

QUALIFICATIONS OF THE APPRAISER
Bruce R. Bauer, MAI, SRA, CCIM

NYS Certified Real Estate Appraiser No. 46-315
VT Certified Real Estate Appraiser No. 80-81

EDUCATION

Siena College, 1981, B.S. Finance/Real Estate
S.U.N.Y. Cobleskill 1979, A.A.S. Accounting

LICENSES AND DESIGNATIONS

MAI, American Institute of Real Estate Appraisers, Cert. No. 8018
SRPA, Society of Real Estate Appraisers
SRA, Society of Real Estate Appraisers
CCIM, CCIM Institute
Graduate of Realtors Institute (GRI), 1984
Licensed Real Estate Broker, New York State
Notary Public, New York State

PROFESSIONAL AFFILIATIONS AND ACTIVITIES

Appraisal Institute

- 1995 President, Upstate New York Chapter
- Vice President, Upper Hudson-Champlain Valley Chapter
- Treasurer, Upstate New York Chapter
- Admissions Committee Chairman, Upstate New York Chapter and
Upper Hudson-Champlain Valley Chapter

CCIM Institute

New York State Society of Real Estate Appraisers

New York State Association of Realtors

Greater Capital Area Association of Realtors

Commercial & Industrial Real Estate Brokers, Inc. of the Capital District

Mortgage Bankers Association of Northeastern New York

QUALIFIED BY EXAMINATION AND EXPERIENCE

NYS Supreme Court Albany, Schenectady, Saratoga, Fulton, and Washington
Counties - Qualified Expert Witness

PROFESSIONAL EXPERIENCE

11/91 - Present	Bauer Appraisal Group, Inc. President - Appraiser
5/91 - 11/91	Jordan & Hafner, Inc. Vice President - Appraiser
5/84 - 5/91	Hafner Appraisal Associates, Inc. Vice President - Appraiser
2/84 - 5/84	Blake Realty, Inc. Staff Appraiser
7/78 - 5/84	Blake Realty, Inc. & Allen Realty Co. Commercial & Industrial Sales & Leasing

TECHNICAL TRAINING

<u>Course</u>	<u>Sponsoring Institute</u>	<u>Year</u>
CI 104 Investment Analysis for Commercial Investment Real Estate	CCIM Institute	2012
CI 103 User Decision Analysis for Commercial Investment Real Estate	CCIM Institute	2012
CI 102 Market Analysis for Commercial Investment Real Estate	CCIM Institute	2012
CI 101 Financial Analysis of Commercial Investment Real Estate	CCIM Institute	2012
Preparing to Negotiate	CCIM Institute	2012
Online Ethics Course	CCIM Institute	2012
USPAP Update Course	Appraisal Institute	2011; 2009 2007
Real Estate Fraud-Appraisers Responsibility & Liability	Appraisal Inst, Warwick	2006
Subdivision Valuation	Appraisal Inst, Fishkill	2005
Condemnation Appraising	Appraisal Inst, Fishkill	2004
Standards of Professional Practice - Part C	Appraisal Inst, Fishkill	2004
Standards of Professional Practice - Part C - Parts B & A	Appraisal Institute Upper Hudson-Champlain Valley Chap. Appraisal Institute	2001 1992; 1997
Valuation Analysis & Report Writing	A.I.R.E.A., given at Belmont College, Nashville	1987
Standards of Prof. Prac.	A.I.R.E.A., sponsored by CT Chapter	1986
Case Studies in Real Estate Valuation	A.I.R.E.A., given at Ohio State University	1986
Capitalization Theory & Techniques Parts B & A	A.I.R.E.A., given at Dartmouth College	1985
Basic Valuation Procedures	A.I.R.E.A.	1985

R.E. Appraisal Principle A.I.R.E.A. 1985

MISCELLANEOUS COURSES, CLINICS, AND SEMINARS

<u>Title</u>	<u>Sponsoring Institute</u>	<u>Year</u>
Fundamentals of Separating Real Prop, Personal Prop. & Intangible Bus. Assets	Appraisal Institute, Syracuse	2012
Valuation of High Acreage Residential Properties	Appraisal Institute, Syracuse	2011
Business Practices & Ethics	Appraisal Inst, Utica	2009; 2004
Microsoft Excel for Appraisers: Boot Camp	Appraisal Inst, Latham	2009
Valuation of Conservation Easements	AI & Am. Soc. of Farm Mgrs. & Rural Appraisers	2008
Evaluating Comm. Construction	Appraisal Inst, Goshen	2007
Appr. of Local Retail Property	Appraisal Inst, Fishkill	2007
Case Studies in Comm. H&B Use	Appraisal Inst, Fishkill	2007
Feasibility Analysis, Mkt Value & Investment Timing	Appraisal Inst, Albany	2006
Road Less Traveled: Special Purpose Properties	Appraisal Institute, Fishkill	2004
Mathematically Modeling Real Estate Data	Appraisal Institute, Fishkill	2004
Value & Investment Timing	Mid Hudson Chapter	2002
Litigation Skills for Appraiser - An Overview	Appraisal Institute Mid Hudson Chapter	2002
Case Studies in the Valuation of Upstate NY Real Estate	Appraisal Institute Upstate NY Chapter	2002
Appraising Vacant Land	Appraisal Institute Mid Hudson Chapter	2002
Appr. of Partial Acquisitions	Appraisal Institute	2000
Partial Interest Valuation-Div.	Appraisal Institute	2000
Appraisal of Partial Acquisitions - Course 401	Int'l Right-of-Way Association	2000
The Appraisers Role in Valuation Litigation	Appraisal Institute	1999

MISCELLANEOUS COURSES, CLINICS, AND SEMINARS

<u>Title</u>	<u>Sponsoring Institute</u>	<u>Year</u>
Appraisal of Local Retail Properties	Appraisal Institute	1999
Affordable Housing Valuation	Appraisal Institute	1997
Appraisal of Retail Properties	Appraisal Institute	1995
Appraiser as Expert Witness	Appraisal Institute	1995
Advanced Income Capitalization	Appraisal Institute	1994
Subdivision Analysis	Appraisal Institute	1994
Appr. Regulations of Federal Banking Agencies from the Lender's Perspective	Appraisal Institute	1993
Hotel/Motel Val. & Investment	Appraisal Institute	1992
Val. Of Lease Interests II	A.I.R.E.A., Utica	1990
Val. Of Lease Interests I	A.I.R.E.A., Rochester	1989
Professional Practice	S.R.E.A., Chapter 205	1989
Business Valuation	A.I.R.E.A., Albany	1988
Intro to Commercial Real Estate	Realtors Institute	1984
Real Estate Appraisal	Siena College	1981
Real Estate Finance	Siena College	1980
Principles Real Estate II	Siena College	1980
Principles Real Estate I	Siena College	1979

PARTIAL LIST OF CLIENTS SERVED
GOVERNMENTAL AGENCIES

Albany County
Albany International Airport
Colonie, Town of
Fulton County E.D.C.
Glens Falls, City of
Hoosick, Town of
Mechanicville, City of
Niskayuna, Town of
Queensbury, Town of
Saratoga, City of
Saratoga County
Schenectady, City of
Schenectady, County of

NEW YORK STATE AGENCIES

New York Environmental Conservation
Office of General Services
Job Development Authority
Office of Mental Retardation and
Development Disabilities
Department of Transportation
Schenectady County Metroplex
Urban Development Corp.

INSURANCE COMPANIES

Fort Orange Claims Service
Guardian Life Insurance Co.
Phoenix Life Insurance

GOVERNMENTAL AGENCIES

Troy Rehabilitation &
Improvement Program
United States Postal Service
Watervliet, City of

BANKS/LENDERS

Adirondack Trust Company
Albany Savings Bank
Amsterdam Savings Bank
Bank of America
Bank of Bennington
Bank of New England
Bank of Boston
Bank of NY Mortgage Co.
Bankers Trust Company
Banknorth, N.A.
Berkshire Bank
Central National Bank
Chase Lincoln Bank
Chase Manhattan Bank
Chemical Bank
City Federal Savings Bank
Clocktower Financial Corp.
Cohoes Savings Bank
Crosslands Federal Savings Bank
Evergreen Bank
First American Bank
First Vermont Bank
First Maryland Bank
First National Bank of Glens Falls
First Niagara Bank
Fleet Bank
General Electric Credit Corp.
Glens Falls National Bank
Home & City Savings Bank
Hong Kong Bank
Hudson River Bank & Trust Co.
HSBC
Key Bank of New York
Manufacturers Hanover Bank
Marine Midland Bank
Midland National Bank
NBT Bank, N.A.
National Bank & Trust Co.
Norstar Bank
Northeast Savings Bank
OnBank
Recoll Management Corp.
Resolution Trust Co.
Sibley Mortgage
State Emp. Fed. Credit Union
Troy Savings Bank
Trustco Bank
Union National Bank
Wilber National Bank

LAW FIRMS/LAWYERS

Cooper, Erving, & Savage, LLP
Peter Crummey, Esq.
Paul Kolodziej, Esq.
Bartlett, Pontiff, Stewart & Rhodes
Effron Law Firm
Hacker & Murphy
Hiscock & Barclay
Lemery Greisler
Lombardi, Reinhard, Walsh & Harrison
McNamee Lochner, Titus & Williams
Segel, Goldman, Mazzota & Siegel
Pott & Naviasky
Tabner, Ryan & Keniry
Tobin & Dempf
The Wilcox Law Firm
Whiteman, Osterman & Hanna

CORPORATIONS/INSTITUTIONS

AFL-CIO
APA Transportation
Boy Scouts of America
Child's Hospital
CIB-Geigy
Community Health Plan
Dunkin' Donuts
Empire Paper Company
General Electric/GE Credit
Golub Corp./Price Chopper
KPMG, Peat-Marwick
Knolls Atomic Power Laboratory
McGinn, Smith & Co.
NYS Small Business Development
Niagara Mohawk Power Corporation
NYNEX
OTB Capital District
Salvation Army
Small Business Administration
Troy Record

REALTORS/BUILDERS/DEVELOPERS

Barry, Bette & LedDuke
Blake Realty
British American Development Corp.
Charlew Construction
Coldwell Banker Prime Properties
DCG Development
DePoalo & Son Construction
Dennis Land Development
Fulton County Economic Dev. Corp.
Galesi Group
Gibraltar Management
LaBerge Engineering
CB Commercial Real Estate Board

BANKS/LENDERS

Midland National Bank

SCOPE OF COUNSELING ASSIGNMENTS

Appraisal Review

Condemnation

Feasibility Studies

Highest and Best Use Studies

Investment Analysis

Land Use Studies

Leasehold & Leased Fee Interests

Marketability Studies

Tax Certiorari

Zoning Board of Appeals

TYPES OF PROPERTIES APPRAISED

Adult Care Facilities

Amusement/Theme Parks

Apartment Complexes

Automotive Dealerships

Banks

Bowling Alleys

Condominiums

Distribution

Forest Land

Freezer/Cold Storage

Golf Courses

Heavy Industrial Plants

Hospitals

Hotels

Industrial Parks

Lakefront

Land Development

Manufacturing Facilities

Marinas

Motels

Nursing Homes

Office Buildings

Reservoirs

Residences

Resorts

Restaurants

Retail Establishments

Schools

Shopping Centers

Ski Centers

Subdivisions

Synagogues

Truck Terminals

Vacant Land

Warehouses