

Appendix 'C-2': Qualifications

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Mass Appraisal Experience

2011		Parcels	Software
2011	Keene, NH	700	CLT/Tyler
2011 Total		700	
2012		Parcels	Software
2012	Hudson, NH	500	Patriot
2012 Total		500	
2013		Parcels	Software
2013	Durham, NH	165	Vision
2013	Hampton Falls, NH	100	Vision
2013	Kittery, ME	350	Vision
2013	Bedford, NH	584	
2013	Greenland, NH	150	Vision
2013 Total		1,349	
2014		Parcels	Software
2014	Londonderry NH	620	Patriot
2014	Stratham NH	125	Avitar
2014 Total		745	
2015		Parcels	Software
2015	Gorham, ME	305	Vision
2015	Portsmouth, NH	1,600	Vision
2015 Total		1,905	
2016		Parcels	Software
2016	Keene NH	820	Vision V7
2016 Total		820	
2017		Parcels	Software
2017	Hudson, NH	500	Patriot
2017	Portsmouth	1,600	Vision
2017 Total		2,100	
2001-2017 Parcel Totals		23,519	
Overall C/I Parcel Totals		48,919	

List of Property Types Appraised

- Special Use Industrial Complexes
- Trash-to-Energy Plants
- Truck Terminals
- Natural Gas Transmission Lines
- Tank Farms
- Cable TV Real Estate and Equipment
- Public Utility Property
- Industrial Mills
- Telephone Company Property
- Industrial Warehouses
- Sand, Mineral, and Gravel Pits
- Bottling Plants
- Skating Arenas
- Industrial Condominiums
- Industrial Land
- Country Clubs
- Commercial Land
- Residential Condominiums
- Mixed-Use Properties
- Assisted Living/Elderly Housing
- Communication Tower Sites
- Paper Mills
- Tanneries
- Regional Shopping Malls
- Marinas/Yacht Clubs
- Restaurants
- Franchise Fast Food Restaurants
- Bank Facilities
- Motels
- College Facilities
- Gas/Service Stations
- Auto Dealership
- Theaters
- Commercial Condominiums
- Office Buildings
- Municipal Stadiums
- Nursing Homes
- Hospitals
- Hotels
- Waterfront Residences
- Apartment Complexes
- Residential Subdivisions
- Dams/Hydroelectric Facilities
- Cement Manufacturing Plants
- Ski Slopes
- Ship Yards

General Appraisal Experience

- Present-
1993 **Property Valuation Advisors, Newburyport, MA**
Principal & Chief Commercial and Industrial Appraiser
- 1993-87 **M.M.C. Inc., Chelmsford, MA**
Vice-President, Chief Commercial Industrial Appraiser
and Director of Appraisal Services
- Responsible for all production of appraisal services of a 100 member appraisal department covering New England.
- 1987-86 Chief Commercial Industrial Appraiser
- Supervised a twenty member Com./Ind. appraisal division.
- 1986-84 NH and ME Regional Appraisal Manager and Appraiser
- Performed Com./Ind. appraisals as well as review and supervision of a regional appraisal staff.
- 1983-82 C&I Real Estate and Personal Property Appraiser
- 1982-80 **PRC Jacobs Inc., Maclean, VA**
C&I and Residential Appraiser
- R.E. Appraiser in Eastern Mass.

Education

Appraisal Institute

- Industrial Valuation
- Case Studies of Real Estate
- Cap. Theory & Techniques A & B
- Basic Valuation
- Commercial Review Appraisal
- Eminent Domain Appraising
- Data Verification and Confirmation
- Partial (Undivided) RE Interest Valuation
- Appraisal of Non-Conforming Properties
- Separating Real Property/ Business Assets
- Feasibility Analysis
- Special Purpose Properties- RLT
- Supporting Capitalization Rates
- Analyzing Distressed Properties
- Appraising Convenience Stores
- Online Tools for RE Appraisers
- USPAP 2004/2006/2008/2010/2012/2014/2016
- Complex Litigation Appraisal Case Studies
- Principals of RE Valuation
- Residential Valuation
- Standards of Professional Practice A & B
- Com. & Indust. Property Market Analysis
- Senior/Assisted Living Industry Appraisals
- Appraisal of Local Retail Properties
- Partial (Divided) RE Interest Valuation
- C/I Highest and Best Use Analysis
- Defending Appraisals/ Litigation
- Evaluating Commercial Construction
- RE Finance, Value, Investment
- Self Storage Economics & Appraisal
- Value/Mrkt Studies of Affordable Housing
- Appraisal of Nursing Facilities
- Hotel Appraising- In Uncertain Times
- Discounted Cash Flow Concepts
- Valuation of Solar Properties

Harvard University/MIT

- Real Estate Finance
- Real Estate Portfolio Management
- Money, Banking and Finance
- Quantitative Economic Methods
- Quantitative Reasoning
- Financial Accounting
- Urban Economics
- Benchmarking Real Estate Performance
- Modern Architecture
- New England Architecture
- Macroeconomic Theory
- Microeconomic Theory
- International Economics
- Economic Principles
- Computers and Programming

International Assoc. of Assessing Officers (IAAO)

- Appraisal Instructor Training Course II (Income Valuation)
- Appraisal Instructor Training Course I (Real Property Appraisal)
- Mass Appraisal Techniques of Commercial Property 302
- Mass Appraisal Techniques of Residential Property
- Income Valuation II
- Land and Site Valuation

Mass. Board of R. E. Appraisers

- FNMA Residential Seminar
- FNMA Income Valuation Seminar

Professional and Educational Affiliations

Harvard University

- Bachelor's of Liberal Arts, Extension Studies Cum Laude, Harvard University

American Society of Appraisers

- Designated ASA, Certified Senior Real Property Appraiser

States of ME, NH and MA Boards of Registration of RE Appraisers

- Maine Certified General Real Estate Appraiser – # CG00001032
- NH Certified General Real Estate Appraiser – # NHCG – 350
- MA Certified General Real Estate Appraiser – # 2729

State of NH Dept. of Revenue Administration

- Certified as Property Assessment Supervisor to perform revaluation mass appraisal
- CNHA - Certified New Hampshire Assessor

Appraisal Institute • Affiliate Member

IAAO • 30 Year Member

MA, NH, ME and CT Appellate RE Tax Boards

- Qualified and Testified as Expert Appraisal Witness

MA Board of Registration • Licensed Real Estate Broker

Appraisal Teaching Assignments and Public Speaking Engagements

Massachusetts Association of Assessing Officers

- Taught Seminar on “Discounted Cash Flow”
U/Mass., Amherst, MA 8/10/06

Northeast Regional Association of Assessing Officers

- Taught Seminar on “Highest & Best Use of Waterfront Property”
Plymouth, MA 4/25/06

Northeast Regional Association of Assessing Officers

- Taught Seminar on “Business Enterprise Value & RE Valuation”
Portland, ME 5/22/03

Northeast Regional Association of Assessing Officers

- Taught Seminar on “Capitalization Rate Development”
Newport, RI 4/19/00

Essex County, MA Assessors Association

- Spoke on “Cap Rate Analysis”
Danvers, MA 9/21/99

Maine Association of Assessing Officers

- Taught Seminar on “Steps Involved In a Commercial Revaluation”
Sebago, ME -- Sept. 16, 1999

Maine Association of Assessing Officers

- Taught Seminar on “Commercial Land Valuation”
Sebago, ME -- Sept. 16, 1999

NH Assessors Association

- Taught Seminar on “Checking the Quality of Your Commercial Property Assessments”
Manchester NH – November 19, 1997

Middlesex County, MA Assessors Association

- Spoke on “Checking the Quality of Your Commercial Property Assessments” Radisson,
Chelmsford, MA -- July 24, 1997

Central Maine Assessors Association

- Spoke on: “Assessing/Appraising Special Use Properties”
Waterville, ME -- April 1997

Maine Association of Assessing Officers

- Taught Seminar on: “Checking the Quality of Your Commercial Property Assessments”
SMVT -- November 1996

State of Connecticut Association of Assessors

- Spoke on: “Quality Assurance Methods in Municipal R.E. Appraisal”

IAAO (Assessment/Appraisal Organization) Chicago, IL

- Taught Appraisal Course I -- Springfield and Auburn, MA

Publications (Past 10+ years)

“Rev. of *Appraisal of Real Estate (12th Edition)*” Appraisal Institute, *New England Real Estate Journal* 14 September 2001: 5E

“Rev. of *Appraising Partial Interests*” Gimmy, *Real Estate Valuation Magazine* Spring 2000: 40

“Rev. of *Senior Housing: Looking to the Third Millennium*” Gimmy, *Real Estate Valuation Magazine* Spring 1999: 37

“Rev. of *Valuation of Marinas*” Simpson, *New England Real Estate Journal* 8 January 1999: 23B

“Rev. of *Appraisal of Religious Facilities*” Aaron, *New England Real Estate Journal* 13 November 1998 and 11 December 1998: 24B

“Rev. of *The Appraisal Writing Handbook*” Blankenship, *Real Estate Valuation Magazine* Spring 1998: 25

“Rev. of *Property Inspection: An Appraiser's Guide*” Simpson, *Real Estate Valuation Magazine* Summer 1997: 36

“Rev. of *Analysis and Valuation of Health Care Enterprises*” Gimmy, *New England Real Estate Journal* 11 June 1997

“Create an Appraisal Company Newsletter? ... It Couldn't Hurt” *Valuation Insights & Perspectives*. Vol. 2, No. 1, First Quarter 1997: 12

“Rev. of *Rates and Ratios Used in the Income Capitalization Approach.*” Clifford Fisher. *New England Real Estate Journal* 11 April 1997: 12C.

“Rev. of *MATHEMATICS for Real Estate Appraisers.*” Clifford Fisher. *Real Estate Valuation Magazine* Summer 1996: 36

“Rev. of *Real Estate Valuation in Litigation,*” J.D. Eaton. *New England Real Estate Journal* 21 June 1996: 11B

Rev. of *The Story of Land*, John Powelson. *New England Real Estate Journal* 17 February 1995: 39B

“Appraisers Turning to Economics to Determine Property Values in Unstable Markets.”
Banker & Tradesman 24 August 1994: 13

“Revaluations: Like Pulling Teeth.” *NH City and Town* February 1989: 10

“RE Valuation Trends.” *Banker & Tradesman* 17 March 1988: 32 (Co-author Comer)

On-Line Publications

- Designed, constructed, and implemented two highly-rated commercial real estate Web Sites: *Property Valuation Advisors' Information SuperDriveway*TM (www.propertyvalu.com) and *Property Valuation Monitor*TM (www.propertyvalu.com/pvm.htm).

Expert Testimony & Depositions (Past 7+ Years)

4/4/17 EIP Northwestern Blvd., LLC v Town of Salem NH

Provided testimony on a 650,000+ SF Office/Warehouse facility for tax years 2014 and 2015. Hired by the Town of Salem, NH.

1/19/16 Orion LLC v Town of Durham NH (Superior Court)

Provided deposition on a multi-unit/parcel student housing for tax years 2013 and 2014. Hired by the Town of Durham, NH.

6/17/15 EIP Greenland Ocean Rd, LLC v Town of Greenland NH (NH Board of Tax and Land Appeals)

Provided testimony on a 367,000 SF Distribution Warehouse for tax years 2012 and 2013. Hired by the Town of Greenland, NH.

3/12/15 Prolynn Corp. v Town of Hudson NH (Hillsborough Superior Court)

Provided testimony on a 101 Unit Apartment Complex. Hired by Town of Hudson

4/10/14 Bantam Realty Trust LLC v City of Keene, NH (NH Board of Tax and Land Appeals)

Provided testimony on a 100,000+ SF industrial facility. Hired by City of Keene

4/1/14-4/4/14 GLHA v City of Berlin & Town Gorham NH (NH Board of Tax and Land Appeals)

Provided testimony on five hydro-electric generation facilities for tax years 2010-11. Hired by GLHA

11/6/13 Independence Equity v Town of Bedford NH (NH Board of Tax and Land Appeals)

Provided testimony on a 100,000 SF Office Building for tax year 2011. Hired by the Town of Bedford NH.

9/3,4+6/13 Demoulas/Delta Realty. v City of Nashua, NH (Hillsborough County Superior Court)

Provided testimony on a three Grocery Anchored Shopping Centers for tax year 2009. Hired by the City of Nashua, NH.

6/25/13 Highliner Foods, Inc. v City of Portsmouth, NH (NH Board of Tax and Land Appeals)

Provided testimony on a 190,000 SF Cold Storage/Food Processing Industrial Facility for tax year 2010. Hired by the City of Portsmouth, NH.

6/6/13 Goodhart v City of Concord, NH (Deposition with Atty. Margaret Nelson for Scheduled Superior Court Case)

Gave Deposition on Cap Rate of 50,000+ SF Office Building for tax year 2011. Hired by the City of Concord, NH.

1/31/13 Pleasant View Retirement LLC v City of Concord, NH (NH Board of Tax and Land Appeals)

Provided testimony on 72 Unit Senior Independent Living Facility for tax year 2010. Hired by the City of Concord, NH.

8/8/12 Pioneer Avionics and Pioneer NH v City of Portsmouth, NH (NH Board of Tax and Land Appeals)

Provided testimony on 2 properties: a multi-tenant office property and a warehouse-office property at Pease for tax year 2010. Hired by the City of Portsmouth, NH.

6/27+28/12 Isha v City of Concord, NH (Merrimack County Superior Court)

Provided testimony on a Best Western Inn & Suites: a 66 room lodging facility for tax year 2009. Hired by the City of Concord, NH.

2/23/12 - Windsor Terrace v Town of Hooksett (Merrimack County Superior Court)

Deposition on appraisal of a Windsor Terrace a 134 unit townhouse apartment complex at 502 West River Rd., Hooksett, NH for Tax Year 2009. Hired by the Town of Hooksett. Deposition taken by Atty. Morgan Hollis.

12/21/11 – Softdraw v Towns of Greenland and Stratham (Rockingham County Superior Court)

Provided testimony on Golf Club of New England a private golf course for tax year 2009. Hired by the Towns of Greenland & Stratham, NH.

8/24/11-8/25/11 – Thomas Flatley Co. V Nashua (NH Board of Tax and Land Appeals)

Provided testimony on three office buildings and a 660,000 SF R&D facility for tax year 2009. Hired by the City of Nashua, NH.

5/5/11 Customer Perspectives, LLC v Hooksett (NH Board of Tax and Land Appeals)

Provided testimony on a small office building for tax years 2008. Hired by the Town of Hooksett.

11/29/10 -12/3/10 – Verona (Shaw's Supermarket) v City of Concord (Merrimack County Superior Court)

Provided testimony on a Shaw's Supermarket for Tax Years 2008 and 2009. Hired by the City of Concord.

9/21/10 -9/22/10 – Wal-Mart v City of Concord (NH Board of Tax and Land Appeals)

Provided testimony on a Sam's Club for Tax Year 2006, 2007, and 2008. Hired by the City of Concord.

11/21/09 -11/23/09 – GGP Maine v. City of So. Portland , ME (State of Maine Board of Property Tax Review)

Provided testimony on a Super Regional Mall, The Maine Mall, valued at \$260,000,000 for Tax Year 2006. Hired by the City of South Portland.

9/18/09 – Ridgewood Estates v. Town of Falmouth, ME (Falmouth Board of Assessment Review)

Provided testimony on an approved 75 site condo development for Tax Year 2008. Hired by the Town of Falmouth.

6/19/09 – Nashua Telegraph v. Town of Hudson, NH (NH Board of Tax and Land Appeals)

Provided testimony on an 80,000 SF Nashua Telegraph Headquarters for Tax Year 2006 and 2007. Hired by the Town of Hudson.

6/18/09 – Teledyne v. Town of Hudson, NH (NH Board of Tax and Land Appeals)

Provided testimony on a 60,000 SF Industrial Property for Tax Year 2006 and 2007. Hired by the Town of Hudson.

6/16/09 – Atrium Medical v. Town of Hudson, NH (NH Board of Tax and Land Appeals)

Provided testimony on a 150,000 SF R&D Property for Tax Year 2006 and 2007. Hired by the Town of Hudson.

6/15/09 – Milford Hydro (PPL) v. Cities of Milford & Old Town, ME (State of Maine Board of Property Tax Review)

Provided testimony on a 6.40 MW Hydroelectric Facility in Milford and Old Town ME. Hired by the Cities of Milford and Old Town, ME

2/12-2/13/09 – JC Penney v. City of Nashua, NH (Hillsborough County Superior Court)

Provided testimony on a 105,000 SF Mall Department Store (JC Penney). Hired by the City of Nashua, NH -- Valuation Dates 4/1/05 and 4/1/06

1/16/09 -- Demoulas v. City of Concord, NH (Merrimack County Superior Court)

Provided testimony to the on a Fort Eddy Rd. Supermarket Anchored Shopping Center for Tax Year 2004. Hired by the City of Concord

8/13-8/14 2008 – GGP Steeplegate v. City of Concord, NH

Provided Testimony to the Merrimack County Superior Court on a \$70,000,000+- Mall, Steeplegate Mall, Concord, NH for Tax Year 2004. Hired by the City of Concord

5/19/08 -- Demoulas v. City of Concord, NH

Deposition on appraisal of Ft Eddy Rd Shopping Center and 12 Loudon Rd. Shopping Center for Tax Years 2004 and 2005 Hired by the City of Concord

3/24/08 - Lakeshore Estates Associates, v. City of Laconia, NH (Belknap County Superior Court)

Provided testimony to the Belknap County Superior Court on appraisal of Lakeshore Estates Apartments (120 Units), 68-114 Blueberry Lane, Laconia, NH Hired by the City of Laconia

3/18/08 Sears Department Store v. City of Nashua, NH (Hillsborough County Superior Court)

Provided testimony to the Hillsborough County Superior Court on a 150,000 SF Mall Department Store (Sears). Hired by the City of Nashua, NH -- Valuation Date 4/1/05

2/6/08 – May’s Dept Stores aka Filene’s v. City of Nashua, NH (NH Board of Land and Tax Appeals)

Provided testimony to the NH Board of Land and Tax Appeals on a 150,000+- SF Mall Department Store (Filene’s) Tax Year 2004. Hired by the City of Nashua,

2/5/08 – Federated Dept Stores aka Macy’s v. City of Nashua, NH (NH Board of Land and Tax Appeals)

Provided testimony to the NH Board of Land and Tax Appeals on a 150,000+- SF Mall Department Store (Macy’s). Tax Year 2004. Hired by the City of Nashua,

11/5/07 – 11/7/07 – NH-VT Solid Waste Project v. City of Claremont, NH (Merrimack County Superior Court)

Provided testimony to the Merrimack County Superior Court on a 200 ton/4.50 MW trash-to-energy facility, Hired by the NH-VT Solid Waste Project

10/10/07 – May’s Department Stores v. City of Nashua, NH (Hillsborough County Superior Court)

Provided testimony to the Hillsborough County Superior Court on a 150,000 SF Mall Department Store (Filene’s). Hired by the City of Nashua, NH

1/27/07 – Woodland Apartments v. Town of Kittery, ME (State of Maine Board of Tax Review)

Provided testimony to the State of Maine Board of Tax Review on on a low-income apartment complex in Kittery, ME. Hired by the Town of Kittery, ME

12/7//06 – Weathervane Restaurant v. Town of Kittery, ME (Kittery Board of Tax Review)

Provided testimony to the Kittery Maine Board of Tax Review on a Weathervane restaurant in the factory outlet district in Kittery, ME. Hired by the Town of Kittery, ME

10/25//06 – Biddeford-Saco Water Company v. Town of Saco, ME (Saco Board of Tax Review)

Provided testimony to the Saco Maine Board of Tax Review on a Biddeford-Saco Water Company Property located within Saco, ME. Hired by the City of Saco, ME

7/20//06 – Woodland Apartments v. Town of Kittery, ME (Kittery Board of Tax Review)

Provided testimony to the Kittery Maine Board of Tax Review on a low-income apartment complex in Kittery, ME. Hired by the Town of Kittery, ME

7/12/06 – Pine Brook Apartments v. Town of Old Orchard Beach, ME (Kittery Board of Tax Review)

Provided testimony to the Old Orchard Beach Maine Board of Tax Review on a low-income apartment complex in Old Orchard Beach, ME. Hired by the Town of Old Orchard Beach, ME

11/9/05 – Fairway Villas v. Town of Falmouth, ME (Falmouth Board of Tax Review)

Provided testimony to the Falmouth Maine Board of Tax Review on a portion of a residential subdivision (23 lots remaining) known as “Fairway Villas”, Falmouth, ME. Hired by the Town of Falmouth, ME

3/1/05 – Arundel Beach Club v. Town of Kennebunk, ME (Kennebunk Board of Tax Review)

Provided testimony to the Kennebunk Maine Board of Tax Review on an oceanfront beach club known as “Arundel Beach Club” at 3 Seagrass Lane, Kennebunk, ME. Hired by the Town of Kennebunk, ME

2/18/05 – Autumn Health v. Town of Kennebunk, ME (Kennebunk Board of Tax Review)

Provided testimony to the Kennebunk Maine Board of Tax Review on a 154 unit continuing care/assisted living community known as “Huntington Commons/Bradford Court” at 1 Huntington Commons Drive, Kennebunk, ME. Hired by the Town of Kennebunk, ME

1/04/05 – The Seaside House v. Town of Kennebunk, ME (Kennebunk Board of Tax Review)

Provided testimony to the Kennebunk Maine Board of Tax Review on a 15-acre oceanfront parcel at 1 Seagrass Lane, Kennebunk, ME. Hired by the Town of Kennebunk, ME

10/14/04 – Woodland Apartments v. Town of Kittery, ME (Kittery Board of Tax Review)

Provided testimony to the Kittery Maine Board of Tax Review on a low-income apartment complex in Kittery, ME. Hired by the Town of Kittery, ME

5/19/04 – Portsmouth Country Club v. Town of Greenland, NH (Rockingham County Superior Court)

Provided testimony to the Rockingham County Superior Court on a discretionary easement on an 18 hole Golf Course and Country Club at 80 Country Club Lane, Greenland, NH. Hired by the Town of Greenland, NH

12/7/06 – Weathervane Restaurant v. Town of Kittery, ME (Kittery Board of Tax Review)

Provided testimony to the Kittery Maine Board of Tax Review on a Weathervane restaurant in the factory outlet district in Kittery, ME. Hired by the Town of Kittery, ME

10/25/06 – Biddeford-Saco Water Company v. Town of Saco, ME (Saco Board of Tax Review)

Provided testimony to the Saco Maine Board of Tax Review on a Biddeford-Saco Water Company Property located within Saco, ME. Hired by the City of Saco, ME

7/20/06 – Woodland Apartments v. Town of Kittery, ME (Kittery Board of Tax Review)

Provided testimony to the Kittery Maine Board of Tax Review on a low-income apartment complex in Kittery, ME. Hired by the Town of Kittery, ME

7/12/06 – Pine Brook Apartments v. Town of Old Orchard Beach, ME (Kittery Board of Tax Review)

Provided testimony to the Old Orchard Beach Maine Board of Tax Review on a low-income apartment complex in Old Orchard Beach, ME. Hired by the Town of Old Orchard Beach, ME

11/9/05 – Fairway Villas v. Town of Falmouth, ME (Falmouth Board of Tax Review)

Provided testimony to the Falmouth Maine Board of Tax Review on a portion of a residential subdivision (23 lots remaining) known as “Fairway Villas”, Falmouth, ME. Hired by the Town of Falmouth, ME

3/1/05 – Arundel Beach Club v. Town of Kennebunk, ME (Kennebunk Board of Tax Review)

Provided testimony to the Kennebunk Maine Board of Tax Review on an oceanfront beach club known as “Arundel Beach Club” at 3 Seagrass Lane, Kennebunk, ME. Hired by the Town of Kennebunk, ME

2/18/05 – Autumn Health v. Town of Kennebunk, ME (Kennebunk Board of Tax Review)

Provided testimony to the Kennebunk Maine Board of Tax Review on a 154 unit continuing care/assisted living community known as “Huntington Commons/Bradford Court” at 1 Huntington Commons Drive, Kennebunk, ME. Hired by the Town of Kennebunk, ME

1/04/05 – The Seaside House v. Town of Kennebunk, ME (Kennebunk Board of Tax Review)

Provided testimony to the Kennebunk Maine Board of Tax Review on a 15-acre oceanfront parcel at 1 Seagrass Lane, Kennebunk, ME. Hired by the Town of Kennebunk, ME

10/14/04 – Woodland Apartments v. Town of Kittery, ME (Kittery Board of Tax Review)

Provided testimony to the Kittery Maine Board of Tax Review on a low-income apartment complex in Kittery, ME. Hired by the Town of Kittery, ME

5/19/04 – Portsmouth Country Club v. Town of Greenland, NH (Rockingham County Superior Court)

Provided testimony to the Rockingham County Superior Court on a discretionary easement on an 18 hole Golf Course and Country Club at 80 Country Club Lane, Greenland, NH. Hired by the Town of Greenland, NH

4/16/04 – L&H Realty LLC v. Town of Kennebunk, ME (Kennebunk Board of Tax Review)

Provided testimony to the Kennebunk Maine Board of Tax Review on a 5,000 SF restaurant facility known as “On the Marsh” at 46 Western Ave., Kennebunk, ME. Hired by the Town of Kennebunk, ME

12/7/03, 12/8/03 - International Woolen Co. v. City of Sanford, ME (State of Maine Board of Tax Review)

Provided testimony to the State of Maine Board of Tax Review in Augusta on a 335,000 SF Industrial Mill Building at 10 International Drive and 100 Dale St., Sanford, ME. Hired by the City of Sanford, ME

9/29/03, 10/1/03 - Vickerry Realty Company Trust v. City of Nashua, NH (Hillsborough County Superior Court)

Provided testimony to the Hillsborough County Superior Court on a 275,00 SF Retail Mall on 25 acres at 10 Coliseum Ave., Nashua, NH 03063. Hired by the City of Nashua

11/27/02, 12/10/02, 12/11/02 - Laconia Blue Realty Trust, Ronald Dupont Trustee v. City of Laconia, NH (Belknap County Superior Court)

Provided testimony to the Belknap County Superior Court on The Timberlake Apartment complex of 40 units at 150-154 Blueberry Lane, Laconia, NH. Hired by the City of Laconia

10/28/02 - Lockheed Sanders v. City of Nashua, NH (Hillsborough County Superior Court)

Provided testimony to the Hillsborough County Superior Court on an industrial/office complex of 600,000+ SF on 80 acres at 65 Spit Brook Rd. Nashua, NH. Hired by the City of Nashua

6/2/02 - Rick Green v. Town of Newcastle, NH (NH Board of Tax and Land Appeals)

Provided testimony to the NH Board of Tax and Land Appeals on an oceanfront residential property at (Map 2-22) 69 Little Harbor Road, Newcastle NH 03854 – Hired by property owner

3/5/02 - Lakeshore Estates Associates, v. City of Laconia, NH (Belknap County Superior Court)

Gave deposition to Atty Howland on appraisal of Lakeshore Estates Apartments (120 Units), 68-114 Blueberry Lane, Laconia, NH 03246. Scheduled for Belknap County Superior Court. Hired by the City of Laconia

Computer Skills

Formal classroom training at Harvard includes: Computers and Programming (including Pascal and C programming in VAX, Macintosh, PC DOS, and Windows environments); Quantitative Reasoning (included computerized spreadsheet analysis); R.E. Investment and Finance (including rigorous computerized spreadsheet development for real property investment analysis focusing on Discounted Cash Flow analysis).

- Spreadsheet use includes Excel, Lotus, and Quattro Pro.
- Real Estate software package use includes MMC/VISION, CLT, ProJect, Argus, Patriot, Avitar Absolute Leasehold, Marshall Valuation Service and others.
- GIS mapping software use includes MapInfo, DeLorme Street Atlas, and Atlas GIS