

QUALIFICATIONS OF PHILIP J McGINNIS, CCIM, GAA, ALC, e-PRO

GENERAL/EDUCATION -

Lehigh University, Bethlehem, PA 18015, BA Journalism, May, 1980

Delaware State College, Dover, DE 19901, BS Business Administration, May, 1983

Has been active in real estate sales since May, 1980.

Licensed by the Delaware Real Estate Commission as a broker in May, 1985.

Has been actively engaged in the sales and leasing of commercial property since August, 1981.

Has been actively engaged in real estate appraising since May, 1984.

APPRAISAL -

DELAWARE Certified General Real Property Appraiser, Certificate # X1-0000040, expires October 31, 2009.

MARYLAND Certified General Real Property Appraiser, Certificate # 10096, expires March 3, 2010.

Retired Member Of Council On Real Estate Appraisers, The State Of Delaware Appraisal Regulatory Commission. Appointed December, 1993. Original Term Expired August 8, 1997. Retired September, 2001. Chaired Five Years.

Has Successfully Completed The Experience And Course Requirements, And Has Been Granted The Designation Of General Accredited Appraiser (GAA) By The Real Estate Appraisal Section Of The National Association Of REALTORS®.

Has successfully completed Exam #1A-1, Real Estate Appraisal Principles, Exam #1A-2, Basic Valuation Procedures, and Exam #1B-A, Capitalization Theory and Techniques, Part A, and Exam #1B-B, Cap Theory, Part B, Exam #2-2, Case Studies, and Exam #2-1, Residential Valuation, SPP Parts A and B, Standards of Professional Practice, and Exam #540, Report Writing and Valuation Analysis, all of the Appraisal Institute. MAI Candidate Affiliate of the Appraisal Institute.

Registered on Resolution Trust Corporation National Contractor Database as of July 13, 1990.

Expert Witness in Delaware Superior Court, Delaware Family Court, Delaware Court of Common Pleas, Delaware Chancery Court, United States Bankruptcy Court, and United States District Court.

COMMERCIAL REAL ESTATE -

Graduate of the REALTORS® Institute of Delaware (GRI), December, 1982. Has served as Dean of Delaware REALTORS® Institute. Has instructed the Commercial-Investment, and Appraisal portions of GRI III program.

Has successfully completed the course requirements, and has been granted the designation of Certified Commercial Investment Member (CCIM) of the Commercial - Investment Real Estate Institute of the National Association of REALTORS®. Member of PA - DE - NJ CCIM Chapter. Has served on Board of Directors.

Has successfully completed the course requirements, and has been granted the designation of Accredited Land Consultant (ALC) of the REALTORS® Land Institute.

Has successfully completed the course requirements, and has been granted the certifications of e-PRO and Seniors Real Estate Specialist (SRES) of the National Association of REALTORS®.

Member of Kent County, Delaware Association of REALTORS®. Has chaired committees including Education, Government Affairs, Member Services, Program, Finance, Nominating, and Commercial - Investment. Has served on other committees including MultiList, and Professional Standards. Has served as President, Vice President, Treasurer, Secretary, and President - Elect. Has been named REALTOR® of the Year three times.

Member of Delaware Association of REALTORS®. Has chaired committees including Issues Mobilization, Member Services, Education, DelPAC Trustees, Government Affairs, and Office Space Working Group. Has served as member of Board of Directors and on Executive Committee. Has served as Dean of the Delaware REALTOR'S® Institute. Served as 2002 President. Has been named statewide REALTOR® of the Year for 1996. Currently serves as DAR Director.

Member of National Association of REALTORS®. Has served on Appraisal Full Committee and Education Sub – Committee, Commercial-Investment Committee, Public Policy Coordinating Committee, Private Property, Environment, And Land Use Committee. Currently serves on State & Local Issues Committee, and Currently Chairs the Public Education Finance Working Group. Member of National Association of REALTORS® Appraisal Section. Served as 2006 Regional Vice President, Region 3, and NAR Director. Currently serves as Chair of State & Local Issues Committee, and serves on Public Policy Coordinating and REALTORS® Political Involvement Committees, Federal Political Coordinator Senator Tom Carper, and Smart Growth Advisory Boards, and NAR Director.

INSTRUCTOR -

Currently Math Instructor at Delaware Technical and Community College for the Delaware Sales Licensing Course. Member of Delaware Real Estate Commission Working Group Developing Non – Residential Property Management Program, and Instructs Course. Has taught Appraisal at Wesley College for the Delaware Sales Licensing Course. Has taught Sales, Math, Commercial-Investment, Property Management, and Appraisal for the Delaware Broker's Course. Has taught Commercial-Investment and Appraisal for GRI III.

Has instructed R2/G2, Appraising the Single - Family Residence, at Del Tech Terry Campus.

Presents continuing education seminars for various colleges and REALTOR® associations in Delaware.

Past Member of Delaware Real Estate Commission Education Advisory Committee. Has served as Chairman.

OTHERS -

Served on Kent County Board Of Adjustment (grants zoning variances), Kent County Comprehensive Plan Update Technical Review Cmte, Kent County Microchip Processing Plant Site Selection Cmte, Kent County Subdivision Sunset Regulation Development Cmte.

PARTIAL LIST OF APPRAISAL AND CONSULTING CLIENTS:

U S Department of Justice	State of Delaware
Delaware Dept Of Transportation	Delaware Dept Of Natural Resources
City of Dover	Town of Smyrna
Town of Harrington	Town of Leipsic
Kent County	Delaware Solid Waste Authority
Resolution Trust Corporation	Office of Public Guardian
Downtown Dover Development Corp	BayHealth Medical Center
Wilmington Trust Company	First State Bank
Artisan's Bank	First National Bank Of Wyoming
Provident Bank Of Maryland	Wilmington Savings Fund Society
The Felton Bank	Sussex Trust Co (Now Wilmington Trust)
Second National Federal	Citizens Bank (Mellon Bank)
Savings Bank	Beneficial National Bank
Farmer's National Bank of MD	PNC Bank (Bank of Delaware)
Delaware State Police FCU	Whitehurst & Curley
Crestar Bank	Ford Motor Credit Company
Commerce Bank	Wachovia (First Union National Bank)
Schmittinger & Rodriguez	Prickett, Jones, Elliott, Kristol & Schnee
Brown, Shiels & Chasanov	Bayard, Handelmann & Murdoch
Elliot, Bray & Riley	Morris, Nichols, Arsht and Tunnell
Parkowski, Noble & Guerke	Barros, McNamara & Scanlon
Twilley, Street, and Braverman	Legal Clinics of Doroshov and Pasquale
Dodge and O'Brien	Terry & Speakman
Young & Malmberg	R.F. Book, Jr. & Co. CPA's
Marriott Corporation	Capital Cities/ABC
Carl King, Inc	National Easter Seals Society
Justice Henry R Horsey	Jiffy Lube International, Inc.
Delaware National Life	Pepear Associates
Insurance Company, Inc.	Aetna Shirt Corporation
B/R Corporation	Pacific International, Ltd
Haynie's Motel	LHI, Inc
H.W. Tieman & Sons, Inc.	Fraternal Order of Police Land, Inc
Kent Rentals, Inc	Shore Stop
Wal-Mart Stores, Inc	