

APPRAISAL QUALIFICATIONS OF MELVIN L. CLARK, JR., MAI

EDUCATION

- **B. S. Degree, Civil Engineering; VMI, Lexington, VA**
- **M. S. Degree, School of Government and Business Administration with concentration in Industrial Management; George Washington University, Washington, DC**
- **Real Estate and Appraisal education; Moseley-Dickinson School of Real Estate; Roanoke, VA and The Appraisal Institute; Chicago, IL**

EXPERIENCE

- **Field Engineer; Daniel International , Greenville, SC**
- **Construction Manager; Southwest Construction Company, Roanoke, VA**
- **Director of Facilities Engineering; Stanley Furniture Company, Stanleytown, VA**
- **Director of Quality Control & Consumer Affairs; Stanley Furniture Company, Stanleytown, VA**
- **Vice-President, Purchasing; Stanley Furniture Company, Stanleytown, VA**
- **Consultant Advisor; Blue Ridge Technologies, Martinsville, VA**
- **Owner / Manager; XSNventory, Ferrum, VA**
- **Sales; Collinsville Printing, Inc.; Martinsville, VA**
- **Manager,Transportation Logistics;MW Manufacturers; Rocky Mount, VA**
- **Independent Contractor, Smith & Associates; Roanoke, VA**
- **Real Estate Sales, Thompson Valuation & Consulting,Inc; Roanoke, VA**
- **Managing Member, Clark, Et. Al., LLC; Ferrum, VA**

CERTIFICATION

- **License # 4001 014962**
Melvin Linwood Clark, Jr.
Commonwealth of Virginia
Certified General Real Estate Appraiser
- **License # 0225 055534**
Commonwealth of Virginia
Real Estate Salesperson

PROFESSIONAL ASSOCIATIONS

- **-Captain, US Army Reserve; Transportation Corps, Honorable Discharge**
- **-Former Member, Board of Directors; American Furniture Manufacturers Association, Purchasing & Inventory Management Board**

ORGANIZATIONS

- **Former Chairman, Franklin County Planning Commission; Franklin County, VA, commission member for fifteen years**
- **Former Board Member, Ferrum Water and Sewage Authority,Ferrum, VA**
- **Former Member Engineering Curriculum Advisory Board; Patrick Henry Community College, Martinsville, VA**
- **Former Member Board of Governors, VMI Keydet Club: Lexington, VA**
- **Vice-President, VMI Alumni Association, Roanoke Chapter; Roanoke, VA**
- **Founding Member, Crossroads Ruritan Club; Ferrum, VA**
- **Founding Member, Franklin County Football Club; Rocky Mount, VA**
- **Game Analyst and Play by Play Commentator for High School & College Football / Basketball / Baseball Broadcasts; Gabriel Communications, Rocky Mount, VA**

GENERAL DESCRIPTION OF PROPERTIES APPRAISED

- **Agricultural Property**
- **Apartment Property**
- **Automobile Dealership Property**
- **Distribution Property**
- **Commercial Vacant Land**
- **Commercial/Retail Property**
- **Extended Care Property**
- **Estate Property**
- **Historical Property**
- **Industrial Property**
- **Industrial Vacant Land**
- **Lakefront Property**
- **Manufactured Home Park Property**
- **Marina Property**
- **Nursery/Landscape Storage Property**
- **Office/Warehouse Property**
- **Residential Property**
- **Residential Vacant Land**
- **RV / Campground Sites**
- **River Frontage Property**
- **Shopping Center Property**
- **Special Purpose/Use Property**
- **Subdivision Property**
- **Warehouse Storage Property**

REAL ESTATE AND APPRAISAL EDUCATION OVERVIEW

- **The Appraiser as an Expert Witness: Preparation & Testimony—2015**
- **Condemnation Appraising: Principles and Applications—2015**
- **Timber Property Valuation—2015**
- **Golf Course Property Valuation—2014**
- **VDOT Intro Appraisal Work—2013**
- **Vineyard and Winery Intro—2013**
- **Litigation Skills for the Appraiser—2013**
- **Completion of Virginia Real Estate Brokerage Exam—2012**
- **Fundamentals of Separating Real Property, Personal Property and Intangible Business Assets—2012**
- **National USPAP Update—2014-15**
- **Appraising the Appraisal: Appraisal Review General—2011**
- **Property Obsolescence & Marketability Analysis—2011**
- **General Demonstration Appraisal Report Writing—2011**
- **Advanced Income Capitalization—2011**
- **Advanced Sales Comparison & Cost Approaches—2011**
- **Advanced Applications—2011**
- **General Appraiser Income Approach, Part 2—2010**
- **Business Practices and Ethics—2010**
- **General Appraiser Sales Comparison Approach—2010**
- **General Appraiser Income Approach, Part 1—2010**
- **General Appraiser Report Writing and Case Studies—2010**
- **Real Estate Finance Statistics and Valuation Modeling—2010**
- **General Appraiser Site Valuation & Cost Approach—2009**
- **Stats and Graphs One and Two—2009**
- **General Appraiser Market Analysis and Highest & Best Use—2008**
- **Apartment Appraisal: Concepts and Applications—2008**
- **Historic Property Valuation, Part A—2008**
- **Real Property Analysis Using HP-12C—2008**
- **General Real Estate Appraisal Principles (Fundamentals of Appraisal; Small Residential Income Property; Advanced Residential Appraisal; USPAP, Appraisal Standards & Ethics)—2006 and 2007**

PARTIAL LISTING OF SERVED CLIENTELE

- **Amerisave Mortgage Corporation**
- **BB&T**
- **Bank of America**
- **Bank of Botetourt**
- **Bank of Rockbridge**
- **Essex Bank**
- **First National Bank West Virginia**
- **Franklin Community Bank**
- **Greenlink**
- **MLI Capital Group**
- **National City Mortgage**
- **Primary Residential Mortgage**
- **Sonabank**
- **Stellar One**
- **SunTrust**
- **Title Resolution Services**
- **U. S. Small Business Administration**
- **Valley Bank**
- **Various Attorneys, Corporations and Individuals**
- **Wachovia**
- **Wells Fargo**
- **Wyndham Capital Mortgage**