



Kelli A. Fitzpatrick, CCIM

Director,
Acquisitions

VanTrust Real Estate, LLC
Kansas City, MO

About Kelli

As Director of Acquisitions, Kelli Fitzpatrick's role focuses on the identification, evaluation and underwriting of investment and development opportunities for the VanTrust portfolio. Kelli's responsibilities include financial modeling, valuation analysis, acquisition due diligence, deal structuring and transaction execution, from pursuit through closing.

Kelli has more than 14 years of commercial real estate development experience, with a specific focus on projects involving public-private partnerships. She started her career working in the public sector for the Economic Development Corporation of Kansas City, Missouri where she worked on development projects ranging from the management and implementation of large scale tax increment financing (TIF) redevelopment plans and Community Improvement Districts (CID's), to the rehabilitation of individual properties involving historic tax credits, tax abatement and other public incentive programs. Following a transition to the private sector, Kelli spent six years as a Development Manager for RED Development, overseeing the development of retail and mixed-use projects, performing development feasibility analyses, financial projections involving public incentives, development programming and managing the local entitlement process.

Kelli is a graduate of the University of Kansas with a Bachelor of Arts in Environmental Policy and a Master of Urban Planning degree with an emphasis in Environmental and Land Use Planning from the KU School of Architecture. She is a licensed real estate agent in the states of Missouri and Kansas and is a Certified Commercial Investment Member (CCIM).

Significant Development Projects

Kelli has been involved in the acquisition, entitlement, financing and development of several projects, including:

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|---------------------------------|---------------------|
| Crossroads at Belton | Belton, MO |
| Quad Six | Overland Park, KS |
| 9400 Wornall | Kansas City, MO |
| Traders on Grand | Kansas City, MO |
| Great Mall of the Great Plains | Olathe, KS |
| Beck Road Redevelopment | St. Joseph, MO |
| Meadowbrook Golf & Country Club | Prairie Village, KS |

CONTACT

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EDUCATION

University of Kansas Lawrence, KS
Bachelor of Arts, Environmental Policy

KU School of Architecture Lawrence, KS
Master of Urban Planning

PROFESSIONAL AFFILIATIONS

Licensed Real Estate Agent, Missouri

Licensed Real Estate Agent, Kansas

Certified Commercial Investment Member (CCIM)