

QUALIFICATIONS OF APPRAISER
TOM W. COOK, MAI

Founder/President - Cook, Moore & Associates; 1989

Education and Technical Training

Louisiana State University, 1980 - B.S. Degree
Real Estate Law, Real Estate Principles and Basic Appraisal Procedures

Appraisal Institute:

- Principles of Real Estate Appraisal
- Procedures of Real Estate Appraisal
- Capitalization Theory & Techniques, Part I, II & III
- Case Studies in Real Estate Valuation
- Report Writing and Analysis
- Standards of Professional Practice
- Residential Valuation

CCIM Institute (an Affiliate of the National Association of Realtors):

- CI 102: Market Analysis for Commercial Investment Real Estate; 04/06
- CI 103: User Decision Analysis for Commercial Investment Real Estate; 06/06

Society of Real Estate Appraisers:

- Courses 101 - An Introduction to Real Estate Appraising, completed in 1981
- R-1 Course and Exam Study on Residential Appraisals, completed in 1981

*Federal Highway Administration: Federal Highway Procedures in Condemnation
General Real Estate Instruction (G.R.I.): Courses I & II*

Designations and Associations

- Member of the Appraisal Institute (**MAI #8307**), 1989
- Louisiana State Certified General Appraiser #G5
- Member of the Louisiana Board of Realtors
- Affiliate Member of the Year, Baton Rouge Board of Realtors, 1999
- Regional Representative, Appraisal Institute, Region IX
- Admissions Committee Chair, La. Chapter of the Appraisal Institute, 1995-96
- Secretary, La. Chapter of the Appraisal Institute, 1996
- Treasurer, La. Chapter of the Appraisal Institute, 1997
- Vice President, La. Chapter of the Appraisal Institute, 1998
- President, La. Chapter of the Appraisal Institute, 1999
- Board Member, Baton Rouge Growth Coalition, 1999-2001
- President, Commercial Investment Division of the Baton Rouge Board of Realtors, 2001
- Good Growth Awards Committee Chair, B.R. Growth Coalition, 2001
- Seminar Chairman, Trends in Real Estate, 2001-2003
- Baton Rouge Growth Coalition, Vice President, 2002
- Baton Rouge Growth Coalition, President, 2003

Personal Affiliations

Chairman Admissions Committee, Louisiana Chapter of the Appraisal Institute, 1991
Real Estate Columnist, Baton Rouge Business Report
Chairman Building Committee, Broadmoor United Methodist Church, 1988-1990
Speaker, Trends in Real Estate 2005 thru 2013
Member of Dunham School Board, Dunham School, 1999-2003
Honorary Chairman, Business Advisory Council - 2003 National Leadership Award
Member of Greater Baton Rouge Canvas Workshop, 2003
Vice Chair of Board & Chair of the Development Committee, Heritage Ranch, 2007-2013

Business Experience

Founder/President of Cook, Moore & Associates; 1989 to present
Independent Real Estate Appraiser, 1980 to present
Independent Residential Fee Appraiser, 1980 to present
LA Dept of Transportation and Development, Staff Appraiser - Condemnation, 1978-1980

Qualified as Expert Witness in Real Estate Valuation

Parish (Parish), State and Federal Courts in Baton Rouge and Louisiana

Primary Work Territory

State of Louisiana; have completed appraisal assignments in Texas, Mississippi,
Tennessee, Georgia, Arkansas, Florida

Recently Published Articles

Baton Rouge Business Report
The Advocate, Baton Rouge
The Wall Street Journal

Partial Listing of Seminars Attended on Appraisal Topics

Conducted/Completed by the American Institute of Real Estate Appraisers

Standards of Professional Practice (Ethics); 1985
Appraisal Guidelines for F.H.L.B.B Regulation "41-B"; 1985, Federal Home Loan Bank Board
Investment Valuation and Evaluation Seminar; 1986
Highest and Best Use Seminar; 1986
1986 Tax Law Changes and Their Effect on Real Estate Valuation; 1986
Appraisal Requirements of the New Federal Home Loan Bank Board Regulation "41-C"; 1986
Real Estate Risk Analysis; 1987
Shopping Center Appraisals; 1987
Subdivision Analysis Seminar; 1987
Capitalization Overview; 1987
Industrial Property Valuation; 1988
Rates, Ratios and Reasonableness; 1989

Partial Listing of Seminars Attended on Appraisal Topics
Conducted/Completed by The Appraisal Institute

Local Research & Forecasting (Commercial and Residential); 1990
Trends in Real Estate by the Baton Rouge Board of Realtors, 1991
Standards of Professional Practice Part A; 1991
Standards of Professional Practice Part B; 1991
Fair Value/What it is & How to Estimate; 1991
Understanding the Fannie Mae Form; 1993
Proposed Real Estate Appraisers' Liability & Loss Prevention Seminar; 1994
The Uniform Commercial/Industrial Appraisal Report; 1994
The Appraiser as Expert Witness; 1995
General Appraisal Principles, Current Topics; 1995
Cert. Law Update, USPAP; 1995
The Future of Appraising; 1996
Standards of Professional Practice, Part A (USPAP); 1996
Standards of Professional Practice, Part B; 1996
How to Value Louisiana Timberland; 1997
Attacking and Defending an Appraisal in Litigation; 01/1999
Special Purpose Properties, the Challenges of Real Estate Appraising in Limited Markets; 04/99
Standards of Professional Practice, Part C; 07/99
Federal Housing Administration's Homebuyer Protection Plan and the Appraisal Process; 10/99
Trends in Real Estate; 04/00
Appraisal Seminar Block 2-B and 2-D; 12/00
Real Estate Fraud, The Appraiser's Responsibilities & Liabilities; 01/01
Standards of Professional Practice, Part A (USPAP) & Part B; 05/01
CI 101: Financial Analysis for Commercial Investment Real Estate; 06/02
3rd Party MultiFamily Accelerated Processing (MAP) Training; 09/02
Rates and Ratios: Making Sense of GIMs, OARs and DCFA; 01/03
Case Studies in Commercial Highest and Best Use; 10/03
Appraising Environmentally Contaminated Properties; 10/04
Argus Power User Training; 12/04
Appraising Convenience Stores; 01/05
User Decision Analysis for Commercial Investments; 06/06
Uniform Standards of Professional Appraisal Practice; 10/07
Business Practices and Ethics; 07/09
USPAP and State Law Update; 10/09
Appraising From Blueprints and Specifications; 12/09
Analyzing Distressed Real Estate; 12/09
USPAP Laws & Rules; 10/11
Advanced Internet Search Strategies; 12/11
Forecasting Operating Expenses; 12/13
Forecasting Revenues; 12/13

References for Appraisal Work

Attorneys

Anding, George Jr.
Breazeale, Sachse & Wilson, Attys
Chiccarelli, Stephen
Downs & Saffiotti, LLP
Easterly, Shelby
Fishbein & Downs, Attys
Hawthorne, Robert H., Jr.
McCollister, Rolfe H.
R. Loren Kleinpeter, Atty
Keogh, Cox & Wilson, Attorneys
McGlinchey Stafford, PLLC
Powers & Hightower, LLP
Roedel, Parsons, Koch, Blache, Balhoff & McCollister
Victor L. Roy III, Attorney at Law
G. Allen Walsh, Attorney

Oil Companies

Chevron U.S.A., Incorporated
Exxon Oil Company
Mobil Oil Company
Texaco Oil Company

Corporate Clients

Barber Brothers
Broadmoor United Methodist Church
Clark, Honorable Judge Janice
CJ Brown Development, Inc.
Cole Development
Country Club of Louisiana Founders
Dollar General Corporation
Hartley & Vey Developers, Inc.
JTS Interest, Inc.
Jitney-Jungle Stores, Inc.
Kurz & Hebert Commercial Real Estate, Inc.
Latter & Blum, Inc.
R.W. Day/Rentmore Management
Sealy Falgoust & company
Stirling Properties
Wal-Mart Stores, Inc.

Corporations

AT&T Capital Corp.
Albermarle Corporation
Auto Zone, Inc.
Beau Box Commercial Real Estate
Caves Enterprises, Inc.
Chem-Lig Corporation
CLM Equipment Company, Inc.
Commercial Net lease Realty
Construction Materials, Inc.
Coopers & Lybrand, LLC
Creamer Realty Corp.
Crossin-Dannis, Inc.
Custom Coatings, Inc.
Detroit Diesel Corporation
Eustis Mortgage Corporation
FSIC Construction Company
G.E. Capital Corp.
General Health Corporation
GMAC
HFC Funding Corporation
International Hotel
Management Corp
Ivory Management Company
Lanehart/Laneco Company
McDonald's Corporation
Pentagon Petroleum Corp.
Piccadilly Restaurant, LLC
PNC Bank Corporation
Rayford Enterprises
Region's Financial Corporation
Research Park Corporation
Seale Funeral Services, Inc.
Sobin Realty Corporation
Sooner Pipe & Supply
Corporation
Southeastern Health Care
Surgi-Center Limited Partnership
United Companies
Volunteers of America
Wampold Companies
Witter Development
Corporation

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Mortgage Companies

American Advantage
American Fidelity
AMI Capitol, Inc.
Amvest Mortgage Co.
Archon Financial
Associates Financial Services
AMRESO
Baton Rouge Mortgage Co.
Bendel Mortgage Company
Bridger Funding
CFG Mortgage Company
Central Park Funding
Countrywide Funding Corp.
DLJ Mortgage Capital
Deposit Guaranty Mortgage
Eustis Mortgage
Executive Mortgage Co.
First Federal Savings
First National Mortgage Co.
Fleet Mortgage Company
Guilford Capital
Hanover Capital
Highland Mortgage Co.
Home America Mortgage
Lehman Brothers
Mellon Financial Services
Midland Loan Services
National Realty Funding
P.W. Funding
Pelican State Credit Union
Person to Person Financial
Plaza Financial
Plaza Mortgage
Prudential Relocation
Realty Management Services
ReMax Relocation
Regions Mortgage Company
Sentry Mortgage Company
Standard Mortgage
United Companies

Banks

Acadia State Bank
Alliance Bank
American Gateway Bank
AmSouth Bank
Argent Bank
Bancorp South
Bank One, Louisiana
Bank of Commerce
Bank of Gonzales
Bank of Greensburg
Bank of LaPlace
Bank of West Baton Rouge
Baton Rouge Bank & Trust
Britton & Koontz Bank
Business Bank of Baton Rouge
Business First Bank
Capital One Bank

Central Progressive Bank
Citizens Bank & Trust Co.
Commercial National Bank
Compass Bank
Deposit Guaranty National
Dow Federal Credit Union
Equitable Trust
Evangeline Bank Trust Co.
Fidelity Bank & Trust
First Bank
First American Bank
First Commerce Corporation
First Commercial Bank
First Guaranty Bank
FNB of Denham Springs
FNB of Gainesville
FNB of Gonzales
FNB of Lafayette
FNB of St. Mary
First United Bank
Guaranty Bank & Trust Co.
Gulf Coast Bank
Hancock Bank, B.R.
Hibernia National Bank
Highlands Bank
HSA Wexford Bancgroup
Iberia Bank
Iberville Bank & Trust
JP Morgan Chase Bank
Livingston Bank
Louisiana Bank & Trust Co.
Louisiana Federal Savings
Louisiana National Security
M&F Bank
Mid-South Bank
NationsBank of S. Carolina
Omni Bank
PNC Bank
Plaquemine Bank
Progressive Bank
Regions Bank
St. James Bank & Trust Co.
St. Landry Bank
St. Martin Bank
Sovereign Bank
Star Bank
State Bank
Sunburst Bank
Tower Capital
Trustmark Bank
Union Planters Bank
United Community Bank
Washington State Bank
Whitney National Bank

Government Agencies

B.R. City-Parish Government
B.R. Recreation & Park
Fannie Mae
Federal Aviation Association
Federal Deposit Ins. Corp.
Fed. Savings & Loan Ins. Corp.
Gen. Services Adm. (U.S.A.)
Resolution Trust Corporation
US Marshall Services
US Agencies Mgmt Services, Inc.

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Specialized Appraisal Experience

Apartments

Frenchman's Wharf Apts., New Orleans, LA
Joel Apartments, Baton Rouge, LA
Royal deVille Apartments, New Orleans, LA
Pepper Tree Apartments, Lafayette, LA
Colonial Terrace Condominiums, Baton Rouge, LA
Sugar Mill Apartments, New Orleans, LA
Oakbrook Suites Apartments, Baton Rouge, LA
Willow View Apartments, Baton Rouge, LA
Atrium Tower Apartments, Baton Rouge, LA
Stadium Square Apartments, Baton Rouge, LA
Cabana Garden Apartments, Baton Rouge, LA
Carondelet Court Apartments, Baton Rouge, LA
Jefferson Commons at Baton Rouge, LA
Broussard Plaza Apartments, Baton Rouge, LA
Park Place Apartments, Baton Rouge, LA
The Normandie Apartments, Baton Rouge, LA
Oakbrook Village Apartments, Baton Rouge, LA
Normandy Village Apartments, Baton Rouge, LA

Automotive/Car Dealership Facilities

Audubon Imports, Baton Rouge, LA
A.J. Dohmann, Berwick, LA
Acura, Baton Rouge, LA
Richards Honda, Baton Rouge, LA
Iberville Motors, Plaquemine, LA
Ralph Sellers, Gonzales, LA
Henderson Chrysler Jeep, Baton Rouge, LA
All Star Dodge/All Star Ford, Denham Springs, LA
Duplessis Pontiac-Buick GMC, Gonzales, LA
Gerry Lane Chevrolet Dealership, Baton Rouge, LA
AK Durnin Chrysler-Jeep, Baton Rouge, LA
Team Honda of Baton Rouge, LA
John Deere Dealership, New Roads, LA
Audubon Ford/Audubon Imports, LA
Brian Harris BMW, Baton Rouge, LA
Brian Harris Chevrolet, Baton Rouge, LA
Hanks Pontiac-GMC-Buick, Plaquemine, LA
Price LeBlanc Toyota/Lexus, Baton Rouge, LA
River City Ford, Baton Rouge, LA
Duplessis Cadillac, Baton Rouge, LA
Durham Toyota, Hammond, LA
Hollingsworth Richards Ford, B.R., LA
Bayou Country Harley Davidson Dealership, Houma, LA
Dohmann Chevrolet Cadillac, Berwick, LA

Carwash Facilities (both self-service and full-service)

Proposed Self-Service, Baton Rouge, LA
Oasis Carwash, Mandeville, LA
Prop. Self-Service, Staring Lane, B.R., LA
Carriage House Carwash, Baton Rouge, LA
Benny's Carwash (full-service), Baton Rouge, LA
Superior Carwash, Baton Rouge, LA
Self-Service Carwash, Gonzales, LA
Florida Street Carwash, Baton Rouge, LA
Plantation Carwash, Denham Springs, LA

Industrial Facilities

Bengal Industries, Baton Rouge, LA
AKM Fabrication, Prairieville, LA
Wilson Clark Steel Facility, Livingston, LA
Go-Devil Manufacturing, Baton Rouge, LA
Plant Fab Facility, Port Allen, LA
Marine Power, Inc. Ponchatoula, LA

Church Facilities

First Pentecostal Church of Baton Rouge, LA
Church of the Highlands, Baton Rouge, LA
Beech Grove Baptist Church, Baton Rouge, LA
Revival Temple Church, Denham Springs, LA
Judson Baptist Church, Walker, LA
Comite Baptist Church & School, B. R., LA
Quail Ridge Baptist Church, Baton Rouge, LA
First Baptist Church of Zachary, LA
Cornerstone Church of Zachary, LA
St. Andrew Methodist Church, Baton Rouge, LA
Denham Road Baptist Church, Pride, LA
Christian Life Fellowship, Baton Rouge, LA
Istrouma Baptist Church, Baton Rouge, LA
Broadmoor United Methodist, Baton Rouge, LA
Redeeming Life, Walker, LA
Riverdale Baptist Church, B.R., LA
Hopeful Triumph Baptist Church, Darrow, LA
The First New Testament Church, B.R., LA

Day Care Facilities

Kids are Special, Baton Rouge, LA
Lil' One's Learning Center, Denham Springs, LA
Children's Ark Day Care/Preschool, BR, LA

Equestrian Facility

Jumonville Horse Farm, Ventress, LA

Fraternity Homes

DEKE, Louisiana State University

Funeral Home Facilities

Winnfield Funeral Home, Baton Rouge, LA
Wilbert Funeral Home, Plaquemine, LA
Seale Funeral Home, Denham Springs, LA

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Golf Course Facilities

Country Club of Louisiana, Baton Rouge, LA
Sherwood Forest Country Club, BR, LA
City Club at River Ranch, Lafayette, LA

Health Club/Spa/Gym

Spectrum, Denham Springs, LA
Spectrum, Baton Rouge, LA
Athletic in Motion, Prairieville, LA
Superior Fitness, Prairieville, LA
Fusion Health Club, Prairieville, LA
Shannon's Health and Fitness Club, LaPlace, LA

Hotel/Motel Facilities

Comfort Suites, Port Allen, LA
Alamo Plaza Motel, Baton Rouge, LA
Hotel Bentley, Alexandria, LA
Best Western Chateau, Baton Rouge, LA
Newcourt Inn, Port Allen, LA
Ramada Inn, Port Allen, LA
Days Inn of Baton Rouge, LA
Myrtles Plantation, St. Francisville, LA
Holiday Inn North, Lafayette, LA
Holiday Inn, Natchez, MS
Suburban Extended Stay of Laplace, LA
The Lodge at the Bluffs on Thompson Creek, LA
La Qunita Inn, Metairie, LA

Laboratory Facilities

International Analytical Services, Baton Rouge, LA

Mini-Warehouse Storage Facilities

(small to full-service climate-controlled)

Store More Mini Warehouse, Baton Rouge, LA
MGM Mini Storage, Gonzales, LA
Security Storage of Gonzales, LA
ClimaStor, Baton Rouge, LA
Parkway Plaza Self-Storage, Lafayette, LA
ABC Mini-Storage, Baton Rouge, LA
Jam's Mini-Storage, Denham Springs, LA

Nursing Homes

(retirement community, convalescent centers, assisted living)

Heritage Manor, Napoleonville, LA
Ringgold Nurse Care Center, Ringgold, LA
Riverbend Care Center, Belle Chase, LA
Sterling Place, Baton Rouge, LA
Guest House Convalescent Cntr., Baton Rouge, LA
Crescent City Health Care, New Orleans, LA
Jo Ellen Smith Convalescent Center, New Orleans, LA
Lakewood Quarters, Baton Rouge, LA
Stonebridge Convalescent Center, New Orleans, LA
Amite Nursing, Amite, LA
Woodland Village Nursing Home, Algiers, LA
Camellia Gardens Retirement Center, Slidell, LA
Evangeline Village Nursing Home, Houma, LA
Lexington House, Alexandria, LA
The Retirement Center, Baton Rouge, LA
Morris Lahasky Nursing Home, Erath, LA
Magnolia Manor, Baton Rouge, LA
Booker T. Washington Nursing Home
Shreveport Manor, Shreveport, LA
Grace Nursing Home, Clinton, LA
Sherwood Manor Rehab Home, Baton Rouge, LA
Idlewood Nursing Center, St. Francisville, LA
Oakwood Village Asst. Living Complex, Zachary, LA
La Plantation Asst. Living, Denham Springs, LA
Innisfree Retirement Community, Rogers, AR
Acadian House Care Center, Baton Rouge, LA
Village at Windermere, Baton Rouge, LA
Southern Pines Retirement Community, Walker, LA
Three Rivers Nursing Center, Marked Tree, AR
Live Oak Village, Hammond, LA
Maison Des Ami Nursing Home, Baton Rouge, LA
Audubon Guest House of Thibodaux, LA
St. Margaret's Nursing Home, New Orleans, LA
Riverside Nursing Home, Monroe, LA
The Heritage Healthcare Center of Hammond, LA
The Golden Age Nursing Home, Denham Springs, LA
Harvest Manor Nursing Home, Denham Springs, LA
The Ormond Nursing and Care Center, Destrehan, LA

Market Study of the Nursing Home Industry

Napoleonville
Alexandria
Slidell

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Hospital/Medical Facility

Surgical Specialty Hospital, Baton Rouge, LA
La. Orthopedic & Sports Rehab, Baton Rouge, LA
Mary Bird Perkins Cancer Center, Baton Rouge, LA
Flanders Medical Center, Baton Rouge, LA
North Boulevard Psychiatric Hospital, B.R., LA
Dixon Memorial Hospital, Denham Springs, LA
HealthSouth Rehab Hospital of South, LA
Health South Surgery Center of Baton Rouge
Jefferson Healthcare, Jefferson, LA
Surgical Hospital and Medical Office Building, B.R., LA
Orthopaedic Surgery Hospital, B.R., LA
Rehabilitation/Psychiatric Hospital, B.R., LA
Dermatology & Aesthetic Institute, B.R., LA

Plantation Homes

Judge Poche' Plantation, Convent, LA
Homochitto Plantation, Mississippi
The Myrtles, St. Francisville, LA
Nottoway Plantation

Schools (private)

Baton Rouge Marine Institute, Baton Rouge, LA
East Ascension Academy, Gonzales, LA
Martin L. King Christian Academy, Baton Rouge, LA

Theaters

Joy's Cinema Eight, Baton Rouge, LA
Oak Cinema Eight (proposed), Baton Rouge, LA
United Artists, Baton Rouge, LA

Vacant Land

Acreage
Parking lot
Windmill Nursery, Folsom, LA

Veterinary Clinic

Centerville Vet Hospital, Denham Springs, LA
Goodwood Animal Hospital, Baton Rouge, LA
St. George Animal Hospital, Baton Rouge, LA

Specialized Market Study/Analysis

Medical Office Market Study, Baton Rouge, LA
Effects of Flood Zone States, Baton Rouge, LA
Franklin Hope Haven Project, Franklin, LA

Subdivisions

Residential

Bocage Lake S/D, Baton Rouge, LA
Riverbend Subdivision, Baton Rouge, LA
Azalea Lakes S/D, Baton Rouge, LA
Santa Maria S/D, Baton Rouge, LA
Country Club of Louisiana, Baton Rouge, LA
Woodlake at Bluebonnet, Baton Rouge, LA
Five Oaks S/D, Baton Rouge, LA
Lake Ridge S/D, Baton Rouge, LA
Riverbend Lakes S/D, Baton Rouge, LA
Highland Ridge S/D, Baton Rouge, LA
Clearlake Estates S/D, Baton Rouge, LA
Heritage Estates at Highland S/D, Baton Rouge, LA
The Links Subdivision, Baton Rouge, LA
The Village at Country Club of La, Baton Rouge, LA
Highland Knoll Subdivision, Baton Rouge, LA
Fifteen Fairwood Subdivision, Baton Rouge, LA
The Lake at Manchac S/D, Baton Rouge, LA
Le Triomphe' S/D, Lafayette, LA
Highland Greens S/D, Baton Rouge, LA
Jefferson Park S/D, Baton Rouge, LA
Kensington Estates S/D, Baton Rouge, LA
Manchac Knoll S/D, Prairieville, LA
Chase Court S/D, Prairieville, LA
Oaks at Belle River, Napoleonville, LA
University Club S/D, Baton Rouge, LA
Camellia Trace S/D, Baton Rouge, LA
The Lakes at Highland S/D, Baton Rouge, LA

Subdivisions

Commercial

Highland Business Park, Baton Rouge, LA
Bluebonnet Ridge S/D, Baton Rouge, LA
Howell Place, Baton Rouge, LA

Other Property Types too Numerous to List

Campsites (recreational)

Office Buildings

Office/Warehouse Buildings

Restaurants (small drive-thru to large dine-in)

Retail (small free-standing to large big box, including shopping centers and outlet malls)

