

**MIDLAND APPRAISAL ASSOCIATES, INC.**

**PROFESSIONAL QUALIFICATIONS  
OF  
JEFFREY S. JAMES, MAI**

**PROFESSIONAL MEMBERSHIPS**

Member – Appraisal Institute MAI Designation

Member - Board of Assessment Review/Town of Mendon: Since 2014

**CERTIFICATION**

NY State Certified General Real Estate Appraiser #46000043019

**EDUCATION: Rensselaer Polytechnic Institute, Troy, NY**  
Bachelor of Science in **Management** 1987

**PARTIAL LIST OF COURSES ATTENDED/EXAMS SUCCESSFULLY COMPLETED**

|  |               |
|--|---------------|
| Appraisal Principals – I110 Las Vegas, NV  | December 2001 |
| Basic Income Capitalization – I310 Chicago, IL                                   | February 2002 |
| Uniform Standards of Professional Appraisal Practice - 410 Dedham, MA            | June 2002     |
| Advanced Income Capitalization – I510 New Brunswick, NJ/NY, NY                   | December 2002 |
| Appraisal Procedures – I120 Columbus, OH   | February 2003 |
| Condemnation Appraising – SE720 Boca Raton, FL                                   | November 2003 |
| Integrating Appraisal Standards – Course 409 Syracuse, NY                        | March 2005    |
| Successful Completion Online - Appraisal Institute                               |               |
| General Market Analysis and Highest & Best Use<br>400G – Successfully challenged | June 2007     |
| Report Writing and Valuation Analysis – II540 Denver, CO                         | June 2007     |
| Advanced Applications – 550 Conshohocken, PA                                     | December 2009 |
| Business Practices and Ethics – N420DM   | December 2011 |
| Valuation of Mineral Rights – 3919-05 Utica, NY                                  | November 2012 |
| Appraising Retail Shopping Centers and Mortgage Underwriting                     | October 2013  |
| Trial Components: Recipe for Success of Disaster                                 | May 2014      |
| 16 <sup>th</sup> Annual Case Studies – Valuation of upstate New York properties  | June 2016     |
| 17 <sup>th</sup> Annual Case Studies – Valuation of upstate New York properties  | June 2017     |
| 7-hour National USPAP Update Course  | April 2018    |
| Property Values affected by Property Taxes                                       | May 2019      |
| 18 <sup>th</sup> Annual Case Studies – Valuation of upstate New York properties  | June 2018     |
| 19 <sup>th</sup> Annual Case Studies – Valuation of upstate New York properties  | June 2019     |
| Appraiser's Guide to Expert Witnessing – A5258-07                                | December 2021 |

**APPRAISAL EXPERIENCE:**

9/15 – Present    **Midland Appraisal Associates, Inc.**, East Rochester, New York  
3/08 – 11/13    Industrial and commercial appraisal services including hospitality, nursing homes, stone/sand/gravel quarries and other going concern valuations. Performed tax assessment and estate valuations

## MIDLAND APPRAISAL ASSOCIATES, INC.

including court testimony. Performed transportation and utility right-of-way appraisals involving condemnation. Testified in Supreme Court of New York.

- 12/13 - 8/15  
9/03 – 2/08      **James Appraisal**, Pittsford/Honeoye Falls, New York  
Commercial, Residential and Municipal Appraisal Services in Upstate New York and New Hampshire. Under contract with New York and New Hampshire Departments of Transportation as of July 2004.
- 9/00 – 9/04      **Rauseo & Associates**, Concord, New Hampshire  
Performed over 150 appraisals for the New Hampshire Department of Transportation involving partial/full and before/after acquisitions of commercial, industrial and residential properties. Appraisals included environmentally contaminated properties and larger undeveloped land tracts.
- 11/02 – 6/03      **Emminger, Hyatt, Newton & Pigeon, Inc.**, West Seneca, NY  
Associate Real Estate Appraiser performing New York Department of Transportation acquisition appraisals. (Route 104, Ridge Road Project)

## REPRESENTATIVE LIST OF CLIENTS

### FINANCIAL

|                                       |                                   |
|---------------------------------------|-----------------------------------|
| Bank of Castile                       | Lyons National Bank               |
| Canandaigua National Bank & Trust Co. | M & T Bank                        |
| Charter One Bank                      | MainStreet Lender                 |
| Citizens Bank                         | Mid-Atlantic Financial Partners   |
| Custom Mortgage Solutions             | Steuben Trust                     |
| Elmira Savings Bank                   | The Upstate Bank                  |
| Five Star Bank                        | Tompkins Trust Company            |
| Genesee Regional Bank                 | Visions Federal Credit Union      |
| HSBC Mortgage Corp.                   | Wells Fargo Bank                  |
| JP Morgan Chase Bank                  | Yaeger Treviso & Associates, Inc. |
| KeyBank of New York                   |                                   |

## **MIDLAND APPRAISAL ASSOCIATES, INC.**

### **CORPORATIONS**

Cincinnati Insurance Company  
Conifer Development, Inc.  
Constellation Brands, Inc.  
Cornell University  
D&S Pump Supply Co., Inc.  
Farash Foundation  
Finger Lakes Health  
Genesee Valley Real Estate Co.  
Holcim US Inc.  
Inergy Midstream, LLC  
Ithaca Neighborhood Housing Services

Linden Oaks Management Co.  
Mark IV Construction  
MSF Holding, LLC  
Rochester Gas & Electric  
S.B. Ashley Management Corp.  
Southern Tier Economic Growth  
The Nature Conservancy  
The Trust for Public Land  
University of Rochester  
West Ridge OB/GYN  
Arnot Realty Corp.

### **GOVERNMENT**

City of Corning

City of Ithaca

City of Rochester

County of Monroe

Fairport Public Library

Town of Brighton

NYS Dept. of Environmental  
Conservation (DEC)

Ontario County

Tompkins County

Town/Village of Horseheads

Village of East Bloomfield

Wayne County Water & Sewer Auth.

### **LAW FIRMS/ATTORNEYS**

Bond Schoeneck & King, PLLC

Davidson Fink LLP

Gates & Adams, PC

Harris Beach, PLLC

Harter Secrest & Emery, LLP

Hinman, Howard & Kittell, LLP

Holmberg, Galbraith, Van Houten &  
Miller

Jerold F. Janata and Associates, PC

Lacy Katzen, LLP

Jacobson Law Firm, P.C.

Underberg & Kessler, LLP