

PROFESSIONAL QUALIFICATIONS OF DEAN POTTER, FRICS, MAI
REAL ESTATE APPRAISER AND CONSULTANT

Office Location: 400 East Evergreen Boulevard, Suite 101-A, Vancouver, WA
Mailing Address: P. O. Box 61428, Vancouver, WA 98666-1428
1-360-693-4482 (Office) or 1-360-690-5216 (Cell)
www.deanpotter.com or e-mail: dean@deanpotter.com

CURRENT/FORMER BUSINESS ASSOCIATIONS:

President, Dean Potter and Associates, Inc, 1976-Present

Associate Appraiser, Eaton and Associates, 1974-1976
Staff Appraiser, Washington State Highway Department, 1970-1974
Real Estate Development, Self-employed, 1966-1970
Staff Title Locator, Land Title Company of Clark County, 1965-1966

GENERAL AND SPECIAL EDUCATION:

- * Clark College, Vancouver, Washington, 1963-1965;
- * Evergreen State College, Olympia, Washington, earned Bachelor of Arts Degree;
- * American Institute of Real Estate Appraisers Courses & Seminars:
 - Real Estate Appraisal I (Fundamentals) Seattle, WA 1970; Real Estate Appraisal(Capitalization, Theory and Techniques), 1974; Real Estate Appraisal II (Urban Properties) Seattle, WA, 1971; Real Estate Appraisal IV (Investment Analysis Seattle, WA 1974; Standards of Professional Practice Course, Portland, OR, 1984; Money Market Seminar; Portland, Oregon, 1980; Feasibility and Market Analysis Seminar, San Diego, CA, 1980; Federal Income Tax and Real Estate Seminar, Ashland, OR 1982; Introduction to Hotel/Motel Valuation Seminar, Bend, OR 1983; R41-b Seminar, New Orleans, LA 1985; Standards of Professional Practice Update, Chicago, IL 1986; Sales Comparison Approach Seminar, Chicago, IL 1986; R41-c Seminar, Portland, Oregon, 1987; Feasibility Analysis and Highest and Best Use, San Francisco, CA, 1989; Analyzing Cash Flows Seminar, Eugene, Oregon, 1989; Subdivision Analysis, Little Rock, Arkansas, 1990;
- * Appraisal Institute Courses and Seminars:
 - Condemnation Appraising: Basic Principles & Applications, Portland, OR, 1999; Condemnation Appraising: Advanced Topics and Applications, Portland, OR, 1999; Standards of Professional Practice, Part "C", 2001; Separating Real and Personal Property from Intangible Business Assets, 2002; Appraisal Consulting: A Solutions Approach for Professionals, 2003; Analyzing Operating Statements, 2003; National USPAP Course Update, 2003, 2006, 2008, 2009, 2012, 2014, 2016; Special Purpose Properties, 2003; Business Practices and Ethics, 2003, 2009, 2015; Internet Search Strategies, 2004; Introduction to GIS Applications for Real Estate Appraisal, 2004; Small Hotel/Motel Valuation, 2006; Using Your HP-12c Financial Calculator, 2006; Valuation of Detrimental Conditions in Real Estate, 2006; Appraisal Curriculum Review, 2009; Uniform Appraisal Standards for Federal Land Acquisitions, 2009. Market Value and Fair Value, 2009; Site Use & Valuation Analysis, 2012; Appraising Convenience Stores, 2012; Data Verification Methods, 2013; Forecasting Revenue, 2013; Comparative Analysis, 2013; Appraisal Review Theory-General, 2014; Litigation Appraising-Specialized Topics and Applications, 2014; Analyzing Operating Expenses, 2016; Introduction to Green Buildings: Principles & Concepts, 2016; Rates & Ratios, Making Sense of GIM's, OAR's & DCF, 2017; UASFLA-Practical Applications, 2017; Valuation of Conservation Easements, 2017; The Appraiser as an Expert Witness, 2017
- * Satisfaction of Continuing Education Credits for the Appraisal Institute through 12/22
- * Federal Home Loan Bank Board R41-c Seminar, Vancouver, WA 1986;
- * FIRREA Seminar, Office of Thrift Supervision, Portland, Oregon, 1990.
- * IAAO Standards of Professional Practice, 1990, Ellensburg, WA
- * American Society of Farm Managers and Rural Appraisers Courses
 - Course A-20, Rural Appraisal Principles, Fresno, CA, 1992; Fundamentals of Rural Appraisal, Course A-30, Billings MT, 1993; Eminent Domain Appraisal Course A-25, Billings, MT, 1993; Report Writing, Memphis, TN, 1994; Highest and Best Use, Salem, OR, 1995; Income Capitalization Unleveraged Course A-27, Hendersonville, NC, 1997; Advanced Resource Appraisal, A-34, Denver, CO, 1999; Valuation of Conservation Easements, Billings, MT, 2008; Appraisal Review Under UASFLA (Course A-380), 2010;
- IRWA Seminars:
 - Issues for Appraisers and Intended Users of Yellow Book Appraisals, 2013

PROFESSIONAL AND CIVIC ORGANIZATIONS:

* **Royal Institution of Charter Surveyors, Fellowship (FRICS)**

* **Appraisal Institute Professional Designations, MAI, SRA & AI-GRS**
Appraisal Institute Professional Development Programs Completed:

Valuation of Conservation Easements

Litigation

* **General Appraisal Certification, States of Washington & Oregon**

* **Member of the Washington Real Estate Appraiser Commission, 2001 to date; Vice Chair, 2001-2002, 2014; Chair, 2003-2005, 2015-2016**

* **Member of Washington Real Estate Appraiser Advisory Committee, 1996-2000, Vice Chair and Chair, 1996-2000.**

* **Appraisal Institute Service:**

Member of Greater Oregon Chapter Education Committee, 7/74 to 12/84

Member of Greater Oregon Chapter Admissions Committee, 3/76 to 12/79; Chair, 1977.

Member of Greater Oregon Chapter Ethics Committee, 6/79 to 12/81.

Member of Single Family Demonstration Report Grading Sub-committee of the National Admissions Committee, 1975

Member of RM Required Examinations Subcommittee of the National Admissions Committee 1/76 to 1/78

Member of Course VIII Subcommittee of National Education Committee, 1/76 to 1/78

Member of Greater Oregon Chapter Board of Directors, 1/77 to 12/83; Chapter Treasurer, 1979; Secretary, 1980; Vice President, 1981; President, 1982; Received Professional Recognition Award, AIREA, 1978; Received Oregon Chapter Appraiser of the Year Award, 1984; Received Greater Oregon Chapter Leadership and Service Award, 2016.

Member of Special Education Seminars Subcommittee of the National Education Committee, 1/79 to 12/81

Member of the Division of Conferences and Conventions Committee of the National Professional Advancement and Member Services Committee, 1/79 to 1/81

Member of the Division of Curriculum of the National Education Committee, 1/81 to 12/82

Member of the Division of Course Administration Committee of the National Education Committee, 1/83 to 1/84

Vice Chairman, National Review and Counseling Committee of the National Professional Standards Committee 1/85 to 11/88

Member of the Governing Council of the AIREA, 1988 to 1990

Member of the Division of Screening Policy of the National Ethics and Counseling Committee, 11/88 to 11/92.

Member of the National Education Committee-Residential, The Appraisal Institute, 11/90 to 11/91.

Chairman, Greater Oregon Chapter Bylaws Committee, 1991 to 1997.

Member of the Curriculum Division-General, The Appraisal Institute, 3/91 to 3/93.

Member of the Appraisal Standards Council of The Appraisal Institute, 1/93 to 1996.

Member of the Appellate Division of Ethics and Counseling Committee of The Appraisal Institute, 11/94 to 12/11.

Member of the Appraisal Institute Professional Practice Compliance and Enforcement Committee, 12/11 to date.

Member of the Appraisal Institute Professional Practice Appeals Panel, 9/16 to date.

Chairman of the Appraisal Institute Professional Practice Appeals Committee, 1/17 to date

APPRAISAL EDUCATION SERVICE:

INSTRUCTOR, APPRAISAL INSTITUTE & AMERICAN INSTITUTE OF REAL ESTATE APPRAISERS

Residential Valuation Course:

Portland, Oregon, 1975;
Eugene, Oregon, 1976;
Athens, Georgia, 1977;
New Orleans, Louisiana, 1979;
Bloomington, Indiana, 1980;
Albuquerque, New Mexico, 1984;
Boise, Idaho, 1987;
Fort Worth, Texas, 1987;
Boulder, Colorado, 1988;
Tallahassee, FL, 1990;
Seattle, WA, 1990;
Bloomington, IN, 1991;
Indianapolis, IN, 1992.

Chicago, Illinois, 1976;
Boise, Idaho, 1977;
Tampa, Florida, 1978;
Portland, Oregon, 1979;
Memphis, Tennessee, 1980;
San Diego, California, 1986;
Portland, Oregon, 1987;
Berkeley, CA, 1988;
Berkeley, CA, 1990;
Austin, TX, 1990;
Berkeley, CA, 1991;
Orlando, FL, 1991;

Basic Principles Course:

Portland, Oregon, 1977;
Rochester, New York, 1981;
Portland, Oregon, 1983,
Hanover, New Hampshire, 1987;
Austin, TX, 1990;
San Jose, CA, 1991;
Berkeley, CA, 1992;
Hershey, PA, 1993;
Seattle, WA, 1993;
Berkeley, CA, 1994;
Seattle, WA, 1995.

Memphis, Tennessee, 1980;
Portland, Oregon, 1982;
Gainesville, Florida, 1984;
Boulder, Colorado, 1988;
Bloomington, IN, 1991;
Orlando, FL, 1991;
Berkeley, CA, 1993;
Portland, OR, 1993;
Seattle, WA, 1994;
Providence, R.I., 1994;

Basic Valuation Procedures Course:

Rochester, New York, 1981;
Portland, Oregon, 1983;
Gainesville, Florida, 1984;
Sacramento, CA, 1992;
Seattle, WA, 1994;
Portland, Oregon, 1993;

Portland, Oregon, 1982;
Seattle, Washington, 1983;
Hanover, New Hampshire, 1988;
Berkeley, CA, 1993;
Seattle, WA, 1994;
Providence, R.I., 1994.

Standards of Professional Practice Course:

Bellevue, Washington 1985;
Boise, Idaho, 1986;
Bellevue, Washington, 1986;
Kirkland, Washington, 1987;
Phoenix, Arizona, 1988;
Seattle, WA, 1989;
Seattle, WA, 1990;
Seattle, WA, 1992;
Eugene, OR, 1993;
Boise, Idaho, 1994;

Bellevue, Washington, 1986;
Asheville, North Carolina, 1986;
Boise, Idaho, 1986;
Memphis, Tennessee, 1988;
Boise, Idaho, 1988;
Boulder, Colorado, 1990;
Seattle, WA, 1991 (2);
Seattle, WA 1993;
Seattle, WA, 1994 (2);
Lake Oswego, OR, 1995.

Instructor, University of Minnesota, Minneapolis Campus, Appraisal Principles and Procedures, 1983
Instructor, Society of Real Estate Appraisers Course 101, Portland, OR, 1990
Instructor, Portland State University, Portland, Oregon, Principles of Real Estate Appraisal, 1979
Instructor, Lower Columbia College, Longview, Washington, Principles of Real Estate Appraisal, 1976

EXPERT TESTIMONY EXPERIENCE:

State of Washington, Superior Court, Counties of Clark, Walla Walla, Klickitat, Lewis, Pacific and Cowlitz

State of Idaho, District Court, Counties of Ada and Twin Falls

State of Oregon, District Court, Multnomah, Clackamas & Clatsop Counties

U.S. Bankruptcy Court, Central Division, Utah District

U.S. District Court, Portland, Oregon, Tacoma and Seattle, WA

U.S. Bankruptcy Court, Portland Division, Oregon District

State of Oregon Tax Appeals Court

GEOGRAPHIC AREAS OF EXPERIENCE:

State of Washington, Counties of:

Clark, Cowlitz, Lewis, Pacific, Skamania, Klickitat, Grant, Kitsap, Grays Harbor, Skagit, Whatcom, Mason, Wahkiakum, Kittitas, Benton, Franklin, Adams, King, Spokane, Yakima, Columbia, Douglas, Walla Walla, Whitman, Chelan, Okanogan, Thurston, Clallam, Garfield, Kittitas, Mason, Snohomish, Jefferson, Island, Asotin & Pierce

State of Oregon, Counties of:

Multnomah, Clackamas, Washington, Yamhill, Lincoln, Douglas, Clatsop, Umatilla, Deschutes, Curry, Malheur, Morrow, Columbia, Coos, Hood River, Jackson, Josephine, Kalamath, Marion, Tillamook, Umatilla, Union, Wallowa, Sherman, Gilliam, Wasco, & Lane

State of Idaho, Counties of:

Ada, Fremont, Lake, Twin Falls, Owyhee, Elmore, Gem, Canyon, Jerome, Lincoln, Gooding, Washington & Bannock

State of Arizona, County of Maricopa

State of Texas, County of Tarrant

TYPICAL CLIENTELE:

FEDERAL, STATE & TRIBAL

Department of Transportation
Federal Aviation Administration
US Army Corps of Engineers
Northwest District
Washington State Department of
Transportation
Washington State Parks
Washington Attorney General
Washington State General Services
Admin.; Div. of Savings & Loan
US Department of Energy, Bonn.
Power Administration
Federal Deposit Insurance Corp.
Federal Home Loan Bank Board
U.S. Attorney, District of Oregon
Federal Savings & Loan Insurance Corp.
Housing and Urban Development
Washington Department of Fish and Wildlife
US Post Office
US Department of Justice
OWEB
US Dept of Housing and Urban Development
Oregon Department of Veterans Affairs
Washington State Parks and
Recreation Commission
Idaho Bureau of Licenses
Yakama Nation

COUNTY AND CITY:

Clark County Dept of
Public Works
Clark County Office
of Purchasing
Ada County Hwy. District
City of Longview
City of Goldendale
City of Battle Ground
City of Connell
Clark County PUD #1
METRO
City of Olympia
Clark County Fire Distr.#6
C-Tran
City of Vancouver
Cowlitz County
Port of Longview
Vancouver School District
Clark County Parks
King County
Cowlitz Prosecutors Office
Port of Vancouver
Cowlitz PUD
Pacific County PUD
Port of Kalama
Port of Ilwaco
Port of Camas-Washougal
King County Prosecutor's
Office
City of Kelso
Klickitat County
Thurston County
City of Ridgefield
City of Camas
Camas School District
King County International
Airport
Clark College
Port of Portland
City of Washougal
Port of Woodland
East Klickitat County
Conservation District
Green Mountain School
District

LENDING INSTITUTIONS:

Peoples National Bank
Seattle First National Bank
Pacific First National Bank
Western Heritage Savings
Washington Mutual Savings Bank
Community First Federal Saving
Lomas and Nettleton, Inc.
First Federal Savings, Phil.
Idaho Bank and Trust
Securities Intermountain, Inc.
Vancouver Federal Savings
Old National Bank
Riverview Community Bank
First Federal Northwest
Far West Federal
Columbia National Bank
Cowlitz Bank
Liberty Federal Savings Bank
Chrysler Financial Services
Bank of Hong Kong
Northrim Bank
Bank of Clark County
Columbia River Bank
Regent's Bank

Northwest National Bank
The Oregon Bank
Rainier Bank
US National Bank of
Oregon
Pacific First Federal
Texas Commerce Bank
First Independent Bank
Bank of California
U.S. Bancorp
Benj. Franklin Savings
Frontier Federal
First Interstate Bank
Security Pacific Bank
Great American Bank
Essex Mortgage
Wells Fargo Bank
Western Savings Bank
Continental Savings Bank
Centennial Bank
Key Bank
Today's Bank
First Security Bank

INSTITUTIONS AND CORPORATIONS:

Western Electric
Mortgage Guaranty Insurance
Equitable Relocation Services
Allstate Insurance Corporation
Ticor Relocation Management
Crown Zellerbach
Continental Mortgage Insurance
PMI Mortgage Insurance
Lower Columbia College
International Paper
Transamerican Relocation Services
Kaiser Foundation
Chevron USA, Inc.
Pythian Home
Pacific Power & Light
SW Washington Hospitals
Winthrop Financial
Edwards Industries
Exxon Corporation
Employee Transfer Corporation
Alcoa Aluminum
Intel Corporation
Burlington Northern
Safeco Title Insurance Co.
Stauffer Chemical
Telephone Utilities
Old National Financial Services
AIRCO Industrial Gases
The Trust for Public Lands
American Honda Motor Company
Al Angelo Construction Company
Lumbermans
Northwest Public Power Assn.
Canica International
Peter Kiewit Company
Syndyne Corporation
Bear Valley Minerals, Inc.
Melvin Simon Corp.
O'Ryan Industries
Boise Cascade Corporation
TICOR Title
EQ Services
Ziggy's Lumber
The Beverly Group
Mobil Oil Company
Vancouver Sanitary Service
Pacific Rock Products, Inc.
Les Schwab Tires, Inc.

Grange Insurance Corp.
Mutual of Enumclaw
Nendel's Inns & Motels
Crown-Camas Credit Union
Relocation Realty Services
Hosts of America, Inc.
Hill Haven, Inc.
Weyerhaeuser
Reynolds Metals
Aetna Life & Casualty
Tidland Corporation
Fred Meyer, Inc.
Gates Rubber Company
Clark College
Diamond Shamrock Corp.
ICI Americas
National Semiconductor
Flintcote Cement & Lime
Jantzen, Inc.
Church of Jesus Christ of
Latter Day Saints
Pioneer National Title
Pacific Northwest Bell
Alpenrose Dairy
Pacific NW Life Insurance
Chicago Title
U.S. Creditcorp
Plum Creek Timber
Christensen Group
Keil's Food Stores
Western Oregon Marine
Gilbert Pacific
International Air Academy
Columbia Cable
PMSI
WTD Industries, Inc.
Kegley, Deines, & White
Underwriters Laboratories
Chrysler Credit
Association of
Retarded Citizens
Vancouver Clinic
Hambleton Brothers
H. D. Fowler Company
Rail Car America
NALCO Chemical
SEH America
Fred Meyer, Inc.

INSTITUTIONS AND CORPORATIONS continued.....:

Tidewater Barge Lines, Inc.
Habitat for Humanity
Yakama Indian Nation
TNT Fireworks
Office MAX
Fidelity Title Insurance Company
Mercer Ranches
Fazio Brothers Sand Company
Northwest Packing
Schofield Brothers
Northwest Packing
Old Republic Title
Heraeus Shin Etsu
Nisqually Land Trust
New Columbia Garden Company, Inc
Garrett Sign

Minit Mart Corporation
Caffal Brothers
YK Fish Recovery Project
Columbia Land Trust
Chicago Title Company
Erickson Farms
Great Western Malting
First American Title
SEH America
Wasser & Winters
Pacific Coast Shredding
EP Properties, LLC
S-E, Inc
Skyline Hospital
The Columbian