



August 2, 2012

Mr. Eric Keenan, P.E.  
City of Overland Park  
8500 Santa Fe Drive  
Overland Park, KS 66212

**Re: Proposal for Appraisal Services  
127<sup>th</sup> Street Improvements  
NEC and SEC 127<sup>th</sup> & Pflumm Road**

Dear Mr. Keenan:

This proposal is to provide appraisal and acquisition services for two tracts, Bank of Blue Valley and Walgreens, located at the SEC and NEC of 127<sup>th</sup> & Pflumm Road, respectively.. The following information is requested in your RFP.

**Firm name and Contact Information**

Bernie Shaner, SRA, MAI  
Shaner Appraisals, Inc.  
10990 Quivira, Suite 100  
Overland Park, Kansas 66210  
Phone: 913-647-4092  
Facsimile: 913-529-4121  
Email: [bshaner@shanerappraisals.com](mailto:bshaner@shanerappraisals.com)

**Year Established**

Shaner Appraisals, Inc. was established in 1978.

**Principles of the Firm**

Laird Goldsborough, MAI, is President of the firm. Bernie Shaner, SRA, MAI, owned and operated the firm for 30 years. He now remains with the firm as a director and employee.

**Key Personnel**

Shaner currently employs nineteen appraisers plus three support staff. Bernie Shaner, SRA, MAI started the firm in 1978. Laird Goldsborough, MAI, is President and has been with the company since 1990.

**Previous Experience Working for City of Overland Park**

1. Turkey Creek Bike/Hike Trail, 2012
2. City of Overland Park Major Storm Sewer Repair, Bluejacket and Melrose, 2012
3. Ricci vs. City of Overland Park, six flood damaged residences in Hawthorne Valley subdivision, 2011
4. U.S. 69, 95<sup>th</sup> to 77<sup>th</sup>, 2009
5. Antioch Road, 151<sup>st</sup> to 167<sup>th</sup>, 2008
6. I-435 appraisals (see #5 and #13 above)
7. 87<sup>th</sup> Street appraisals (#18 above)
8. Community Center Acquisition, approximately 81<sup>st</sup> & Marty, 2002
9. A study for the Planning Department regarding Steck Plantation, 2004

**Current Projects Underway**

We have two "Rails to Trails" projects underway, but neither of the appraisers involved in this assignment are working on the rails projects. One is in Kansas City from the Sports Complex to Raymore, and the other is in Butler County, Kansas. No other significant projects are currently assigned to our office. We have a large quantity of assignments, but each is just a single property. Our appraisal staff is well equipped to handle large assignments.

**Staff and Professional Qualifications**

Shaner Appraisals employs nineteen appraisers. Bernie Shaner would be the project supervisor and Derek Shaner would be the primary appraiser. Bernie has the SRA and MAI designations from the Appraisal Institute, and is general certified by the states of Kansas and Missouri. He has appraised for 37 years, 31 with this firm.

Derek is a general certified commercial property appraiser. He has been with the firm since 2003 and has worked on numerous right of way projects.

For appraisal review services we would use Al Donoho. Mr. Donoho has done right of way work for over 30 years and has a long history with the City of Overland Park.

**Acquisition Services**

Allen Skeens will provide acquisition services. Allen provided acquisition services for the RED Project, the US 69 project, and half of the Antioch Road project and proved to be very efficient. He completes acquisitions very quickly, and has had very high success in acquiring the easements and rights of way that are needed.

In my experience, Allen has been the most efficient right of way acquisitions person I have found. He has his own right of way acquisition business. I have included his resume in the Addendum.

**Data Gathering Methods and Evaluation Techniques**

Shaner Appraisals maintains a large database of comparable sales. We also access property sales from county records and the local Multiple Listing Service.

I estimate that the appraisals could be completed within 30 days from the date of authorization, and acquisitions can likely be completed within 30-60 days thereafter.

**Appraisal and Acquisition Fees**

Our fees would be \$1,500 per appraisal, \$600 per review (if necessary) and \$750 per acquisition.

I appreciate that you have included Shaner Appraisals in this process. I am confident that we can do this assignment accurately and efficiently. Thank you.

Sincerely,

A handwritten signature in black ink that reads "Bernie Shaner". The signature is written in a cursive, flowing style with a long horizontal stroke at the end.

Bernie Shaner, SRA, MAI  
Shaner Appraisals, Inc.

Attachments

# APPRAISER'S QUALIFICATIONS

## BERNIE C. SHANER, SRA, MAI

---

### EDUCATION

Graduate 1970 - B.S. in Business Administration  
University of Kansas, Lawrence, Kansas

### PROFESSIONAL EDUCATION

Completed and passed all required courses to obtain SRA and MAI designations.

#### **Courses and Seminars Attended:**

Eminent Domain and Condemnation  
Case Studies in Commercial Highest and Best Use  
U.S. Dept. of Housing, Multifamily Accelerated Processing  
Multifamily Trends Conference  
Section 8/HUD: Rent Comparability Studies  
Appraisal Consulting; A Solutions Approach for Professionals  
Instructor Certification Course, Appraisal Foundation  
Condemnation Appraising: Advanced Topics and Applications  
AQB Awareness Training for Appraisal Institute Instructors  
Eminent Domain and Condemnation  
USPAP Instructor Recertification Course  
Litigation Appraising: Specialized Topics and Applications

#### **Appraisal Courses Taught in the Past Five Years:**

Real Estate Appraisal Principles, 2007, 2008  
Uniform Standards of Professional Appraisal Practice – 15 hour course; 2008  
Uniform Standards of Professional Appraisal Practice – 7 Hour Update; 2007, 2008, 2009, 2012

### EXPERIENCE

Founder and Director, Shaner Appraisals. Inc.  
Overland Park, Kansas  
January 2009 - Present, Director  
February 1978 – December 2008, Owner and Chairman

April 1972 - February 1978  
Associate Appraiser, Bliss Associates, Inc.  
Kansas City, Missouri

Reviewer for Kansas Real Estate Appraisal Board and  
Missouri Real Estate Appraisers Commission

Have completed appraisals involving the valuation of land, residential property and all types of commercial and industrial property.

Qualified in Kansas, Missouri, Texas, Nebraska, Colorado and Washington D.C. courts as an expert

witness.

#### **PROFESSIONAL AFFILIATIONS**

Member of Appraisal Institute, MAI # 7268  
Designation awarded 1985, currently certified through December 31, 2012.  
SRA designation awarded 1978, currently certified through December 31, 2012.

Certified General Real Estate Appraiser  
State of Missouri, # RA 001153  
State of Kansas, # G-431  
State of Nebraska, CG 280104 R

#### **OFFICES HELD**

President, Kansas City Chapter of the Appraisal Institute, 1992  
President, Kansas City Chapter of the Society of Real Estate Appraisers, 1987 - 1988  
American Institute of Real Estate Appraisers:  
Chairman, Candidate Guidance Committee 1986  
Chairman, Admissions Committee 1987  
Chairman, Program Committee 1990 - 1991  
Secretary, Treasurer, Vice-President

Society of Real Estate Appraisers:  
Chairman, Education Committee 1986  
Chairman, Program Committee 1987  
Secretary, Second Vice-President, First Vice-President

#### **OTHER ACTIVITIES**

Approved instructor for Appraisal Institute 1987 – Present  
Approved instructor for Appraisal Foundation 2002 – Present  
Overland Park Chamber of Commerce Board 1997-2004  
Chairman, Overland Park Chamber of Commerce 2003  
Swope Parkway Health Center Foundation Board 1990 – 2000  
Chairman of Board 1992, 1993, 1995  
Midtown Community Development Corporation Board 1992 – 2000  
Vice President 1998 – 2000  
Blue Valley Educational Foundation Board 1992 – 1998  
Alliance of Community Educators 2002 - 2006

# APPRAISER'S QUALIFICATIONS

## DEREK SHANER

---

### EDUCATION

Graduate 2002 - Bachelor of Science  
Communication Studies  
University of Kansas, Lawrence, Kansas

### PROFESSIONAL EDUCATION

Real Estate Appraisal Principles  
Real Estate Appraisal Procedures  
Basic Income Approach  
Land Valuation  
USPAP  
Market Analysis and The Site To Do Business  
Real Estate Pre-license  
Real Estate Post-license  
Advanced Income Capitalization  
Highest and Best Use  
Report Writing and Valuation Analysis  
Advanced Sales Comparison and Cost Approaches  
Subdivision Analysis  
Advanced Applications  
Business Practices and Ethics

### PROFESSIONAL AFFILIATIONS

Associate Member - Appraisal Institute  
MAI Candidate - Appraisal Institute  
General Certified Real Property Appraiser # G-2526 – Kansas  
General Certified Real Property Appraiser # 2009008383 -  
Missouri

### EXPERIENCE

October 2003 - Present  
Shaner Appraisals, Inc.  
Real Estate Analyst

July 2002 - Oct 2003  
Coldwell Banker  
Real Estate Agent

### PROPERTY TYPES APPRAISED

Residential homes	Market studies
Office buildings	Commercial properties
All types of vacant land	Residential subdivisions
Restaurants	Commercial subdivisions
Business parks	Special use properties
Apartments	Auto dealerships
Land leases	Industrial buildings
Subsurface rights	

### APPRAISAL PURPOSES AND USES

New loans	Financing decisions
Ad valorem tax issues	Rent studies

Estate planning and settlements  
Acquisitions  
Highest and best use studies  
Proposed construction

Condemnation  
Market studies  
Class action lawsuits

**ALLEN SKEENS**

10990 Quivira Road, Suite #100  
Overland Park, Kansas 66210  
(913) 451-4881  
[allenskeens@shaner.biz](mailto:allenskeens@shaner.biz)

---

---

Experience

**LAW OFFICE OF ALLEN SKEENS**, Overland Park, Kansas. Sole proprietor of firm involved in the general practice of law. Responsible for all aspects of maintaining and operating the business. Engaged in a wide variety of legal representation of individuals and small companies in civil and criminal matters with litigation experience. Emphasis on real estate transactional law, contract drafting, review and analysis, telecommunications law, land-use planning, zoning issues, franchise agreements, right-of-way and eminent domain work. Operated from April 1990 to present.

**RIGHT-OF-WAY MANAGEMENT CONSULTANT GROUP**, Overland Park, Kansas. Owner of company that provides all levels of right-of-way service, including permitting, title search, document drafting, property acquisition, relocation assistance and zoning representation. Most work completed as a consultant on a project by project basis with over 1,500 parcels acquired. Clients include municipalities, state agencies, railroads and utility companies. Operated from October 1996 to present.

**SKEENS APPRAISAL SERVICES**, Overland Park, Kansas. Independent contractor and state licensed fee appraiser for various appraisal companies and lending institutions in the Kansas City metropolitan area. Over 4,000 fee appraisals completed involving the valuation of land, residential property, subdivisions and various commercial properties such as apartments, retail, industrial, and offices. Other areas of expertise include appraisal review, condemnation and right-of-way work, including negotiation and acquisition. Operated from May 1979 to present.

**LONETREE ENERGY AND ASSOCIATES**, Littleton, Colorado; **BP ALTERNATIVE ENERGY**, Houston, Texas. Consultant and land acquisition specialist for national renewable energy company. Primary duties include all aspects of real estate due diligence and negotiation with landowners to assemble a land portfolio for expansion and development of wind farm facilities and accompanying transmission right-of-way. Part of a team that leased up over 300,000 acres of land in south-central Kansas and northwest Missouri as well as a 50 mile private transmission line. Employed from August 2008 to May 2012.

**AMERICAN WATER COMPANY**, St. Louis, Missouri. Contract acquisition agent responsible for title research, preparation of real estate transfer documents, negotiation and acquisition of necessary right-of-way for installation of lineal pipeline and tank storage facilities. Employed from March 2006 to July 2008.

**PHAROS CORPORATION**, Edmonds, Washington; **BNSF RAILWAY COMPANY**, Dallas, Texas. Real estate consultant for national company providing full range of right-of-way services. Primarily



responsible for acquisition of necessary property rights in support of construction projects for the BNSF Railway Company. Employed from May 2005 to September 2007.

**COATES FIELD SERVICES**, Oklahoma City, Oklahoma; **H.C.PECK & ASSOCIATES, INC.**, Denver, Colorado; **UNION PACIFIC RAILROAD**, Omaha, Nebraska. Real estate representative for field service companies providing project support for the Union Pacific Railroad. Job duties include title search, negotiation and acquisition of necessary easement and fee takings for expansion of existing railway as well as real estate site acquisition and relocation assistance. Employed from March 1999 to August 2006.

**EL PASO GLOBAL NETWORKS**, Houston, Texas. National Municipal Affairs Manager responsible for acquisition of company right of entry to utilize municipal right-of-way for placement of fiber optic network systems. Primary emphasis on negotiation of legal franchise, right-of-way, license and leasing agreements. Also responsible for legal analysis and negotiation of various other contracts and agreements as well as analysis of state regulatory requirements and certification issues. Employed from January 2001 to December 2001.

**IXC COMMUNICATIONS/BROADWING COMMUNICATIONS, INC.**, Austin, Texas. Right-of-way consultant responsible for providing input for route development and network implementation, including feasibility analysis. Job duties also included drafting, review and negotiation of various types of contracts with utility companies and governing bodies. Involved in site selection and acquisition regarding placement of junction and regeneration sites. Employed from July 1998 to January 2001.

**BROOKS FIBER PROPERTIES/BROOKS WORLD COM, INC.**, St. Louis, Missouri. Real estate specialist responsible for supervision of all aspects of right-of-way due diligence including permitting, granting of necessary easements and receiving zoning approval. Job requirements included research, negotiation, preparation and execution of private easements as well as being a Company representative and speaker at pertinent City committee meetings and council hearings. Employed from October 1996 to July 1998.

**CIB DEVELOPMENT, INC.**, Santa Ana, California. Local General Counsel for national property development corporation. Responsible for research and valuation analysis of potential real estate projects for corporate purchase, negotiation of terms and execution of pertinent transactional documents. Employed from September 1995 to February 1998.

### Education

**THE UNIVERSITY OF KANSAS**, Lawrence, Kansas  
Juris Doctor, May 1988

Bachelor of General Studies (Triple major in Psychology, Sociology and Philosophy), May 1984

### Certifications and Memberships

**LEGAL:** Licensed to practice law before the Supreme Court of Kansas and the United States District Court for the District of Kansas, Bar No. 13815, Expiration Date: 06/30/2012

**APPRAISAL:** Licensed by the State of Kansas Real Estate Appraisal Board as a duly State Licensed Real Property Appraiser in the State of Kansas, License No.: L-1193, Expiration Date: 06/30/2012  
National Association of Real Estate Appraisers, CREA Designation

**NOTARIAL:** Certified by the State of Kansas, Office of the Secretary of State as a duly appointed Notary Public in and for the State of Kansas, No. 1045373, Expiration Date: 02/10/2014  
Certified by the State of Missouri, Office of the Secretary of State as a duly appointed Notary Public in and for the State of Missouri, No. 11401650, Expiration Date: 01/09/2015