

APPRAISAL QUALIFICATIONS

SCOTT TWILLMANN

CERTIFIED GENERAL APPRAISER

Scott Twillmann has joined Legacy Appraisal Services as a Certified General Appraiser. Throughout the past 4 years, he has performed valuations on the largest, most complicated southern timberland ownerships. These ownerships range from small, retail size tracts with specific highest and best uses, to ownerships north of 1.5 million acres. Previously, his project work combines timber resource studies, market research, cost and comparative analysis as well as due diligence projects relative to log supply and pricing. Other projects include due diligence relative to sawmill purchase and operations, raw material cost studies, multi-client cost and revenue studies and market and economic analysis for both U.S. and Canadian based forest product companies. Along with experience in forestry, agriculture and natural resources, Scott has a solid background in communications, research, problem solving and analysis. He has a M.S in Forest Science with a concentration in Forest Economics. He is currently pursuing his ARA designation.

Education

M.S., Forest Science, University of Tennessee, Concentration: Forest Economics

B.A., Political Science, University of Tennessee, Concentration: International Relations/
International Political Economics

Appraisal Institute Courses: *Basic Appraisal Principles, 2008, 30 hours; Basic Appraisal Procedures, 2008, 30 hours; 15-Hour USPAP, 2008; Residential Market Analysis and Highest and Best Use, 2008, 15 hours, General Market Analysis and Highest and Best Use, 2009, 30 hours, General Site Valuation and Cost Approach, 2009, 30 hours. General Sale Comparison Approach, 2010, 30 hours. General Income Approach, 60 hours.*

Professional Affiliations & Licenses

State-Certified General Real Estate Appraiser: North Carolina (A7613), Virginia (In Process), South Carolina (In Process), Georgia (In Process)

Relevant Experience

2012 – Present, Legacy Appraisal Services

Certified General Appraiser: Perform valuation and due diligence services on timberland properties for investment, conservation, recreation, and lending purposes across the southeastern U.S.

2009 – 2012, James W. Sewall Company

Timberland Appraiser: Fee appraisal and consulting assignments, focusing on large institutional timberland investments located throughout the southern U.S.

2004–2008, Forest2Market, Charlotte, North Carolina

Senior Analyst. Identified problems and solutions within the raw-material supply chain of the forest products industry. Initiated contact with both buyers and sellers within the industry in facilitating sales and marketing efforts. Compiled and manage databases of mill production and consumption, stumpage and delivered prices across the southeast United States. Developed, implemented and managed (project lead) numerous consulting projects including raw material cost analysis, price benchmarking comparative

analysis, mill acquisition/disposition, and raw material feasibility studies, market analysis and due diligence projects. Project lead in market research and analysis regarding procurement strategies, and forecast pricing, and land base acquisitions. Managed a vast data network of wood dealers, consultants, Timber Investment Management Organizations, Real Estate Investment Trusts, forest product companies and private timberland owners to ensure a timely and consistent flow of tract by tract stumpage/delivered pricing data. Applied statistical analysis to tract by tract attributes, prices, and volumes in order to ensure data integrity. Client Relations/Sales/Marketing-Initiated contact, met with and sold Forest2Market services to Presidents and Executive VP's of independent forest product companies, TIMO's, appraisers, state economic development boards etc. Lead on overseeing development of marketing materials and press releases with communications firm. Lead contact for market commentary for private equity firms with land and timber assets in the southern US.

2003–2004, Plum Creek Timber Company, Kalispell, Montana

Forest Technician. Planning & preparation for timber harvesting/sales, timber sale layout, tree marking. Administered & inspected tree planting/regeneration surveys. Mapping and laying out of harvest unit boundaries & streamside management zones, as well as construction of GIS maps. Checked loggers for BMP compliance. Assisted senior foresters in merchandizing logs for transport to specific Plum Creek Mills based on size and defect. Identified harvest boundaries and made silviculture recommendations based on resource status of specific tracts. Marked trees for harvest based on silviculture prescription and management goals.

2001, Rocky Mountain Research Station, Ogden, UT, Central ID, NW MT

Forest Technician. Conducted common stand inventories on Federal land throughout Idaho, and Montana in support of the state by state forest inventory program. Data collected included tree characteristics (size, species etc.), fuel conditions, land ownership, and insect and disease information.