

GARY E. HEILAND II, MAI

APPRAISER QUALIFICATIONS

Current Position

Principal and co-founder of Mid-Atlantic Valuation Group, Inc.; York and Wayne, Pennsylvania

Work Experience

February 1999 to 2006 - President

Mid-Atlantic Appraisals; York, Pennsylvania

May 1996 to February 1999 - Associate Appraiser

Weinstein Realty Advisors; York, Pennsylvania

January 1995 to May 1996 - Associate Appraiser

Ratcliffe, Cali, Duffy, Hughes (RCDH) & Company; Philadelphia, Pennsylvania

Appraisal Certificates and Licenses

Certified General Real Estate Appraiser, State of Pennsylvania #GA-001676-R

Certified General Real Estate Appraiser, State of Maryland #11203

Certified General Real Estate Appraiser, State of Virginia #4001 013793

Certified General Real Property Appraiser, State of Delaware #X1-0000334

General Appraiser, District of Columbia #GA11461 (Inactive)

Certified General Real Estate Appraiser, State of Ohio #2008000464 (Inactive)

Certified General Real Estate Appraiser, State of New Jersey #42RG00147300 (Inactive)

Education

Bachelor of Science in Business Administration - 1994

Shippensburg University, Shippensburg, Pennsylvania

Major: Real Estate

Appraisal Institute Courses and Exams Successfully Completed

Appraisal Principles - Course 110

Appraisal Procedures - Course 120

Basic Income Capitalization - Course 310

General Applications - Course 320

Standards of Professional Practice (USPAP), Part A - Course 410

Standards of Professional Practice, Part B - Course 420

Standards of Professional Practice, Part C - Course 430

Advanced Income Capitalization - Course 510

Highest & Best Use and Market Analysis - Course 520

Advanced Sales Comparison and Cost Approaches - Course 530

Report Writing and Valuation Analysis - Course 540

Advanced Applications - Course 550

General Comprehensive Exam

Standards of Professional Practice (USPAP) Update

The Appraiser as an Expert Witness: Preparation and Testimony

Other Courses and Seminars Completed

USPAP Update - McKissock Data Systems

Pennsylvania Law - McKissock Data Systems

USPAP and Pennsylvania Law Updates - Central Pennsylvania Chapter of the Appraisal Institute

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APPRAISER QUALIFICATIONS, CONTINUED

Pennsylvania Assessment Laws and Procedures - Philadelphia Metropolitan Chapter of the Appraisal Institute
Pennsylvania Assessment Laws and Procedures - Central Pennsylvania Chapter of the Appraisal Institute
General Demonstration Report Writing Seminar - Appraisal Institute
Comprehensive Appraisal Workshop - Ted Whitmer, MAI
Rates and Ratios: Making Sense of GIMs, OARs and DCF - Ken Lusht, MAI; Central Pennsylvania Chapter of the Appraisal Institute
Hotel Appraisal Issues on the East Coast - John W. O'Neill, MAI; Central Pennsylvania Chapter of the Appraisal Institute
Evaluating Commercial Construction - James C. Canestaro, AIA, AICP; Pittsburgh Metropolitan Chapter of the Appraisal Institute
Appraisal Independence, What Appraisers and Bankers Need to Know to Comply with New Regulatory Guidelines and Procedures - Telephone Briefing; American Bankers Association and Appraisal Institute
United States Real Estate Landscape - Peter Korpacz, MAI; Central Pennsylvania Chapter of the Appraisal Institute
New From Old: Common Architectural Styles in South Central Pennsylvania - Bob Heiserman; Central Pennsylvania Chapter of the Appraisal Institute
Evaluating Residential Construction - James C. Canestaro, AIA, AICP; Central Pennsylvania Chapter of the Appraisal Institute
Review of Pennsylvania Appraisers Certification Act - Appraisal Institute
Appraisal Institute Experience Training Seminar - Appraisal Institute, Baltimore, MD
What Clients Would Like Their Appraisers to Know - Central Pennsylvania Chapter of the Appraisal Institute
Introduction to Eminent Domain - Central Pennsylvania Chapter of the Appraisal Institute
Uniform Standards for Federal Land Acquisitions - Maryland Chapter of the Appraisal Institute
Fair Housing Training - The Virginia Fair Housing Office
Condemnation Appraising: Basic Principles and Applications - Central Pennsylvania Chapter of the Appraisal Institute
Appraisal Challenges: Declining Markets and Sales Concessions - Central Pennsylvania Chapter of the Appraisal Institute
Commercial Appraisal Engagement and Review - Central Pennsylvania Chapter of the Appraisal Institute

Testimony

Board of Assessment Appeals (Pennsylvania)
Counties of Adams, Bedford, Berks, Bradford, Bucks, Butler, Cambria, Carbon, Centre, Chester, Clearfield, Clinton, Columbia, Cumberland, Dauphin, Delaware, Erie, Fayette, Franklin, Huntingdon, Lackawanna, Lancaster, Lebanon, Lehigh, Luzerne, Lycoming, McKean, Mercer, Monroe, Montgomery, Northumberland, Schuylkill, Snyder, Tioga, Washington, Wayne, Westmoreland, Wyoming and York

Condemnation Boards of View
York County

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APPRAISER QUALIFICATIONS, CONTINUED

Pennsylvania Court of Common Pleas

Allegheny County, Berks County, Clearfield County, Lebanon County, Schuylkill County and Snyder County

United States Bankruptcy Court

Middle District of Pennsylvania

Seminars Presented

"Real Estate Tax Assessment Seminar;" Gary E. Heiland II, MAI and Helen L. Gemmill, Esquire; Harrisburg, Pennsylvania

Published Articles

"Big Box Retail Properties: Pitfalls of Valuation;" Martin A. Skolnik, MAI and Gary E. Heiland II; International Association of Assessing Officers (IAAO) 1998 Conference Proceedings, Pages 360-372

"Transferable Development Rights in Lancaster County," The Advisor, A Publication of Weinstein Realty Advisors; Volume 2, Issue 1, Spring/Summer 1998

"Annapolis, Maryland Retail Market Area," The Advisor, A Publication of Weinstein Realty Advisors; Volume 1, Issue 2, July 1997

Committees and Appointments

President, Central Pennsylvania Chapter of the Appraisal Institute, 2009

Secretary, Board of Directors, Central Pennsylvania Chapter of the Appraisal Institute, 2004

Associate Guidance Chair - General, Central Pennsylvania Chapter of the Appraisal Institute, 2004-2008

Education Committee Member, Central Pennsylvania Chapter of the Appraisal Institute, 2004

Director, Board of Directors, Central Pennsylvania Chapter of the Appraisal Institute, 2002, 2003, 2007

Second Vice President of the Central Pennsylvania Chapter of the Appraisal Institute, 2008

National Screener and Experience Review Panel Member for the Appraisal Institute, 2006-2009

Monarch Ridge Architectural Review Committee, 2009

Professional Designations and Memberships

Member of the Appraisal Institute, MAI; member number 12174

Property Affiliate Member of the Institute for Professionals in Taxation (IPT)