

## QUALIFICATIONS OF HERMAN NATWICK

### MEMBER OF:

ICFA-International Cemetery and Funeral Home Association  
Fargo-Moorhead Multiple Listing Service.  
Detroit Lakes and Park Rapids Multiple Listing Service.  
American Coalition for Ethanol

### LICENSES:

Minnesota Certified General Real Property Appraiser, License #4002956.  
North Dakota Certified General Real Property Appraiser, License #1150.  
Nebraska Certified General Real Property Appraiser, License #960229.  
Georgia Certified General Real Property Appraiser, License #212139.

### EDUCATION:

Appraisal courses completed at VAR School of Real Estate, Fairfax, VA

- The Basics of Real Estate
- Real Estate Analysis
- Sales Comparison Approach
- Cost and Income Approach
- Standards and Ethics

American Society of Farm Managers and Rural Appraisers, Inc. Courses:

- Environmental Liabilities & Risk Management In Real Estate, Fargo, ND.
- A-20 Principles of Rural Appraisal, Denver, CO.
- A-30 Advanced Rural Appraisal, Memphis, TN.
- Uniform Standards of Professional Appraisal Practice, Fargo, ND
- Agricultural Chattels Appraisal, Fargo, ND
- Expanding Your Range of Services

Prosource Educational Services, St. Paul, MN Courses:

- 203 Investment & Financial Management, St. Paul, MN.
- Narrative Report Writing, St. Paul, MN.
- Investment and Financial Analysis, Prosource Educational Services, St. Paul, MN.
- Appraisal 204R: How to Perform FHA Appraisals within HUD Guidelines, St. Paul, MN
- Appraisal 106: Appraisal Investment and Financial Analysis

Appraisal Institute Courses:

- 510 Advanced Income Capitalization at Univ. of St. Thomas, Minneapolis, MN.
- Litigation Skills for Appraisers: An Overview, Fargo, ND
- Tips & Techniques for Performing Review Appraisals, Fargo, ND

## QUALIFICATIONS OF HERMAN NATWICK (continued)

### BACKGROUND AND EXPERIENCE:

- Assistant to the Administrator of Animal Plant Health & Inspection Service, a division of USDA in Washington, D.C.
- Chairman of Minnesota ASCS, a division of USDA, St. Paul, Minnesota.
- President and Director of West Central Turkeys, Inc.
- President of Northwest Farm Managers.
- Director of Minnesota Turkey Grower's Association
- Area Governor of Toastmasters International.
- Owner and operator of a 3,000 acre agricultural enterprise which at different times produced on an annual basis: 5,000 head cattle feedlot; 300,000 turkeys for meat production; 2,000 turkey breeder hens; 8,000 head of lamb finishing lot; 1,000 dairy replacement heifers marketed worldwide; 2,500 acres of corn, beans, alfalfa, sunflowers and small grains.
- Purchased and developed 38 tracts of land, ranging in size from 10 to 450 acres. Development included lakeshore, commercial, land clearing, drainage, shaping, irrigation and waste water disposal.
- Owner of a successful automobile dealership.
- Founder and general manager of Aaron's Livery Service, a highly successful transportation company in the Washington, D.C. area.
- Engineered and constructed a number of feed storage, livestock and poultry housing buildings.
- Arranged financing and let contracts for a major nursing home expansion.

### APPRAISAL EXPERIENCE:

Staff Appraiser, Natwick Associates Appraisal Services.

Qualified as an Expert Witness on Real Estate Appraisals in several states.

Documented appraisals on the following:

- Cemeteries & Mortuaries
- Churches
- Colleges and Public Schools
- Commercial Property
- Ethanol Plants
- Farms
- Fertilizer Plants
- Golf Courses
- Grain Elevators
- Hospitals
- Meat Packing Plants
- Motels
- Nursing Homes
- Residential Property
- Trailer and RV Parks