

QUALIFICATIONS OF THE FIRM



B.C. Underwood LLC has completed a wide range of valuation, counseling, and mediation assignments. The following is a representative list of these assignments, the geographical areas covered, and clients served.

TYPES OF ASSIGNMENTS:

Airport Land & Buildings	Market & Feasibility Studies
Apartment Buildings	Mediation
Appraisal Review	Mill Buildings
Athletic Clubs	Mineral Rights
Automobile Dealerships	Mobile Home Parks
Bank Buildings	Multi-Family
Bed & Breakfasts	Office Buildings & Parks
Business Valuation	Parking Lots
Campgrounds	Planned Residential Developments
Commercial Land & Buildings	Private Schools
Condominium Buildings	Quarries
Conservation Easements	Railroad Tourist Attractions
Convenience Store Chains	Restaurants
Diminution in Value Projects	Retail Petroleum Properties
Easements & Rights of Way	Self Storage Facilities
Eminent Domain	Service Garages
Environmentally Contaminated Property	Spring Water Plants
Fast Food Restaurants	Shopping Malls
Forest Land	Single Family Homes
Group Homes	Strip Centers
Going Concerns	Taverns & Inns
Golf Courses	Tax Abatement
Horse Farms	Time Share Projects
Industrial Land & Buildings	USPAP & Appraisal Methodology
Lumber Yards	Utility Corridors
Marinas	Waterfront Property

GEOGRAPHICAL AREAS (COUNTIES):

Connecticut: New Haven

Maine: Androscoggin, Cumberland, York

Massachusetts: Barnstable, Bristol, Middlesex, Nantucket, Norfolk, Plymouth, Suffolk, Worcester

Georgia: Fulton

New Hampshire: Belknap, Carroll, Cheshire, Coös, Grafton, Hillsborough, Merrimack, Rockingham, Strafford, Sullivan

New York: Kings

Pennsylvania: Cumberland, Juniata, Lancaster, Northampton, York

Rhode Island: Providence

Vermont: Rutland, Windham, Windsor

QUALIFICATIONS OF THE FIRM, continued

CLIENTS SERVED:

AMRESKO Commercial Finance
Archibald, Nolan D.; Chairman, Black & Decker
Arent Fox Kintner Plotkin & Kahn, PLLC
Bald Peak Land Company
Bank of America
Bank of America Private Clients Group
Bangor Savings Bank
Beech River Mill, Inc.
Brewster Academy
Chase Manhattan Bank
Citizens Bank
Cleveland, Waters & Bass, P.A.
Cooper, Cargill, Chant Attorneys at Law
Dartmouth College
Devine, Millimet & Branch, P.A.
Federal Deposit Insurance Corporation
First Pioneer Farm Credit
Fletcher, Tilton & Whipple, P.C.
Franklin, City of
Gallagher, Callahan, & Gartrell, P.C.
Godbout & Associates
Governor Wentworth Regional School District
Green Mountain Furniture, Inc.
Grinnell & Bureau Attorneys at Law
Holland & Knight
Huggins Hospital
J.P. Noonan, Inc.
Johnson & Dix Fuel Corporation
Key Bank
Lakes Region Conservation Trust
Lakeview Management, Inc.
Mallet Company
Marriott, J. Willard Jr.; Chairman, Marriott
International
Martin, Lord, & Osman, P.A.
Latici, P.A.
McLane, Graf, Raulerson & Middleton
Mobil Oil Corporation
Mount Washington Observatory
Mutual Oil Company
North Conway Country Club
Northern Pass Transmission LLC
Northway Bank
Ocean Bank
Orr & Reno
Pace Academy
Pike Industries, Inc.
PriceWaterhouseCoopers
Public Service of New Hampshire
Sheehan, Phinney, Bass & Green, P.A.
Sulloway & Hollis, PLLC
Sullivan & Gregg Attorneys at Law
TD Bank
Taylor Community
Town of Wolfeboro
U.S. Trust Company
Walker & Varney Attorneys at Law
Wescott, Dyer, Fitzgerald & Nichols, P.A.

**BRIAN C. UNDERWOOD, CRE
QUALIFICATIONS**

PROFESSIONAL DESIGNATIONS

Awarded the CRE designation, Counselor of Real Estate; The Counselors of Real Estate

PROFESSIONAL PUBLIC APPOINTMENTS

New Hampshire Real Estate Appraiser Board, Chairman
By Appointment of Governor John Lynch

PROFESSIONAL EXPERIENCE

B.C. Underwood LLC, Rye Beach, New Hampshire: Principal of an east coast real estate and business valuation firm specializing in complex property types, litigation support, and mediation.

Atlantic Valuation Consultants, Inc., Meredith, New Hampshire: President of an east coast real estate and business valuation firm specializing in market / feasibility studies, and litigation support.

I. J. Barkan, Inc., Boston, Massachusetts: Appraiser for a regional commercial and industrial real estate appraisal company.

Schubert Appraisals, Inc., North Conway, New Hampshire: Appraiser for a regional, commercial and industrial real estate appraisal company.

Conwood Group, New Cumberland, Pennsylvania: Managing General Partner of a real estate investment company that owned and operated coin laundries.

LICENSEE

Certified General Real Estate Appraiser, State of New Hampshire
License Number: NHCG-394 (expires December 31, 2013)

The State of New Hampshire maintains reciprocity with most other states.



QUALIFICATIONS, BRIAN C. UNDERWOOD, CRE, continued

PROFESSIONAL EDUCATION

Harvard Business School

- *Valuation*; Cambridge, Massachusetts; May 1999

American Society of Appraisers Seminars

- *The Expert Witness*; Manchester, New Hampshire; May 1996

Appraisal Foundation

- *Appraisal Investigator Training Level I*; Alexandria, Virginia; August 2009
- *Appraisal Investigator Training Level II*; Scottsdale, Arizona; November 2010

Appraisal Institute Courses

- 400: *National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course* Concord, New Hampshire; April 2012
- 410: *Standards of Professional Practice, Part A (Uniform Standards of Professional Appraisal Practice)*; Portland, Maine; September 1997
- 420: *Standards of Professional Practice, Part B*; Hershey, Pennsylvania; May 1993
- 110: *Appraisal Principals*; Hershey, Pennsylvania; March 1993
- 120: *Appraisal Procedures*; Hershey, Pennsylvania; March 1993
- 310: *Basic Income Capitalization*; Tallahassee, Florida; August 1993
- 320: *General Applications*; Boston, Massachusetts; September 1995
- 510: *Advanced Income Capitalization*; Tallahassee, Florida; August 1993
- 540: *Report Writing & Valuation Analysis*; Tallahassee, Florida; August 1995

Appraisal Institute Seminars

- *Subdivision Valuation*; Manchester, New Hampshire; September 2005
- *Automated Valuation Models*; Baltimore, Maryland; October 1997
- *Mock Trial*; Boston, Massachusetts; September 1995
- *Appraisal Practices for Litigation*; Boston, Massachusetts; September 1995
- *GIS Seminar*; Boston, Massachusetts; April 1995
- *Due Diligence, Contaminated Properties, & the Real Estate Appraiser*; Boston, Massachusetts; January 1995
- *Environmental Risk and the Real Estate Appraisal Process*; Rockport, Maine; October 1994
- *Uniform Standards of Professional Appraisal Practice - Update Course*; Concord, New Hampshire; October 2011

The Counselors of Real Estate Seminars

- *Global Economic Forces: The Deficit, the Dollar and Interest Rates*; Chicago, Illinois; April 2005
- *Real Estate Capital Markets*; Chicago, Illinois; April 2005
- *Big Thinkers on The Big Picture: Commercial Real Estate Markets*; Chicago, Illinois; April 2005
- *Hedging: Protecting Your Assets in a Rising Interest Rate Environment*; Chicago, Illinois; April 2005
- *Market Watch: A Real World View on Market Prospects*; San Francisco, California; October 2007
- *Institutional Investment: When Residential Real Estate Brings the Highest Yields*; San Francisco, California; October 2007

QUALIFICATIONS, BRIAN C. UNDERWOOD, CRE, continued

Massachusetts Board of Real Estate Appraisers Seminars

- *Teamwork in Eminent Domain*; Boston, Massachusetts; September 1997

New Hampshire Association of Industrial Agents Seminars

- *Redeveloping Contaminated Sites*; Center Harbor, New Hampshire; October 1994

New Hampshire Attorney General's Office

- *Wynn Arnold Administrative Law Workshop*; Concord, New Hampshire; December 2009

New Hampshire Bar Association Seminars

- *Managing, Buying, & Selling Contaminated Properties*; Concord, New Hampshire; March 1994

New Hampshire Superior Court, Office of Mediation & Arbitration

- *NH Superior Court Rule 170 Civil Mediation Training*; Concord, New Hampshire; June 2010

University of New Hampshire

- *Uniform Standards of Professional Appraisal Practice*; Portsmouth, New Hampshire; December 2001

ARTICLES PUBLISHED

How to Lower Real Estate Taxes, Coin Launderer & Cleaner; February 1996

Tax Abatements for Environmentally Contaminated Real Estate, New England Service Station & Automotive Repair Association; January 1995

SEMINARS PRESENTED

Real Estate Appraisal Issues, New Hampshire Chapter, Appraisal Institute; Concord, New Hampshire; January 2010 & November 2011

Appraising Environmentally Contaminated Real Estate, New Hampshire Bar Association; Concord, New Hampshire; March 1999

Real Estate Tax Abatement & Eminent Domain, [presented together with Jack B. Middleton, Esquire & Arthur G. Greene, Esquire; McLane, Graf, Raulerson & Middleton]; North Conway, New Hampshire; February 1999

Real Estate Tax Abatement Process, [presented together with Jack B. Middleton, Esquire; McLane, Graf, Raulerson & Middleton]; Hanover, Portsmouth, and Manchester, New Hampshire; December 1996

Real Estate Tax Abatement Process, [presented together with Jack B. Middleton, Esquire; McLane, Graf, Raulerson & Middleton]; Manchester, New Hampshire; November 1995

QUALIFICATIONS, BRIAN C. UNDERWOOD, CRE, continued

Tax Abatement for Environmentally Contaminated Real Estate, Independent Oil Marketers Association of New England; Westborough, Massachusetts; October 1995

Tax Abatement Issues for Campground Owners, New Hampshire Campground Owners' Association; Laconia, New Hampshire; October 1995

LITIGATION EXPERIENCE

- New Hampshire Superior Court: Admitted as an expert witness.
- New Hampshire Board of Tax and Land Appeals: Admitted as an expert witness.
- New York Family Court: Admitted as an expert witness.
- Massachusetts Appellate Tax Board: Admitted as an expert witness.
- United States Bankruptcy Court: Admitted as an expert witness.
- Vermont Family Court: Admitted as an expert witness.

PROFESSIONAL & PUBLIC AFFILIATIONS

New Hampshire Real Estate Appraiser Board by appointment of Governor Lynch in 2008

The Counselors of Real Estate: Member

- *Real Estate Issues* Editorial Board (2005-2007)
- CRE Consulting Corps Steering Committee (2005 -2007)

Mount Washington Observatory; Board of Trustees. Served as Vice President & Treasurer

Town of Wolfeboro Zoning Board of Adjustment; Chairman (1995-2008)

Moderator, First Congregational Church, Wolfeboro, New Hampshire (2008- 2010)

Member of the Aircraft Owners and Pilots Association

CONTACT INFORMATION

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