

BENJAMIN J. WOLLIN, MAI

1561 Mesa Drive

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EXPERIENCE:

Valuation Compliance, LLC – Brookfield, WI

Managing Director (August 2012 – Present)

WI Appraiser License #1876-10, NM Appraiser License #03353-G

- Manage the commercial appraisal review process for 23 banks
 - o Includes the bidding and engagement process
- Geographic footprint includes WI, IL, MN, MI, and NM
- Specialize in industrial, retail, office, multi-family, vacant land, and mixed-use

Nsight/Cellcom – Green Bay, WI

Financial Analyst (August 2011 – March 2013)

- Performed ad hoc analyses and modeling for annual company budget and customer counts
- Developed a forecasting model for determining average revenue per user
- Developed a forecasting model for determining impact of 4G network roaming
- Developed an incentive model for 50+ independent Cellcom agents
- Created a customer bill database and marketing channel database
- Performed new store feasibility analysis for emerging markets

L.A. Dueterbeck & Associates – Appleton, WI

Commercial Appraiser (November 2009 – August 2011)

- Researched and analyzed sales transactions, rental rates, and property operating expenses
- Reconciled market data with actual rental and operating expenses from the subject property
- Performed financial projections and construction cost analyses
- Wrote detailed appraisals to corroborate research and analyses with market data to determine the market value of commercial properties
- Specialized in industrial, retail, office, subdivisions, and vacant land

T. Wall Properties – Madison, WI

Senior Analyst (May 2004 – February 2009)

- Modeled pro formas for acquisitions and multi-phased master-planned developments
- Created marketing materials for individual properties and investment funds
- Created construction and operating budgets for potential developments
- Reconciled budgets with actual costs as projects were constructed
- Performed investor return analyses for various equity private placement memorandums
- Performed due diligence for property entitlements, zoning, and TIF requests
- Completed demographics and forecasting analyses for specific market and site locations
- Performed cost of capital analyses for construction and long term financing

Notable Accomplishments

- Performed due diligence to secure \$110 Million in equity over three years from an institutional investor
- Designed the company pro forma template for the modeling of eight master-planned communities featuring office, retail, and residential components
- Developed a corporate model for 38 operating properties (2.3 million square feet), 720 acres of land, and an operating company
- Performed entitlement work to secure \$18 Million in Tax Incremental Financing from the City of Middleton

ACTIVITIES:

Member of the Wisconsin Real Estate Alumni Association (May 2005 – Present)

Member of the Risk Management Association (January 2017 – Present)

EDUCATION:

MAI Designated Member of the Appraisal Institute (June 2015 – Present)
Guest Lecturer – Real Estate 306 – UW-Madison (April 2003 – October 2008)
University of Wisconsin-Madison – Madison, WI
Bachelor of Business Administration degree – May 2005
Double Major: Real Estate and Urban Land Economics and Marketing

Relevant Continuing Education / Requirements for MAI Designation

Review Theory – General - 2018
Real Estate Finance, Value, and Investment – 2017
Condemnation Appraisal Symposium – 2017
Risk Reduction Seminar - 2016
Real Estate Fundamentals in Commercial Lending - 2016
General Demonstrative Report Capstone - 2015
General Demonstrative Report Writing - 2014
Quantitative Analysis - 2014
Advanced Concepts and Case Studies - 2014
7-Hour National USPAP Update Course - 2014
Advanced Market Analysis and Highest & Best Use - 2013
Advanced Income Capitalization - 2013
Business Practices and Ethics - 2013
Report Writing and Case Studies - 2012
Site Valuation and Cost Approach - 2012
Sales Comparison Approach - 2011
15-Hour National USPAP Course - 2010
Basic Appraisal Procedures - 2010
Basic Appraisal Principles - 2010

Relevant Course Work from the University of Wisconsin-Madison

Real Estate 611 – Residential Property Development
Real Estate 430 – International Real Estate
Real Estate 420 – Urban and Regional Economics
Real Estate 415 – Valuation of Real Estate
Real Estate 410 – Real Estate Finance
Real Estate 312 – Real Estate Law
Real Estate 306 – Real Estate Process
Gen Bus 302 – Business Organizations & Negotiable Instruments