

# QUALIFICATIONS OF THE APPRAISER

## TODD GLIDEWELL, MAI

### EDUCATION

#### **BBA Degree**

- 1986, Real Estate and Insurance, Delta State University, Cleveland, MS

#### **Appraisal Institute – Courses & Seminars**

- Course SPP: Standards of Professional Practice A & B - ('88, '94)
- Course SPP: Standards of Professional Practice C ('99, '01, '05, '06, '08)
- Business Practices and Ethics ('07)
- Course 1A/1: Real Estate Appraisal Principles - ('88)
- Course 1A/2: Basic Valuation- ('88)
- Course 1B/A: Capitalization Theory and Techniques: Part A - ('89)
- Course 1B/B: Capitalization Theory and Techniques: Part B - ('90)
- Course 2-1: Case Studies in Real Estate Valuation - ('92)
- Course 540: Report Writing and Valuation Analysis - ('93)
- Course 800: Separating Real & Personal Property from Intangible Business Assets – ('03)
- Subdivision Appraisal and Analysis - ('93, '05)
- Appraising Retail Properties - ('95)
- Appraising Industrial Properties - ('96)
- The High Tech Appraisal Office - ('97)
- The Internet and the Appraiser - ('98)
- Regression Analysis in Appraisal - ('00)
- REITS & the Role of the Real Estate Professional - ('00)
- Appraisal of Local Retail Properties - ('01)
- Real Estate Fraud - ('01)
- Analyzing Commercial Lease Clauses – ('02)
- Evaluating Commercial Construction – ('02)
- The Emerging Market: Valuation for Financial Reporting – ('03)
- Appraisal Consulting – ('04)
- Land Valuation: Adjustment Procedures & Assignments – ('04)
- Real Estate Investment & Development – ('05)
- New Technology for Appraisers – ('06)
- Forecasting Revenue – ('07)
- Online Internet Search Strategies – ('07)
- Scope of Work – ('07)
- An Introduction to Valuing Green Buildings – ('08)
- Analyzing Distressed Real Estate: Online Seminar – ('09)
- Real Estate Finance, Value and Investment Performance – ('09)
- Appraising Distressed Commercial Real Estate – ('10)

#### **Other Education**

- The Basic Use & Understanding of Marshall & Swift's Computerized Cost Programs - ('88)
- The Basic Use & Understanding of Marshall Valuation Service: Calculator Method - ('88)
- CI 100: Marketing Techniques for Leasing and Selling Commercial Real Estate - ('88)
- Fair Lending and the Appraiser - Seminar, ('94); Bill Rayburn, MAI provider
- Comprehensive Appraisal Workshop - ('98); Ted Whitmer, MAI provider

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### EMPLOYMENT

- 7/08 to Present: Owner/President of C&I Appraisal Services, Inc.; Perform and review property appraisals on many types of commercial and industrial properties; Manage six appraisers and the daily operations of the firm.
- 5/91 to 6/08: Partner/Vice President of C&I Appraisal Services, Inc.
- 6/95 to 6/01: Partner/Manager of Hospitality Appraisal Services, LLC; Managed three appraisers specializing in Hotel/Motel valuation in the continental U.S.; This entity merged with C&I Appraisal Services, Inc. in July '01.
- 2/88 to 5/91: Staff appraiser with Matthews Appraisal Group.
- 1/87 to 2/88: Commercial Real Estate agent and appraiser with Crye-Leike Realtors, Inc.

### LICENSES & AFFILIATIONS

- Member of the Appraisal Institute (MAI) - 8/99 - Certificate 11519
- State General Certified Real Estate Appraiser - TN - 9/91 - CG41
- State General Certified Real Estate Appraiser - MS - 6/91- GA51
- State General Certified Real Estate Appraiser – AR – 4/08 – CG3287N
- Programs Committee - Memphis Chapter of the Appraisal Institute – '09
- Board of Directors - Memphis Chapter of the Appraisal Institute – '02 to '08
- Sponsorship Committee - Memphis Chapter of the Appraisal Institute – '06 & '07
- Public Relations Committee - Memphis Chapter of the Appraisal Institute – '05
- President - Memphis Chapter of the Appraisal Institute – '04
- Vice President – Memphis Chapter of the Appraisal Institute – '03
- Region IX Representative – Memphis Chapter of the Appraisal Institute – '02 and '03
- Government Relations Committee - Memphis Chapter of the Appraisal Institute – '02 & '03
- Leadership Development & Advisory Council of the Appraisal Institute – '03
- Education Chair - Memphis Chapter of the Appraisal Institute – '01 & '02
- Candidate Organization Chair - Memphis Chapter of the Appraisal Institute - '93
- Affiliate Broker State of Tennessee - March, 1987 (Retired)

### CITIES AND REGIONS SERVED

- Tennessee – Memphis MSA including 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.

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### PROPERTY TYPES APPRAISED

<i>INDUSTRIAL</i>	<i>COMMERCIAL</i>	<i>OFFICE</i>	<i>RESIDENTIAL</i>	<i>SPECIAL USE</i>	
Warehouse	General Commercial	Single Tenant	Garden Apartments	Auto Dealerships	Car Washes
Distribution	Retail	Multi-tenant	High-Rise Apartments	Convenience Stores	Places of Worship
Truck Terminal	Shopping Centers	Class A to Class C	Mid-Rise Apartments	Health Clubs	Movie Theaters
Office/Warehouse	Motels	Medical	Section 8 Housing	Mini-Storage	Schools
Manufacturing	Free Standing	Condominium	Mobile Home Park	Restaurants	Auto Service
Office/Showroom	NNN	Vacant Land	Subdivisions	Fast Food	Surgical Centers
Flex	Box Retail		Planned Development		
Storage Yard	Grocery Store		Vacant Land		
Vacant Land	Vacant Land				

### OTHER EXPERIENCE

- Qualified as an expert witness in Shelby County Bankruptcy Courts, Shelby County Divorce Courts, Shelby County Board of Equalization; State of Tennessee Property Tax Appeal Division.
- Consulted with a number of clients on land use, development feasibility, rent/occupancy studies, and other issues.
- President of the Corporate Center Office Park Owner's Association from '94 to '08
- Board Member of the Corporate Center Office Park Owner's Association from '94 to Present

### PARTIAL CLIENT LIST

ABN AMRO Apartment Lending	Cohen Financial	GE Small Business Capital Corp.	Peoples Bank
Allstate Life Insurance Co.	Column Financial	GMAC Commercial Mortgage	Pfizer
American General Life Insurance Co.	Commercial Bank & Trust	Heller Financial	PriceWaterhouseCoopers, LLC
American Equity Investment Life Ins.	Community Bank, DeSoto County	Independent Bank	Principal Capital Management, LLC
American Fidelity Insurance Co.	Community Commercial Bank	ING USA Annuity	Prudential Insurance Company
AmSouth Bank	Compass Bank	InSouth Bank	Pulaski Bank
Applebees International	Continental Wingate	Interbay Funding	PVC Murcor
Arlington Community Bank	Cooper Realty Investments	International Paper	RBC Centura Bank
Auto Zone	Covenant Bank	ITT Small Business Finance Corp.	Regions Bank
BP Oil Company (Gulf)	EFS Federal Savings Bank	Jones Lang Lasalle	Renasant Bank
BancorpSouth	Enterprise National Bank	Lasalle Bank	Sentinel Real Estate Advisors
Bank of America	Equitable Life Insurance Co.	Legg Mason	Shelter Insurance Co.
Bank of Bartlett	Exxon/Mobile	Lehman Brothers	Silver Hill Financial
Bank of Fayette County	FDIC	Love Funding	Southern Pacific Bank
Bank of Jonesboro	F.M. Crump Mortgage Co.	Malco Theaters	SouthTrust Bank
Bank Tennessee	Fidelity National Bank	MemphisFirst Bank	St. Francis Hospital
Baptist Memorial Hospital System	Federal Express	Merchants & Farmers Bank	St. Jude Hospital
Bayview Financial	Financial Federal Savings Bank	Mercury Real Estate Services	Stancorp Mortgage Investors
Berkshire Mortgage Finance	First Alliance Bank	Merrill Lynch	Summit Business Capital
Bridger Commercial Funding	First Bank	Met Life	Time Warner
Brighton Bank	First Citizens National Bank	Morgan Stanley	Trammell Crow
Brother International	First Security Bank	Methodist Hospitals of Memphis	Travelers Insurance Co.
California Bank & Trust	First State Bank	The Money Store	Trust One Bank
Capital Advisors, Inc.	First Tennessee Bank, N.A.	Munford Union Bank	Trustmark National Bank
Capital Bank & Trust	First Trust Bank	Nashoba Bank	UBS Warburg
Central Park Capital, LP	First Union Bank	Oakland Deposit Bank	U.S. Bank
Chrysler Realty Corp.	First Union Small Business Capital	Paragon National Bank	Wachovia
Citizens Bank	GE Capital Corporation	Patriot Bank	Walgreens

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