
Resume and Qualifications for Larry Foltz

Email: larry@vmsappraisals.com

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

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

Serving northern and western Wisconsin

Brunner-Hance Realty

Wittenberg, Wisconsin

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

Full service real estate firm with 2 offices

Silver Creek Dairy Farms

Biramwood, Wisconsin

Partner
May 1, 1969 to October 1, 1974

Dairy operation with 75 milking cows

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

EDUCATION:

1/8-14/11	The WI Realtors Association – Continuing Education courses 1-4 & Elective courses B& D – 18 hours
10/4-8/10	Appraisal Institute – General Appraiser Income Approach/Part 1
05/19/10	ASFMRA – Code of Ethics – 4 hours
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
- 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 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
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