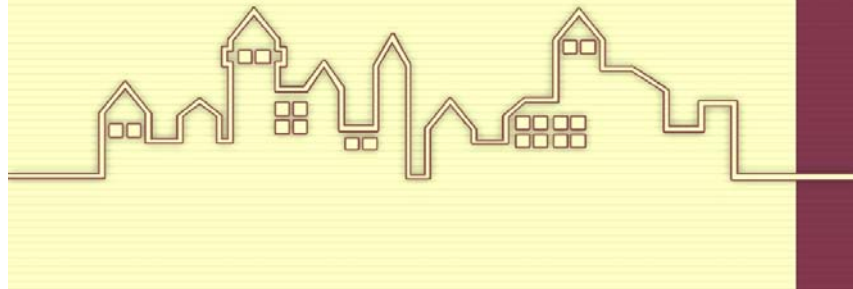
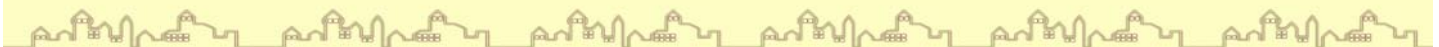


AAE Consulting Group



Austin A. Engelhardt, ASA
President



AAE Consulting Group

COMPANY BACKGROUND

AAE Consulting Group is a unique valuation/appraisal firm specializing in the valuation of machinery and equipment, infrastructure, buildings, and site improvements. Experienced and professional staff members are well versed in the various appraisal disciplines to provide accurate and supportable insurable values for both the public and private sectors across the nation. AAE Consulting Group offers its clientele with conclusions that are used in the underwriting process, loss control exposure determinations, equitable premium determinations, value segregation, and proof of loss documentation.

Each project is preformed by a group of well-trained and qualified appraisers to ensure accurate and supportable conclusions. Each appraisal conforms to the regulations set forth by the American Society of Appraisers (ASA) and the Uniform Standards of Professional Appraisal Practice (USPAP), both of which are considered the leaders in the industry.

AAE Consulting Group exhibits the ability to provide cost effective and fully customizable services to meet the unique needs of each individual client. With the ability to staff and execute large projects with strict deadlines, we exhibit a small firm feel with the ability to conform to various project scopes in conjunction with short turn around times. At a time where budget concerns are the norm, entities need to be more cost conscious than ever before. AAE Consulting Group prides itself on giving each of its clients the “most bang for their consulting buck”. With a streamlined management team and experienced and reliable staff, we are able to reduce overhead and offer a superior product at an almost always discounted fee.

Unlike some of the larger firms in the industry, AAE Consulting Group has the unique ability to fully customize its reports and data exports to meet the ever-changing needs of each client. Veering away from the “canned” reports and data packages, we are able to produce a product that meets the specific needs of both insurance reporting requirements as well as underwriting specifications with, in most cases, no additional fee requirement. This fact, coupled with unparalleled customer service, makes AAE Consulting Group a pioneer in the valuation industry.



Austin A. Engelhardt, ASA

BIOGRAPHY

Austin A. Engelhardt, ASA is formerly the Manager in the Northern Region of CBIZ Valuation Group. He is fully versed in the appraisal and valuation of machinery and equipment, buildings, site improvements, infrastructure, and multiple other insurance and accounting valuations. He has managed various types of valuation and reconciliation projects in the governmental, risk pool and education sectors including but not limited to: churches, school districts, industrial plants, infrastructure valuations, capital asset valuations, physical inventories, and various building valuation projects.

Mr. Engelhardt's credentials and background in engineering provide him with the technical expertise for specialization in cost segregation studies, building system valuations, public utility valuations and plan research. His more specialized church investigations have been used by clients to gain accurate 3rd party valuations for various insurance reporting requirements including pipe organ, stained glass, carillon, and other built-in equipment valuations.

Prior to joining CBIZ Valuation Group, Mr. Engelhardt co-founded AIV, Inc. and served as National Production Manager. His responsibilities included project management and processing, report preparation, software development, staff scheduling, and project budgeting. Prior to AIV, he served as an intern for Maximus' Asset Management Division and assisted senior staff members in various valuation projects.

Mr. Engelhardt was designated an Accredited Senior Appraiser (ASA) by the American Society of Appraisers in the Machinery and Technical Specialties. This designation is considered the highest appraisal designation attainable from the Society.

Mr. Engelhardt earned his Bachelor of Science degree with a concentration in Architectural Engineering from the Milwaukee School of Engineering in Milwaukee, WI. He is currently an active member of ASA (American Society of Appraisers) as well as ASHRAE (American Society of Heating, Refrigeration, and Air Conditioning Engineers), and AIC (American Institute of Constructors).



Austin A. Engelhardt, ASA

QUALIFICATIONS

Previous Appraisal Experience

- Segregated and detailed valuation of electrical, water, wastewater, and stormwater utility company in Indiana.
- Various high-profile buildings for the City/County of Denver including County Library and City/County Building.
- Numerous Catholic Church valuations in Maryland, Tennessee, and Nebraska
- Numerous Presbyterian Church valuations in California, Oregon, and New York.
- Various governmental entity valuations for cities and counties including public safety buildings, utilities, and various others.
- Various educational sector appraisals including public school districts, universities, and private institutions.
- Numerous property valuations for private sector entities utilizing the detailed segregated cost approach.

Career Highlights

- Development of proprietary valuation and reporting software system for real property utilizing the square foot modeling approach.
- Development of proprietary fixed/capital asset inventory and valuation software used to satisfy regulations set forth by GASB 34.
- Promoted and developed various technology advances including handheld scanning devices, voice recognition software implementation, and PDA data collection.
- Development of infrastructure pricing guidelines for various utility genres including water, wastewater, stormwater, and electrical.
- Development and implementation of machinery and equipment trend/inflation factors utilizing government issued indices used in determining historic cost estimates.
- Development and implementation of various construction material locational factors nationwide to accurately report real property values for insurance purposes.
- Development and implantation of loss control methodologies used in risk exposure analysis.



Austin A. Engelhardt, ASA

SAMPLING OF CLIENTS SERVED

Educational Sector Clients

East Metro Integration District
Kohler Public Schools
Berlin Borough Public Schools
Campbell City Schools
Butte Schools Self Funded Program
RH Brown Charter School
Highland Park Board of Education
Garwood Public Schools

Religious Sector Clients

Diocese of Arlington
Diocese of Phoenix
First Presbyterian Church
Covenant Presbyterian Insurance Program
Archdiocese of Baltimore
Diocese of Knoxville
Florida Church of God
Diocese of Richmond
Diocese of Rochester

Unique Properties

Bernards Township Sewerage Authority
Pasani Graphics
Froedtert Hospital
Peru Utilities
Masonic Homes
Education Management Corporation
PRG Parking Management, LLC
Zell Holdings

Municipal Sector Clients

Lehi City Corporation
City of Benton Harbor
City/County of Denver
City of Miami Beach
Plymouth County
Village of Liberty
Town of Lewisboro
City of Alexandria
City of Chattanooga
City of Alexandria
City of Minneapolis

Risk Pool Clients

New York Municipal Insurance Reciprocal
Association County Comm. of Georgia
New York Schools Insurance Reciprocal
Arizona Counties Insurance Pool
Georgia School Boards Association
Public Risk Management of Florida
Massachusetts Interlocal Insurance Assoc.
Michigan Municipal League
Virginia Association of Counties
Northern California Cities Self Insurance

*All clientele shown above were either managed or appraised by staff of AAE Consulting Group either independently or as employed by a previous firm.



AAE Consulting Group

APPRAISAL REPORTS & DATA FILE

AAE Consulting Group has the unique ability to fully customize its reports and data exports to meet the ever-changing needs of each client. Veering away from the “canned” reports and data packages, we are able to produce a product that meets the specific needs of both insurance reporting requirements as well as underwriting specifications with, in most cases, no additional fee requirement.

Each standard report package includes the following:

- Certificate letter signed by a designated Accredited Senior Appraiser.
- Summary report showing tabulated values and corresponding aggregate values.
 - Various sort and totaling options available upon request.
- Detail report showing digital color picture, detailed information on the construction of the building, as well as pertinent underwriting data.
 - Data inclusion/exclusion options available upon request.
- Data CD containing each report electronically (.pdf format) as well as data export (excel format).
 - Specialized export format available to allow for easy import to client-specific software packages and/or current database format.

Each report produced by AAE Consulting Group adheres to the guidelines set forth by the Uniform Standards of Professional Appraisal Practice (USPAP).





Insurance Summary Report

	Frame Type	Year Built	# of Stories	Total SF	RCN	Exclusions	RCN Less Exclusions	
Site: 01 - Sample Site1								
Building: 01 - Sample Building1 1234 Sample Street Sample City, WI 11111	Reinforced Concrete	1978	17	199,956	\$36,802,400	\$2,824,000	\$33,978,400	
					Site Totals:	\$36,802,400	\$2,824,000	\$33,978,400
Site: 02 - Sample Site2								
Building: 01 - Sample Building2 1234 Sample Street Sample City, WI 11111	Steel	1955	9	469,589	\$151,962,100	\$5,226,400	\$146,735,700	
					Site Totals:	\$151,962,100	\$5,226,400	\$146,735,700
Site: 03 - Sample Site3								
Building: 01 - Sample Building3 1234 Sample Street Sample City, WI 11111	Joisted Masonry	1931	5	419,387	\$124,504,500	\$3,809,400	\$120,695,100	
					Site Totals:	\$124,504,500	\$3,809,400	\$120,695,100
					Report Totals:	\$313,269,000	\$11,859,800	\$301,409,200





Insurance Detail Report

Locational Information

Entity: 01 - Sample Entity
Site: 01 - Sample Site1
Building: 01 - Sample Building1
Address: 1234 Sample Street
 Sample City, WI 11111
Latitude: N 11°11.111'
Longitude: E 22°22.222'

Construction Characteristics

Foundation: Concrete Slab on Grade
 Concrete Foundation Walls
 Concrete Footings

Exterior Walls: Curtain Wall, Glass
 Concrete, Precast Panels
 Stone on Masonry

Flooring: Tile, Vinyl Composite
 Carpet
 Tile, Ceramic

Ceiling: Suspended Acoustical
 Drywall
 Paneling, Wood

Partition Wall Structure: Studs, Girts
 Demountable
 Glass Wall

Partition Wall Finish: Drywall
 Wallpaper, Vinyl
 Tile, Ceramic

Roofing: Single-Ply Membrane
 Built-up, Tar and Gravel

Building Services: Electrical
 Plumbing
 Heating
 Air Conditioning

Passenger Elevators: 5
Freight Elevators: 1



Underwriting Data

Sprinkler %: 100
Manual Fire Alarm %: 100
Auto Fire Alarm %: 100
Frame Type: Reinforced Concrete
Occupancy: Dining
 Office High-Rise
 Parking Structure
 Classroom (Elem - High School)

Construction Date: 1978
Number of Stories: 17
Building Area: 196,958
Fin. Basement Area: 2,998
Unfin. Basement Area: 0
Basement Occupancy: Office, Low-Rise

Valuation Conclusions

Building RCN: \$36,802,400
Building Exclusions: \$2,824,000
Building RCN Less Exclusion: \$33,978,400
Square Foot Cost: \$169.93

RCN = Replacement Cost New

Notes:

Sample notes.