

## **Professional Qualifications**



**Steven R. Fontes, MAI, CCIM**President

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## **Real Estate Related Employment Background**

- Mr. Fontes has served as President of Mission Property Advisors, Inc. since its inception in 2007. Mission Property Advisors, Inc. is a commercial real estate service firm based in Southern California specializing in commercial real estate appraisal and commercial real estate brokerage.
- Mr. Fontes served as Vice President of **Reinhart-Fontes Associates**, **Inc**. from November 1994 through June 2012. Responsibilities included valuation and consultation, appraisal review, business development, staff management and software training.
- Mr. Fontes served as Vice President with **Reinhart & Associates** in Riverside, CA. from January 1991 to October 1994. Responsibilities included valuation and consultation, business development & software training.
- Mr. Fontes served as Assistant Vice President of Interstate Appraisal Corporation Riverside Division from July 1985 to December 1990. Responsibilities during first 1.5 years consisted of data compilation and research. Later responsibilities consisted of commercial & industrial appraisal work with a heavy emphasis on proposed subdivision appraisal and analysis.

#### **Professional Real Estate Designations & Affiliations**

- Mr. Fontes is a **Member of the Appraisal Institute**. He has held the **MAI** designation since October 27, 1993. His member number is 10123. To learn more about the MAI designation visit <a href="http://www.appraisalinstitute.org">http://www.appraisalinstitute.org</a>.
- Mr. Fontes is a Member of the CCIM Institute. He has held the CCIM designation since November 8, 2000. His member number is 9481. By virtue of holding the CCIM designation, Mr. Fontes is also an affiliate member of the National Association of Realtors. To learn more about the CCIM designation visit <a href="http://www.ccim.com">http://www.ccim.com</a>.
- Mr. Fontes is a life member of the Forensic Expert Witness Association (FEWA), Orange County Chapter. FEWA is dedicated
  to the professional development, ethics, and promotion of forensic consultants in all fields of discipline. To learn more about FEWA
  visit <a href="http://www.forensic.org">http://www.forensic.org</a>.
- Mr. Fontes is a member of the **Riverside Chamber of Commerce**. He formerly served for 7+ years as a voting member of the Economic Development Council (EDC) from 2013 until early 2020. He is also a graduate of Leadership Riverside Class of 2012, a training program for future civic leaders. The Riverside Chamber of Commerce exists to promote a strong local economy on behalf of community residents and Chamber members. To learn more about the Riverside Chamber of Commerce visit <a href="http://www.riverside-chamber.com">http://www.riverside-chamber.com</a>.

#### Real Estate Related Licenses Held in the State of California

- Mr. Fontes is a **Certified General Real Estate Appraiser** and is certified with the State of California Bureau of Real Estate Appraisers (BREA). He has been state certified since January 16, 1992. His license requires renewal by March 21, 2024. His BREA ID# is AG001644. To learn more about BREA visit <a href="http://www.orea.ca.gov">http://www.orea.ca.gov</a>.
- Mr. Fontes is a **Licensed Real Estate Broker** and is licensed with the California Bureau of Real Estate (BRE). He has been licensed since January 8, 2003. His license requires renewal by January 7, 2023. His Identification Number is 01364228. To learn more about the DRE visit <a href="http://www.dre.ca.gov">http://www.dre.ca.gov</a>.

## **University Level Education & Activities**

•	University of California, Riverside (UCR) - Bachelor's Degree in Computer Science	1987
•	Served on the UCR Planned Giving Advisory Board	2001 - 2003
•	Vested Rights, Property Development Agreements, UCR Extension Course	1988
•	Commercial and Industrial Real Estate, UCR Extension Course	1989
•	GIS (Geographic Information Systems) in Real Estate, UCR Extension Seminar	1996

## **Appraisal Institute Courses Completed**

•	Real Estate Appraisal Principles	1987
•	Basic Valuation Procedures	1987
•	Standards of Professional Appraisal Practice	1988
•	Capitalization Theory & Techniques, Part A	1989
•	Capitalization Theory & Techniques, Part B	1989
•	Case Studies in Real Estate Valuation	1990
•	Report Writing & Valuation Analysis	1990
•	Standards of Professional Appraisal Practice, Part A	1991
•	Standards of Professional Appraisal Practice, Part C	1998
•	Standards of Professional Appraisal Practice, 7-Hour Update	2003, 2005, 2007, 2009 & 2011, 2013, 2015, 2017, 2019, 2021
•	Business Practices and Ethics	2003, 2008, 2017, 2017, 2017, 2017, 2017
•	Appraisal Curriculum Overview	2010
•	Real Estate Finance, Statistics & Modeling	2010
•	The Appraiser as an Expert Witness: Preparation & Testimony*	2010
•	Litigation Appraising: Specialized Topics & Applications*	2010
	Condemnation Appraising: Principles and Applications*	2010
•	Condemnation Appraising. I finciples and Applications	2010

<sup>\*</sup>In 2010 Mr. Fontes became a recipient of a *Litigation Certificate of Completion* for completing the program's curriculum (three classes noted above) and successfully passing all three examinations.

## **CCIM Institute Courses Completed**

•	Financial Analysis for Commercial Investment Real Estate (CI-101)	2000
•	User Decision Analysis for Commercial Investment Real Estate (CI-103)	2000
•	Investment Analysis for Commercial Investment Real Estate (CI-104)	2000
•	Market Analysis for Commercial Investment Real Estate, (CI-102)	2000
•	Core Concepts Review, (CCR)	2000

## California Broker's License Courses Completed

•	Real Estate Practice, Allied Business Schools	2002
•	Legal Aspects of Real Estate, Allied Business Schools	2002
•	Real Estate Finance, Allied Business Schools	2002
•	Real Estate Economics, Allied Business Schools	2002
•	Property Management, Allied Business Schools	2002
•	Escrow Principles & Practices, Allied Business Schools	2002
•	Real Estate Office Administration, Allied Business Schools	2002

## Appraisal Institute Involvement (Southern California Chapter)

•	Served as President of the Southern California Chapter of the Appraisal Institute	2009
•	Served as Vice President of the Southern California Chapter of the Appraisal Institute	2008
•	Served as Treasurer of the Southern California Chapter of the Appraisal Institute	2007
•	Served as Secretary of the Southern California Chapter of the Appraisal Institute	2000 & 2007
•	Served as Immediate Past President of the Southern California Chapter of the Appraisal Institute	2010
•	Served on the Board of Directors as Education Coordinator	2001

•	Served on the Finance Committee	2001, 2007 & 2008
•	Served on the Nominating Committee (Chaired in 2010)	2001, 2010, 2013, 2019
•	Served on the Office Committee (Chaired in 2008)	2007 - 2011
•	Chaired the Employee Compensation & Benefits subcommittee of the Office	Committee 2010
•	Chaired the Bylaws Committee	2008
•	Chaired the Website Committee	2009 - 2011
•	Served on the Board of Directors as a Director	1997 - 1999
•	Served as an Admissions Committee member	1994 - 1996
•	Chaired Heritage Night, honoring Tom O'Neil, MAI	2009
•	Co-chaired Heritage Night, honoring George Hamilton Jones, MAI	2011
•	Chaired Heritage Night, honoring Mike Teobaldi, MAI	2014
•	Developed the Inland Empire Market Trends Seminar	1998
•	Chaired the Inland Empire Market Trends Seminar	1998 - 2005
•	Chaired or co-chaired the Summer Conference program	1998 - 2000
•	Chaired the 15 <sup>th</sup> - 17 <sup>th</sup> Annual Golf Tournament	1994 - 1996
•	Served as a member of the Candidate Guidance Committee	1989 - 1990
•	Served as a Regional Representative	997 - 1998, 2000 - 2001 & 2008 - 2009
•	Served on the National General Appraiser Council, Admissions Committee	2000
•	Served on the National Nominating Committee for Region VII (as an Alternat	e) 2013

## **Real Estate Related Articles**

Appraising in the Inland Empire, The Business Press
 Residential Subdivision Development, The Business Press
 1998

Expert Witness<sup>1</sup> Testimony Experience
Testimony County/Venue Court

	Testimony	County/Venue	Court	Case Number	Entity Name	Year	Classification
•	Deposition	San Bernardino	Superior Court	CIVDS 1720699	Agcon, Inc./Cornerstone	2021	Defendant
•	Trial	San Bernardino	Superior Court	CIVDS 1725255	KG Investment, LLC	2020	Defendant
•	Deposition	San Bernardino	Superior Court	CIVDS 1725255	KG Investment, LLC	2019	Defendant
•	Deposition	Los Angeles	Superior Court	BC 664871	450 S. Western, LLC	2019	Defendant
•	Trial (jury)	Los Angeles	Superior Court	BC 601845	EP Monterey	2018	Defendant
•	Deposition	Los Angeles	Superior Court	BC 601845	EP-Monterey	2018	Defendant
•	Deposition	Riverside	Superior Court	PSC1301341	Yardley	2018	Plaintiff
•	Deposition	Los Angeles	Superior Court	BC549326	Corona Summit	2016	Plaintiff
•	Deposition	San Bernardino	Superior Court	CIVDS 1313906	Hesper v. Shoraka	2015	Plaintiff
•	Deposition	Orange	Superior Court	30-2013-00677012	Zander v. Brand	2015	Plaintiff
•	Trial (bench)	San Francisco	U.S. Bankruptcy Court	13-32456-DM	Arce Riverside, LLC	2014	Creditor-Chap.11
•	Trial (bench)	Las Vegas, NV	U.S. Bankruptcy Court	12-17965-MKN	B-NGAE1, LLC	2013	Debtor-Chap.11
•	Deposition	San Bernardino	Superior Court	CIVRS 1200081	AP-Transpark, LLP	2013	Defendant
•	Trial (bench)	San Bernardino	Superior Court	CIVDS 1103352	AP-Colton, LLC	2013	Plaintiff
•	Deposition	San Bernardino	Superior Court	CIVDS 1103352	AP-Colton, LLC	2013	Plaintiff
•	Trial (bench)	Riverside	Superior Court	INC 1200769	Fresh & Easy	2013	Plaintiff
•	Trial (bench)	San Bernardino	Superior Court	CIVVS 701366	Van Berg	2012	Defendant
•	Trial (jury)	San Bernardino	Superior Court	CIVVS 1102008	Adelanto Public Util.	2012	Plaintiff
•	Deposition	San Bernardino	Superior Court	CIVVS 1102008	Adelanto Public Util.	2012	Plaintiff
•	Deposition	San Bernardino	Superior Court	CV 081705	Grubb & Ellis	2005	Defendant
•	Deposition	Riverside	Superior Court	RIC 372935	Van de Laar	2005	Plaintiff
•	Deposition	San Bernardino	Superior Court	SCVSS 82679	Atlantic Richfield	2004	Defendant
•	Deposition (percipient)	San Diego	Superior Court	GIC 773979	2,022 Ranch, LLC	2004	Defendant
•	Trial (bench)	Riverside	Superior Court	RIC 347484	Huang v. Wahler	2002	Defendant
•	Deposition	Riverside	Superior Court	RIC 347484	Huang v. Wahler	2002	Defendant

<sup>&</sup>lt;sup>1</sup> All testimony experience noted above was as an expert witness, unless otherwise noted.

#### **Real Estate Related Public Speaking**

•	Presented on the topic Drone Technology & its Impact on the Appraisal Industry, San Diego AI	2017
•	Presented on the topic Drone Technology & its Use in the Right of Way Industry, IRWA	2017
•	Presented on the topic of Drone Usage in Real Estate Appraisal Practice, IRWA Annual Valuation Conference	e 2016
•	Presented on the topic of The Perception of Advocacy and Consequences for the Appraiser at the	
	City Club in Los Angeles at the 47 <sup>th</sup> Annual So. Cal. Chapter of the Appraisal Institute Litigation Seminar	2014
•	Presented office & industrial market overview and discussed regulatory requirements when dealing with	
	lenders to the Inland Empire Chapter of the Risk Managers Association, Victoria Club, Riverside	2014
•	Presented market overview of So. Cal. Office & Industrial Markets to Greater So. Cal. CCIM Chapter	2011
•	Moderated 20+ SCCAI events in 2009 in role as Chapter President	2009
•	ARGUS lease analysis software training to Lee & Associates brokers	& 2002
•	Presentation on Real Estate Appraisal to the Inland Empire Community Foundation	2002
•	Moderated a panel discussion on Charitable Gift Giving in Real Estate, Omni Hotel, Los Angeles	2001
•	Office Market Overview to the Inland Empire Building Owners & Managers Association (BOMA)	2000
•	Moderated the Appraisal Institute's Inland Empire Market Trends Seminar, Ontario Convention Center 1998	3 - 2005
•	Presented an overview of Mello-Roos Bond Financing to Chapter 5 of the Appraisal Institute	1988
•	Overview of Vested Rights/Development Agreements to Chapter No. 5 of the Appraisal Institute	1989

## **Real Estate Related Seminars Attended**

Mr. Fontes has attended over 175 real estate related seminars, courses & meetings since 1986.

## **Property Type Experience Involving Appraisal & Consulting Assignments**

- Auto Dealerships & Auto Service Projects
- Bank Branch Buildings
- Board & Care Facilities
- College Campuses
- Condemnation Related Valuation Assignments
- Convalescent Homes
- Conventional, Bond Financed, Section 8 & LIHTC Apartment Projects
- Eminent Domain Related Valuation Assignments
- Expert Witness Testimony & Consultation (Forensic Valuations)
- Fast Food Restaurants & Single Tenant NNN Leased Investments
- Food Plant/Cold Storage Facilities, Proposed & Existing
- Gas Station/Mini-Mart Facilities
- Highest & Best Use/Feasibility Analyses for Vacant Land Parcels
- Historic residential and commercial properties
- Hotels & Motels
- Industrial Buildings/Projects (Single & Multi-Tenant)
- Industrial Master Planned Projects (Including CFD/Mello-Roos Bond Financed)
- Land (Commercial/Industrial, Multi-Family, Residential, Specific Plan, Open Space, Park, Conservation/Habitat)
- Lease Dispute Resolution
- Leasehold & Sandwich Ground Leased Mixed Use Projects
- Lumberyards
- Mixed Use Projects
- Mobile Home Parks
- Office & Medical Office Buildings (Proposed & Existing, Single & Multi-Tenant)
- Proposed & Existing, Anchored & Non-Anchored Retail Shopping Centers
- Proposed Condominium & Planned Unit Development Projects
- Public Agency Valuation & Consultation
- Redevelopment Agency Valuation & Consultation
- Residential Master Planned Communities (Including CFD/Mello-Roos & A.D. Bond Financed)
- Right of Way Valuation Assignments
- Schools (Preschools, Elementary Schools, Middle Schools & High Schools), Existing & Proposed Construction
- Self-Storage Facilities (Single & Multi-Level)
- Single-Family Residential Subdivisions (Proposed & Existing, Entry-level to High-End Custom)

- Single Family Homes (Proposed, Existing & Models)
- Photovoltaic Solar and Wind Parks
- Specialized Market Research & Analyses
- Tax Appeals
- Truck Terminals
- Uniquely Constructed & Special Purpose Properties

## Primary Geographic Service Areas - Southern California

- Riverside County (Including the Lower Desert/Palm Springs/Coachella Valley area)
- San Bernardino County (Including the Upper Desert/Victorville/Victor Valley area)
- Orange, Los Angeles & San Diego Counties
- Bay Area & Central California Regions are also serviced on occasion at the request of certain clients

# Steven R. Fontes, MAI, CCIM Seminars, Courses & Meetings Attended From 1986 to Present

#### 1986

Real Estate Appraisal Principles, February 1987

#### 1987

Basic Valuation Procedures, September 1987

#### 1988

Standards of Professional Appraisal Practice, June 1988

#### 1989

Capitalization Theory & Techniques, Part A, June 1989 Capitalization Theory & Techniques, Part B, August 1989

#### 1990

Case Studies in Real Estate Valuation, July 1990 Report Writing & Valuation Analysis, August 1990

#### 1991

Appraisal Regulations of the Federal Banking Agencies, February 1991 Title Insurance Workshop, April 1991 Standards of Professional Appraisal Practice, Part A, May 1991

#### 1992

Valuation of Leased Fee Interests, June 1992 The Subdivision Seminar, July 1992

#### 1993

Appraiser's Complete Review Seminar, January 1993 The Operating Expenses Seminar, April 1993 The Construction Costs Workshop, August 1993

#### 1994

Pending Regulatory and Governmental Changes, January 1994
Appraisal Business Management, May 1994
Defensive Appraising, May 1994
Critical Building Inspections, May 1994
Summary, Restricted and Evaluation Appraisal Reports, August 1994
Understanding Limited Appraisals – General, August 1994
Experience Review Training Program, September 1994
The Partial Acquisition Seminar, September 1994

#### 1995

Appraising Land in Southern California Seminar, March 1995 California's Appraisal Licensing Law - A.B. 527 and FIRREA, September 1995 The Appraiser in Cyberspace - Using the Internet, October 1995

The Southern California Market Trends Seminar, January 1996 Fourth Annual Right of Way Valuation Conference (IRWA), March 1996 The Operating Expenses Seminar, August 1996 The 29<sup>th</sup> Annual Litigation Seminar, November 1996

#### 1997

The Southern California Market Trends Seminar, January 1997 Loss Prevention - Error and Omissions Insurance Update, April 1997 Litigation Skills for the Appraiser: An Overview, May 1997 1<sup>st</sup> Annual Inland Empire Market Trends Seminar, June 1997 Feasibility of Residential Development Projects, August 1997 Appraisal of Fast Food Franchises, August 1997 Small Hotel/Motel Valuation Seminar, October 1997

#### 1998

The Southern California Market Trends Seminar, January 1998

2nd Annual Inland Empire Market Trends Seminar, June 1998

The Appraiser's Role in the Redevelopment Process, August 1998

The Wall Street Connection – Trends in Real Estate Debt & Equity Markets, August 1998

The Technical Inspection of Residential Real Estate, August 1998

CCIM's - Your Valuation Advantage, August 1998

Standards of Professional Appraisal Practice, Part C, October 1998

#### 1999

3<sup>rd</sup> Annual Inland Empire Market Trends Seminar, June 1999 Single-Tenant Net Leased Properties, August 1999 The Appraisal of Skilled Nursing Facilities, August 1999 Attacking and Defending an Appraisal in Litigation, August 1999 California's Appraisal Licensing Law - A.B. 527 and FIRREA, September 1999

#### 2000

The Southern California Market Trends Seminar, January 2000 4<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2000 The Psychology of Expert Testimony, September 2000 Recent Trends in Master-Planned Communities, September 2000

#### 2001

CCIM Internet Site to Do Business Seminar (Web-based GIS & Demographics), January 2001 The Operating Expense Seminar, February 2001

Bridging the Gap: Marketability Discounts for Real Estate Interests, May 2001 Inland Empire Planned Giving Roundtable, The Planned Giving Audit, May 2001

Western Regional Planned Giving Conference, June 2001

The ABC's of Planned Giving

Uncovering Your Donor's Forgotten Real Estate

The State of the Estate Tax

5<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2001

Graham-Leach Bliley Act (Information Privacy Seminar), September 2001

The Internet & Technology Issues and the Appraiser, November 2001

Case Studies in Limited Partnership and Common Tenancy Valuation, May 2002 6th Annual Inland Empire Market Trends Seminar, June 2002 Current Issues in Land Development, October 2002 Tax Wise Exit Strategies in a Hot Real Estate Market, October 2002 Litigation Seminar, November 2002

#### 2003

Economic Outlook 2003, Hosted by The Private Bank at Bank of America, January 2003
Invited participant in the strategic planning meeting for the newly formed Center for Sustainable
Suburban Growth at the University of California, Riverside, University Extension Center, January 2003
7th Annual Inland Empire Market Trends Seminar, June 2003
Uniform Standards of Professional Appraisal Practice (USPAP) Update, June 2003
Business Practices & Ethics, July 2003
Appraisal of Local Retail Properties, October 2003
Scope of Work, Expanding Your Range of Services, October 2003

#### 2004

1031 Exchange Seminar, Inland Valley Association of Realtors, January 2004
Market Value Implications of the Multi-Species Habitat Conservation Plan, March 2004
8th Annual Inland Empire Market Trends Seminar, June 2004
CCIM Facilitating the Transaction Conference, October 2004

Challenges & Opportunities of Networking Retail Marketing & Property Exchange From Opportunity to Listing to Sale Investor Analysis Techniques

#### 2005

Planned Transportation Improvements for the Inland Empire, March 2005 Uniform Standards of Professional Appraisal Practice (USPAP) Update, March 2005 9<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2005 Contemporary Approaches to Land Seminar, June 2005 Real Estate Finance Value & Investment Performance Seminar, August 2005 Proposed Changes to IRS Rules in Valuing Conservation Easements, August 2005 The Valuation of Leases, Leaseholds and Leased Fee Estates, September 2005

### 2006

Scope of Work: Expanding Your Range of Services, July 2006 How You Count, July 2006

#### 2007

Uniform Appraisal Standards for Federal Land Acquisitions, January 2007 "Win-Win" Negotiations, March 2007

Explore the Many Online Research Sources for Appraisal Information, May 2007 10<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2007

An Appraiser's Primer to the International Building Code, August 2007

Valuation and the Internal Revenue Service (IRS), August 2007

Golf Course Valuation, October 2007

Uniform Standards of Professional Appraisal Practice (USPAP) Update, November 2007 40<sup>th</sup> Annual Litigation Seminar, November 2007

Business Practices & Ethics, February 2008

Valuing High Performance "Green" Real Estate, May 2008

Summer Conference, July 2008

Leadership Training for the Appraisal Institute, Chicago, August 2008

An Introduction to Valuing Green Buildings, November 2008

41st Annual Litigation Seminar, November 2008

#### 2009

Billboard & Land Lease Analysis on Tribal Lands, January 2009

Los Angeles & Orange County Market Trends Seminar, January 2009

The Appraisers Role in Public Acquisitions, February 2009

Valuation Issues in Eminent Domain in the Current Market, March 2009

Analyzing Sales Contracts, March 2009

Capital Markets and Commercial Real Estate, May 2009

Valuation Issues of Real Property Damages, May 2009

12th Annual Inland Empire Market Trends Seminar, June 2009

15th Annual Summer Conference & Trade Show, July 2009

Subdivision Valuation, a Comprehensive Guide to Valuing Improved Subdivisions, August 2009

Commercial Real Estate, Supply and Demand, August 2009

Condemnation - Partial Takes & Super Fund Sites, September 2009

Business 101 for the Expert Witness, September 2009

Introduction to Valuation for Financial Reporting, October 2009

Special Purpose Properties Seminar, October 2009

An Expert Witness Primer, November 2009

42<sup>nd</sup> Annual Litigation Seminar, November 2009

Mastering Cap Rates in Today's Market, December 2009

Uniform Standards of Professional Appraisal Practice (USPAP) Update, December 2009

#### 2010

Defending an Appraiser in a Lawsuit, March 2010

Appraisal Curriculum Overview, May 2010

Let's Talk Property Tax, May 2010

13<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2010

Real Estate Finance, Statistics & Modeling, June 2010

How to Systemize Your Business, June 2010

The Appraiser as an Expert Witness: Preparation & Testimony, August 2010

Litigation Appraising: Specialized Topics & Applications, August 2010

IRS Valuation Summit, August 2010

Condemnation Appraising: Principles and Applications, September 2010

One Good Graph is Worth 1,000 Adjustment Grids, November 2010

43<sup>rd</sup> Annual Litigation Seminar, November 2010

OREA Update and Enforcement Issues, November 2010

#### 2011

Market Overview of the Southern California Office & Industrial Markets (speaker for CCIM), Jan. 2011

14th Annual Inland Empire Market Trends Seminar, June 2011

Analyzing Tenant Credit Risk & Commercial Lease Analysis, July 2011

17<sup>th</sup> Annual Summer Conference – Commercial Session, July 2011

Supporting Capitalization rates, August 2011

Uniform Standards of Professional Appraisal Practice (USPAP) Update, October 2011

Tapping the Unrealized Potential of Gifts of Real Estate, February 2012

Timely Appraisal Topics - Niche Areas of Practice, May 2012

ALTA Surveys and Beyond, May 2012

15<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2012

45<sup>th</sup> Annual Litigation Seminar, November 2012

#### 2013

EB-5 Financing Promotes New Developments, April 2013

Business Practices and Ethics, April 2013

What You Must Know About AB1103 & SB1186, AIR Commercial R.E. Association, May 2013

16<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2013

2013 IRS Valuation Summit, August 2013

Carving Out Your Legal Niche: Do's and Don'ts of Litigation, Webinar, October 2013

Appraising Cell Towers, Webinar, December 2013

Uniform Standards of Professional Appraisal Practice (USPAP) Update, December 2013

#### 2014

What the Latest USPAP Changes Mean to You, March 2014

California's Land Use Entitlement Process, April 2014

17th Annual Inland Empire Market Trends Seminar, June 2014

Narrated Long Beach Port Tour by Boat, Sponsored by AIR, July 2014

47<sup>th</sup> Annual Litigation Seminar (speaker), November 2014

#### 2015

Nossaman's 2015 Eminent Domain Seminar, March 2015

18th Annual Inland Empire Market Trends Seminar, June 2015

Federal and California Statutory and Regulatory Law Course, June 2015

48th Annual Litigation Seminar, November 2015

Uniform Standards of Professional Appraisal Practice (USPAP) Update, December 2015

#### 2016

IRWA - What You May Not Know About Temporary Constructions Easements, April 2016

CCIM - 1031 Exchange Update, April 2016

Cost Approach Analysis utilizing Marshall & Swift Cost Manual, April 2016

19th Annual Inland Empire Market Trends Seminar, June 2016

IRWA – Annual Valuation Conference, April 2016 (speaker, Topic – Drone Usage)

Historical Districts & Historical Properties, San Diego Chapter of the Appraisal Institute, September 2016

Connect Inland Empire, Economic & Investment Update, Chino Airport, October 2016

49<sup>th</sup> Annual Litigation Seminar, November 2016

#### 2017

Associating with Appraisers & Attorneys in Southern California, March 2017

Anatomy of an Appraiser's Deposition, April 2017

20th Annual Inland Empire Market Trends Seminar, (committee member & attendee), June 2017

Four Hour Federal & California Statutory & Regulatory Law Course, October 2017

Business Practices & Ethics, October 2017

Four Useful Topics for Appraisers, November 2017

Drone Technology and Use in the Right of Way Industry (speaker for IRWA), November 2017

Drone Technology and its Impact on the Appraisal industry (speaker for San Diego AI), November 2017

Uniform Standards of Professional Appraisal Practice (USPAP) Update, December 2017

21st Annual Inland Empire Market Trends Seminar, June 2018

#### 2019

What Does and Doesn't Work for Appraisers at Deposition and Trial, IRWA Chapter 57, April 2019 Uniform Standards of Professional Appraisal Practice (USPAP) Update, December 2019

## 2021

2021 IRS Summit, September 2021

2021 Appraiser Liability 101: Essential Concepts, September 2021

Business Practices and Ethics - Virtual, December 2021

Uniform Standards of Professional Appraisal Practice (USPAP) Update, December 2021