

## QUALIFICATIONS OF APPRAISER

**RICHARD VANDER WERFF, MSA, CAI**

**CERTIFIED GENERAL REAL PROPERTY APPRAISER  
CERTIFIED TO PRACTICE IN IOWA, MINNESOTA, NEBRASKA, &  
SOUTH DAKOTA**

## EMPLOYMENT STATUS & MEMBERSHIPS

President, Vander Werff and Associates, Inc., 215 Main, Sanborn, Iowa Company established in 1972, handles appraisals, auctions, and real estate sales in Iowa, Minnesota, South Dakota, Nebraska, and other states by Reciprocity.

Vander Werff and Associates completed over 600 appraisals in 2009 (7 appraisers). Appraisals include commercial, agricultural, chattel, residential, and business.

Certified General Real Property Appraiser - received designation December 1991. (Certified to practice in Iowa, Minnesota, South Dakota, and Nebraska.)

Member of National Association of Master Appraisers - has received Master Senior Appraiser (MSA) designation, Iowa NAMA Past President; Iowa Chapter NAMA Newsletter Editor

Past President of National Association of Master Appraisers (NAMA)

National Chairman - Farm and Land Committee - NAMA 1998-2004

Chair Person Ethics Committee, National Association of Master Appraisers, 2000-2005

Member National Association of Independent Fee Appraisers

Associate Member of American Society of Farm Managers and Rural Appraisers

Associate Member of Appraisal Institute

Member of Realtors Land Institute (formerly Farm and Land Institute)

Member of National and Iowa Association of Realtors

Member of National and Iowa Auctioneer's Association

Certified Auctioneer's Institute (CAI) designation

Recipient Marvin T. Deane Award of Excellence 1999

Iowa Appraisal Advisory Council - Finance Committee

Allied Member Iowa Funeral Directors Association (IFDA)

Member of Iowa Cattleman's Association

## APPRAISAL EDUCATION

In accordance with FIRREA regulations of 1989 concerning appraisal certification, has successfully completed 165 hours of extended appraisal education, demonstrated a minimum of 2,000 hours of appraisal experience, and successfully completed the state General Real Property Appraisal Examination for the Iowa Certified General Real Property Appraiser License

Successfully completed the following courses to receive Master Senior Appraiser (MSA) designation from National Association of Master Appraisers: Principles of Appraisal, Practice of Appraisal, Narrative Appraisal Report (Residential), Farm & Land Appraisal, Commercial Appraisal, and Advanced Commercial Appraisal (Sample appraisals)



**Auctions**



**Appraisals**



**Real Estate**

**Professional  
Service  
Since 1972**

submitted to receive designation)

Attended and successfully completed: Introduction to Real Property Valuation, Courses I and II sponsored by the American Society of Appraisers

Attended and successfully completed: Introduction to Real Property Valuation, Courses I and II by Dr. Robert Suter

Attended and successfully completed 15-hour USPAP course with annual updates (Lincoln Graduate Center)

Attended and successfully completed numerous 1-day and 2-day appraisal seminars including Review, Environment, Livestock Units, Commercial, and other

Attended and successfully completed: Iowa State University Annual Farm Management and Rural Appraisal Seminars

Attended and successfully completed: All appraisal courses held in conjunction with Courses I, II, and III of the Certified Auctioneers Institute, Indiana University, Bloomington, Indiana

Attended numerous one-day appraisal seminars sponsored by the Iowa Association of Realtors, National Association of Master Appraisers, American Society of Farm Managers and Rural Appraiser, and others

Attended and successfully completed: Business Valuation, Course I, Richard Reece, Instructor - Course taken through Des Moines Area Community College in conjunction with Lincoln Graduate Center

Attended and successfully completed the course "Principles of Condemnation Appraisal" - Des Moines Area Community College.

Attended and successfully completed the USPAP Update courses in 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008

Attended and successfully completed update on commercial appraising – 2004, 2005

Instructed farm and agriculture appraising class – 2004, 2005

Course participant – Farmer Mac Appraisal Prep Class, St. Louis, MO – Instructor W. David Snook, FASA

Course participant - 8-hour *UNIFORM APPRAISAL STANDARDS FOR FEDERAL LAND ACQUISITIONS* (Yellow Book) Seminar held on the campus of Iowa State University at Ames, Iowa, September 11, 2006. Instructor: Scott Seely.

Attended and successfully completed the course "Scope of Work and Appraiser Due Diligence Course), June 2007

Course participant in 2008 USPAP update – January 8, 2008

Course participant in Effective Report Writing (14 hours) March 28/29, 2008

Attended and successfully completed 8-hour "Fannie Mae Today, No. 116" on April 3, 2009.

Attended and successfully completed "Appraising Distressed Commercial Real Estate" by the Appraisal Institute and sponsored by the Professional Appraisers Association of South Dakota, given in Chamberlain, SD. January 20, 2010

Attended and successfully completed 2010 USPAP Update Course, by Franklin Educational Institute, sponsored by Vander Werff and Assoc. Inc given in Sanborn, Iowa. January 21, 2010

## REPRESENTATIVE SAMPLING OF PAST EXPERIENCES

### COMMERCIAL APPRAISALS

#### **Educational, Churches:**

Western Christian High School, Hull, Iowa with 107,482 square feet; numerous church appraisals completed in various communities and counties throughout Iowa and other locales.

#### **Elevators Feed Mills, Other Agricultural Related:**

Grain elevator facilities and processing facilities in numerous communities including Chariton, Iowa; Melrose, Iowa; Conrad, Iowa; Emmetsburg, Iowa; Sanborn, Iowa; Sheldon, Iowa; Ellsworth, Iowa; Sutherland, Iowa; Primghar, Iowa; Hartley, Iowa; Le Mars, Iowa; Holstein, Iowa; Marcus, Iowa; Inwood, Iowa; Greenfield, Iowa; rural Emmet County, Iowa; Nemaha, Iowa; Galva, Iowa; Osage, Iowa; Marshalltown, Iowa; Hospers, Iowa; Paullina, Iowa; Granville, Iowa; Sioux Center, Iowa; Hull, Iowa; Rock Valley, Iowa and Humeston, Iowa; Lester, Iowa; Ellsworth, Iowa; Remsen, Iowa; Sheldon, Iowa; Ireton, Iowa; Adrian, MN; Elk Point, South Dakota; Alcester, South Dakota; Blair, Nebraska; Worthington, MN; Postville, IA. These appraisals included feed mill, agronomy, grain elevator, fertilizer facilities – some with rolling stock; Linn Grove Chicken Hatchery, 130,848 SF; Boyden Feed, Boyden, Iowa; MixRite, Sioux Center, Iowa. Largest feed mill complex completed: 250-ton per hour capacity in Grinnell, 225-ton per hour, Dual Line Northwest Iowa.

#### **Ethanol and Bio-Diesel Facilities:**

Ethanol and bio-diesel facilities in various Iowa counties; Bison Renewable Energy (methane digester facility in Sioux Center, Iowa); bulk fuel facilities.

#### **Funeral Homes:**

Rich Vander Werff has been appraising funeral homes for approximately the last 12 years. Rich has extensive experience in the appraisal of funeral homes. Funeral home appraisals have been completed by him in Iowa, South Dakota, Nebraska, Minnesota, Kansas, Missouri, New York, Colorado and Wyoming. The funeral home appraisals have been completed for a variety of reasons including lenders utilizing them for loan collateral evaluation purposes, some in conjunction with Small Business Administration financing and/or other guaranteed loans. Some appraisals have been completed for estate purposes in the case of an owner's death. Some have been completed for the dissolving of partnerships, establishing values for the transfer of stocks, establishing sale price, establishing purchase price, insurance purposes, stock ownership transfer for family members, as well as other reasons. The funeral home appraisals have included real estate only, "going concerns" including real estate, furnishings, vehicles, casket, urn and/or other inventory, as well as intangibles, business only – that is, the intangibles only, as well as various combinations of the above. Appraised over 25 funeral homes in 2009.

#### **Hospitals, Care Centers, Assisted Living, Other Healthcare Related:**

Hilltop Care Center, Spirit Lake, Iowa, 137-bed nursing facility; Prairie View Leasing Corporation, Sanborn, Iowa - appraisal was for 73-bed nursing home, 18-unit independent living facility and 16-unit Alzheimer's unit including all chattel property; Village Northwest Unlimited, Sheldon, Iowa - appraisal of complete handicap care facility with dorms and support facilities; Baum Harmon Hospital, Primghar, Iowa including Kids Kampus Daycare Center and Ohme Medical Clinic, real estate and equipment; Apple Valley Assisted/Independent Living facility, Osage, Iowa;

Heartland Heights Independent Living facility, Sibley, Iowa; Sheffield Care Center, Sheffield, Iowa; Good Neighbor Home, Ackley, Iowa; Sunset Knoll, Alta, Iowa; Buena Vista County Care Facility, Storm Lake, Iowa; Prairie View Complex, Sanborn, Iowa; numerous other assisted/independent living facilities; dental clinics; chiropractic clinics, optometric clinics, dialysis unit, medical clinics; Orange City Health Systems; Hegg Memorial Health complex in Rock Valley, IA; independent living facility, Clarion, IA.

**Hotels, Motels, Recreational:**

The Ranch Amusement Park, Okoboji, Iowa; non-franchise motels/hotels; La Quinta Inn, Fargo, North Dakota; The Lodge, Forest City, Iowa; AmericInns in Spencer, Iowa, Albert Lea, Minnesota; Stuart, IA; Amerihost Motels; Holiday Inn Express Hotels & Suites in Sioux Center, Sheldon, Iowa, and Albert Lea, Minnesota, Econo-Lodge motels in several communities; Super 8 Motels in Worthington, Minnesota, Spirit Lake, Iowa, Spencer, Iowa, Sheldon, Iowa, St. James, Minnesota, New Ulm, Minnesota, Clear Lake, Iowa, Storm Lake and Cherokee, Iowa; numerous golf course appraisals including golf courses in Elk Point, South Dakota, Garner, Iowa, Estherville, Iowa, Iowa Great Lakes region, Sioux Center, Iowa, Sioux City, Iowa, and Council Bluffs, Iowa; Boji Bay, Inc., The Annex and Mini Golf in Sioux City, Iowa; 5,000-6,000 person total capacity water park; Parks Marina, Okoboji, Iowa; numerous bowling and entertainment centers in Iowa, Minnesota and South Dakota; Echo Valley Speedway, West Union, Iowa; Union Prairie Horse Arena, Allamakee, Iowa; Manning Heritage Foundation/Hausbarn, Manning, Iowa; gymnasiums/rec centers.

**Manufacturing, Warehouses, Ready Mix Plants:**

Rosenboom Manufacturing, 250,000 SF manufacturing facility; NOBL Labs Veterinary Medicine Building; Den Hartog Industries, Hospers, Iowa - a 25-building, light manufacturing facility with over 200,000 square feet; numerous mini-storages; Tru-Serv 520,000 SF warehouse in Brookings, South Dakota; Dynamic Engineering manufacturing building in Watertown, South Dakota; well over 75 ready mix concrete plants in Iowa, South Dakota and Nebraska; Mauer Manufacturing, Spencer, Iowa; Jack Links Beef Jerky, 275,000 square feet distribution center, Laurens; Demco Manufacturing, Boyden, Iowa and Foreign Candy Company, Hull, Iowa. Appraisals have included processing plants, assembly plants, full manufacturing facilities, distribution warehouses and storage warehouses. Representative sampling of communities include: Sioux City, IA; Sioux Falls, SD; Worthington, MN; Albia, IA; Dubuque, IA; Lakefield, MN; Clear Lake, IA; Spencer, IA; Nevada, IA; Keokuk, IA; Grundy Center, IA; Belle Plaine, IA; West Liberty, IA, as well as numerous other Iowa, South Dakota, Nebraska and Minnesota communities.

**Processing Plants:**

Biovance, 62,000-ton annual output, value added processing plant – Oskaloosa, Iowa; numerous meat processing facilities including poultry, pork, beef with facilities appraised located mostly in Iowa, South Dakota and Nebraska; representative sampling: All States Quality Foods, L.P., Charles City, Iowa; Iowa Turkey Processors, Postville, Iowa; Iowa Premium Pork, Hospers, IA; meat processing plant appraisals have included further process only, as well as slaughter with further processing; commercial cold storage facilities; food grade processing plants in Le Mars, IA, Grinnell, IA and others. Representative sampling of communities included: West Liberty, IA; Wellsburg, IA; Charles City, IA; Keota, IA; Ackley, IA; Decorah, IA; Sigourney, IA; Sheldon, IA; Hospers, IA; Postville, IA; Schleswig, IA; Orange City, IA, Estherville, IA. And Alcester, SD.

**Retail, Office, Restaurants, Convenience Stores, Other Service-Related:**

Southtown Foods, 22,694 SF grocery (retail) commercial; Okoboji Boats 100,000 SF

sales/service/storage facility; Joyce's Foods, 20,084 SF grocery retail commercial; Fullerton Lumberyards in 15 locations in Iowa, South Dakota, Minnesota, Nebraska and Wisconsin; numerous big box retail appraisals throughout Iowa, Minnesota, South Dakota and Nebraska; numerous office facilities in Iowa, South Dakota, Nebraska and Minnesota; car washes; numerous convenience stores and truck stops throughout Iowa, Minnesota, South Dakota and Nebraska. Recent appraisals of "C" stores include the new Sheldon Plaza, Sheldon, Iowa – a Cenex "C" store with McDonalds fastfood restaurant; the Cooperative Energy facility in Sibley, Iowa - truck stop, Dows Travel Center Truck stop in Dows, Iowa, "C" store and Subway fastfood restaurant; restaurant appraisals including Hardees, Dairy Queen, Subway, McDonalds, KFC, Taco Bell, Taco Johns, Pizza Hut, Godfathers, Pizza Ranch, Perkins Restaurants, Culver's Restaurants, Applebee's, franchise Bar-B-Que restaurants, Burger King, Long John Silvers and others in numerous communities throughout Iowa, Minnesota, South Dakota and Nebraska. Additional restaurants include sit-down restaurants, supper clubs, lounges and other. (These appraisals have included real estate, equipment and businesses). Other appraisals have included Laundromats, dry cleaning facilities, automotive dealerships, farm equipment dealerships, service shops, boat marinas, motorcycle sales, daycare centers, greenhouses, photo studios, post offices, bars/lounges, Mexican restaurants, community plazas, regional malls, Goodwill Industries, truck sales/service centers, veterinary clinics.

**Miscellaneous:**

Tri-State Livestock, Ltd., Livestock sales auction facility, Sioux Center, Iowa; livestock auction in Kalona Sale Barn, Watertown, SD Livestock Auction Facility; Huron, South Dakota Livestock Auction facility; Livestock Collection Stations in South Dakota and Iowa; rail car repair facility, Sioux City, IA; golf courses, golf course with dome, gravel quarries, mobile home parks, movie theaters, museums, automobile, farm equipment, truck sales and service.

**Business Appraisals:**

Have completed well over 100 business appraisals in past five years. Businesses include: auto dealership, retail, warehouse, insurance agencies, funeral homes, car washes, restaurants, lounges, chiropractic clinics, fastfood restaurants, auto body shops, propane sales/service business, garbage hauling business, furniture business, commercial laundry, manufacturing business, retail, feed mill, insurance agencies, real estate agencies hardware sales, dairies, landscaping, custom home building business, golf courses, feed mills, grain elevators and others.

## **Agricultural Appraisals**

### **Agricultural Appraisals:**

Largest single appraisal assignment – 11,000 acres with 3,000,000 bushel grain storage in Monona and Woodbury Counties, Iowa; 7,320 acres, including 52 tracts ranging in size from 5 acres to 320 acres in 7 counties in northwest Iowa and southwest Minnesota; FSA certified appraiser. Has regularly completed appraisals for FSA (FmHA) from 1987 through present. Well over 250 appraisals completed in over 24 counties in Iowa. Have also completed FSA appraisals in South Dakota, Minnesota and Nebraska. EWRP and WRP appraisals; Farm Credit Services-appraised approximately 3,000 acres in 1987 and 1988 in Sioux, Lyon, Osceola, Clay, Dickinson, Cherokee, Emmet, Palo Alto, and Pocahontas Counties; extensive experience in condemnation and right of way appraisals including US Highway 60 project from LeMars, Iowa to Minnesota border; have completed over 100 condemnation appraisals for O'Brien and Osceola Counties for various projects; have completed appraisals for numerous communities including right of way, condemnation and others; Iowa Department of Natural Resources farm real estate appraisals; O'Brien County Sportsman's Club farm real estate appraisals.

### **Specialized Commercial Agricultural Appraisals:**

Poultry facilities including layer, breeder, grower and broiler. Largest poultry facility: 1,000,000 birds; Hog facilities including farrowing/nursery/finisher/gestation facilities up to 5,000 sow units; Cattle facilities: cattle feedlot appraisals including confinement and open lots, up to 20,000 head; Dairy facilities up to 5,000 cows.

## **OTHER TYPES OF APPRAISALS**

### **Residential Appraisals –**

Numerous residential appraisals in 1989, 1990, 1991, 1992, 1993, 1994, 1995, 1996, and 1997. Completed 50 residential appraisals for Northwest Iowa Planning and Development Commission in 1994.

### **WRP Appraisals** in the following counties:

Lyon, O'Brien, Osceola, Plymouth, Emmet, Kossuth, Palo Alto, Woodbury, Monona, and Pocahontas.

### **Residential-Agricultural-Commercial Insurance:**

Appraisals in Iowa and South Dakota.

### **Chattel Appraisals:**

Funeral homes, retail, office, restaurant, industrial, commercial, farm equipment, ready mix concrete plants, trucking companies, heavy manufacturing equipment, commercial laundry equipment, processing, household goods and antiques, propane business and others. These appraisals have included locations in Iowa, Minnesota, South Dakota and Nebraska. Chattel appraisals have been completed for various purposes including SBA, FSA, RECD, loan collateral evaluation purposes, partnerships, estates and others.

**REPRESENTATIVE SAMPLING OF APPRAISALS COMPLETED FOR INDIVIDUALS, CORPORATIONS, LENDERS AND ATTORNEYS:**

Ackley State Bank, Ackley, IA – Commercial appraisals  
AgStar Financial Services, Johnston, Iowa - Commercial appraisals  
ATM Corporation of America, Coraopolis, PA - numerous residential appraisals  
American State Bank, Granville, IA - numerous residential, agricultural, and commercial appraisals  
American State Bank, Hospers, IA - numerous residential, agricultural and commercial appraisals  
American Bank, LeMars, IA - numerous residential, agricultural and commercial appraisals  
American State Bank, Sioux Center, IA - numerous residential, agricultural, hog unit, poultry units, and commercial appraisals  
American Bank, Remsen, IA - numerous residential, agricultural and commercial appraisals  
Ashton State Bank, Ashton, IA - numerous residential, agricultural, hog unit, poultry unit, and commercial appraisals  
Bank of America – Kansas City, MO and Dallas, TX – farm real estate and commercial appraisals  
Bank of The West – Walnut Creek; CA - commercial appraisals  
Bank Midwest, Okoboji, IA – numerous commercial appraisals  
Bank Plus, Estherville, IA – numerous commercial appraisals  
Bradley DeJong, Attorney, Klay, Veldhuizen, Binder, De John Law Firm, Orange City, IA  
Bruce Green, Schultz & Green Law Firm, Primghar, IA real estate and chattel appraisals  
Central Bank, Spirit Lake, Sioux City, Storm Lake and Cherokee, IA – numerous commercial appraisals  
Central State Bank, Muscantine, IA – commercial appraisals  
Central Trust and Savings, Cherokee, IA - numerous farm real estate and commercial appraisals  
Cherokee Credit Union, Cherokee, IA - farm real estate appraisals and commercial appraisals  
Cherokee State Bank, Cherokee, IA - farm real estate appraisals and commercial appraisals  
Christopher Bjornstad, Attorney, Spencer, IA  
Citizens 1<sup>st</sup> National, Storm Lake, IA - numerous residential, agricultural, hog unit, and commercial appraisals  
Citizens First National Bank, Mason City, IA – commercial appraisals  
Citizens State Bank, Marathon, IA - farm real estate, hog unit, and commercial appraisals  
Citizens State Bank, Sheldon, IA - commercial, agricultural, and residential appraisals  
Citizens State Bank, Waukon, IA – commercial appraisals  
City of Sioux Center - expert witness  
City State Bank, Grimes, IA – commercial appraisals  
Clear Lake Bank & Trust, Clear Lake, IA – numerous commercial appraisals  
Community First National Bank, Vermillion, SD – Commercial appraisals  
Community State Bank, Spencer, IA - farm real estate appraisals and commercial appraisals  
Commercial Trust and Savings Bank, Storm Lake, IA - farm real estate, hog unit, and

commercial appraisals  
Dan DeKoter, DeKoter & Thole & Dawson Law Firm, Sibley, IA - agricultural and commercial appraisals  
Davenport, Evans, Hurwitz & Smith, LLP, Sioux Falls, SD – commercial appraisals  
Dan Dykstra, Attorney, Sioux City, IA  
Dennis Cmelik, Cmelik Law Office, Hartley, IA - real estate and chattel appraisals  
Emmet County State Bank - farm real estate appraisals, and commercial appraisals  
FSA (formerly FmHA) - numerous farm and residential appraisals  
Farmers Savings Bank, Milford, IA – commercial appraisals  
Farmers Trust and Savings, Spencer, IA - farm real estate and commercial appraisals  
Farmers Trust and Savings Bank, Spirit Lake, IA –commercial appraisals  
First American Bank, Clive, IA – commercial appraisals  
First American Bank, Sioux City, IA – commercial appraisals  
Firststar Bank Iowa, Cedar Rapids, IA - farm real estate appraisals and commercial appraisals  
First Bank and Trust, Rock Rapids, IA - residential and agricultural appraisals  
First Bank Financial Centre, Oconomowoc, WI – commercial appraisals  
First Bank Iowa, Minneapolis, MN - farm real estate appraisals  
First Bank Iowa, Rock Valley, IA - numerous residential, commercial, agricultural, dairy, and chattel property appraisals  
First Federal Savings Bank, Cherokee, Orange City, Sheldon and Sioux City, IA - numerous residential, commercial, and agricultural appraisals  
First National Bank of LeMars, IA - farm real estate and commercial appraisals  
First National Bank, Primghar, IA - farm real estate, hog unit, commercial, residential, and chattel appraisals  
First National Bank, Omaha, NE – commercial appraisal reviews  
First National Bank, Rembrandt, IA - numerous residential, commercial, and agricultural appraisals  
First National Bank, Sioux Center, IA - numerous residential, commercial, and agricultural appraisals  
First State Bank, Hawarden, IA - farm real estate appraisals and commercial appraisals  
First State Bank, Worthington, MN – Commercial appraisals  
First National Bank of Hampton, Hampton, Iowa – commercial appraisals  
First National Bank of Omaha, Nebraska – commercial appraisals  
First National Bank of South Dakota – commercial appraisals  
First National Bank and Trust, Pipestone, MN – commercial appraisals  
First Trust and Savings, Aurelia, IA - numerous residential, agricultural, hog unit, and commercial appraisals  
Guthrie County State Bank, Panora, Iowa – commercial appraisals  
Home State Bank, Royal, IA - farm real estate appraisals and commercial appraisals  
Ida County State Bank, Ida Grove, IA - farm real estate appraisals and commercial appraisals  
Iowa State Bank, Des Moines, Iowa – commercial appraisals  
Iowa State Bank - Hull, Sheldon, Orange City, Alton, Paullina, Sanborn and Ireton, IA - numerous agricultural, hog unit, poultry unit, residential, and commercial appraisals  
Iowa Trust and Savings Bank, Emmetsburg, IA - numerous agricultural, farm machinery feed mill, and commercial appraisals  
Heritage Bank, NA, Aurelia, IA - farm real estate appraisals  
Home Federal Savings Bank, Aberdeen, SD - farm real estate appraisals, commercial appraisals, and hog unit appraisals  
Jeff Queck, Attorney, Sanborn, IA - numerous agricultural and commercial appraisals

John Dekoster, Attorney, Hull, IA  
Lance D. Emcee, Attorney, representing Headman Law Firm, Sioux City, IA  
Larry Postma, Attorney, Sheldon, IA - real estate and chattel appraisals  
Laurens State Bank, Laurens, IA - farm real estate appraisals and commercial appraisals  
Lender's Service, Inc., Coraopolis, PA - numerous residential appraisals  
Liberty Bank, Garner, Iowa - commercial appraisals  
Liberty Bank, Grundy Center, Iowa - commercial appraisals  
Liberty National Bank, Sioux City, IA - commercial appraisals  
Lloyd Bierma, Attorney, Sioux Center, IA  
Loren Veldhuizen, Attorney representing Klay, Veldhuizen, Binder, De Jung Law Firm, Orange City and Alton, IA  
Marquette Bank of South Dakota, Sioux Falls, SD - numerous agricultural appraisals  
Melvin Savings Bank, Melvin, IA - residential, farm real estate, and commercial appraisals  
MetaBank, Storm Lake, Iowa - commercial appraisals  
Minnwest Bank, Luverne, MN - farm real estate appraisals  
NorthStar Bank, Estherville, IA - farm real estate appraisals and commercial appraisals  
Northwest Bank, Spencer, IA - farm real estate appraisals and commercial appraisals  
Northwestern State Bank, Orange City and Sheldon, Iowa - commercial, agricultural, hog unit, and residential appraisals  
Oostra, Bierma, and Schouten Law Firm - commercial, agricultural, and residential real estate appraisals  
Pace Realty Advisors, LLC, Coral Gables, Florida - commercial appraisals  
Patrick Murphy, Attorney representing Murphy, Murphy, Collins and Baseman P.L.C., Le Mars, IA  
People's Bank, Elkader, IA - commercial appraisals  
People's Bank and Trust, Rock Valley, Sheldon, Ireton, Akron and Sioux Center, IA - numerous residential, agricultural, and commercial appraisals  
Pinnacle Bank, Sioux City, Iowa - commercial appraisals  
Pioneer Bank, Sioux City, IA - farm real estate appraisals and commercial appraisals  
Pocahontas State Bank, Pocahontas, IA - farm real estate appraisals and commercial appraisals  
Premier Bank, Rock Valley, IA - numerous farm real estate, hog unit, cattle unit, and commercial appraisals  
Primebank, Le Mars, Sioux City and Sioux Center, IA - numerous commercial appraisals  
Quad City Bank & Trust, Moline, Illinois - commercial appraisals  
Randy Seas, Attorney, Hartley, IA  
Roger Bindner, Attorney, Klay, Veldhuizen, Bindner, De Jong, and Pals Law Firm, Orange City, IA - numerous agricultural, commercial, and residential appraisals  
Roger Evans, Attorney, Sioux Center - commercial, agricultural, and equipment appraisals  
Sanborn Savings Bank, Sanborn, IA - commercial, agricultural, hog unit, residential, and chattel appraisals  
Savings Bank, Primghar and Hartley IA - numerous residential, agricultural, hog unit, farm equipment, and commercial appraisals  
Security First Bank of North Dakota, New Salem, North Dakota - Commercial hog unit facility  
Security National Bank, Sioux City, IA - farm real estate appraisals and commercial appraisals

Northwestern Bank, Sheldon, IA - commercial, agricultural, hog unit, and residential appraisals  
Siouxland National Bank, South Sioux City, NE – commercial real estate appraisals  
Swea City State Bank, Graettinger, IA - farm real estate appraisals and commercial appraisals  
Tom Whorley, Attorney, Attorney Wolff, Whorley, DeHoogh & Schreurs Law Firm, Sheldon, IA - numerous agricultural, commercial, and residential appraisals  
U.S. Bank National Association, Rochester, MN, and Omaha, NE - farm real estate and commercial appraisals  
United Community Bank, Hartley, Ocheyedan, Milford, and Okoboji, IA - farm real estate, hog unit, commercial, and residential appraisals  
Valley Bank & Trust, Cherokee, IA - farm real estate appraisals and commercial appraisals  
Valley Bank NA, Elk Point, SD - commercial appraisals  
Western Bank and Trust, Merville, IA - farm real estate appraisals, commercial appraisals, and hog unit appraisals  
Wells Fargo Bank - - numerous locations – farm real estate and commercial appraisals  
Smith, Grigg, Shea, Klinker Law Firm, Primghar, IA – agricultural, residential and commercial appraisals

*The above clientele have utilized my appraisals for loan collateral evaluation purposes including the Small Business Administration Guaranteed Loans, Rural Economic Development (RECD) Guaranteed Loans, and various government grants. The appraisals have also been utilized by attorneys in dissolution proceedings, partnership buy-outs, establishing sale prices, establishing purchase prices, insurance purposes, buy/sell agreements, stock transfer agreements, and other.*

**UPDATED JANUARY 21, 2010**