

QUALIFICATIONS OF THE APPRAISER

BILL POWELL, JR., MAI

EDUCATION

BSBA Degree - 1972, Finance & Banking, University of Arkansas, Fayetteville, AR

MBA Degree - 1974, Oklahoma City University, Oklahoma City, OK

Appraisal Institute – Courses & Seminars

- National USPAP Update Course – (2003 thru 2010)
- Online Apartment Appraisal, Concepts & Applications – (12/2008)
- Online Business Practices & Ethics - (11/2008)
- Office Building Valuation: A Contemporary Perspective – (4/2008)
- What Clients Would Like Their Appraisers To Know – (3/2008)
- Forecasting Revenue – (5/2007)
- The Road Less Traveled: Special Purpose Properties – (10/2006)
- Analyzing Commercial Lease Clauses – (9/2006)
- Analyzing Operating Expenses – (4/2006)
- Valuation of Detrimental Conditions in Real Estate – (4/2006)
- Real Estate Investment and Development – (12/2005)
- Subdivision Analysis – (2/2005)
- New Technology for REA: Cool Tools – (12/2004)
- Course 804 – Land Valuation Assignments – (6/2004)
- Introduction to Income Capitalization – (5/2004)
- Scope of Work – (2/2004)
- Separating Real & Personal Property – (8/2003)
- Evaluating Commercial Construction – (11/2002)
- FHA Appraisal Inspection From the Ground Up (09/2001)
- Real Estate Fraud - (2001)
- Appraisal of Local Retail Properties - (2001)
- REITS & the Role of the Real Estate Professional - (2000)
- Regression Analysis in Appraisal - (2000)
- Course 430 – Standards of Professional Practice, Part C – (10/1999)
- The Internet and the Appraiser - (1998)
- The High Tech Appraisal Office - (1997)
- Special Purpose Properties - (8/1996)
- Dynamics of Office Building Valuation - (8/1996)
- Appraising Industrial Properties - (5/1996)
- Appraising Retail Properties - (8/1995)
- Litigation Liability – (5/1995)
- Standards of Professional Practice, Part B – (5/1994)
- Standards of Professional Practice, Part A (USPAP) – (4/1994)
- Subdivision Appraisal and Analysis - (1993)
- Course VI – College of Boca Raton – (1/1980)
- Course II – Memphis State University - (5/1979)
- Course 1-B – Indiana University - (9/1978)
- Course 1-A – Memphis State University - (5/1974)

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EMPLOYMENT

- 7/08 to Present: Senior Advisor/Consultant for C&I Appraisal Services, Inc. Actively engaged in various types of real estate consulting, advisory and appraisal activities.
- 5/91 to Present: Partner/President of C & I Appraisal Services, Inc.
- 7/87 to Present: President of C&I Realty, Inc. Perform various real estate development and brokerage activities.
- 1986 to 6/87: Broker with Crye-Leike Realtors, Inc. Commercial Investment Division.
- 1982 to 1986: Executive V.P. of Mid-South Mortgage Company and President of Mid-South Farm Management Company of Arkansas, Inc.
- 1981 to 1982: Broker with Cushman & Wakefield, Inc. Commercial Real Estate Sales.
- 1978 to 1981: Representative for Northwestern Mutual Life Insurance Company Real Estate Investment Office.
- 1974 to 1978: Vice President, First State Bank – Parkin, Arkansas
- 1972 to 1974: Dunn & Bradstreet, Inc. – Oklahoma City, Oklahoma

LICENSES & AFFILIATIONS

- Member - The Appraisal Institute (MAI) - Certificate #6911
- Broker – State of Tennessee
- Licensed State General Certified Real Estate Appraiser - TN - #CG-281
- Licensed State General Certified Real Estate Appraiser - AR - #CG-0837N
- Licensed State General Certified Real Estate Appraiser - MS - #GA-360

EXPERIENCE

During the course of employment with Northwestern Mutual Life Insurance, Cushman & Wakefield, Mid-South Mortgage, Crye-Leike, C&I Realty, Inc. and C&I Appraisal Services, Inc. I have developed several commercial properties and performed thousands of consultations and appraisals on a variety of property types in the states of Arkansas, Louisiana, Mississippi, Missouri and Tennessee.

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CITIES AND REGIONS SERVED

Tennessee - Memphis, Bartlett, Collierville, Germantown, Cordova, Millington, Covington, Brighton, Arlington, Lakeland, and unincorporated areas of Shelby, Tipton, and Fayette counties.

Mississippi - Southaven, Olive Branch, Horn Lake, Hernando, Walls, and unincorporated areas of DeSoto and Marshall counties.

Arkansas - West Memphis, Marion, and unincorporated areas of Crittenden County.

PROPERTY TYPES APPRAISED

<i>INDUSTRIAL</i>	<i>COMMERCIAL</i>	<i>RESIDENTIAL</i>	<i>SPECIAL USE</i>	
Warehouse	Office	Garden Apartments	Auto Dealerships	Car Washes
Distribution	Retail	High-Rise Apartments	Convenience Stores	Places of Worship
Truck Terminal	Shopping Centers	Section 8 Housing	Health Clubs	Movie Theaters
Office/Warehouse	Medical	Mobile Home Park	Mini-Storage	Schools
Manufacturing	Motels	Subdivisions	Restaurants	Auto Service
Office/Showroom	Free Standing	Vacant Land	Fast Food	
Vacant Land	Grocery Store		Surgical Centers	

PARTIAL CLIENT LIST

ABN AMRO Apartment Listing	EFS Federal Savings Bank	Malco Theatres
AMRESKO Institutional, Inc.	Enterprise National Bank	Met Life
Allstate Insurance Co.	FDIC	Methodist Hospitals of Memphis
American General Life Insurance Co.	F.M. Crump Mortgage Co.	The Money Store
Amsouth Bank	Federal Express	Oakland Deposit Bank
Arlington Community bank	Financial Federal Savings Bank	Peoples Bank
BP Oil Company (Gulf)	First Alliance Bank	PriceWaterhouseCoopers, LLC
Bancorp South	First Tennessee Bank, N. A.	Principal Capital Management, LLC
Bank of America	First Union Bank	Prudential Insurance Company
Bank of Bartlet	First Union Small Business Capital	Peoples Bank and Trust Company
Bank of Tennessee	Firststar Bank	Regions Bank
Berkshire Mortgage Finance	GE Capital Corporation	Sentinel Real Estate Advisors
Brighton Bank	GE Small Business Capital Corp.	Sentinel Pacific Bank
Capital Advisors, Inc.	GMAC Commercial Mortgage	South Trust Bank
Central Park Capital, LP	Heartland Community Bank	Trammell Crow
Commercial Bank & Trust	Heller Financial	Travelers Insurance Co.
Community Bank, DeSoto County	InSouth Bank	Trust One Bank
Community Commercial Bank	International Paper	Trustmark National Bank
Compass Bank	ITT Small Business Finance Corp.	US Bank/SBA Division
Continental Wingate	Laureate Capital	Union Planters National Bank
Cooper Realty Investments	Lehman Brothers	
Deposit Guaranty National Bank	Love Funding	

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