

**GAR ASSOCIATES, INC.**  
**APPRAISAL QUALIFICATIONS OF JEFFREY E. HENNARD**

**PRESENT OCCUPATION:**

Mr. Hennard is a full-time associate appraiser and consultant with GAR Associates, Inc. at 2399 Sweet Home Road, Amherst, New York. Mr. Hennard performs tasks related to specific appraisal assignments in the commercial and industrial markets of Western New York, as well as mass appraisal application for commercial properties.

**EDUCATION:**

State University of New York at Buffalo  
Bachelor of Science - Business Administration  
Major Course of Study in Management  
Minors in Finance and Human Resources

**PAST EXPERIENCE:**

Worked with town offices regarding zoning ordinances, researched public records, and negotiated land leases throughout New York State, New Jersey, and parts of Pennsylvania for a national telecommunications company.

**PROFESSIONAL TERRITORY COVERED:**

Mr. Hennard has appraised property throughout the Upstate New York region, including the Counties of Erie, Niagara, Cattaraugus, Chautauqua, Allegany, Monroe, Oneida, Ontario, Oswego and Steuben. Consulting work, research and analysis has also included areas of Onondaga, Rensselaer, Saratoga and Ulster Counties.

**PROPERTY TYPES APPRAISED:**

Appraisal work includes a range of vacant land, improved commercial, office, retail, industrial, mixed-use, single and multiple-family residential, and subdivision property types. Also performs various duties including data collection, sales verification, analysis and valuation related primarily to commercial mass appraisal projects.

**CLIENTS:**

Clients include a variety of lending institutions, mortgage brokers, municipalities, school districts, not-for-profit organizations, attorneys and private users.

**APPRAISAL COURSES/SEMINARS ATTENDED AND SUCCESSFULLY COMPLETED:**

- Valuation Principles and Procedures, October 2004
- Fair Housing, Fair Lending and Environmental Issues, November 2004
- Introduction to Income Property Valuation, June 2005
- Principles of Income Property Appraising, August 2005
- Applied Income Property Valuation, November 2005
- Valuation of Wireless Communication Towers and Sites, November 2007
- Analyzing Operating Expenses, October 2008
- Business Practices and Ethics, October 2009
- Valuation Case Studies, January 2010
- 7 Hour National USPAP, November 2010
- Appraising Manufactured Housing, November 2010

**CERTIFICATIONS:**

New York State Certified General Real Estate Appraiser – Certificate No. 46-47191

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**PREPARED AND PARTICIPATED IN APPRAISALS FOR:**

Attorneys and Private Individuals  
Insurance Companies  
ABN-AMRO Apartment Lending  
Town of Amherst  
Aurora Venture Properties, LLC  
The Bank of Castile  
The City of Batavia  
Bayview Financial Trading  
Beacon Education Management  
Bryant and Stratton  
Buffalo Urban Renewal  
Canisius College  
Charter One Bank, F.S.B.  
Chase Manhattan Bank, N.A.  
Chautauqua County  
Child and Family Services, Buffalo  
Citibank (New York State)  
Town of Cicero  
Town of Clarence  
Town of Clarkson  
First International Bank  
First Niagara Bank  
Fleet National Bank  
Fleet Small Business Services

Greater Buffalo Savings Bank  
Gurney, Becker and Bourne  
HSBC Bank  
Integra Realty Resources  
City of Jamestown  
Jamestown Savings Bank  
JPMorgan Chase Bank  
Key Bank  
City of Lackawanna  
Town of Lancaster  
Legg Mason Real Estate  
M&T Bank  
Nabisco  
National City Bank of Pennsylvania  
Town of Scriba  
Snyder Funding, Inc.  
Sun Life Assurance Company of Canada  
Sweet Home Central School  
Toyota Motor Credit Corporation  
Valley National Bank  
Village of Fredonia  
Washington Mutual Bank  
Western Regional Off-Track Betting  
Wyoming County Bank

UNIQUE ID NUMBER

46000047191

*State of New York*  
*Department of State*

**DIVISION OF LICENSING SERVICES**

FOR OFFICE USE ONLY

Control  
No.

58042

PURSUANT TO THE PROVISIONS OF ARTICLE 6E OF THE  
EXECUTIVE LAW AS IT RELATES TO R. E. APPRAISERS.

EFFECTIVE DATE

MO.	DAY	YR.
01	16	11

HENNARD JEFFREY E  
C/O GAR ASSOCIATES  
2399 SWEET HOME ROAD  
AMHERST, NY 14228-2326

EXPIRATION DATE

MO.	DAY	YR.
01	15	13

HAS BEEN DULY CERTIFIED TO TRANSACT BUSINESS AS A  
R. E. GENERAL APPRAISER

In Witness Whereof, The Department of State has caused  
its official seal to be hereunto affixed.

**RUTH NOEMI COLON**  
**ACTING SECRETARY OF STATE**