

Qualifications of:

David M. Heinowski, MAI

Education

Bachelor of Arts Degree, Centering on Public Affairs Management, Michigan State University, 1977.

Appraisal Institute Classes

Basic Valuation Procedures, 3/13/1986, successfully challenged in Michigan
R.E. Appraisal Principles, 3/17/1986, Successfully challenged in Michigan
Cap Theory & Tech. Part, A, 10/16-22/1988, University of Central Fl., Winter Park FL
Cap Theory & Tech. Part B, 5/14-20/1989, University of Central Fl., Winter Park FL
Report Writing & Valuation Analysis, 4/21-27/1991, Hilton Post Oak Hotel,
Houston, TX
Standards of Professional Practice, Part A, 12/1-2/1993, Ramada Hotel, Atlanta, GA
Standards of Professional Practice, Part B, 12/3-4/1993, Ramada Hotel, Atlanta, GA
The Appraiser's Complete Review, 7/25-28/1997, Double Tree, Nashville, TN
Advanced Income Approach, 8/9-15/1998, Georgetown University, Washington, DC
Standards of Professional Practice, Part C, 7/15-21/2001, Elkhart, IN
Advanced Sales Comparison & Cost Approaches, 7/15-21/2001, South Bend, IN
Highest & Best Use and Market Analysis, 3/25-30/2001, Mt. Rainer, WA
USPAP Update Multiple Times and Multiple Locations
Separating Real and Personal Prop from tangible Buss. Assets, Earle Center,
University of Minnesota, 7/10-11/2003, Minneapolis, MN
National USPAP Course, 4/28-29/2004, University of Phoenix, Tukwila, WA
Business Practices and Ethics, Multiple Times and Multiple Locations
General Applications, 6/6-11/2005, Eagle Crest, Ypsilanti, MI
Subdivision Valuation, 12/01/2005, Livonia Marriott, Livonia, MI
General Appraiser Sales Comparison Approach, 2/12/2008, Hawthorn Suites, Kent ,WA
Michigan Laws and Rules, Multiple Times and Multiple Locations
Condemnation Appraising, 03/23-25/2010, Radisson Hotel, Grand Rapids< MI
Appraisal Curriculum Overview (general), 10/14-15/2010, Radisson, Livonia, MI
The Appraiser as an Expert Witness, 11/08-09/2010, Gateway, Flint, MI
Online Data Verification Methods, 7/15-18/2012, on line from Chicago
Creating Best Practices involving the Michigan Tax Tribunal, 2/12/2015, Gateway, Flint
An update from the Appraisal Foundation, 2/12/2015, Gateway, Flint
Supervisory Appraiser/Trainee Appraiser, 2/12/2015, Gateway, Flint
Uniform Appraisal Standards for Federal Land Acquisitions, 5/6-7/2015
Review Theory – General, 3/16-20/2015, Sheraton Point, Columbus, OH

Additional Classes

Statistics, A class from MAA that was taken once and then presented approximately 3 times

Commercial and Industrial Appraisal Course, Written and presented for the State Tax Commission and the MAA

Thinking Outside of the Box, A course developed and presented to the Michigan Township Association at their 2016 Annual Conference in Detroit, MI

Roles and Goals for a Formal Assessment Appeal, 2017, IAAO

Awards

IAAO, Harry Galkin Award for contribution of fund raising or the contribution of time, effort and talent to promote IAAO as a professional organization. Recipient of award in, 1994, 2005 and 2016

IAAO, Rosalyn Johnston Award for fund raising and public relations. Recipient of the award in 2009

MAA, Robert Eckhart Award ,Recipient in 1992 and 2013 for the subscribing member of the year.

MAA, Presidential Service Award, 1998 and 1999

Licenses

Michigan Advanced Assessing Officer (Level III)

Michigan Real Estate Broker

Certified General Real Estate Broker

Membership

Appraisal Institute, Senior Designation of MAI

Great Lakes Chapter of Appraisal Institute

Michigan Chamber of Commerce

Michigan Assessors Association, Longest appointed member to MAA Board of Directors

IAAO, Member of Multiple Committees, Member of Associate Member Committee

or as ad hoc to AMC 29 consecutive years out of a 30 year membership.

Wayne County Association of Assessing Officers

South East Michigan Association of Assessing Officers

Vender and Consultant

Vender and consultant to Marshall Valuation Service (now CoreLogic) for the review and updating of their educational offerings regarding both calculator and segregated cost approaches to value. Emphasis on the determination of both replacement and reproduction cost new.

PROFESSIONAL CAREER

Heinowski Appraisal and Consulting, LLC, 3/2005 to Present
Colliers International, Director 2001 – 2/2005, Head of both the Appraisal and Tax Dept
Colliers International, Senior Appraiser, 1999 – 2001
Arthur Andersen, Manager SALT, 1997 - 1999
Masco Corporation, Manager – Property Taxes, 1985 – 1997
Comerica Bank, Commercial / Industrial Appraiser, 1984 – 1985
Wayne Johnson and Associates, Director of Appraisals and Consulting Services,
1983-1984
Assessing Positions in Various Michigan Jurisdictions, 1973 – 1983

TYPES OF ASSIGNMENTS

Ad Valorem Tax Appeals
Estate Appraisals
Family Court Appraisals
Bankruptcy Court Appraisals
Finance Appraisals
Highest and Best Use Analysis
Property Tax Consulting
Buy / Sell Analysis

TYPES OF PROPERTIES

Industrial Manufacturing Facilities
Warehouses
Special Use Properties
Hydroelectric Dams
Office Buildings – All Classes
Residential Apartments
Strip Shopping Centers
Neighborhood Shopping Centers
Regional Shopping Centers
Regional Malls
Super Regional Malls
Super Regional Mall Anchors
Regional Mall Anchors
Hospitality- Restaurants & Hotels
Automotive Test Tracks
Schools
Banks
Vacant Land

APPRAISAL AND CONSULTING CLIENTS, (Partial List of past and present clients)

AAA Michigan/Wisconsin	AMC Theaters
Aeroquip-Vickers	Bank of America Corporation
Baxter	Calsonic North America
Charter One Bank, FSB	Chase Bank (formerly Bank One)
Citizens Bank	Comerica Bank
Consumers Energy Company	DaimlerChrysler
DDRC	Drexel Heritage Furnishings, Inc.
Dupont Performance Coatings	Eaton Corporation
Ford Land	Furnishings International
Gale Industries	GE Capital
General Chemical	Gordon Foods
IAAO	International Transmission
JCPenney Company, Inc.	Kimco
Magna	Marshall & Swift, MSB
Masco Corporation	MascoTech, Inc.
Meritor	Merillat
Michigan Consolidated Gas Co.	MSX International
Omni Properties	Prentiss Properties
Republic Services, Inc.	Ryba Properties
Tosco Marketing Company	Toys "R" Us
UPS	Wacker Silicon

Governmental Units:

Cities of:

Adrian
Allen Park
Dearborn
Detroit
Ecorse
Farmington Hills
East Grand Rapids
Grandville
Hillsdale
Lansing

Livonia
Milan
Plymouth
River Rouge
Saline
Walled Lake

Townships of:

Bloomfield
Brownstown
Canton
Delphi
Delta
Flint
West Bloomfield
Northville
Royal Oak
Sandstone
Scio
Superior
Union
Van Buren
Webster
Union
Manistee
Manistee
Chesterfield
Peninsula

Counties of:

Lenawee
Wayne

Other:

Manistee County Local Revenue
Sharing Board