

QUALIFICATIONS OF APPRAISER

JEFFREY E. ROBINSON, MAI, SRA

Senior Real Estate Appraiser with Empire State Appraisal Consultants, Inc., specializing in real estate appraisals and valuations, market feasibility studies, tax certiorari, eminent domain, easements and consultation.

PROFESSIONAL DESIGNATION

Designated Member of the Appraisal Institute (MAI)

MAI Designation awarded by the Appraisal Institute, August, 2002

Designated Senior Residential Appraiser (SRA)

SRA Designation awarded by the Appraisal Institute, April, 1993

PROFESSIONAL LICENSES

NYS Certified-General Real Estate Appraiser – Certificate #46-37947

Qualified General Real Estate Appraiser for NYS Department of Transportation

EDUCATION

Accounting Certificate Program – Siena College, Loudonville, New York, 1997.

Bachelor of Science – Marketing and Management, Siena College, Loudonville, New York, 1987.

Associates Degree – Business Administration, Hudson Valley Community College, Troy, New York, 1985.

APPRAISAL COURSES SUCCESSFULLY COMPLETED:

American Institute of Real Estate Appraisers Courses

- Real Estate Appraisal Principles – 3/88
- Standards of Professional Practice – 2/89
- Basic Valuation Procedures – 6/89
- Residential Valuation – 7/89 challenge

Society of Real Estate Appraisers

- Course 201 – Principles of Income Property Appraising – 3/90

Appraisal Institute

- Course 202 – Applied Income Property Valuation – 11/91
- Course 540 – Report Writing & Valuation Analysis – 5/93
- Standards of Professional Practice – Part C – 11/97

Seminars

- Discounted Cash Flow Analysis
- How To Be a Better Review Appraiser
- Residential Demonstration Appraisal Report Writing
- Understanding Limited Appraisals & Appraisal Reporting Options (General) – 8/94
- Appraisal of Local Retail Properties – 9/98
- Lease Abstracting and Analysis – 11/98
- General Demonstration and Appraisal Reporting Writing – 8/00
- Comprehensive Appraisal Exam Workshop – 7/01
- Court Testimony – Preparing for rebuttal and cross examination – 10/01
- Attacking and Defending an Appraisal in Litigation III – 5/05
- The Latest Trends in Hotel Valuation and Market Studies – 5/05

Successfully passed Comprehensive Examination for the MAI designation, Appraisal Institute – 8/01

Completed the minimum experience requirements towards awarding of the MAI designation – 4/02

Successfully completed Demonstration Appraisal Report – 7/02

EXPERIENCE

Preparation of various types of commercial/industrial appraisals for L.T. Bookhout, Inc. (3/00 to 10/02)

Assisted in audits, tax return preparations and general accounting procedures. Staff accountant for Teal, Becker, Chiaramonte, public accounting firm, Albany, New York (1/99 to 3/00)

Complete development/analysis of appraisals of various types of commercial/industrial properties for L.T. Bookhout, Inc. (10/90 to 12/98)

Appraisal of diverse residential properties in Columbia and Greene Counties, Concora Appraisal Associates, Hudson, New York (12/87 to 10/90)

Licensed Real Estate Salesman for Century 21, Lynn Strunk Realty, Kinderhook, New York (7/87 to 12/87)

Currently hold Real Estate Sales License, Red Apple Realty, Claverack, New York

Appraisal of all types of single family residential real estate, individual condominium units, multi-family housing, vacant land and a wide variety of commercial/industrial properties.

Property management

Real Estate Sales/Negotiations

FINANCIAL INSTITUTIONS

Hudson River Bank & Trust	United Builders Funding
Home and City Savings Bank	Key Bank, NA
First American Bank	Catskill Savings Bank
M&T Bank	Citibank
Anchor Savings Bank	Manufacturers Hanover
First National Bank of Rhinebeck	Rhinebeck Savings Bank
Abacus Federal	

Types of Assignments Have Included:

- Appraisal of vacant land for The National Park Service for Eminent Domain purposes – Stillwater, NY.
- Appraisal of a partially existing, partially undeveloped condominium project, Newburgh, NY.
- Appraisal of the Oak n' Spruce Resort, Lee, MA – A resort property and timeshare complex.
- Appraisal of the Waters Edge Resort, Westbrook, CT – A resort property and timeshare complex.
- Appraisal of the Kolburne School – A school for special needs students – New Marlborough, MA.
- Appraisal of a 35,000± square foot castle overlooking the Hudson River, Philipstown, NY.
- Appraisal of Tech-City, a redeveloped former IBM mixed-use office/manufacturing plant, Town of Ulster, NY.
- Appraisal of a super-regional shopping center for tax certiorari purposes – Wallkill, NY.
- Appraisal of an anchor tenant attached to a super-regional shopping center for tax certiorari purposes – Wallkill, NY.
- Appraisals of automobile dealerships – through the Hudson Valley.
- Medical office building appraisal to resolve landlord/tenant dispute over value – Poughkeepsie, NY.
- Appraisal of 320 site campground for mortgage purposes – Dennis, MA and numerous other campgrounds through the Hudson Valley.
- Appraisal of numerous mobile homes parks for tax certiorari purposes.
- Appraisal of multi-tenant commercial and industrial buildings, from offices to mixed-used properties.
- Numerous appraisals of parcels along the Hudson River.
- Appraisal of an area shopping center to settle family dispute – Village of Walden, NY.
- Proposed subdivision appraisals.
- Appraisal of a limestone quarry – Canaan, CT., hard rock quarry – Hoosick, NY and wollastonite quarry – Lewis, NY.
- Appraisals of hotels for market value – Hudson, NY, LaGrange, NY, and North Adams, MA.
- Multi-tenant, high-rise office building, downtown Albany, NY.
- Former retail outlet center converted to office/business park, Malta, NY.
- Army reserve center, Albany, NY.
- Various neighborhood and community shopping centers.
- United Parcel Service distribution facility, Greenport, NY.

PROFESSIONAL AFFILIATIONS

Columbia County Board of Realtors (August 1987 – Present)

Albany County Board of Realtors (May 1986 – July 1987)

COURT EXPERIENCE

Columbia County Supreme Court

Greene County Supreme Court

Ulster County Supreme Court

Massachusetts Appellate Tax Board