

**QUALIFICATIONS OF FRED C. EICHMANN, MAI, SRA
ASSOCIATE APPRAISER
PETER M. SCOTTI & ASSOCIATES, INC.
PROVIDENCE, RHODE ISLAND 02903**

GENERAL ACTIVITIES

Full time appraiser since 1983. Daily activities consist of appraising industrial, commercial, multi-family, and mixed use properties. Also, large and small parcels of land for development, conservation easements, and acquisition. Have extensive experience in high value/atypical residential properties. Qualified as expert witness for zoning boards and courts. Extensive training and review experience by virtue of establishing and managing an independent appraisal practice for twelve years. Areas of experience include Chicago and its north/northwest suburbs, Rhode Island, and Southeastern Massachusetts.

EDUCATION

Formal:

Graduate, Northwestern University: BS, Investment Management

Graduate, Northwestern University: MBA, Finance

Specific:

Successfully completed the following courses:

- S.R.E.A.- Course 101, Introduction to Appraising Real Property
 Course 102, Applied Property Valuation
 Course 201, Principles of Income Property Appraising
 Course 202, Applied Income Property Valuation
 Professional Practice and the Society of Real Estate Appraisers
- A.I. - Course 400, USPAP Update (2006), (2009), (2010), (2012), (2014), (2016)
 Course 410, Standards of Professional Practice, Part A and Part B
 Course 420, Business Practices and Ethics (2008), (2013)
 Course 400G, General Appraiser Market Analysis and Highest & Best Use
 Course 530, Advanced Sales Comparison and Cost Approaches
 Course 540, Report Writing and Valuation Analysis

Recent Seminars:

- A.I. - Subdivision Valuation (2016)
A.I. - Eminent Domain and Condemnation (2016)
A.I. - Introduction to Vineyards and Deed Restricted Land Valuation (2015)
A.I. - Appraiser and Assessor: RE Tax Valuation Overview/Issues (2015)
A.I. - Case Studies in Appraising Green Residential Buildings (2015)
A.I. - High Performance Energy Efficient Residential Construction (2014)
A.I. - Introduction to Green Buildings: Principles and Concepts (2014)
A.I. - Doing Expert Work in Atypical Cases – Special Use Properties (2014)
A.I. - Litigation Assignments for Residential Appraisers (2013)
A.I. - Litigation Pitfalls for Appraisers (2013)
A.I. - Appraising the Appraiser: Appraisal Review-General (2012)
A.I. - The Lending World In Crises (2011)
A.I. - The Uniform Appraisal Dataset from FNMA and Freddie Mac (2011)
A.I. - Discounted Cash Flow Concepts, Issues, and Applications (2010)
A.I. - Appraising Distressed Commercial Real Estate (2009)
A.I. - Commercial Appraisal Engagement and Review Seminar (2009)
A.I. - Data Verification Methods (2008)
A.I. - GIS – Executive Overview (2008)
A.I. - REO Appraisal: Residential Property Foreclosure (2008)
A.I. - Forecasting Revenue (2006)
A.I. - Appraisal Standards for Federal Land Acquisitions (2005)

- A.I. - Evaluating Commercial Construction (2005)
- A.I. - Appraisal of Local Retail Properties (2004)
- A.I. - Mathematically Modeling Real Estate Data (2004)
- A.I. - Subdivision Analysis (2003)
- A.I. - Supporting Capitalization Rates (2002)
- A.I. - Income Valuation of Small, Mixed Use Properties (2001)
- A.I. - Residential Design & Functional Utility (2000)
- A.I. - Seminars predating 2000 upon request

MEMBERSHIP:

- Appraisal Institute, SRA (1988)
- Appraisal Institute, MAI
- Continuing Education Completed
- National Association of Realtors
- Rhode Island Commercial and Appraisal Board of Realtors

LICENSURE

Certified General Appraiser, State of Rhode Island: #A00863G

APPRAISALS FOR:

Financial Institutions

- Bank of America, N.A., Providence, RI
- Citizens Bank, Providence, RI
- UPS Capital Business Credit
- Washington Trust Company
- Sovereign Bank
- Bank Rhode Island
- Webster Bank
- CNL Commercial Lending Corp.
- TD Bank, N.A.
- CFA Capital Partners, LLC
- The Conservation Fund
- Bristol County Savings Bank
- Salem Five Cents Savings Bank
- Citizens-Union Savings Bank
- Pawtucket Credit Union
- First Trade Union Bank
- Compass Bank
- Slades Ferry Bank
- Coastway Credit Union
- Lehman Brothers Bank, FSB
- BayCoast Bank

Attorney(s)\Private:

- Jack Quigley, Esq.
- Edwards and Angell
- Poore & Rosenbaum, LLP
- James G. Couch, Esq.
- Mal Salvadore, Esq.
- Kahn, Litwin, Renza & Co., Ltd.
- Gordon, Tobin & Read, LLC
- Arlene Violet, Esq.
- Armstrong, Gibbons & Gnys, LLP
- McIntyre, Tate, LLP
- William C. Rogers, Esq.
- Rodio & Ursillo, Ltd.
- Adler, Pollock & Sheehan, LLC
- Hughes, Hubbard & Reed, LLP

Government/Conservation/Other:

- City of Newport
- Town of Bristol
- Town of Warren
- Town of Coventry
- City of Providence
- Rhode Island DEM
- The Nature Conservancy
- Barrington Land Conservation Trust
- Town of Westerly
- Town of Smithfield
- Town of South Kingstown
- Smithfield Land Trust
- Town of Foster Land Trust
- Office of Catholic Cemeteries
- Providence Public Building Authority
- Providence Water
- Tiverton Open Space Commission