



APPRAISAL DEVELOPMENT INTERNATIONAL, INC

PO Box 1212, Tampa FL 33601
Tel: Pinellas (727) 726-8811 Hillsborough (813) 258-5827
Toll Free 1-888-683-7538 Fax: (813) 258-5902

www.appraisaldevelopment.com



Paul T. Willies

Florida State-Certified General Real Estate Appraiser #RZ2762

Georgia State-Certified General Real Estate Appraiser #375206

APPRAISAL AND RELATED EXPERIENCE

1998-2017 Director and CEO Appraisal Development International

2008-2017 Senior Commercial Appraiser – Appraisal Alliance Inc

2017: Guest panelist for GTAR (Greater Tampa Assoc. Realtors) seminar commercial property
2016 Seminar: Better Safe Than Sorry
2016 Seminar: FHA Property Analysis
2016 Seminar: Law Update
2016 Seminar: USPAP Update
2016 Instructor GTAR Seminar "Risk Management & Due Diligence"
2015 Group Leader GTAR Seminar "Commercial Due Diligence"
2015 Guest panelist for GTAR (Greater Tampa Assoc. Realtors) seminar "State of Tampa Bay"
2014 Seminar: Unique & Complex Properties
2014 Seminar: Law Update
2014 Seminar: USPAP Update
2013 Guest panelist for GTAR (Greater Tampa Assoc. Realtors) seminar acquiring commercial property
2012 The Florida Roles & Rules of the Supervisor & Trainee Appraisers
2012 FREAB Complaints and Your License
2012 CIA Mortgage Fraud Report
2012 Investigative Review Course
2012 Ethics in The Appraisal Business
2012 USPAP Update
2010 Webinar: Navigate The Gulf Oil Crisis
2010 Florida Appraisal Law and Regulations
2010 Florida Supervisor/Trainee Roles and Relationships
2009 Appraisal Institute Seminar: Commercial Appraisal Engagement and Review Seminar for Bankers and Appraisers
2009 AI Seminar: Condemnation Appraising: Principles and Applications
2008 AI Seminar: USPAP Update
2008 AI Seminar: Supervisor/Trainee Roles & Rules
2008 AI Seminar: Florida State Law For Real Estate Appraisers
2007 AI Seminar: Analyzing Distressed Real Estate
2007 AI Seminar: Condos, Co-ops, and PUDSs

2007 Marshal & Swift Webinar - Mastering Swiftestimator - Commercial
2006 AI Seminar: State of Florida Law
2006 AI Seminar: 2006 USPAP review
2006 AI Seminar: 2006 Scope of Work & the New USPAP Requirements
2006 AI Seminar: 2006 New Technology for the Real Estate Appraiser
2006 AI Seminar: What Clients Would Like Their Appraisers To Know
2005 Hillsborough Planning Commission "Comprehensive Planning for Tomorrow's Markets"
2005 AI Briefing: How New Appraisal Requirements Impact Bankers & Appraisers
2005 AI Seminar: Cost Studies in Commercial Highest and Best Use
2005 AI Seminar: Appraisal Problems presented in mini-case format
2004 State-Certified General Real Estate Appraiser #RZ2762
2004 AI Seminar: Sales Comparison Valuation Mixed Use Properties
2004 ABIII Fl. State Pre-Certification Certified General Appraiser
2003 ABII Fl. Pre-Certification State Registered Appraiser
2001 State Registered Assistant Appraiser Course.

SCOPE OF APPRAISAL ASSIGNMENTS

Acreage, Farms, Medical/office Leasehold Estates, Industrial, Restaurants, Multi-family, Mobile Home Parks, RV Parks, Marinas, Hotels/Motels, Historic Properties, Churches, Condo-Hotels, Condominiums, Time Share, Nursing Homes, Life Care Facilities, Institutional properties, Community & Neighborhood Shopping Centers, Office Centers, Automobile Dealerships, Apartment complexes, Low income and subsidized housing, Special Purpose Single Family Homes, IRS 501(c)3 property donations, Eminent Domain, Insurance Appraisals, Machinery & Equipment, Furniture & Fixtures, Personal Property, Hotel and Development Feasibility Studies.

MEMBERSHIPS

Chief Executive Officer (Voluntary), Dana Jones Foundation, Inc
Board Member & Past Chairman, British-American Business Council of Tampa Bay
Past Associate Member, Appraisal Institute of West Florida
Past Member BNI Referral Masters, Clearwater Chapter
Past Board Member, British-American Business Council New York
Past Member, Greater Tampa Chamber of Commerce Committee of One Hundred

PROFESSIONAL LICENSES

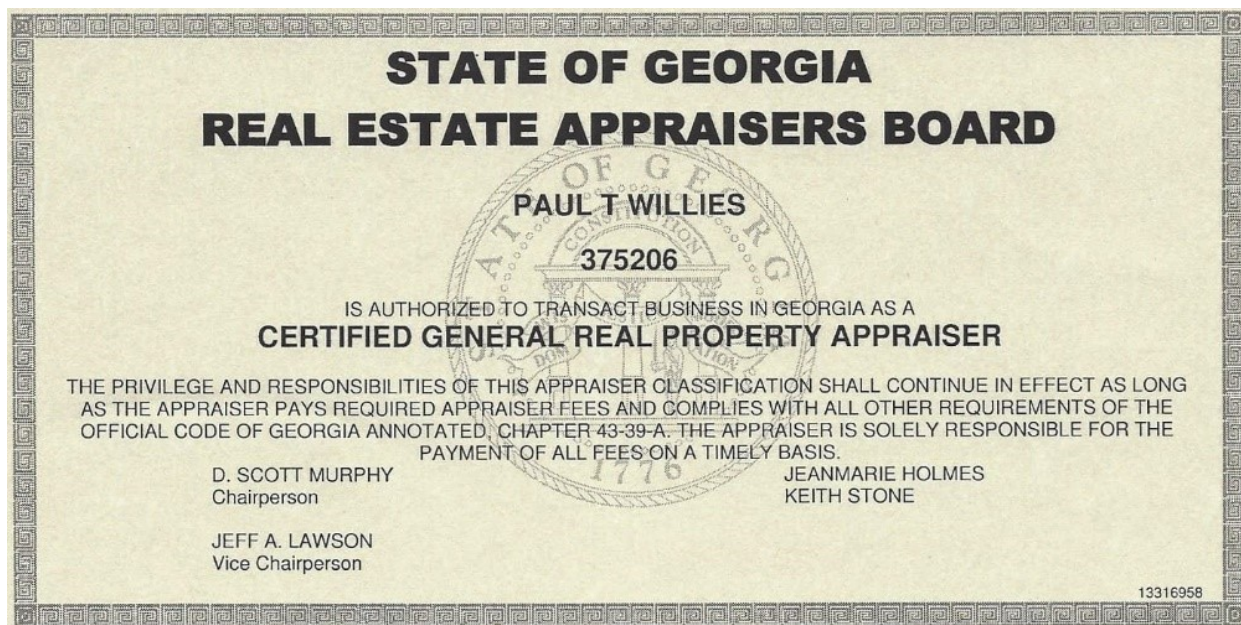
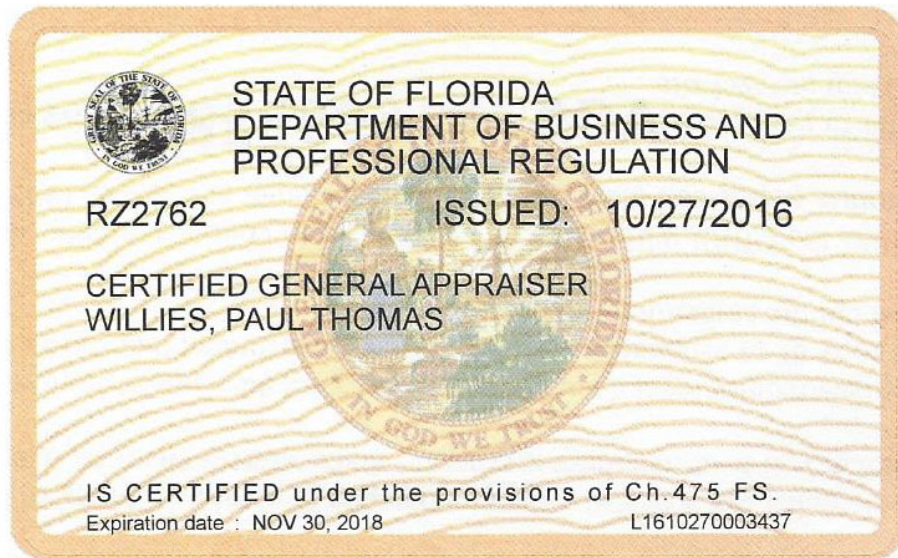
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Georgia State-Certified General Real Estate Appraiser #375206

PROFESSIONAL AFFILIATIONS

Senior Appraiser: Appraisal Alliance, Inc
Approved Appraiser: City of St. Petersburg/ Real Estate & Property Management
Approved Appraiser: Tampa Housing Authority
Approved Appraiser: Centennial Bank
Approved Appraiser: Homeowners Choice Insurance / Greenleaf Capital
Approved Appraiser: Valucentric
Approved Appraiser: Wilshire Finance Partners, Inc

EXPERT WITNESS

Circuit Court of the 13th Judicial Circuit Hillsborough County
Circuit Court of the 6th Judicial Circuit Pinellas County





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Commercial Real Estate Appraisers Since 1979



Leonard Solie
Call MD Plus, Inc

“ Paul is one of the best commercial appraisers I've ever worked with. We hired Paul on 3 different occasions whereas he wrote over \$130 Million Dollars worth of Resort appraisals that led to financing. I highly recommend Paul and his team. ”



Dan Maloney
M & A Advisor / Business Transition Advisor

“ When selling a business, getting an up-to-date appraisal of the real estate component is critical to success. I have worked with Paul and highly recommend his prompt and courteous service. He delivers a great product at an affordable cost. When the need for appraisal services arises, Paul Willies comes first to mind. Call him. ”



Gary Ward
EVP, Director - Regional Strategic Initiatives at IBERIABANK

“ I have known and worked with Paul on and off over the last three years. He is detail oriented, thorough and multi-talented. I strongly recommend Paul as a business partner and professional. ”



Paul T. Willies
CEO & Senior Appraiser
Appraisal Development International, Inc.
Florida State-Certified General Real Estate Appraiser #RZ2762
Georgia State-Certified General Real Estate Appraiser #375206

paul@appraisaldevelopment.com



Proud Platinum Sponsor of 2016 FGCR University Top Three Program



REFERENCES

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LIA Administrators & Insurance Services

**APPRAISAL AND VALUATION
PROFESSIONAL LIABILITY INSURANCE POLICY**



ASPEN

DECLARATIONS

ASPEN SPECIALTY INSURANCE COMPANY

(A stock insurance company herein called the "Company")

175 Capitol Blvd. Suite 100

Rock Hill, CT 06067

Date Issued	Policy Number	Previous Policy Number
01/25/2017	ASI004173-02	ASI004173-01

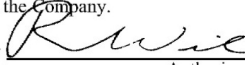
THIS IS A **CLAIMS** MADE AND REPORTED POLICY. COVERAGE IS LIMITED TO LIABILITY FOR ONLY THOSE **CLAIMS** THAT ARE FIRST MADE AGAINST THE **INSURED** DURING THE **POLICY PERIOD** AND THEN REPORTED TO THE COMPANY IN WRITING NO LATER THAN SIXTY (60) DAYS AFTER EXPIRATION OR TERMINATION OF THIS POLICY, OR DURING THE **EXTENDED REPORTING PERIOD**, IF APPLICABLE, FOR A **WRONGFUL ACT** COMMITTED ON OR AFTER THE **RETROACTIVE DATE** AND BEFORE THE END OF THE **POLICY PERIOD**. PLEASE READ THE POLICY CAREFULLY.

Item

1. Customer ID: 168450 Named Insured: APPRAISAL DEVELOPMENT INTERNATIONAL INC Paul T Willies 2802 Quail Hollow Rd E Clearwater, FL 33761	This insurance is issued pursuant to the Florida Surplus Lines law. Persons insured by surplus lines carriers do not have the protection of the Florida Insurance Guaranty Act to the extent of any right of recovery for the obligation of an insolvent unlicensed insurer. SURPLUS LINES INSURERS' POLICY RATES AND FORMS ARE NOT APPROVED BY ANY FLORIDA REGULATORY AGENCY
2. Policy Period: From: 02/09/2017 To: 02/09/2018 12:01 A.M. Standard Time at the address stated in 1 above.	
3. Deductible: \$1,000 Each Claim	
4. Retroactive Date: 04/30/2008	
5. Inception Date: 02/09/2016	
6. Limits of Liability: A. \$1,000,000 Each Claim B. \$1,000,000 Aggregate	
7. Mail all notices, including notice of Claim, to: LIA Administrators & Insurance Services 1600 Anacapa Street Santa Barbara, California 93101 (800) 334-0652; Fax: (805) 962-0652	
8. Annual Premium: \$2,757.00 + \$137.85 Surplus Lines Tax + \$4.14 FLSO Service Fees	
9. Forms attached at issue: LIA002S (12/14) ASPCO002 0715 LIA012 (12/14) LIA013 (10/14) LIA025A (11/14) LIA143 (10/14)	

This Declarations Page, together with the completed and signed Policy Application including all attachments and exhibits thereto, and the Policy shall constitute the contract between the Named Insured and the Company.

01/25/2017
 Date
 LIA-001S (12/14)

By 
 Authorized Signature
 Aspen Specialty Insurance Company