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**Resume and Qualifications for Larry Foltz**  
**BUSINESS EXPERIENCE:**

**Valhalla Management Services**

815 Railroad Avenue  
Prentice, Wisconsin 54556.

Owner since formation May 1, 1989

Specialize in appraisal of commercial property and going business concern appraisals while providing direction to a staff that provides a full line of appraisal services. Primary business area includes approximately 12 counties in north central Wisconsin. Larger commercial assignments are accepted throughout Wisconsin and the United States on a fee basis.

**Parkside Motel**

821 Railroad Avenue  
Prentice, Wisconsin

Owner/manager from  
May 1, 1984 to July 30, 1990

**Litvinoff State Wide Realty**

Highway 13 North  
Phillips, Wisconsin  
Serving northern and western Wisconsin

Farm Broker Specialist  
August 1, 1981 to May 1, 1989

**Brunner-Hance Realty**

Wittenberg, Wisconsin  
Full service real estate firm with 2 offices

Broker and managing partner  
May 1, 1975 to August 1, 1981

**Silver Creek Dairy Farms**

Birnamwood, Wisconsin  
Dairy operation with 75 milking cows

Partner  
May 1, 1969 to October 1, 1974

**Cabot Corporation**

Boston, Massachusetts

Various positions  
May 1, 1959 to May 1, 1969

Served in various positions including quality control technician, research and development technician, quality control supervisor, raw material supervisor, deep well disposal supervisor, corporate air and water quality coordinator, corporate quality control trouble shooter, corporate representative on national air and water quality committee of the Chemical Manufacturers Society.

**PROFESSIONAL AFFILIATIONS AND LICENSING:**

**American Society of Farm Managers and Rural Appraisers**

Candidate member since 1998.

Member of Board of Directors of the Wisconsin Chapter - September 2000 to 2004.

Chapter President Wisconsin Chapter American Society of Farm Managers and Rural Appraisers 2004-2005.

**Certified General Appraiser** - Certified January 3, 1994 in the state of Wisconsin.

**Institute of Business Appraisers** - Candidate member since October 11, 1995.

**Other:**

Approved FHA fee appraiser  
Approved FHA field review appraiser  
Regional contract holder for field review appraisals for FHA  
Regional sub-contractor of FHA field reviews.

**PARTIAL LIST OF CLIENTS:**

**Lenders, Mortgage Brokers and AMCs**

Abbotsford State Bank  
CLT Appraisal Services  
American Community Bank  
Community Bank of Central Wisconsin  
Appraisal Management Company, Inc  
Associated Bank - Park Falls  
CTX Mortgage Company- New Brighton  
Associated Bank – Rhinelander  
CTX Mortgage - Racine  
AVCO – Rhinelander  
Farm Credit Services of North Central WI  
Cendant Mortgage Company  
F&M Bank - Lakeland  
Chippewa Valley Bank  
F&M Bank - Tomahawk  
Community State Bank  
F&M Bank – Woodruff  
Fidelity National Bank  
First National Bank - Park Falls  
General American Corporation  
GMAC Mortgage  
Greentree Mortgage  
Heller Financial Services  
Holtmeyer and Monson  
Investor's Community Bank  
Land & Equity Financial Services

Marathon Savings Bank – Wausau  
M&I Bank - Wausau  
M&I Merchants Bank – Woodruff  
M&I Midstate Bank - Mauston  
M&I Midstate Bank - New Lisbon  
M&I Midstate Bank - Tomah  
Mid-Wisconsin Bank – Medford  
Mid-Wisconsin Bank - Phillips  
Mid-Wisconsin Bank - Rib Lake  
Northern Funding  
Wells Fargo Bank – Phillips  
Norwest Bank - Waterloo  
Norwest Mortgage - Eau Claire  
Norwest Mortgage - Milwaukee  
Park Falls Credit Union  
Peoples National Bank  
Price County Credit Union  
Quality Assurance Review Company  
Relo Action  
Smart Mortgage  
Solutions Plus Mortgage  
Southwest Appraisal Services, Inc.  
The Bank of Mauston  
U.S Property and Appraisal Services  
Value IT  
Westland Savings Bank

**ATTORNEYS:**

Gorski and Wittman  
Naleid Law Offices  
Nikolay, Jenson, Scott, Gambort, &  
Grunewald  
Onchuck Law Offices  
Runyon Law Offices

Klein Law Offices  
Rusch & Rusch Law Offices  
Slaby, Deda, Marshall, and Rhinehard  
Snyder Law Offices  
Spears, Carlson, Lendsey, and Anderson

**GOVERNMENTAL:**

U. S. Forest Service  
Farmers Home Administration (FSA)

Housing & Urban Development  
Small Business Administration

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**EDUCATION:**

02/17/10 ASFMRA – USPAP Update Seminar – 7 hours  
10/14/09 ASFMRA – Uniform Country Residential Report - 7 hours  
12/6/08 WRA – 2007/2008 CE4: RE Prof Ethic (QET) & Fair Housing-3 hours  
12/5/08 WRA – 2007/2008 CE3: new Developments in the profession-3 hours  
12/4/08 WRA – 2007/2008 CE2: Issues Relating to the offer to purchase-3 hrs  
12/3/08 WRA – 2007/2008 CE1: Issues relating to listings & agency agreements  
- 3 hours  
02/13/08 WC/ASFMRA – National UPSAP update – 7 hours  
09/24-25/07 Fred Pryor Seminars – Advanced Microsoft Excel – 12 hours  
06/26/07 ASFMRA – Advanced Sales Confirmation and Analysis/IL  
02/08/07 ASFMRA – Undivided Partial Interests – 8 hours  
01/01/07 WI Real Estate Information Network – Exclusive Right to Sell – 4 hours  
01/01/07 WI Real Estate Information Network – Offer to Purchase – 4 hours  
01/01/07 WI Real Estate Information Network – New Developments – 4 hours  
01/01/07 WI Real Estate Information Network – Other R.E. Service Providers – 4  
hours  
10/24/06 ASFMRA – Dairy Appraisal Seminar – 8 hours  
07/20/06 ProSource Educational Services – New FHA Appraisal Forms &  
Guidelines – 7.5 hours  
02/16/06 AFSMRA – Code of Ethics/WI  
02/15/06 AFSMRA – National USPAP Update/WI – 7 hours  
03/07/05 Appraisal Institute – Appraising Convenience Stores – 7 Hours  
02/17/05 American Society of Farm Managers & Rural Appraisers – Data Analysis  
10/25/04 Wisconsin Realtors Association – Contract & Form Issues  
05/12/04 American Society of Farm Managers & Rural Appraisers – Valuing  
Landscape Trees versus Forestland Trees  
02/12/04 American Society of Farm Managers & Rural Appraisers – 7 Hour National  
USPAP Course  
12/12/03 MU – Agricultural Economics: A-20 Principles of Rural Appraisal  
10/30-11/1/03 Appraisal of Unique Properties – Corridor Valuation  
Time Adjustments and Land Ratios  
Federal Rules of Evidence  
Overview of Communications Towers and their Valuation  
Inverse Condemnation  
02/13/03 American Society of Farm Managers & Rural Appraisers - 8 Hour  
(Appraising Agricultural Chattels)  
10/29/02 American Society of Farm Managers & Rural Appraisers - 8 Hour Yellow  
Book Seminar (Uniform Appraisal Standards for Federal Land  
Acquisitions)  
02/20/2002 American Society of Farm Managers & Rural Appraisers - 7 Hour  
National USPAP Course (A-12 Part III)  
02/08/02 University of Missouri - Columbia - Rural Real Estate Appraisal  
09/26-27/01 American Society of Farm Managers & Rural Appraisers - Electronic  
Spreadsheets Beginning & Intermediate  
08/25-12/15/01 American Society of Farm Managers & Rural Appraisers - Fundamentals  
of Rural Appraisals (A-101)  
12/7/1999 American Society of Farm Managers & Rural Appraisers – Rural  
Business Valuation

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11/3/1999	American Society of Appraisers - USPAP Standards Review
10/6/1999	Prosource Educational Services - HUD Appraisal Techniques
10/13/1999	Prosource Educational Services - How to Perform FHA Appraisals Within new HUD Guidelines
10/28/1998	American Society of Farm Managers & Rural Appraisers - Dairy Cash Flows Fundamentals of Rural Appraisal - Internet (A-101)
05/22/1998	Wisconsin Realtors Association - New Developments
05/22/1998	Wisconsin Realtors Association - General Real Estate Practice
05/21/1998	Wisconsin Realtors Association - Listing Issues
05/21/1998	Wisconsin Realtors Association - Offer to Purchase
12/10/1997	Wisconsin Realtors Association - Rural Appraisals and the Appraisal of Unique Properties
12/10/1997	Wisconsin Realtors Association - Taxpayer Relief Act of 1997 Affecting Real Estate Property Tax Case Law Update – Valuation of Subsidized Housing Types & Methods of Valuation
12/10/1997	Wisconsin Realtors Association – Appraisals Wisconsin Realtors Association
12/9/1997	Wisconsin Realtors Association - Commercial Property Assessments and Market Value
12/9/1997	Wisconsin Realtors Association - Issues of Appraising Commercial Properties
12/8/1997	Wisconsin Realtors Association - Income Approach to Value
10/16/1997	American Society of Farm Managers & Rural Appraisers-Wis Chapter – Estimating Construction Costs for Special Purpose Dairy Facilities Agency Law C1
01/8/1996	Agency Law C1
11/8/1996	Wisconsin Realtors Association - Contract Law/Forms C2
11/8/1996	Wisconsin Realtors Association - New Dev in Real Est C3
11/8/1996	Wisconsin Realtors Association - General Practice C4
12/4/1995	American Society of Farm Managers & Rural Appraisers – Applied Income Approach - Special Purpose Properties
10/19/1995	American Society of Farm Managers & Rural Appraisers-Wis Chapter- Special Use Dairy Appraisal Seminar
11/14/1995	American Society of Farm Managers & Rural Appraisers – Applied Income Approach - Special Purpose Properties
11/9/1995	Chippewa Valley Technical College - Appraisal of Manufactured Homes
10/18/1995	American Society of Farm Managers & Rural Appraisers – Value Analysis of Irrigated Land
10/18/1995	American Society of Farm Managers & Rural Appraisers - Appraisal Resources on Internet
10/11/1995	How to Value Small Businesses IBA -
09/13/1995	Chippewa Valley Technical College - Ag and Vacant Land
09/13/1995	Chippewa Valley Technical College - Appraising Manufactured Homes
10/22/1994	Chippewa Valley Technical College - Real Estate Module IV - New Developments in Real Estate
10/22/1994	Chippewa Valley Technical College - Real Estate Module III - Environmental Issues
10/15/1994	Chippewa Valley Technical College - Real Estate Module I – Contract & Forms Issues
10/15/1994	Chippewa Valley Technical College - Real Estate Module II - Equal Opportunities in Real Estate & Agency Issues

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11/23/1993	Prosource Educational Services - - How to Prepare the New URAR
06/12/1993	Chippewa Valley Technical College - - Commercial Income Approach to Appraisal
05/12/1993	Chippewa Valley Technical College -- How to Prepare the Uniform Residential Appraisal Report
04/30/1993	Chippewa Valley Technical College - - Real Estate Appraisal II
10/23/1992	Chippewa Valley Technical College - Advertising, Investigation, Inspection & Disclosure
10/23/1992	Chippewa Valley Technical College -Flood plains, Wetlands & Shore lands
10/9/1992	Chippewa Valley Technical College - Contract Law
10/9/1992	Chippewa Valley Technical College - Agency Law
09/12/1992	Wisconsin Realtors Association - Standard of professional Practice
09/10/1992	Wisconsin Realtors Association - Income & Cost Approaches
09/8/1992	Wisconsin Realtors Association - Sales Comparison Approach
09/3/1992	Wisconsin Realtors Association - Real Estate Analysis
09/1/1992	Wisconsin Realtors Association - Basics of Appraisal
09/5/1990	North Central Technical Institute - Micro-Lotus 123, Micro Adv Lotus 123, Micro Software, and Word Perfect
05/9/1990	North Central Technical Institute - Real Property Law
04/19/1990	North Central Technical Institute - Marketing Real Estate
02/14/1990	North Central Technical Institute - Real Estate Appraising & Financing
10/25/1986	North Central Technical Institute - Successful Rehab of Older Properties
03/20/1986	Wisconsin Realtors Association - Farm and Land Institute Spring Seminar
1966	Millikin University - Technical Degree - Industrial Engineering
1958	Neoga High School - Graduate - Valedictorian

## **REFERENCES**

Northwoods National Bank  
P.O. Box 7  
Elcho, WI 54428  
715-275-3742  
Contact: Mr. Roger Gaber

First National Bank of Eagle River  
P.O. Box 1209  
Eagle River, WI 54521  
715-479-4406  
Contact: Patrick Nickel

United Bank of Mondovi  
P.O. Box 68  
Mondovi, WI 54755  
715-926-3882  
Contact: Mr. Randy Issacson