

# 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 – 2015
- 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.<br>1998-2015: Partner/Sr. Appraiser<br>2002-2014: Managing Partner/President<br>1996-1998: Sr. Appraiser<br>1987-1993: Staff Appraiser | - Pogel, Schubmehl, Rogachefsky & Ferrara<br>1993-1995: Sr. Appraiser<br><br>- Eastern Appraisal Associates, Ltd.<br>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/Fruit Processing Plants   |
| - 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**

Successfully Completed Courses/Seminars sponsored by the Appraisal Institute since 2000

- Case Studies in the Valuation of Upstate New York Real Estate 6/14
- National USPAP Update Course 4/14
- 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 6/11
- Valuations of Medical Office Space Seminar 10/10
- Appraisal Curriculum Overview Course 4/10
- Business Practices and Ethics Course 11/08
- 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 –  
The Cusack Center for Professional Development 10/03
- Four years mechanical, engineering and architectural drawing –  
Newark High School, Newark, New York 1977-1980