

APPRAISAL PROJECT MANAGEMENT

BACKGROUND

Managing a valuation project consists of retaining experts, training and consultation, coordination of appraisal activities, monitoring the progress of the services being provided and assisting with trial preparation.

Valuation projects often require services from many experts across multiple jurisdictions and geographic areas. Retaining a sufficient number of qualified experts for a project requires an analysis of the Project details and an understanding of the relevant technical issues. The valuation of permanent and temporary easements and their impact on remainder properties is a specialized area of real estate appraising.

Not all appraisers are capable of providing reliable opinions in easement Projects. Not all appraisers are experienced in the process of researching and extracting easement market data to support credible final opinions. Therefore, a thorough screening process and consulting program for your real estate valuation experts is critical to the success of your acquisition

Project. Becoming aware of your valuation expert's deficiencies during the discovery phase of a trial is too late. Retaining qualified and experienced valuation experts at the onset of your Project is essential to the success of your acquisition efforts. Mr. Batis is qualified to assist you with this process.

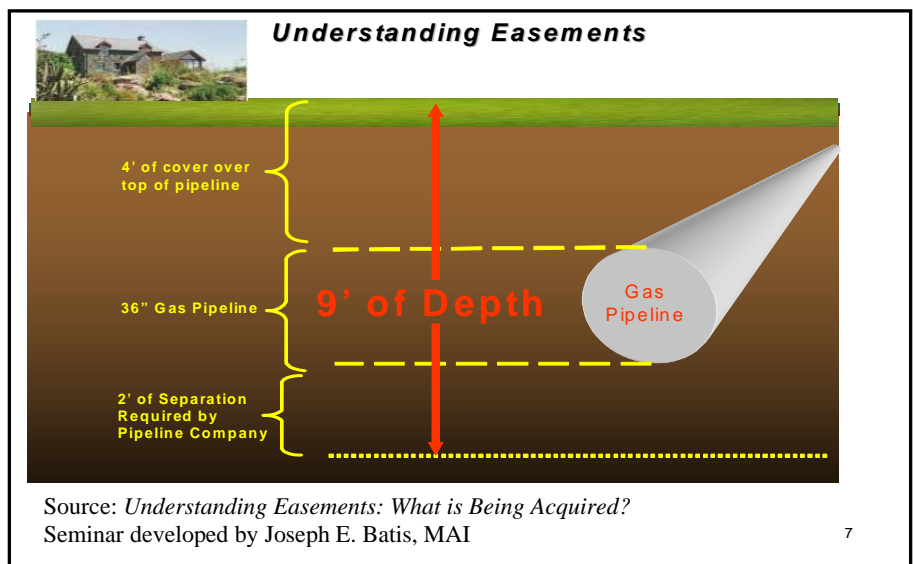
CONSISTENCY

One of the most important issues of a large-scale, multi-jurisdictional acquisition project is the need for consistency amongst valuation experts. While every appraiser must be independent, objective and refrain from being an advocate for his client, each appraiser must understand the proper techniques and methodology required for the assignment. Formal training, consultation and guidance in these areas will reduce the prospect of appraisers offering conflicting testimony regarding the industry-accepted approach for valuing easements and measuring the impact to remainder properties.

TRAINING AND CONSULTATION

Mr. Batis has developed and taught two seminars addressing valuation issues of easements and remainder properties. Sponsored and promoted by the Appraisal Institute, these seminars (*Understanding Easements: What is Being Acquired?* and *Developments and Easements - Can They Co-Exist?*) cover from beginning to end the process of preparing credible valuation reports for properties impacted by easements.

The two seminars provide a practical and real world approach to identifying relevant issues, understanding the scope of an easement, recognizing the impact of the easement to existing and potential property uses, and measuring the impact through reliable market data. The seminars focus on avoiding the pitfalls of speculation while analyzing market data.



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TRAINING AND CONSULTATION

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As the valuation coordinator and manager of your Project, Mr. Batis will use the seminars' reference materials as a guide for consulting your valuation experts. The two day offering of the seminar program can be presented to a team of appraisers or can be presented online using web-conferencing.

Upon completion of the presentation, your valuation experts will have the tools and resources necessary to competently complete the valuation assignment.

MONITORING PROGRESS AND COMPLIANCE

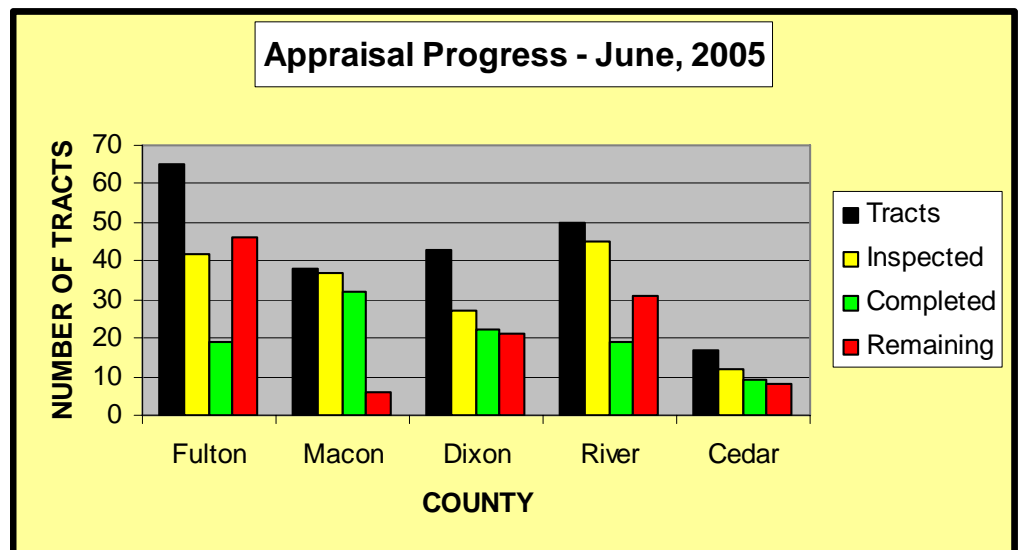
Part of the professional services offered by EDWARD J. BATIS & ASSOCIATES, INC., includes monitoring the progress of your valuation experts.

Your Project's success requires the timely completion of valuation services in compliance with applicable industry standards. Our monitoring program is designed to meet the needs of your Project. In order to provide accurate and current status reports of the valuation experts' progress, meetings, web conferences and field inspections with your experts will be scheduled.

is experienced and capable of reviewing appraisals and providing counsel with reports summarizing the strengths and weaknesses of each report.

LITIGATION SUPPORT

Litigation support is one of the most important and beneficial aspects of our management and coordination services.



REVIEW APPRAISAL SERVICES

Appraisals prepared for use in trial need to be reviewed for content, support and compliance with applicable standards. Normally the reviews can be done without inspecting the appraised property or the comparable market data. Depending upon the circumstances of a particular case or property, a more detailed review (including documentation verification) may be warranted. Our staff

Highly trained and trial-experienced staff members are able to participate in assisting counsel with developing direct and cross examinations and identifying key valuation issues that could have a significant impact at trial. Witness preparation, review of file documents produced during discovery and preparation of effective exhibits for trial are additional services available to assist counsel.