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
127th Street Improvements
NEC and SEC 127th & 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 127th & 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

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
4. U.S. 69, 95th to 77th, 2009
5. Antioch Road, 151st to 167th, 2008
6. I-435 appraisals (see #5 and #13 above)
7. 87th Street appraisals (#18 above)
8. Community Center Acquisition, approximately 81st & 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,
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:
Uniform Standards of Professional Appraisal Practice – 15 hour course; 2008

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

APPRAISAL PURPOSES AND USES
New loans
Ad valorem tax issues
Financing decisions
Rent studies
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<td>Class action lawsuits</td>
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<td>Proposed construction</td>
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ALLEN SKEENS
10990 Quivira Road, Suite #100
Overland Park, Kansas 66210
(913) 451-4881
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.


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

**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.


**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