



PROFESSIONAL QUALIFICATIONS OF MARC R. GOWDY

Commercial Real Estate Appraiser & Consultant

◆ BUSINESS BACKGROUND

Maine Valuation Company. (2019-Present) An independent commercial real estate appraisal, review and consulting firm providing a comprehensive range of professional valuation products and services throughout Northern New England.

People's United Bank. (2012-2018) Senior Commercial Review Appraiser employed in Risk Assessment Division of regional bank. Responsible for ordering suitable appraisal products for CRE loans. Worked with bank staff of 60+/- lenders and 30 +/- independent appraisers to facilitate commercial loans ranging from \$250K to \$50mil.

Maine Valuation Company. (2010-2012) An independent commercial real estate appraisal, review and consulting firm providing a comprehensive range of professional valuation products and services throughout Northern New England.

Gowdy & Associates. (2006-2009) Independent commercial real estate appraisal business specializing in appraisal of land, including industrial and commercial parcels, residential subdivisions, residential condominium projects and land to be encumbered with conservation easements and restrictions.

Gowdy & Farrell, Inc. (1999-2006) Owner and partner in a real estate consulting and development business engaged in real estate brokerage, residential land development and commercial real estate appraisal. Participated as partner in 19 land development projects creating a total of 367 residential lots and/or approvals for condominium units.

The Kane Company. (1996–1999) Licensed real estate broker in Maine and New Hampshire. Specialized in locating and listing for sale parcels of land for retail, office or residential development.

Gowdy & Associates. (1989-1995) Owner and operator of independent commercial real estate appraisal business specializing in appraisal of land, including industrial and commercial parcels, residential subdivisions, residential condominium projects and land to be encumbered with conservation easements and restrictions.

Barwick Property Services. (1984–1988) General Manager/Co-owner of Barwick Property Services specializing in real property appraisal and environmental consulting. Also president of Barwick Realty, a full service real estate brokerage company serving the southern Maine and New Hampshire seacoast area.

LandVest, Inc. (1981-1984) Project manager primarily responsible for real estate appraisal including farmland, forestland, residential development projects and commercial and industrial land and buildings. Project coordinator for packaging and marketing of land oriented partnerships in northern New England.

◆ SCOPE OF EXPERIENCE

Numerous appraisals, review & consulting assignments on a variety of property types in Maine, New Hampshire, Massachusetts and Vermont, including but not limited to:

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| ➤ Retail Shopping Centers | • Strip, Neighborhood, Community, Outlet; |
| ➤ Hospitality Properties | • Hotels, Motels, Bed & Breakfast, Inns; |
| ➤ Residential Multi-Family Projects | • All types of Mixed-Use properties; |
| ➤ Office Buildings | • Medical, Professional; Owner-Occupant & Investment Grade; |
| ➤ Industrial Properties | • Manufacturing, Warehouse, Distribution, Trucking Terminals, etc; |
| ➤ Special Purpose Properties | • Self-Storage, Churches, Recreational, Institutional, etc; |
| ➤ Elderly Care Facilities | • Nursing Homes, Assisted Living, etc; |
| ➤ Automotive | • Dealerships, Car Wash, Mini-Lube, C-Stores w/ Gas; |
| ➤ Restaurants | • Independent, Chain, and Franchise; |
| ➤ Land/New Construction | • Lots, Acreage, Subdivisions, Development Projects, etc. |



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◆ CLIENT SERVICES & VALUATION PRODUCTS

The purpose of professional valuation services typically involve: purchase and sale agreements; mortgage financing; collateral evaluation; estate settlement; 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; SR#3 Appraisal Review Reports for USPAP & regulatory compliance and client evaluation; due diligence/research studies; and private consultation. Computer literacy in ARGUS, Word, and 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.

◆ EXPERT WITNESS

Marc has qualified as an expert witness in Real Estate Valuation before the York County Superior Court in the State of Maine; and the Strafford and Rockingham Counties Superior Court in New Hampshire.

◆ REAL ESTATE EDUCATION

Marc R. Gowdy, is a cum laude graduate of the University of New Hampshire with a BS degree in Forest Management. He attended the University of New Hampshire at Durham for his undergraduate degree and Bentley College in Massachusetts, Lindenwood College in St. Louis and UMO campuses in Portland and Orono, Maine for various Business, and Real Estate related courses with a focus on real estate valuation, real estate brokerage and real estate law. Real estate appraisal courses successfully completed to date include:

- ❑ **Standards of Professional Appraisal Practice**, *Appraisal Institute*
- ❑ **Uniform Appraisal Standards for Federal Land Acquisitions**, *Appraisal Institute*
- ❑ **Appraising Conservation Easements**, *Appraisal Institute*
- ❑ **Liquidation Valuation**, *American Society of Real Estate Appraisers*
- ❑ **Partial Interest Valuation – Divided**, *Appraisal Institute*

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

- *Appraising Environmentally Contaminated Properties*
- *Valuation of Wetlands*
- *Small Business Valuation*
- *Capitalization Theory and Techniques*
- *Avoiding Bankruptcy*
- *The Appraiser as an Expert Witness*
- *Health Care & Retirement Appraisals*
- *The Appraisal of Special Use Properties*
- *Hydric Soil Using Soil Taxonomy*
- *Waste Disposal/Soil Impacts*
- *Business Valuation/Nursing Homes*



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◆ PROFESSIONAL AFFILIATIONS

- *Maine Board of Real Estate Appraisers, Maine Certified General Appraiser, # CG-35 (1991+)*
- *New Hampshire Board of Real Estate Appraisers, New Hampshire Certified General Appraiser, # CG-81 (1991+)*

◆ PARTIAL CLIENT LIST

*Androscoggin Savings Bank
Banknorth N.A.*

Bank of America

Bank of Boston

Bangor Savings Bank

Bear Paw Land Trust

Bernstein Shur Sawyer & Nelson

Biddeford Savings Bank

Butler Bank

Camden National Bank

Chittenden Bank

Citizens Bank

Civil Consultants

Coastal Bank

Commonwealth of Massachusetts

FleetBoston Financial

Fleet Financial Group

Fleet Investment Services

Gorham Savings Bank

Great Works Land Trust

Kennebunk Savings bank

Kennebunk Land Trust

Key Bank of Maine

KeyCorp

Kittery Land Trust

Law Office of Mark Kearns

Law Office of Stephen Tober

Law Office of Orr and Reno

Maine Bank & Trust Company

Maine Coast Heritage Trust

Maine Department of Conservation

Maine State Housing Authority

Northeast Bank, FSB

Norway Savings Bank

Ocean National Bank

Peoples Heritage Bank

Peoples United Bank

Pierce, Atwood and Scribner

PNC, Bank

Resolution Trust Company

Rite Aid Corporation

S.A.D.#35

Small Business Administration

Southeast Land Trust of New Hampshire

The Nature Conservancy

The Town of Northwood, New Hampshire

The Town of South Berwick Maine

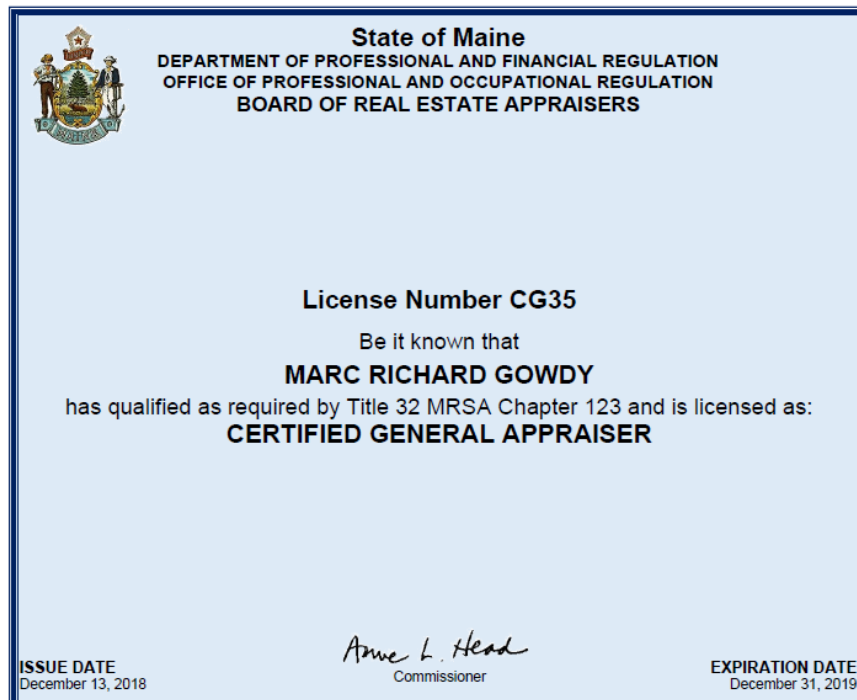
The Town of Rye New Hampshire

The Town of Wells, Maine

The Trust for Public Land

Three Rivers land Trust

US Fish and Wildlife Service





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State of New Hampshire
REAL ESTATE APPRAISER BOARD
APPROVED TO PRACTICE AS AN
Certified General Appraiser
ISSUED TO: MARC R GOWDY



NHCG-81

EXPIRATION DATE:
11/30/2020