team enabled her portfolio to exceed budget year after year. In her years at PPRP, she consistently increased NOI, exceeding forecast, through leasing activity and disposition of non-core assets. She also negotiated additional income through lease termination fees, assignment fees and settlement agreements. Her team handled the construction management of asset renovations and all pad development for value-added NOI growth.

Donna has worked in property management and brokerage for over 26 years and has worked for such companies as Western Investment Trust, The Sammis Company and The Koll Company. She sits on the Board of Directors of NAIOP and is an active member of ACRE, BOMA and the ICSC.

In 2016, Donna was inducted into Lambda Alpha International, an exclusive real estate society dedicated to the field of land economics.

## SELECT CLIENTS

---

Lennar Mare Island  
Pacific Gas & Electric  
Strategic Property Advisors

Umpqua Bank  
US Bank Special Services  
Washington Capital

## CONTACT

o: 916 927 1000  
e: dclark@kennedywilson.com

1850 Gateway Blvd., #130  
Concord, CA 94520  
www.kennedywilsonservices.com

## QUALIFICATIONS

CalDRE #01134266

## AFFILIATIONS

NAIOP  
2020 President - Sacramento Valley

Association of Commercial Real  
Estate

Building Owners & Managers  
Association

International Council of Shopping  
Centers

Lambda Alpha International

Commercial Real Estate Women  
(CREW)