

CANNON, LECHTENBERG & ASSOCIATES, INC.

APPRAISAL AND CONSULTING
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PROFESSIONAL SUMMARY: JAMES D. CANNON, ARA, MAI

Jim Cannon began training as an appraiser in 1965 immediately after earning his B.S. degree in Agricultural Economics from Oklahoma State University. He currently is an owner of Cannon, Lechtenberg and Associates, Inc, in Hutchinson, KS. He has national appraisal experience in agricultural, natural resource, transitional and commercial/industrial properties. His experience includes both asset appraisal and business valuation and review. Jim manages and is part owner of farm and ranch land in Greenwood, Reno and Pawnee Counties, Kansas. He has been evolved with ranching and farming all of his life.

EMPLOYMENT HISTORY

Cannon, Lechtenberg & Associates, Inc. - Oklahoma City, OK and Hutchinson, KS <i>Founder and President</i>	1992-Present
Farm Credit Bank of St. Paul - St. Paul, Minnesota <i>Senior Vice President - Appraisal, Credit Policy & Review</i>	1987-1992
Farm Credit Corporation of America - Denver, Colorado <i>Vice President - Credit and Appraisal</i>	1986-1987
Farm Credit Banks of Wichita - Wichita, Kansas <i>Vice President-Association, OFI & Retail Cooperative Lending Services Federal Land Bank: Vice President-Credit & Appraisal, VP-Review Federal Land Bank Assoc. Marysville and Eureka, Kansas: CEO Federal Land Bank Assoc. Broken Arrow, Oklahoma: Asst. Manager</i>	1965-1986

PROFESSIONAL CREDENTIALS and EDUCATION

MAI (Member Appraisal Institute) Appraisal Institute, Chicago, IL

ARA (Accredited Rural Appraiser) American Society of Farm Managers & Rural Appraisers, Denver, CO

State Certified General Appraiser License in Kansas

B.S. (Major-Agricultural Economics) Oklahoma State University, Stillwater, OK

TEACHING EXPERIENCE

The Appraisal Foundation, Appraisal Institute and American Society of Farm Managers and Rural Appraisers

- National USPAP Instructor Certification Course
- National USPAP Instructor Recertification Course
- National USPAP Course
- Fundamentals of Rural Appraisal
- Principles of Rural Appraisal
- Appraisal Certification
- Administrative Review
- Appraisals Through the Eyes of the Reviewer
- Agricultural Appraisal Report
- Financial Functions, Discounting & Leases
- Sales Comparison Approach
- Cost Approach
- USPAP / Standards & Ethics
- Swine Facility Valuation
- Dairy Facility Valuation
- Fractional Interest
- Highest & Best Use
- Valuation of Cattle Feedyards
- Identifying Intangible Assets
- Cost Estimating

PROFESSIONAL ACTIVITIES

The Appraisal Foundation

- Member of the Appraisal Standards Board 2005 and 2006
- 1990 National Special Committee of Appraiser Qualifications Board defining rural/agricultural guidelines for State Certified Appraisers

Professional Appraisal Societies

- 2002 President of Greater Kansas State Chapter of the Appraisal Institute
- The American Society of Farm Managers & Rural Appraisers (ASFMRA) - Creator of Cost Estimating, Dairy and Swine Facility Valuation Courses
- Past President of the Oklahoma Chapter of the ASFMRA

Publications

- Co-author of the Sales Comparison Approach chapter for the Rural Appraisal textbook published jointly by the ASFMRA and Appraisal Institute

EXPERIENCE

Appraisals, Appraisal Review and Teaching Activities

- Includes farms, ranches, agricultural storage and processing facilities, vacant development and natural resource land, commercial, industrial and residential.
- Assignments have involved properties or activities in twenty-five states.