

**Appendix 'C-2': Qualifications**

**Stephen G. Traub, ASA**  
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 Newburyport, MA 01950  
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**Mass Appraisal Experience**

<b>2001</b>			
2001	Portsmouth, NH Revaluation Monitor	1,300	CLT (now VI
<b>2001 Total</b>		<b>1,300</b>	
<b>2002</b>			
		<b>Parcels</b>	<b>Software</b>
2002	So Portland, ME	1,000	Vision
<b>2002 Total</b>		<b>1,000</b>	
<b>2003</b>			
		<b>Parcels</b>	<b>Software</b>
2003	Greenland, NH	300	Vision
2003	Westbrook, Maine	600	In-House
2003	Tewksbury, MA	500	Vision
2003	Kennebunk ME	500	Vision
<b>2003 Total</b>		<b>1,900</b>	
<b>2004</b>			
		<b>Parcels</b>	<b>Software</b>
2004	Thomaston, ME	200	In-House
2004	Concord NH	1,400	Vision
2004	South Portland, ME	1,000	Vision
2004	Kittery, ME	400	Vision
2004	Falmouth, ME	400	Vision
<b>2004 Total</b>		<b>3,400</b>	
<b>2005</b>			
		<b>Parcels</b>	<b>Software</b>
2005	Augusta, ME	1,000	Vision
2005	Old Orchard Beach, ME	400	Vision
<b>2005 Total</b>		<b>1,400</b>	
<b>2006</b>			
		<b>Parcels</b>	<b>Software</b>
2006	Concord, NH	1,400	Vision
2006	Windham, ME	500	Vision
2006	South Portland, ME	1,000	Vision
<b>2006 Total</b>		<b>2,900</b>	
<b>2007</b>			
		<b>Parcels</b>	<b>Software</b>
2007	Westbrook, Maine	600	Vision
2007	Hudson, NH	500	Patriot
<b>2007 Total</b>		<b>1,100</b>	
<b>2008</b>			
		<b>Parcels</b>	<b>Software</b>
2008	Hooksett, NH,	500	Vision
2008	Hampton Falls	100	Vision
2008	Greenland, NH	200	Vision
2008	Falmouth, ME	400	Vision
<b>2008 Total</b>		<b>1,200</b>	
<b>2010</b>			
		<b>Parcels</b>	<b>Software</b>
2010	Portsmouth, NH	1,400	CLT/Vision
<b>2010 Total</b>		<b>1,400</b>	

2011		<b>Parcels</b>	<b>Software</b>
2011	Keene, NH	700	CLT/Tyler
<b>2011 Total</b>		<b>700</b>	
2012		<b>Parcels</b>	<b>Software</b>
2012	Hudson, NH	500	Patriot
<b>2012 Total</b>		<b>500</b>	
2013		<b>Parcels</b>	<b>Software</b>
2013	Hampton Falls, NH	100	Vision
2013	Kittery, ME	350	Vision
2013	Greenland, NH	500	Patriot
<b>2013 Total</b>		<b>950</b>	
2014		<b>Parcels</b>	<b>Software</b>
2014	Londonderry NH	620	Patriot
2014	Stratham NH	125	Avitar
<b>2014 Total</b>		<b>745</b>	
2015		<b>Parcels</b>	<b>Software</b>
2015	Gorham, ME	305	Vision
2015	Portsmouth, NH	1,500	Vision
<b>2015 Total</b>		<b>1,805</b>	
<b>2001-2015 Parcel Totals</b>		<b>20,300</b>	
<b>Overall Parcel Totals</b>		<b>45,700</b>	

**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
- 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
- Litigation Skills for Appraisers
- 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**

- BA, Social Science

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

**Appraisal Institute** • General 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 (12<sup>th</sup> 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*<sup>™</sup> ([www.propertyvalu.com](http://www.propertyvalu.com)) and *Property Valuation Monitor*<sup>™</sup> ([www.propertyvalu.com/pvm.htm](http://www.propertyvalu.com/pvm.htm)).

**Expert Testimony & Depositions (Past 7+ Years)**

**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