

Richard L. Kilgore III, ARA

Senior Appraiser

Edwards, Lien & Toso, Inc.

Agricultural Appraisers & Consultants

8408 N. Lander Avenue, Hilmar, California 95324

Phone: (209) 634-9484 • Fax: (209) 634-0765 • e-mail: rich@eltappraisers.com • www.eltappraisers.com

SUMMARY OF QUALIFICATIONS

- CA Certified General Real Estate Appraiser #AG008850
- Four years of expertise in selection and engagement of appraisers of agricultural and commercial real estate within the entire United States.
- Four years of expertise in review of all types of appraisals with strong emphasis on greenhouse, dairy, winery, nut processing and milk processing facilities.
- Nineteen years of experience in appraisal of agricultural and commercial real estate throughout Central and Northern California. Primary focus in nut processing, cold storage and dairy facilities.

COURT QUALIFICATIONS

- Experience as an expert witness with the Superior Court of Fresno County.

PROFESSIONAL ACCREDITATIONS / LEADERSHIP

- Accredited member (ARA) of the American Society of Farm Managers and Rural Appraisers (1997 to Present).
- California ASFMRA Education Committee Chair (1998 to 2002).
- Co-Author of the "Best Practices of Rural Appraisal" course published by the ASFMRA (2009-2010)

PROFESSIONAL EXPERIENCE

Senior Appraiser

Edwards, Lien & Toso, Inc.

July 2010 – Present

Hilmar, CA

- Perform complex appraisal assignments of farm, ranch and processing facility properties within the San Joaquin Valley of California.
- Self directed with little to no immediate supervision.

Vice President / Senior Review Appraiser

Bank Of The West

January 2006 – July 2010

Fresno, CA

- Perform appraisal management responsibilities for real estate transactions. Duties include selection and engagement of appraisers, as well as provide appraisal management throughout the appraisal process and review final appraisal reports for accuracy, FIRREA and USPAP compliance, and overall reasonableness of value.
- Manage approximately 200 appraisal projects per year throughout the United States.
- Provide non-appraisal assistance in analyzing market data for credit related decisions.
- Self directed with little to no immediate supervision.
- Supervise one support staff member.

Richard L. Kilgore III, ARA, continued

Vice President / Senior Appraiser
American AgCredit

January 2001 - January 2006
Merced, CA

- Performed agricultural and commercial real estate appraisal reports with primary focus on dairy and nut processing facilities, but also included virtually all other types of real estate properties. Area of focus was the San Joaquin Valley of California.
- Provided appraiser training to three entry level appraisers. This included assistance in field inspections, data analysis and report writing.
- Provided non-appraisal assistance in analyzing market data for credit related decisions.

Appraiser
Fresno-Madera Farm Credit

January 1992 - January 2001
Fresno, CA

- Performed real estate appraisal reports on all forms of agricultural production properties within the Central San Joaquin Valley of California.
- Provided non-appraisal assistance in analyzing market data for credit related decisions.

EDUCATION AND TRAINING

Bachelor of Science – Agricultural Business
California State University, Fresno

1991
Fresno, CA

American Society of Farm Managers & Rural Appraisers

1992-Present

- Course A-100, Fundamentals of Rural Appraisal
- Course A-150, Report Writing
- Course A-180, Income capitalization
- Course A-200, Principles of Rural Appraisal
- Course A-250, Eminent Domain
- Course A-290, Highest and Best Use
- Course A-300, Advanced Rural Appraisal
- Course A-360, Introduction to Appraisal Review
- Additional appraisal course work scheduled through the ASFMRA and regular attendance of ASFMRA meetings.

References Available Upon Request