

IRR Boise Office Profile

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Integra Realty Resources
Boise

RiverWalk Center
1661 W. Shoreline Drive
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Boise, ID 83702

T 208.342.2500
F 208.342.2220

boise@irr.com
www.irr.com/boise



Overview of Expertise

Integra Realty Resources—Boise is the largest real estate valuation and counseling firm in Idaho, and one of the largest and most experienced in the Intermountain / Inland Northwest. With approximately 12 full- and part-time analysts, ranging from approximately 5 to over 40 years in the business, IRR—Boise has experience and professional qualifications unparalleled in the regional marketplace.

- 12± Full- and part-time analysts
- 12± Professional designations (individual MAI, SRA, ARA, CRE, CCIM, CPM, CSM, and FRICS designees)
- 5 MAIs (Appraisal Institute’s premier designation)
- Certifications in 4 states (individual members, representing ID, OR, WA, MT)

Principal Markets Served

Idaho Regions

Primary
Southwest Idaho
Central Idaho

Secondary

Northern Idaho
Southeast Idaho

Secondary States

E. Oregon
E. Washington
W. Montana
N.W. Wyoming

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Key Personnel

Senior Management

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Senior Analysts

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Analysts

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Core Competencies

Office
Retail
Multifamily
Industrial
Land

- Valuation for all facets of real estate lending, asset acquisition and disposition decision-making, legal proceedings, and public-sector planning and development initiatives
- Comprehensive coverage of the “4 main food groups” (office, retail, industrial & multifamily)
- Expertise in special-purpose property valuation (including market value, use value and investment value analyses)
- Extensive experience in government contracting, management of large valuation and consulting projects
- Complex Excel cash-flow modeling, as well as off-the shelf Argus DCF analyses
- Consulting on real estate matters / solving complex real estate problems
- Expertise to handle the most challenging assignments
- Manpower to cover a regional territory, and provide favorable turn-time
- Broad range of specialty property and appraisal problem expertise
- Genuine commitment to leading-edge technologies, highest standards of professionalism, and the best customer-service in our industry

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Drake Cooper Building

The Drake Cooper Building is an existing office property containing 19,792 square feet of rentable area and is located in Downtown Boise.



Nampa Library Square Retail / Office

Nampa Library Square consists of two single story commercial buildings that are part of a recent redevelopment project in Downtown Nampa anchored by a new public library and public parking garage.



Strada Bellissima Business Park

Strada Bellissima consists of three newly-constructed, multi-tenant office buildings containing 13,117 square feet of gross building area and located in Meridian, Idaho.



The Ambrose School

The Ambrose School is a charter school located in Meridian, Idaho.



Boise State University—Alumni Center

The proposed BSU Alumni Center will encompass approximately 40,105 SF of building area to be used as administrative offices and an events building.



WinCo Corporate Headquarters

WinCo Corporate Headquarters is a mostly owner-occupied office property containing 98,000 square feet of gross building area in three buildings and located in Boise, Idaho.



Retail Assignments

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Nampa Gateway Center

The Nampa Gateway Center is a retail lifestyle center that was launched in 2007. It is located in Nampa, Idaho.



Rocket Express Car Wash

Rocket Express Car Wash is located in Twin Falls. It is a state-of-the-art, automatic-conveyor/tunnel car wash. At 225 linear feet, it is one of the longest car wash tunnels in the region.



Karcher Mall

The Karcher Mall is located in Nampa Idaho. The mall consists of four distinct properties. The largest by size is an enclosed mall containing 430,000 SF built in three phases between 1965 and 1973.



Freddy's Frozen Custard—Multiple Locations

Freddy's is a franchise model with a rapidly-expanding footprint recently entering the Boise market.



Cole Village Shopping Center

The Cole Village Shopping Center is a Walmart-anchored shopping center located in Boise, Idaho.



Eagle Marketplace

The Eagle Marketplace is a neighborhood shopping center containing 60,323 square feet of gross leasable area situated on a site of 5.947 acres and located on one of the metro area's busiest intersections.



Government, Recreational and Resource Assignments

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May's Creek Ranch

May's Creek Ranch is a 464.77-acre tract of land that is located in the Sawtooth National Recreation Area (SNRA). The property has over 1.35 miles of frontage on the Salmon River and frontage on Champion Creek.



Bio Huma Netics

This property is a 153.43-acre tract of vacant agricultural land that is located approximately 12 air miles west of Murphy, Idaho.



Maurer Ranch

The Maurer Ranch is a 27,216 acre recreation ranch near Clarno, Oregon. The ranch has over nine miles of frontage on the John Day River.



East Crouch Tract

The East Crouch property consists of a contiguous block of recreation land that totals 1,526.01 acres and is located north of Crouch, Idaho.



Cedar Ridge

Cedar Ridge is 157 acres of irrigated cropland that is located approximately 5.5 air miles south of Filer, Idaho.

Various

Confidential N. ID Timberland Exchange
BPA Troy, MT Substation Expansion
BPA Hooper Springs Powerline Corridor
ITD Council = US 95 Alternative Route
City of Rocks National Park Service Portfolio
Idaho Fish & Game Field Office Portfolio



Areas of Specialization

- Right-of-way / eminent domain team
- Corridor valuations / evaluations
- Competency in Uniform Appraisal Standards for Federal Land Acquisition (UASFLA or “Yellow Book”) valuation (including state and federal land exchanges, assembled exchanges, inholdings, etc.)
- Conservation easement valuation (private, IRS, and UASFLA)
- Recreational and resort (land, condos, lodges, fractional—including experience at Sun Valley, Tamarack, McCall, Yellowstone Club, etc.)
- Timberland and rec-res properties
- Subdivision and transitional land analyses
- Convenience stores, hotels, national park concessions (going-concerns)
- Specialty medical (ambulatory surgical centers, hospitals, etc.)
- Dispute mediations / arbitrations
- Tax appeal, use and market studies
- Expert witness (testimony)
- Litigation support (non-testimony consulting)
- Agricultural / rural lands, farms, cattle ranches
- Urban renewal & reuse analyses
- Real estate counseling for public– and private-sector clients
- Valuation for trust and estate planning
- Valuation for purchase price allocation and financial reporting

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Client List

Accounting Firms

Cooper Norman
Deloitte & Touche LLP
McCoy Foat & Company CPAs

Attorneys at Law

Ahrens & DeAngeli, p.l.l.c.
Anderson, Julian & Hull LLP
Angstman Johnson
Ballard Spahr, LLC
Belnap Law PLLC
Bevis, Thiry & Schindele, P.A.
Brassey, Wetherell, Crawford & Garrett
Burr & Temkin
Davison, Copple, Copple & Copple
Eberle Berlin Kading Turnbow & McKlveen
Eismann Law Offices
Elam & Burke
Ellis Brown & Sheils, Chtd.
Evans Keane LLP
Faegre & Benson
Foley, Freeman, Borton, PLLC
Gagen, McCoy, McMahan & Armstrong
Givens Pursley LLP
Gjording & Fouser, PLLC
Glaser, Weil, Fink, Jacobs, Howard LLP
Graham & Dunn PC
Hall Farley Oberrecht & Blanton, PA
Hawley Troxell Ennis & Hawley
Hogue & Dunlap, LLP
Holden, Kidwell, Hahn & Crapo, P.L.L.C.
Holland & Hart LLP
Hooper Cornell, PLLC
Kneeland, Korb, Collier & Legg, PLLC
May, Browning & May
Merrill & Merrill, Chtd.

Meuleman Mollerup LLP
Moffatt Thomas Barrett Rock & Fields
Moore Smith Buxton and Turcke, Chtd
Morrow and Fischer
Parsons Smith Stone Loveland & Shirley
Racine, Olsen, Nye, Budge & Bailey
Roark Law Firm
Scott Rose, Attorney
Stoney Burke
Taylor Law Office PA
Tonkon Torp LLP
Trout Jones Gledhill Fuhrman, P.A.
Weiland, Golden, Smiley, LLP
White Peterson PA Attorneys at Law
Witherspoon, Kelley, Davenport & Toole

Banks / Lenders / Finance / Mortgage Brokers

AgCountry Farm Credit Services
American Bank of Montana
American Home Mortgage
American West Bank
Arizona Community Foundation
Bank of America, N.A.
Bank of Idaho
Bank of Jackson Hole
Bank of the Cascades
Bank of the West-Colorado Regional
Bank of Utah
Banner Bank
Bridge Bank
C III Asset Management, LLC
Capital Matrix
Centerline Capital Group
CIT Small Business Lending Corp.
Citicorp Municipal Mortgage Inc.
CitiGroup Global Markets Realty

Corp.
Citigroup Technical Services Group
Citizens Bank
City National Bank
Columbia Bank
Column Financial
Community Bank
Continental Bank
Cushman Wakefield
D.B. Fitzpatrick & Co., Inc.
D.L. Evans Bank
Evangelical Christian Credit Union
Farm Credit Services
Farmers National Bank
First Community Bank
First Federal Savings
First Fidelity Investment and Loan
First Horizon Home Loans
First Horizon National Corp
First Horizon/First Tennessee
First National Bank of Missouri
First National Bank of Omaha
First Robinson Savings Bank
First Savings Bank
First Union National Bank
First Utah Bank
Frontier Bank
G.E. Capital Finance, Inc.
G.E. Commercial Finance
G.E.Asset Management
G.E.Capital Asset Funding
GMAC Commercial Finance
GMAC Mortgage
Granite Loan Funding, LLC
Home Federal Bank
HSH Nordbank AG New York Branch
IAG Underwriters, Inc.
Idaho Banking Company
Idaho Community Reinvestment Corp.

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Client List

Banks / Lenders / Finance / Mortgage Brokers (cont.)

Idaho Independent Bank
Idaho Trust Bank
Imperial Capital Bank
Intermountain Community Bank
Investors Independent Trust Co.
Ireland Bank
Ireland Bank
JPMorgan Chase Bank, N.A.
Key Bank Technical Services
KeyBank National Association
M & T Bank
McCook National Bank
Mechanics Bank
Mission Investment Fund
Mountain Pacific Commercial Mortgage
Mountain West Bank
Northern Trust Bank
Pacific Capital Bancorp
Pacific Continental Bank
PNC Bank
Regal Financial Bank
Regal Financial Bank
River Bank
Stearns Bank NA
Sterling Savings Bank
Summit National Bank
Sun Trust Banks, Inc.
Syringa Bank
The Bank of Commerce
The Commerce Bank of WA
The Rawlins National Bank
UMPQUA Bank
United Central Bank
US Bank RETECHS-Portland
Wachovia Small Business Capital
Washington Capital Management
Washington Federal Savings
Washington Trust Bank

Wells Fargo Bank - RETECHS
Western Capital Bank
Zion's First National Bank

Conservation Funds and Non-Profits

Boise Rescue Mission
Boise State University Foundation
The Conservation Fund
The Nature Conservancy
The Trust for Public Land

Corporate Clients / Developers / Investors

Allied Waste Services
Ameritel Inn
Black Family Ltd Partnership
Boise Cascade, LLC
Boise Orthopedic Clinic
Boise Surgical Properties, LLP
Capital City Development Company
Civic Plaza Management, LLC
Colvico Inc.
Cornerstone Realty Advisors, Inc.
Edmark Superstore
EMR Land Co., LLC
GMD Development, LLC
Guho Corp.
Harvest Development LLC
HCA, Inc.
Heart Rock Ranch LLC
Idaho Milk Products
Idaho Neurological Surgery
Idaho Youth Ranch
Intermountain Eye & Laser Center
JJJ Enterprises
Joe Russell, CLU, AEP
Kindness Small Animal Medical Center

Knife River Corporation Idaho
Latham Watkins
LNR Partners, Inc.
Mark Rule Co.
Milan Capital Management, Inc.
NAI Utah Commercial Real Estate
Nationwide Agribusiness
Nicollet Partners
Pinnacle Consulting Management Group
Rinker Company
RMC Construction
RME Investments, LLC
Rogers Machinery Company, Inc.
Roman Catholic Diocese of Boise
Sandpoint Airport Advisory Board
SNF Ammon Real Estate
St. Alphonsus Regional Medical Center
St. Benedict's Family Medical Center
St. Luke's Regional Medical Center
Steven Family Ranch, LLC
Sun Valley Ranch, LLC
The West Coast Timber Company
United Industry, Inc.
United Metals, LLC
Utah Community Reinvestment Corp.
Valley Regional Transit
VMG Health
Walgreen Company
Walmart
Western Pacific Timber
White-Leasure Development

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Client List

Government

Ada County Highway District
Ada County Prosecuting Attorney
ARCH Community Housing Trust, Inc.
Blaine County School District
Boise Air Terminal
Boise City Housing Authority
Bonneville Power Administration
Bureau of Reclamation
Caldwell School District
Central District Health
City of Hailey
City of Kuna
City of McCall
City of McCall Urban Renewal
Department of the Army
Eagle City Hall
Garden Valley School District
Idaho Department of Fish & Game
Idaho Department of Lands
Idaho Transportation Department
Kuna Joint School District #3
National Park Service
PERSI
Salmon Urban Renewal Agency
Southern Idaho Land Trust
The Wilderness Land Trust
U.S. Attorney's Office - Colorado
US Department of Justice
US Department of the Interior
USDA Forest Service

Title and Life Insurance

Companies

Alliance Title
American Equity Life Insurance
Farm Bureau Mutual Insurance Co.
Fidelity National Title Group
G.E. Life & Annuity Assurance Company
Great-West Life & Annuity Insurance Co.
Higgins & Rutledge Insurance
Symetra Life Insurance Company

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References

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Key Personnel Qualifications

Bradford T. Knipe, MAI, ARA, CRE, CCIM, FRICS

Specializing in complex owner-operator, income-producing and special-purpose properties; custom Excel modeling and sellout properties; land, subdivision, and conservation easement analyses; medical, office, industrial, and retail; portfolio analyses; and challenging assignments of all kinds.

Extensive experience in the valuation of community/neighborhood/regional shopping centers, power centers, lodging facilities, CBD and suburban office buildings, large, complex industrial facilities, multifamily (including CBD condominium development), vacant development, recreation and agricultural land, conservation easements, inholdings, and special-purpose properties.

Clients include life insurance companies, pension fund advisors, financial institutions, mortgage brokers, conduits, developers, investors, law firms, business/industry, and government, for eminent domain, estate planning, financing, equity participation, litigation and due diligence support.

Related work experience includes ongoing involvement in real estate sales, site selection, leasing, development, and investment.

Professional Designations

MAI Member: Appraisal Institute

ARA Member: American Society of Farm Managers & Rural Appraisers

CRE Member: The Counselors of Real Estate

CCIM Member: Commercial Investment Real Estate Institute

FRICS Member: Fellow, Royal Institution of Chartered Surveyors

Professional Affiliations

Member: Urban Land Institute

Member: International Right of Way Association

Member: National/Idaho/Ada Co. Association of Realtors

Member: Realtors Commercial Alliance

Education

Bachelor of Science, Psychology: University of Idaho, 1985.

Bachelor of Science, Political Science: University of Idaho, 1986.

Adjunct Faculty, Boise State University: Masters Level—Real Estate Development.

Over 1,000 hours of specialized real estate courses and seminars from the Appraisal Institute, American Society of Farm Managers & Rural Appraisers, Commercial Investment Real Estate Institute, etc.

Board Service

Appraisal Institute—Southern Idaho Chapter: President, Vice-President, Board Member

ULI Idaho: Membership Director

BOMA Boise: Communications Director

IRR: Board of Directors 2009-2010, 2010-2011, and numerous IRR committees

The Counselors of Real Estate: Seattle Chapter, Board of Directors

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Key Personnel Qualifications

Brad Janoush, MAI, SRA

Actively engaged in real estate valuation and consulting since 1971, involving brokerage, management, financing, developing, promoting and appraisal of real estate.

Appraisal assignments have encompassed all classifications of commercial properties including office buildings, retail commercial, shopping centers, warehouses, and hotels in the States of Idaho, Oregon, Nevada, Montana, Mississippi, Louisiana, Arkansas, Texas, Georgia, and Florida.

Appraisal of industrial properties; both multi purpose and special purpose in the States of Idaho, South Carolina, Mississippi, Louisiana, Arkansas, Oregon, and Nevada.

Appraisals of numerous multi-family apartment projects in Idaho, Mississippi, Louisiana, Florida, and Arkansas.

Valuation of numerous single family residential subdivisions and condominium projects in Ada County, Canyon County and numerous other locations throughout southern Idaho.

Valuation of numerous retail, office, condominium and motel properties in Blaine County, Idaho.

Acquisition appraisals for the Idaho Department of Transportation and the Ada County Highway District.

Appraisals of numerous recreation properties including recreational subdivisions, condominium developments, and hunting club facilities in Idaho and the Southeast.

Appraisals of agricultural lands throughout Idaho, Mississippi, Louisiana, Arkansas, and Texas, including ranch, row crop farmlands and timber lands.

Professional Activities & Affiliations

Appraisal Institute, Member (MAI)

Education

Bachelor of Business Administration Degree, University of Mississippi
Graduate Work Delta State University

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Key Personnel Qualifications

Robin Brady, MAI

Actively engaged in real estate valuation, consulting, underwriting, and development since 2001. Extensive experience with all major property types, including retail, office, multifamily, industrial. Specialties include:

Complex Commercial Properties: examples include regional malls, high-rise office buildings, mixed-use developments, LIHTC apartments (conventional and senior), HUD multifamily appraisals.

Special-Use Properties: including surgery centers, medical office, convenience stores, auto dealerships, carwashes, hotels, golf courses, self-storage, churches, schools, mobile home parks.

Market Studies: for proposed projects, including LIHTC applications, HUD loans, conventional loans.

Other specialized experience includes:

Right-of-Way: recent examples include corridor projects for a new highway bypass in Council, Idaho and a proposed 30-mile power line with dozens of access roads in Caribou County, Idaho.

Litigation

Tax appeals

Appraisal Review

Professional Activities & Affiliations

Appraisal Institute, Member (MAI)

Education

University of Missouri, 1999-2001; MBA, finance and real estate; 4.0 GPA.

University of Missouri, 1994-1998; BA, economics and political science; 4.0 GPA.

Completed over 400 hours of professional appraisal coursework through Appraisal Institute, American Society of Farm Managers & Rural Appraisers, and other providers.

Other Experience

Appraisal Institute, Southern Idaho Chapter: Treasurer (2010-2013), Vice President (2015)

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Key Personnel Qualifications

Daniel Shively, MAI

Actively engaged in real estate valuation and consulting since 2004.

Extensive experience in the valuation of:

- Farms & Ranches

Vacant Land: Commercial & Residential

- Residential Subdivisions
- Commercial Flex Space
- Industrial & Manufacturing Facilities
- Recreational Vehicle Park
- Commercial Offices
- Retail Shopping Centers
- Right Of Way Valuations
- Office Conversions
- Residential Condominium Analysis
- Special Use Properties

Clients served include:

- Governmental entities
- Banks and financial institutions
- Developers and investors
- Law firms
- Business/industry and government
- Mortgage bankers

Professional Activities & Affiliations

Appraisal Institute, Member (MAI), August 2016

Southern Idaho Chapter of the Appraisal Institute – Education Chairman
2006 - 2007

American Society of Farm Managers & Rural Appraisers, Member

Education

Bachelor's Degree in Accounting and Business Administration
Carroll College, Helena, Montana 1998

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Corporate Profile

Integra Realty Resources, Inc. offers the most comprehensive property valuation and counseling coverage in the United States with 65 independently-owned and -operated offices in 33 states. Integra was created for the purpose of combining the intimate knowledge of well-established local firms with the powerful resources and capabilities of a national company. Integra offers integrated technology, national data and information systems, as well as standardized valuation models and report formats for ease of client review and analysis. Integra's local offices have an average of 25 years of service in the local market, and each is headed by a Managing Director who is an MAI member of the Appraisal Institute.

A listing of IRR's local offices and their Senior Managing Directors follows:

ATLANTA, GA - Sherry L. Watkins, MAI, MRICS
AUSTIN, TX - Randy A. Williams, MAI, SR/WA, FRICS
BALTIMORE, MD - G. Edward Kerr, MAI, MRICS
BOISE, ID - Bradford T. Knipe, MAI, ARA, CRE, CCIM, FRICS
BOSTON, MA - David L. Cary, MAI, MRICS
CHARLOTTE, NC - Fitzhugh L. Stout, MAI, CRE, FRICS
CHICAGO, IL - Eric L. Enloe, MAI, MRICS
CHICAGO, IL - Gary K. DeClark, MAI, CRE, FRICS
CINCINNATI, OH - Gary S. Wright, MAI, SRA, FRICS
CLEVELAND, OH - Douglas P. Sloan, MAI
COLUMBIA, SC - Michael B. Dodds, MAI, CCIM, MRICS
COLUMBUS, OH - Bruce A. Daubner, MAI, FRICS
DALLAS, TX - Mark R. Lamb, MAI, CPA, MRICS
DAYTON, OH - Gary S. Wright, MAI, SRA, FRICS
DENVER, CO - Brad A. Weiman, MAI, MRICS
DETROIT, MI - Anthony Sanna, MAI, CRE, FRICS
FORT WORTH, TX - Donald J. Sherwood, MAI, SR/WA, FRICS
GREENSBORO, NC - Nancy Tritt, MAI, SRA
GREENVILLE, SC - Michael B. Dodds, MAI, CCIM, MRICS
HARTFORD, CT - Mark F. Bates, MAI, CRE, FRICS
HOUSTON, TX - David R. Dominy, MAI, CRE, FRICS
INDIANAPOLIS, IN - Michael C. Lady, MAI, SRA, CCIM, MRICS
JACKSONVILLE, FL - Robert Crenshaw, MAI
KANSAS CITY, MO/KS - Kenneth Jagers, MAI, FRICS
LAS VEGAS, NV - Shelli L. Lowe, MAI, SRA, MRICS
LOS ANGELES, CA - John G. Ellis, MAI, CRE, FRICS
LOS ANGELES, CA - Matthew J. Swanson, MAI
LOUISVILLE, KY - George M. Chapman, MAI, SRA, CRE, FRICS
MEMPHIS, TN - J. Walter Allen, MAI, MRICS
MIAMI/PALM BEACH, FL - Scott M. Powell, MAI
MINNEAPOLIS, MN - Michael Amundson, MAI, CCIM, MRICS

NAPLES, FL - Carlton J. Lloyd, MAI
NASHVILLE, TN - R. Paul Perutelli, MAI, SRA, MRICS
NEW JERSEY COASTAL - Anthony Graziano, MAI, CRE, FRICS
NEW JERSEY NORTHERN - Barry J. Krauser, MAI, CRE, FRICS
NEW YORK, NY - Raymond T. Cirz, MAI, CRE, FRICS
ORANGE COUNTY, CA - Larry D. Webb, MAI, FRICS
ORLANDO, FL - Charles J. Lentz, MAI, MRICS
PHILADELPHIA, PA - Joseph Pasquarella, MAI, CRE, FRICS
PHOENIX, AZ - Walter Winus, Jr., MAI, CRE, FRICS
PITTSBURGH, PA - Paul D. Griffith, MAI, MRICS
PORTLAND, OR - Brian A. Glanville, MAI, CRE, FRICS
PROVIDENCE, RI - Gerard H. McDonough, MAI
RALEIGH, NC - Chris R. Morris, MAI, MRICS
RICHMOND, VA - Kenneth L. Brown, MAI, CCIM, MRICS
SACRAMENTO, CA - Scott Beebe, MAI, FRICS
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