



PROFESSIONAL QUALIFICATIONS OF DEREK A. HANLEY

Real Estate Appraiser & Consultant

BUSINESS BACKGROUND

Maine Valuation Company. (*Partner, 1998 - present*) An independent commercial real estate appraisal, review and consulting firm providing a comprehensive range of professional valuation products and services throughout Maine. Mr. Hanley provides valuations on a wide variety of commercial real estate properties and is available for expert testimony. Derek is a Partner and operates a satellite office in Cumberland, Maine

Gosline + Company, Gardiner, Maine. (*Affiliate/ Staff Appraiser, 1993 - 1998*) Conducted independent fee appraisals of commercial, industrial and investment grade real estate for corporate and private clients, financial institutions, state government, municipal government and nonprofit organizations. Also provided field work, data collection, analysis and report writing functions in support of various valuation projects.

Julia Bell, Waltham, Massachusetts. (*Operations Manager, 1988 - 1993*) Managed all operational and administrative activities of a small family owned publishing company. Responsibilities included overseeing and/or handling import/export operation, distribution, order entry, invoicing, sales commissions, payroll/taxes, inventory control and purchasing, quality control, credit and collections, bookkeeping and customer service.

KPH Painting Company, Cambridge, Massachusetts. (*Manager/Partner, 1986 - 1988*) Marketed and sold the services of this painting and renovating company, developed estimates and prices, presented proposals, negotiated contracts and handled all bookkeeping, supervised crews at job sites as hands-on manager.

Bank of Boston, Boston, Massachusetts. (*Customer Service Representative, 1985 – 1986*) Responsible for numerous tasks in a highly active branch operation inclusive of branch opening and closing, selling and cross-selling bank products and services, and handling customer problems and/or complaints, provided on-the-job training to new hire CSRs and Tellers.

SCOPE OF EXPERIENCE

Numerous appraisal, review & consulting assignments on a variety of property types throughout Maine, including but not limited to:

- Retail Shopping Centers
- Residential Multi-Family Projects
- Mixed-Use Commercial Properties
- Office Buildings
- Industrial Properties
- Special Purpose Properties
- Automotive
- Restaurants
- Land/New Construction
- Recreational
- Partial Interests
- Institutional
- Hospitality Properties
- Residential
- Strip, Neighborhood, Community, Outlet;
- Apartment Projects – 6 to 100 Units;
- All types: Retail/Office/Apartment to Campground/Truck Repair Garage
- Medical, Professional; Branch Bank, Owner-Occupant & Investment Grade;
- Manufacturing, Warehouse, Distribution, Mills, etc;
- Self-Storage, Parking Garage, Poultry Processing Plant; etc
- Service Stations, Dealerships, Car Wash, Mini-Lube, C-Stores; Gas & Service;
- Independent, Ethnic, Fast Food;
- Lots, Acreage, Subdivisions, Development Projects, Waterfront;
- Bowling Center, Campground; Golf Courses;
- Undivided partial interest in realty;
- Post Offices, College Facilities;
- Inns, Motels; etc
- Single Family, Oceanfront, Two to Four Family;

CLIENT SERVICES & VALUATION PRODUCTS

The purpose of valuation services typically involves: purchase and sale agreements; mortgage financing; collateral evaluation; estate settlement; ad valorem taxation; mediation/arbitration; valuation of leased fee/leasehold interests; insurable value/ replacement cost studies; feasibility, marketability, and highest and best use analyses for evaluation & planning purposes. Client services and valuation products consist of *Commercial Real Estate Appraisals and Reports*; due diligence/research studies; and private consultation. Computer literacy in ARGUS, Word, Excel, enhances the analytical and reporting service to clients. Professional service has been provided to numerous financial institutions, governmental agencies, insurance companies, corporations, lawyers, estates and private individuals.



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REAL ESTATE EDUCATION

Derek A. Hanley is a Summa Cum Laude graduate of Bentley College at Waltham, Massachusetts with a B.S. degree in Finance. He completed various courses including Business Law, Finance, Marketing, Management, Accounting and Economics courses. Real estate appraisal courses successfully completed to date include:

- *Appraisal Principals*, Appraisal Institute Course #110
- *Appraisal Procedures*, Appraisal Institute Course #120
- *Basic Income Capitalization*, Appraisal Institute Course #310
- *Advanced Income Capitalization*, Appraisal Institute Course # 510
- *Standards of Professional Practice, Part A*, Appraisal Institute Course #410
- *Standards of Professional Practice, Part B*, Appraisal Institute Course #420
- *Standards of Professional Practice, Part C*, Appraisal Institute Course #430
- *Business Valuation (parts 1 & 2)*

Numerous seminars on appraisal methodology, techniques, and regulations have also been attended, such as:

- *Business Valuation*
- *Appraiser as Expert Witness*
- *Valuing Special Purpose Properties*

PROFESSIONAL AFFILIATIONS

- General Associate Member of the Appraisal Institute
- Maine Chapter of the Appraisal Institute
- State of Maine Certified General Appraiser, #CG 1058

