

# Alan M. Schmook, MAI

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## HISTORY OF PROFESSIONAL AND MANAGEMENT EXPERIENCE:

Schmook Appraisal Company was founded in 1968 by my father, John E. Schmook, MAI, who had been in the appraisal business since 1959. He operated the company alone until 1976, when I joined the company. I acquired ownership of the company in 1985. The following is my personal appraisal experience:

- 1976-1978 Partnership with John E. Schmook, MAI, SRPA
- 1979-1980 Residential real estate sales
- 1978-1980 Independent appraisal practice
- 1980-1985 Office manager for Schmook Appraisal Co.
- 1985-Present Owner of Schmook Appraisal Co.

## PROFESSIONAL SKILLS:

- Defining problems and systematic problem resolution
- Advanced internet research capabilities
- Critical analysis of private, public, and/or published information
- Technical report writing
- Analytical journal writing

## COMPANY GOALS AND ACHIEVEMENTS:

Schmook Appraisal Company specializes in appraising all types of commercial real estate including offices, industrial, retail, apartments, agricultural, and special purpose projects such as bowling centers, golf courses, nursing homes, retirement facilities, restaurants, motels/hotels, churches, schools, and agricultural processing plants. Our goal is to remain one of the most well respected commercial appraisal firms in the state of Oklahoma. Achievements include:

- Appraise properties all over the state of Oklahoma and the six surrounding states
- Research, set up, maintain, and provide continuing training for a large, multi-state database of agricultural sales
- Appraise properties for many federal and state agencies, as well as for many large local corporations (see 'Clients and References')
- Serve as expert witness in many federal/state and county court cases

#### PROFESSIONAL TRAINING AND EDUCATION:

Professional training includes over 700 classroom hours of specialized training from 1976 to the current time, presented by the American Institute of Real Estate Appraisers, Society of Real Estate Appraisers, Marshall & Swift, American Society of Farm Managers and Rural Appraisers, and the Appraisal Institute. This training covers the following subjects:

- Cost Analysis
- Cash Flow and Investment Analysis
- Ethics and Professional Standards
- Litigation and Legal Issues
- Agricultural and Agri-business Appraisals
- Techniques for Appraising Special Purpose Properties
- Appraisal Tools

All continuing education requirements of the Appraisal Institute have been met.

Formal Education: Yukon High School; Southwestern Christian University (Bachelor Degree – Business Leadership); and Oklahoma Baptist University (MBA). Listed in 2009 edition of *Who's Who Among Students in American Universities and Colleges*.

#### PROFESSIONAL MEMBERSHIPS & ASSOCIATIONS:

- President, Society of Real Estate Appraisers - OKC Chapter 25 (1983-1984)
- Member, Ethics and Counseling Regional Panel, Appraisal Institute (1989-1995)
- Member, Textbook and Dictionary Revision Committee, Appraisal Institute (1992-1994)
- Assistant Regional Member, Review and Counseling Division, Appraisal Institute (1993-1995)
- President, Central Oklahoma Chapter, Appraisal Institute (1993)
- Member, Oklahoma Real Estate Appraisal Board, Standards and Disciplinary Procedures Committee (2000-2006), (2014-2017)
- Vice President, Great Plains Chapter, Appraisal Institute (2013-2014)
- President, Real Estate Appraisal Data, Inc. [READ, Inc.] (2010-2013)
- Chapter President, Great Plains Chapter, Appraisal Institute for 2015 and 2016

#### ACCREDITATIONS:

- Appraisal Institute - MAI and SRA
- Oklahoma General Certified Appraiser No. 10148

#### PUBLICATIONS:

- Member of Textbook and Dictionary Revision Committee of the Appraisal Institute (1992 - 1994) (Published *The Appraisal of Real Estate - Tenth Edition*, and *The Dictionary of Real Estate Appraisal - Fourth Edition* during committee tenure)
- KS Dept. of Revenue Grain Elevator Appraisal Guide - published, maintain database, and provide training as needed (2006 to 2007)

#### CLIENTS AND REFERENCES:

##### Corporate Clients:

- Arvest Bank, Oklahoma City, OK
- BancFirst, of Oklahoma
- Bank of Oklahoma, Oklahoma City, OK
- Bank of the West, Omaha, NE
- Citizens Bank, Edmond, OK
- F&M Bank, Edmond, OK
- First Fidelity Bank, Oklahoma City, OK
- First National Bank & Trust Co. of Chickasha, Chickasha, OK
- JPMorgan Chase Bank, Oklahoma City, OK
- Kirkpatrick Bank, Edmond, OK
- MidFirst Bank, Oklahoma City, OK
- National Bank of Commerce, Enid and Oklahoma City, OK
- Oklahoma State Bank, Norman, OK
- Republic Bank of Norman, Norman, OK
- UMB Financial Corp., Kansas City, MO
- Wells Fargo Credit Corporation, Walnut Creek, CA

##### Government Clients:

- City of Norman
- City of OKC
- Dept. of the Army, Corp of Engineers
- Federal Aviation Administration
- U.S. Dept. of the Air Force, Tinker Air Force Base
- U.S. Dept. of the Navy
- General Service Administration
- Internal Revenue Service
- Kansas Department of Revenue
- National Oceanic and Atmospheric Administration
- Oklahoma State Department of Transportation
- Oklahoma Tourism & Recreation Department
- Oklahoma Turnpike Authority

#### SPECIALIZED EXPERIENCE:

Schmook Appraisal Company, under the leadership of John E. Schmook, MAI (Retired) and Alan M. Schmook, MAI, SRA, has completed the appraisal, market analysis, feasibility study, etc. of many special purpose religious/church properties in Oklahoma and the surrounding region. During the past thirty-five years, our expertise has been solicited for the valuation and consultation of numerous facilities, representing many denominations. Our appraisal and consultation assignments have included churches, religious educational facilities, family life centers (recreational), church camps, private schools and colleges, children's homes, etc. A partial list of the denominations we have assisted follows.

#### DENOMINATIONS:

- Antiochian Orthodox Christian
- Assembly of God
- Catholic
- Church of Christ
- Church of the Nazarene
- Church on the Rock
- Disciples of Christ (Christian)
- Episcopal
- Free Will Baptist
- Independent Baptist
- Interdenominational (Charismatic & Evangelical)
- Pentecostal Holiness
- Seventh Day Adventist
- Southern Baptist
- United Methodist

#### SPECIALIZED FINANCIAL INSTITUTIONS FOR CHURCHES AND/OR RELIGIOUS FACILITIES:

- A.B. Culbertson and Company, Fort Worth, TX
- American Investors Group, Inc., Minneapolis MN
- B.C. Ziegler and Company, West Bend, WI
- Commonwealth Church Finance, Inc., Stockbridge, GA
- Nazarene Credit Union, Brea, CA
- Rives Leavell & Company, Jackson, Mississippi