

MIDLAND APPRAISAL ASSOCIATES, INC.

PROFESSIONAL QUALIFICATIONS

JAY J. LOSON, MAI

PROFESSIONAL MEMBERSHIPS

- Member – Appraisal Institute MAI Designation – Certificate #11861
Upstate New York Chapter - Greater Rochester District Chairman - 2006
Advisory Board: Rochester Branch Chapter of the Upstate New York Chapter
2000 – 2005; Chairman 2002
- Associate Member – Monroe County Assessors Association: 1990 – 2017
- Member – Board of Assessment Review/Town of Brighton: 1998 – 2000
- Member – Board of Assessment Review/City of Rochester: 1995 – 1996

CERTIFICATION

- NY State Certified General Real Estate Appraiser #46000002939

EDUCATION

- University of Arizona – 1985, B.S. Degree in Business, Finance Major.
- State University of New York Agricultural and Technical College at Canton – 1982,
A.A.S. Degree in Business, Banking/Insurance and Real Estate Major.

QUALIFIED EXPERT WITNESS

- New York State Supreme Court
- New York State Court of Claims

EXPERIENCE

Employment

- | | |
|---------------------------------------|---|
| - Midland Appraisal Associates, Inc. | - Pogel, Schubmehl, Rogachefsky & Ferrara |
| 1998-2017: Partner/Sr. Appraiser | 1993-1995: Sr. Appraiser |
| 2002-2014: Managing Partner/President | |
| 1996-1998: Sr. Appraiser | - Eastern Appraisal Associates, Ltd. |
| 1987-1993: Staff Appraiser | 1985-1987: Staff Appraiser |

Scope of Assignments

- | | |
|---------------------------------|------------------------------|
| - Appraisal Review | - Investment Analysis |
| - Bankruptcy Proceedings | - Market Studies |
| - Buy/Sell Transactions | - Matrimonial Planning |
| - Condemnation Actions | - Real Estate Counseling |
| - Employee Transfers/Relocation | - Tax Certiorari Proceedings |
| - Estate Planning | - Valuation of Easements |
| - Feasibility Studies | - Valuation for Financing |
| - Highest and Best Use Studies | |

Property Types Appraised

- | | |
|---------------------------------------|--------------------------------------|
| - Agricultural/Farm Properties | - Hotels |
| - Animal Hospitals | - Manufacturing/Industrial Buildings |
| - Apartments | - Marinas/Waterfront Commercial Uses |
| - Auto Dealerships | - Medical Office Buildings |
| - Banks/Credit Unions | - Mobile Homes/Mobile Home Parks |
| - Billboards/Outdoor Advertising | - Multifamily Homes |
| - Car Washes | - Office Buildings |
| - Churches | - Orchards |
| - Condominiums – Residential & Office | - Quarries/Mines |
| - Day-Care Centers | - Recording Studios |
| - Fraternity Houses/Student Housing | - Repair/Service Garages |
| - Funeral Homes | - Retail Buildings |
| - Golf Courses/Country Clubs | |

MIDLAND APPRAISAL ASSOCIATES, INC.

Property Types Appraised (Continued)

- Restaurants/Fast-Food Restaurants
- Single-Family Homes
- Townhouses/Condominiums
- Shopping Centers
- Storefronts/Mixed-Use Properties
- Subdivisions - Residential & Industrial
- Vacant Land – Residential, Commercial and Industrial
- Vineyards/Wineries
- Warehouse & Self-Storage Facilities

REPRESENTATIVE LIST OF CLIENTS

Financial

- Abacus Federal Savings Bank
- Albany Savings Bank
- Associates Relocation
- Bank of America
- Binghamton Savings Bank
- Canandaigua National Bank & Trust
- Century Bank
- Charter One Bank
- Chase Manhattan Bank, N.A.
- Chemical Bank
- Chemung Canal Trust
- Citibank/Citicorp
- Citizens Bank
- Fairport Savings & Loan
- First National Bank of New England
- First Niagara Bank
- Five Star Bank
- Fleet Funding
- GMAC Commercial Mortgage
- Homeequity
- Home Town Funding
- HSBC, NA
- Ibero-American Investment Corporation
- Irondequoit Federal Credit Union
- KeyBank
- Legg-Mason Real Estate
- Lexington Avenue Federal Credit Union
- Liberty Savings Bank
- Lyons National Bank
- M&T Bank
- North Carolina National Bank
- Partners Trust Bank
- Provident Bank
- Rochester Mortgage
- Savings Bank of the Finger Lakes
- Sibley Mortgage Services
- Tompkins Trust Company
- Toyota Financial Services
- Transequity
- Uninvest Financial Services, LLC
- Upstate Federal Credit Union
- Visions Federal Credit Union

Corporate/Institutional

- Action for a Better Community
- Aldi, Inc.
- Arnot Realty
- Association for Retarded Citizens
- Ben-Mer Manufacturing
- Bethel Full Gospel Church
- Bradco Supply Co.
- Christ Lutheran Church
- Continuing Developmental Services
- Cornell University
- Country Club of Rochester
- Craigie Brae Golf Club
- Crossman Seed Corporation
- DePaul Properties
- Dolomite Products Company, Inc.
- Eastman Kodak Company
- Eastman School of Music
- Facilities Development Corporation
- Frederico Construction Company
- General Electric Corporation
- GSP, Inc.
- Hi-Speed Checkweigher, Inc
- Internat'l Union of Operating Engineers
- Ithaca Housing Authority
- Jackson Welding Supply
- Kraft Inc.
- Labelon Corporation
- Lubin Distributors
- Mirror Show Management
- Monro Muffler Brake, Inc.
- Monroe Piping
- MWF Development Corp.
- New York State Electric & Gas (NYSEG)
- Newark-Wayne Community Hospital
- Northrup Concrete, Inc.
- Novarr-Mackesey Construction
- Penfield Country Club
- Photonamics, Inc.
- Rochester Diagnostic Imaging
- Rock Bottom Golf
- RSM Development
- Seneca Meadows Inc.
- Spinco Metal Products Inc.
- St. Mary's Hospital
- State Farm Insurance
- Syracuse Supply Co.
- Tanana Oil Company
- Tops Friendly Markets, Inc.
- Uniland Corporation
- University of Rochester
- Upstate Bank
- Upstate Roofing
- Verizon
- Webster Golf Club
- The Widewaters Group Inc.
- Zeller Electric

MIDLAND APPRAISAL ASSOCIATES, INC.

Government/Municipal

- City of Canandaigua
- City of Corning
- City of Ithaca
- City of Rochester
- County of Livingston
- County of Monroe
- County of Ontario
- County of Tompkins
- County of Yates
- General Services Administration/USA
- United States Postal Service
- NYS Department of Transportation
- Town of Arcadia
- Town of Erwin
- Town of Farmington
- Town of Geneseo
- Town of Geneva
- Town of Henrietta
- Town of Irondequoit
- Town of Lima
- Town of Jerusalem
- Town of Livonia
- Town of Macedon
- Town of Manchester
- Town of Mendon
- Town of Milo
- Town of Ontario
- Town of Palmyra
- Town of Penfield
- Town of Perinton
- Town of Pittsford
- Town of Victor
- Town of West Bloomfield
- Town of Wheatland
- Town of Wolcott
- Village of Bergen
- Village of Bloomfield
- Village of Dansville
- Village of East Rochester
- Village of Newark
- Village of Painted Post
- Village of Penn Yan

PROFESSIONAL AND CONTINUING EDUCATION – APPRAISAL INSTITUTE SPONSORED

- Comparative Analysis Online Seminar 12/16
- Forecasting Revenue Online Seminar 12/16
- Real Estate, Finance, Value and Investment Performance Seminar 5/16
- National USPAP Update Course 4/16
- Analyzing Tenant Credit Risk and Commercial Lease Analysis Seminar 10/15
- Business Practices and Ethics Course Seminar 9/15
- Case Studies in the Valuation of Upstate New York Real Estate Seminar 6/14
- Appraising Convenience Stores Online Seminar 12/11
- Eminent Domain and Condemnation Online Seminar 12/11
- Forecasting Revenue Online Seminar 12/11
- Property Value as Affected by Property Taxes Seminar 10/11
- Case Studies in the Valuation of Upstate New York Real Estate Seminar 6/11
- Valuations of Medical Office Space Seminar 10/10
- Appraisal Curriculum Overview Course 4/10
- Apartment Appraisal, Concepts and Applications – Online Seminar 12/06
- Analyzing Operating Expenses – Online Seminar 12/06
- Market Analysis and the Site to do Business Seminar 4/06
- Real Estate Investments and Alternate Investments Seminar 1/06
- Appraisal Consulting Seminar 4/05
- The Emerging (Mark to) Market Seminar 10/03
- Land Valuation Adjustment Procedures Seminar 10/03
- Advanced Income Capitalization Course 12/00
- Assessments, Property Taxes & The Appeal Process Seminar – Sponsored by The Cusack Center for Professional Development 10/03
- Four years Mechanical, Engineering and Architectural Drawing– Newark High School, Newark, New York 1977-1980