



Statement of Qualification #180321014002

# Real Estate Appraisal and Acquisition Services for the *Mud Creek Interceptor Replacement* Project

Prepared by  
**Cushman & Wakefield**

Prepared for  
**City of Hendersonville, NC**  
April 2025





April 18, 2025

City of Hendersonville  
160 Sixth Avenue E  
Hendersonville, NC 28792  
ATTN: Civil Engineer, Adela Gutierrez Ramirez

**RE: Request for Qualifications Solicitation # 180321014002 – Real Estate Appraisal and Acquisition Services for the Mud Creek Interceptor Replacement Project**

Dear Ms. Gutierrez Ramirez:

Cushman & Wakefield appreciates the opportunity to present the City of Hendersonville in North Carolina with our Statement of Qualifications for the Real Estate Appraisal and Acquisition Services for the Mud Creek Interceptor Replacement Project. In response to the Request for Statements of Qualification, we have included our firm information, proposed project team, approach, references, fee schedule, and requested forms.

We are a leading real estate services firm with a Valuation & Advisory team comprised of professionals experienced in all aspects of real estate appraisal, including a specialized Infrastructure Practice Group with expertise in right-of-way projects. We are teaming with Colliers Engineering & Design for any additional acquisition services needed. The Colliers Land Acquisition Services team includes certified GIS professional to handle geospatial and geodatabase needs. Together, our teams are well-versed in valuation, consultation, and acquisition services relating to municipalities of all sizes including federal, state, local, and tribal government entities. We are committed to quality, timely services, and implement our resources and team members to ensure we meet agreed upon deadlines.

We appreciate the opportunity to provide our qualifications for this project. Should you have any questions, or require additional information regarding our response, please do not hesitate to contact us at any time to discuss.

Respectfully Submitted,

CUSHMAN & WAKEFIELD

David Wortman, MAI

Senior Director, Valuation & Advisory Infrastructure Practice Group  
333 2<sup>nd</sup> Street NW, Hickory, NC 28601  
828.900.7389 | david.wortman@cushwake.com

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## Firm Information

Cushman & Wakefield is a leading global real estate services firm with a proven history of over 100 years. Our business is focused on meeting the needs of our clients through dedicated service units such as our Valuation & Advisory Team. This team includes a focused Infrastructure Practice Group comprised of right-of-way professionals whose expertise is in acquisition appraisal, including right-of-way and easement advisory reports and valuation consultation.

Our team is located at 333 2nd Street NW, Hickory, NC 28601, with additional team at 5605 Carnegie Blvd., Ste 100, Charlotte, NC 28209. Our primary contact for this project is:

David Wortman, MAI, Senior Director, Valuation & Advisory Infrastructure Practice Group

333 2nd Street NW, Hickory, NC 28601

david.wortman@cushwake.com, 828.900.7389

<https://www.cushmanwakefield.com/en/united-states>

Our team conducts valuation and consultation services relating to federal, state, local, and tribal government entities, and we are experienced with an array of asset types unique to these government bodies. Right-of-way assignment types include:

- Total acquisitions
- Partial acquisitions
- Litigation preparation
- Expert witness testimony
- Land exchanges and asset monitoring
- Feasibility Studies
- Highest and Best Use Studies
- Advisory services
- Pre-disposal redevelopment planning/positioning

Cushman & Wakefield takes pride in providing services to government clients. Assisting federal, state, local, and tribal governments with their real estate needs is something we have done consistently over our history. Our Infrastructure Practice Group works on valuation assignments ranging from single-parcel on-call appraisals to projects consisting of hundreds of parcels. We have a national presence, and complete thousands of parcel reports every year. Our team is accustomed to handling projects of all sizes and complexities, including large, multi-parcel right-of-way assignments.

In addition to the team of appraisers, our firm has a dedicated research team to assist in identification of subject properties and gathering basic information on each property assignment in order to maximize time and efficiency. This system allows us the capacity to take on on-call projects of any size as needed.

For additional acquisition services that may be requested, we will partner with Colliers Engineering Design. They are a multi-discipline engineering and surveying firm with an experienced Land Acquisition Services team offering a full suite of land acquisition services.

Colliers is also accustomed to working with local, state, and federal government agencies, including projects completed in NC, SC, and GA for DOT and local municipalities. Their services include pre-acquisition support, post-acquisition support, relocation coordination & advisory services, utility coordination, property title research, condemnation support, among other offerings.

Additionally, the Colliers team is well-equipped to handle any geospatial and geodatabase needs this project may require. Their team includes certified GIS professionals (GISPs), offering knowledgeable, comprehensive Geographic Information System management services. Their GIS services include, but are not limited to, GPS/GNSS data collection, mobile field applications, story maps, public & secure web-based mapping portals, land base mapping, utility mapping, environmental mapping, suite analysis, property record mapping, database integration, and additional GIS and GPS training.

We are committed to quality, timely services and implement our resources and team members to ensure we meet agreed upon deadlines. Cushman & Wakefield's deep bench of highly talented valuation professionals, state of the market technology platform, and dedicated portfolio team management enables the firm to execute assignments efficiently and expeditiously.

## Proposed Project Team Qualifications

### Team Overview

#### Project Management



David Wortman, MAI  
Project Contact  
Certified General Real Estate Appraiser

#### Appraisal Team



Anthony Alderman, FRICS, SR/WA, CRE  
Executive Managing Director, National  
IPG Lead | NCDOT Approved Appraiser  
**Executive Oversight**



Justin Beebe  
Appraisal Reports  
Certified General Real Estate Appraiser



Mike Elwell, MAI, SRA, R/W-AC  
Appraisal Reports  
Certified General Real Estate Appraiser



David W. Moore, MAI  
Appraisal Reports  
Certified General Real Estate Appraiser



Steve Motsinger  
Appraisal Reports  
Certified General Real Estate Appraiser



Philip Porter, MAI  
Appraisal Report Review & Litigation Support  
Certified General Real Estate Appraiser

#### Acquisition Services



Matt Starling  
Colliers Engineering & Design  
Geographic Discipline Lead, Land  
Services

#### Additional Support

##### Research Team



## Team Qualifications



**Anthony Alderman, FRICS, SR/WA, CRE** Executive Managing Director Valuation & Advisory  
Practice Group Leader | Infrastructure Practice  
Group Cushman & Wakefield of North Carolina, Inc.

### Professional Expertise

Anthony Alderman, FRICS, SR/WA, CRE is an Executive Managing Director within the Valuation & Advisory service line at Cushman & Wakefield. He leads the Infrastructure Practice Group, which provides eminent domain and right of way valuations among other services. The group has extensive experience in assisting property owners, financial institutions, and government agencies via accurate and objective appraisals.

Anthony is the former founder and CEO of North by Northwest Consulting, established in 2013 and acquired by Cushman & Wakefield in 2022. He is a right of way and eminent domain expert and has completed more than 500 appraisals for right of way projects, reviewed more than 2000 right of way appraisals and negotiated contracts with right of way consultants and engineering firms. Projects have involved: natural gas, sewer, utility easements, water damage, proximity damage, bridge projects, road widening, intersection projects and multiple highway easements. Located in Hickory, NC, he is pre-qualified with NCDOT, SCDOT, TDOT and VDOT. He has also been an expert witness for litigation for highway, natural gas and convenience stores.

Anthony has more than 12 years of real estate experience and has contributed to the success of The Palmer Company, Inc. and John Bosworth & Associates in addition to his work at North by Northwest Consulting. Other appraisal experience includes gas stations, subdivision analysis, retail development, land valuations and banks.

### Major Right of Way Projects

- NCDOT U-5713/ R-5777, Craven County Project with 200 parcel reports
- NCDOT I-3819B, Iredell County with 52 parcel reports
- NCDOT R-5014, Dare County with 107 parcel reports
- NCDOT 1-5507, Mecklenburg County (485 Loop) with 71 parcel reports
- NCDOT R-3833C, Iredell County with 90 parcel reports
- NCDOT R-4705, Marin County with 91 parcel reports

## Memberships, Licenses, Professional Affiliations and Education

- Member, Royal Institute of Chartered Surveyors
- President, Chapter 31 International Right of Way Association, 2018-2019
- Courses in appraiser review for eminent domain, right of way acquisition for pipeline projects; easement valuation
- Practicing Affiliate, Appraisal Institute
  - Courses in real estate finance statistics and valuation modelling; general appraiser sales comparison approach; site valuation and cost approach; report writing and case studies; apartment appraisal; concepts and application; eminent domain and condemnation; 7-hour National USPAP equivalent (2011)
- Certified General Real Estate Appraiser in the following states:
  - North Carolina – A7611
  - South Carolina – 7071
  - Tennessee – 5157
  - Commonwealth of Virginia – 4001017143
- Master of Arts and Bachelor of Arts in English Literature, Appalachian State University



**Justin T. Beebe** Appraiser Valuation & Advisory

Practice Group Member  
Infrastructure Practice Group

**Professional Expertise**

Justin Beebe is an Appraiser within Cushman & Wakefield’s Valuation & Advisory service line and a member of the Infrastructure Practice Group, which provides eminent domain consultations and right of way valuations among other services.

Prior to attaining licensure as a Certified General Appraiser, Justin worked as a valuation associate and registered trainee under David Wortman, Director within the Infrastructure Practice Group. He has been with Cushman & Wakefield since June of 2022. His experience includes commercial real estate consulting and appraisal assignments involving eminent domain, convenience stores, billboards, commercial properties, complex highest and best use analysis, and analysis for land valuations.

**Memberships, Licenses, and Professional Affiliations**

- International Right of Way Association, Chapter 31 – Membership Committee Chair
- Certified General Real Estate Appraiser in the following states:
  - North Carolina #A9427
  - Arkansas #CG5291
- Practicing Affiliate, Appraisal Institute

**Education**

- Bachelor of Science-Education, Western Carolina University, Honors College, Summa Cum Laude
- Bachelor of Music, Western Carolina University, Summa Cum Laude



**Mike Elwell, MAI, SRA, R/W-AC** Senior Director

Valuation & Advisory  
Infrastructure Practice Group  
Cushman & Wakefield of North Carolina, Inc.

### Professional Expertise

Mike Elwell, MAI, SRA, R/W-AC has been appraising commercial and residential real estate since 2002 and currently specializes in the appraisal of properties impacted by right-of-way acquisition and eminent domain condemnation. Recent clients include the North Carolina Department of Transportation, various utility companies, and highway design-build contractors.

As a member of the Appraisal Institute, Mike Elwell has earned the MAI and SRA designation. He is active in the North Carolina Chapter of the Appraisal Institute, currently serving as President, and he is the past President Elect, Vice President, Treasurer, Secretary, and Chairperson of the Government Relations Committee. He is also a member of the International Right of Way Association, Chapter 31, with the designation of R/W-AC.

### Memberships, Licenses, Professional Affiliations and Education

- Designated Member (MAI, SRA), Appraisal Institute. As of the current date, Mike Elwell, MAI, SRA has completed the requirements of the continuing education program of the Appraisal Institute
- Appraisal Certified (R/W-AC), International Right of Way Association.
- State Certified General Real Estate Appraiser in the following states:
  - California – AG029076
  - North Carolina – A6073
  - Commonwealth of Virginia – 4001-013230
  - South Carolina - 8637
- Licensed Real Estate Broker in the following states:
  - North Carolina Real Estate Broker – State of North Carolina License #242805
- Qualified Expert Witness: North Carolina Superior Courts
- Qualified Expert Witness: District Court, Commonwealth of Virginia
- Bachelor of Science, Sociology, University of Wisconsin, La Crosse
- Bachelor of Science, Secondary Education, University of Wisconsin, La Crosse
- Recent Professional Education:
  - 2021 Real Estate Valuation Conference: NC Economic Update (Appraisal Institute)
    - Residential Applications: Using Technology to Measure and Support Assignment Results (Appraisal Institute)
    - Appraising Convenience Stores (Appraisal Institute)
    - Advanced Land Valuation: Sound Solutions to Perplexing Problems (Appraisal Institute)
    - The Valuation of Partial Takings (IRWA, Course 421)
    - Problems in the Valuation of Partial Acquisitions (IRWA, Course 431)
    - Condemnation Appraising: Advanced Topics and Applications (Appraisal Institute)
    - Evaluating Residential and Commercial Construction: A Primer (Appraisal Institute)
    - Today's FHA and VA Appraising (Superior School of RE)



**David W. Moore, MAI** Senior Director  
Valuation & Advisory  
Practice Group Member | Infrastructure Practice  
Group Cushman & Wakefield of Georgia, Inc.

### Professional Expertise

David W. Moore, MAI is a Director within the Valuation & Advisory (V&A) Group at Cushman & Wakefield and is a member of the Infrastructure Practice Group, which provides eminent domain consultations and right of way valuations among other services. Since joining Cushman & Wakefield's Valuation and Advisory service line in 2019, Mr. Moore has experience with a variety of property types including industrial, office, multifamily, commercial land, residential subdivisions, rural land and agricultural properties.

Prior to joining Cushman & Wakefield, Mr. Moore held a position as associate appraiser with Parker Property & Appraisals, Inc. in Athens, GA where he gained valuable expertise with a variety of commercial property types and land. Prior to becoming an appraiser, Mr. Moore was a commercial real estate salesperson with VIP Realty Services, Inc. in Augusta, GA who focused on commercial sales and leasing and site selection for developers.

### Memberships, Licenses, Professional Affiliations and Education

- Designated Member, Appraisal Institute. As of the current date, David W. Moore, MAI has completed the requirements of the continuing education program of the Appraisal Institute
- Associate Member, American Society of Farm Managers and Rural Appraisers (ASFMRA)
- Member, International Right of Way Association (IRWA)
- Approved NCDOT Right of Way Appraiser, March 2022-current
- Certified General Real Estate Appraiser in the following states:
  - Georgia - 345274
  - South Carolina – 7912
  - North Carolina - A8422
  - Arkansas – CG-5135
  - Alabama - 003137
- Bachelor of Arts, Business Administration, Furman University
- Coursework accredited by the Appraisal Institute and IRWA



## **Steven Motsinger, Director**

Valuation & Advisory

Practice Group Member – Infrastructure Practice Group

Cushman & Wakefield of North Carolina, Inc.

### **Professional Expertise**

Steven Motsinger is a Director with Cushman & Wakefield's Valuation & Advisory service line and a member of the Infrastructure Practice Group, which provides eminent domain consultations and right of way valuations among other services. He has more than 20 years of experience in the real estate appraisal industry. For the past eight years he has specialized in eminent domain valuations appraising properties across North Carolina. Steven has appraised a wide variety of properties including single-family and multi-family residential, industrial, agricultural, convenience stores, luxury inns, mixed-use and specialty properties.

Steven is a confirmed right of way expert with a strong reputation in ethical and technical work.

### **Memberships, Licenses, Professional Affiliations and Education**

- Carolina Certified General Real Estate Appraiser Licenses
  - North Carolina #A6364
  - South Carolina #7420
  - Commonwealth of Virginia #4001018707
- Member, International Right of Way Association, Chapter 31
- Approved NCDOT, VDOT, Right of Way Appraiser
- Associate Member – Appraisal Institute, North Carolina Chapter
- Member - Catawba Valley Association of Realtors
- Appalachian State University - Boone, NC -Master of Arts –May 1994
- Bachelor of Business Administration, Appalachian State University 1988

### **Relevant Work Experience**

- Industrial properties: light industrial, manufacturing, transit warehouse, general warehouse, lumber yard
- Specialty: churches, poultry farms, overnight camps
- Office: variety of single and multi-tenant buildings
  - Retail: strip shopping centers, restaurants, automotive retail, downtown row buildings
  - Multi-family: apartment buildings, mobile home parks
  - Unimproved land: multi-acre industrial, office-retail lots, subdivision analysis
  - Residential appraisal experience includes single family, multi-family housing, lake properties, condos, horse farms



**Philip Porter, MAI** Senior Director

Valuation & Advisory  
Practice Group Member | Infrastructure Practice Group  
Cushman & Wakefield of North Carolina, Inc.

**Professional Expertise**

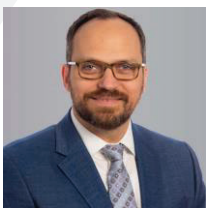
Philip Porter, MAI is a Senior Director with Cushman & Wakefield’s Valuation & Advisory service line and a member of the Infrastructure Practice Group, which provides eminent domain consultations and right of way valuations among other services. He has more than 15 years of experience in the commercial real estate industry, most recently as Appraisal Team Manager with North by Northwest Consulting, where he supervised a team of professional, commercial and residential appraisers providing appraisals for lending, engineering, government and private institutions. He specialized in eminent domain and provided USPAP- and NCDOT-compliant reviews, reviewing appraisal reports for compliance with governmental and client guidelines.

Previously, he was a Real Estate Review Appraiser for the Department of Transportation in Charlotte, NC, and an appraiser for firms T.B. Harris Jr. and Associates and First Appraisal Group, Inc.

Philip is a confirmed right of way expert with a strong reputation in ethical and technical work. Specific accomplishments include appraising some of the first Map Act properties in North Carolina, a regional shopping center for tax appeal, and a complex commercial right of way acquisition for litigation.

**Memberships, Licenses, Professional Affiliations and Education**

- Designated Member, Appraisal Institute. As of the current date, Philip Porter, MAI has completed the requirements of the continuing education program of the Appraisal Institute
- Approved NCDOT Right of Way Appraiser, September 2014-current
- Certified General Real Estate Appraiser in the following states:
  - North Carolina – A7392
  - South Carolina – 6832
  - Tennessee – 5934
  - Commonwealth of Virginia – 4001018777
- Master of Divinity, Cross Cultural Ministry, Southeastern Baptist Theological Seminary
- Bachelor of Science in Mathematics, Appalachian State University



**David Wortman, MAI** Director

Valuation & Advisory  
Practice Group Member | Infrastructure Practice Group  
Cushman & Wakefield of North Carolina, Inc.

### Professional Expertise

David Wortman is a Director within Cushman & Wakefield’s Valuation & Advisory service line and a member of the Infrastructure Practice Group, which provides eminent domain consultations and right of way valuations among other services.

Prior to Cushman & Wakefield, starting in 2020, he worked as an appraiser at North by Northwest Consulting, providing commercial real estate appraisals in the North Carolina market area. Assignments included eminent domain, mini-storage, multi-family, retail, and industrial properties, as well as analysis for land valuations. Before North by Northwest, he worked with Miller and Associates, appraising property types including income-producing, industrial, multi-family, vacant land, retail, proposed, churches, mini-warehouses, offices, restaurants, subdivisions, and changing-use. He was an Appraiser Trainee with Foster Rich and Company in Greensboro, NC, from 2004-2007.

### Memberships, Licenses, Professional Affiliations and Education

- Approved NCDOT and VDOT Right of Way Appraiser
- Member, IRWA Chapter 31
- Certified General Real Estate Appraiser in the following states:
  - North Carolina – A6291
  - South Carolina – 8722
  - Tennessee – 6372
  - Commonwealth of Virginia – 4001018572
- Master of Education, University of North Carolina Greensboro
- Bachelor of Education, Appalachian State University
- Member, Appraisal Institute



## Matthew A. Starling

Geographic Discipline Lead | Land Services

Mr. Starling is an experienced Manager with over 18 years of extensive experience and training in all aspects of Right of Way. He currently oversees CED's Land Services Division in the Carolinas, which includes managing Right of Way Project Managers, Agents, and support staff across North and South Carolina. In this role, he ensures the seamless execution of right of way projects from initiation to completion while maintaining strict adherence to budget, schedule, & quality standards.

Mr. Starling is responsible for leading negotiations to acquire right of way properties and ensuring full compliance with all legal and regulatory requirements. He also provides expert guidance on complex right of way issues and disputes. Throughout his career, Mr. Starling has successfully managed more than 100 projects and acquired well over 5,000 parcels for public and private projects.

### Education

B.S. Real Estate and Finance,  
Florida State University, 2006

### Professional Registrations

NC Broker, License No. 295264

SC Notary Public

NC Notary Public

### Affiliations & Memberships

IRWA Chapter 31, Member

ASHE Carolina Piedmont  
Section – Assistant Treasurer  
& Program Co-Chair

Project Management Institute  
(PMI), Member

### Training

IRWA – 501 Residential  
Relocation; 502 Business  
Relocation; 503 Mobile Home  
Relocation; 504 Computing  
Replacement Housing PMT;  
505 Advanced Residential  
Relocation

ODOT – Relocation 201 & 202;  
Acquisition 101, 102, & 105;  
Appraisal 102; Highway Plan  
Reading

Appraisal Institute, Basic  
Appraisal Principles

### Years of Experience

18

### Key Projects

#### Roadway - Project Management

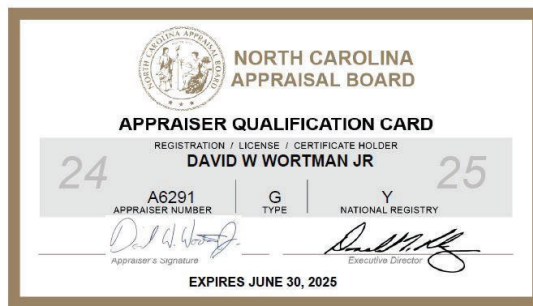
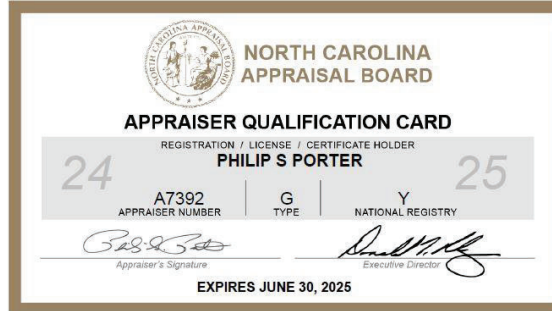
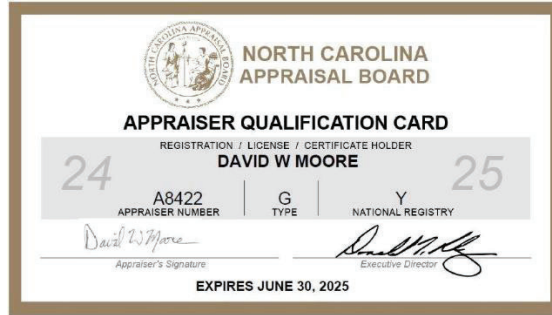
- NCDOT - U-5717 - Camden & Currituck County, NC
- NCDOT - U-5873 - Mecklenburg County, NC
- NCDOT - U-5907 - Mecklenburg County, NC
- NCDOT - U-2729 - Forsyth County, NC
- NCDOT - Div. 7 - Bridges 125-143 - Rockingham, Guilford, & Caswell
- NCDOT - W-5702G - Beaufort County, NC
- NCDOT - BP10.R015.3 - Bridge 129 - Cabarrus County, NC
- NCDOT - B-5631 - Sampson County, NC
- York County - SC-557, Clover, SC
- SCDOT - SC-160/I-77 (P029270) - Fort Mill, SC
- Town of Huntersville - Huntington Green Sidewalk Project

#### Roadway Design-Build Projects

- NCDOT - U-5713 & R-5777A/B (US-70) - Craven County, NC
  - NCDOT - Bridge 585 DB - Buncombe County, NC
  - SCDOT - I-85 Design-Build (P027114) - Gaffney, SC
- Responsible for managing all right-of-way and real estate acquisition services on the project. The overall project required the acquisition of approximately 323 Tracts and the relocation of more than 50 residents, businesses and billboards.

#### Sewer & Water

- City of Charlotte - SWS - Minor Projects - Charlotte, NC  
Storm drainage improvements, repairs, and maintenance. 2,000+  
Parcels were acquired with a 90% settlement and donation rate.
- York County - Hwy 274 Sewer Force Main - Rock Hill, SC
- City of Lumberton - Tanglewood Drainage - Lumberton, NC
- City of Asheville - Patton Ave. Waterline Project - Asheville, NC
- County of Durham - Snow Hill Road Force Main - Durham, NC



## Team Experience

Cushman & Wakefield is comprised of highly qualified appraisal professionals. We have extensive experience in acquisition appraisal, including right-of-way and easement advisory reports, and have conducted valuation and consultation services relating to government entities of all sizes. Complexity of reports have ranged from uncomplicated to highly technical and those involving litigation and testimony. Additionally, our team is experienced in a vast range of supplementary services including consulting, feasibility studies, highest and best use studies, and advisory services. We offer valuations in compliance with the reporting requirements set forth under Standards Rule 2-2 of the Uniform Standards of Professional Appraisal Practice (USPAP) and CFR 49 Part 24.103 Subpart B – Uniform Relocation Assistance and Real Property Acquisition for Federal and Federally-Assisted Programs. We also offer valuations in compliance with the Uniform Appraisal Standards for Federal Land Acquisition compliance (Yellow Book). Our reporting format is tailored to meet the specific needs of the assignment.

Past assignments include national laboratory campuses, military properties, and veterans' administration campuses. Right-of-way assignments include total acquisitions as well as partial acquisitions for large projects, in excess of 500 parcels, to small projects in rural and urban locations.

Our highly trained team is experienced with an array of asset types, ranging from common to highly specialized, and those unique to government bodies. Right-of-way assignment types include partial acquisitions as well as total acquisitions, including:

- Utility Easements
- Conservation easements
- Greenways and other corridors
- Special Purpose
- Highways and Roadways
- Litigation & Expert Witness Testimony
- Pipelines
- High tension power lines
- Floodways
- Airports and hangars
- Railroad corridors

A sampling of similar projects completed for government entities includes:

- **I-2513** – Asheville I-26 expansion project – 150 parcels started May of 2023. All initial parcel reports are complete.
- **U-5821** – Widening of New Hope Road in Gaston County – 55 parcels started in 2024 and ongoing.
- **W-5710R** – Pineville Matthews Road expansion – 35 parcels started in 2023.
- **U-5814** – 15/501 widening in Pinehurst – 55 parcels started in 2022.
- **U-5713/ R-5777** – Design-build project involving upgrading US 70 in Craven County – 200 parcels completed 2019-2021.

- **R-3833C** – A project to widen a portion of Brawley School Road in Iredell County – 90 parcels from 2019 through 2020.
- **R-4705** – Widening project on NC 125/SR 1142 in Marin County, including roadway shift – 91 parcels from 2019 through 2020.
- **R-5014** – Roadway improvements in Dare County – 107 parcels in 2018 with updates in 2020.
- **I-3819B** – I-40/I-77 interchange improvements and access management solutions in Iredell County – 53 parcels 2019- 2020.
- **1-5507 (485 Loop)** – Interchange and express lane in Mecklenburg County – 71 parcels 2019- 2020.

Further, we have multiple team members experienced in litigation support, including our executive oversight on this project, Mr. Anthony Alderman, FRICS, SR/WA, CRE, who has been an expert witness for litigation for highway, natural gas and convenience stores. Mr. Mike Elwell, MAI, SRA, R/W-AC is also a qualified expert witness in North Carolina Superior Courts and District Court in the Commonwealth of Virginia.

Additionally, the Colliers Land Acquisition Services team is versed in providing services for a variety of needs including transportation projects, airports, electrical transmissions & distribution, disaster recovery & resiliency, pipeline, railroad & freight, renewable energy, school development, stormwater, telecommunications, transit improvements, and water & sewer.

Together, our teams are dedicated to completing projects in a timely, efficient manner while remaining within budget.

## Project Approach and Management

### Approach

#### APPRAISAL SERVICES

We understand the City of Hendersonville is seeking real estate appraisal and acquisition services related to the **Mud Creek Interceptor Replacement Project**, which is a project to replace approximately 10,600 linear feet of existing sewer main along Mud Creek. We further understand the City is seeking appraisals for real property or easements to be acquired by the City, acquisition support, and litigation support, as needed. Our firm is accustomed to handling projects of this magnitude. We work on assignments ranging from single-parcel on-call appraisals to projects consisting of hundreds of parcels. We have a national presence, and complete thousands of parcel reports every year. This experience enables our team to work seamlessly with client staff members, engineering firms, environmental agencies, and additional groups requiring collaboration.

We are experienced in preparing valuation assignments for organizations, municipalities, and government entities of all sizes. We prepare reports in compliance with the Uniform Standards of Professional Appraisal Practice (USPAP), as well as agency specific guidelines such as the Uniform Appraisal Standards for Federal Land Acquisitions (UASFLA aka Yellow Book Standards) and/or the Uniform Relocation Assistance and Real Property Acquisition Act (URA).

In addition to the team of appraisers, our firm has a dedicated research team to assist in identification of subject properties and gathering initial information on each property assignment in order to maximize time and efficiency. This system allows us the capacity to handle large multi-parcel projects, or to take on on-call assignments of any size on an as-needed basis.

Collaboration is key to our project team's performance and ensures efficiency and success in achieving objectives. When contracts are awarded, our administrative staff and research team sets up work files and sort information from clients to begin initial tax and GIS research on subject properties. Appraisers make contact and discuss the project with client and property owners, as applicable. We perform property research, such as verifying zoning and taxes and tracking comparable properties.

The team at Cushman & Wakefield leverages cutting-edge technology and sophisticated data analytics tools to ensure quality results. Our team has vast expertise in the real estate market and access to large amounts of data from sources such as CoStar, RMLS, Moody, STDB, ESRI, and DataTree. All reports are then reviewed by a senior Cushman & Wakefield quality control professional versed in the market or region.

This comprehensive approach to valuation and advisory ensures services are in compliance with applicable laws and regulations. Our process also ensures that inspections are scheduled

and conducted in a timely manner. Our dedicated research team guarantees background information is handled appropriately, such as investigating zoning, parcel history, and existence of encumbrances. Our appraisal team is also experienced in researching comparable sales, highest and best use analysis, and determining a final opinion of value.

## LAND ACQUISITION SERVICES

Colliers Engineering & Design provides a full line of integrated service offerings throughout every phase of the land acquisition process. Our professionals offer a strategic outlook and the necessary knowledge to provide clients industry leading solutions and effective strategies throughout the project life cycle. Services will be tailored to meet the needs of this particular project.

## GEOSPATIAL SERVICES

Colliers' Geographic Information System (GIS) management services provides clients with a comprehensive platform to map and manage their assets across departments, locations, facilities, and business units. They have a team of certified GIS professionals (GISPs) utilizing state-of-the-art methods for data collection, data modeling, mapping, asset inventory, and condition assessment. GIS services save time and improve workflows and business processes through intuitive and easy-to-use web maps and applications, story maps, public surveys and service request options.

Our project team works cohesively to ensure we meet agreed upon deadlines with high-quality reports.

## Process

As noted previously, the process to analyze acquisition of a parcel starts with data collection and inspection of the property. One must also initially identify the impacts of the acquisition on the property and assess the effects of the acquisition on the remainder. This is achieved through a series of steps including:

- Reviewing plats and plans of the proposed taking, proposed utilities, grade changes, access changes, etc.
- Discussing the specific parcel with the engineering group to make sure nothing is overlooked and plans accurately reflect the proposed changes
- Discussing expected impacts with property owners and representatives, noting concerns in the report.

Once the changes are understood and documented, the appraiser can begin to value the property 'after the taking,' valuing the property under the hypothetical condition that the project is

completed as of the effective date. The valuation after the taking includes any benefit or diminution in value to the remainder. The appraiser may also appraise the part acquired depending on the jurisdictional requirements. The appraiser will select new comparables as needed to reflect the subject's characteristics after the taking.

Any severance damages and costs to cure must also be calculated. Severance damages must be supported with market-based evidence, such as paired sales, setback studies, parking studies, market participant interviews, etc. Cost to Cure is best supported by independent engineering reports, which design the cure and include the expected cost to complete. Finally, if the property is improved and relocation is required, appraisers must coordinate with relocation agents to ensure compliance and associated costs of relocation and site clearance.

## Summary

We are committed to quality, timely services, and implement our resources and team members to ensure we meet agreed upon deadlines and remain within budget. Cushman & Wakefield's deep bench of highly talented valuation professionals, state of the market technology platform, and our dedicated practice groups enables the firm to execute assignments efficiently and expeditiously. Our capacity to take additional workload is adequate to handle a project of this magnitude.

## References

Cushman & Wakefield's Valuation & Advisory Infrastructure Practice Group has wide-ranging experience in acquisition appraisal, including right of way and easement advisory reports and other valuation and consultation services relating to federal, state, local, and tribal government entities. Right of way assignments include total acquisitions as well as partial acquisitions for large projects, in excess of 500 parcels, to small projects in rural and urban locations. The following references can speak to our team's skillset.

1. Karen Thompson, AECOM, 5438 Wade Park Blvd, Suite 200, Raleigh, NC 27607  
tel: 919-720.3180, email: karen.thompson@aecom.com. Project: I-2513 – Asheville I-26 expansion project – 150 parcels – appraisals started May of 2023. All initial parcel reports are complete.
2. Kevin Kilpatrick, Vaughn & Melton, a JMT Co., 2550 West Tyvola Road, Suite 120, Charlotte, NC 28217, tel: 704-357-0488, email: kdkilpatrick@jmt.com. Project: U-5814 – 15/501 widening in Pinehurst, NC – 55 parcels started in 2022, with revisions into 2025.
3. Hugh Thompson, Professional Property Services, Inc., 18335 Old Statesville Rd., Unit A, Cornelius, NC 28031, tel: 910-512-4215, email: hughthompson@ppsnc.com. Project: U-5821 – Widening of New Hope Road in Gaston County, North Carolina – 55 parcels – started in 2024 and is continuing.
4. Jason Bloch, TELICS, 3440 Lakemont Blvd, Fort Mill SC 29708, tel: 803-316-7793, email: JBloch@telics.com. Project R-3833C – intersection project at Brawley School Road in Iredell County – 90 parcels – from 2019 through 2020.
5. Neil Burleson, THC Inc., 8514 McAlpine Park Dr., Suite 295, Charlotte, NC 28211, tel: 704-568-1112, email: nburleson@thcinc.net. Project: W-5710R – Pineville Matthews Road expansion – 35 parcels started in 2023, revised parcels being processed now.

## Fee Schedule

### Hourly rates

Our hourly rates, as laid out in *E. Affidavit of Compliance with E-Verify Statutes* (included with forms) are as follows:

PERSONNEL	HOURLY RATE
Executive Managing Director	\$400
Senior Managing Director	\$375
Managing Director	\$325
Senior Director	\$300
Director	\$250
Associate Director	\$200
Administrative	\$100

Rates for Deposition/Trial services:

PERSONNEL	HOURLY RATE
Executive Managing Director	\$650
Senior Managing Director	\$600
Managing Director	\$550
Senior Director	\$500
Director	\$450

Any reimbursement for milage would be mutually agreed upon in advance of task and would be billed in alignment with current IRS rates.

Additionally, acquisition services provided by Colliers would be billed according to the following fee schedule:

**Land Services  
2025 Rate Schedule**

<b>Billing Titles</b>	<b>Hourly Rates</b>
GDL / Principal	\$250.00
ROW Project Manager	\$190.00
GIS Specialist	\$150.00
Senior ROW Agent	\$145.00
ROW Agent	\$125.00
Researcher/Title Agent	\$100.00
Sr. Document Specialist/Sr. Title Agent	\$110.00
Document Specialist/Admin	\$90.00

**Reimbursable Expenses**

Mileage ..... IRS Rate  
Miscellaneous Expenses ..... Cost + 15%  
(Miscellaneous expenses include but not limited to - courthouse document expenses, recording fees, printed copies, approved travel expenses, etc.)

## Price per Unit

The following offers a unit price for appraisals based on type of property or utility easement or size of property, which price shall be guaranteed for at least one year.

1. Total Acquisitions (the entirety of a property is acquired in fee simple)
  - a. Vacant Land: \$2,300
  - b. Single Family Residence: \$3,500
  - c. Commercial Improved: \$4,000 to \$8,000 depending on complexity
  
2. Partial Acquisitions that do not result in either a) the loss of building(s) or b) damages to the remainder (a loss in value beyond the right of way or easements themselves).
  - a. Vacant Land: \$2,300
  - b. Single Family Residence: \$2,500
  - c. Commercial Improved: \$2,700
  
3. Partial Acquisition that does result in the loss of building(s) and/or damages to the remainder.
  - a. Vacant Land: \$3,500
  - b. Single Family Residence: \$4,500
  - c. Commercial Improved: \$4,500 to \$10,000 depending on complexity.

## Required Forms

The following required forms are included on the following pages:

- A. Statement of Qualifications Certification
- B. Certification Regarding Lobbying
- C. Certification Regarding Debarment Suspension, Ineligibility and Voluntary Exclusion Lower Tier Covered Transactions
- D. Affidavit of Compliance with NC E-Verify Statutes
- E. Affidavit of Compliance with NC E-Verify States (Rate Sheet)



## A. Statement of Qualifications Certification

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### STATEMENT OF QUALIFICATIONS CERTIFICATION

Firms Signature: David W. Wortman Date: 4/16/2025

By Signing above, I Certify that I have carefully read and fully understand the information contained in this RFQ; and that I have the capability to successfully undertake and complete the responsibilities and obligations of the Statement of Qualifications being submitted and have the authority to sign Statement of Qualifications on behalf of my organization. **It is the Firm's responsibility to assure that all addenda have been reviewed prior to Statement of Qualifications submission.**

BY (Printed): David Wortman, MAI

TITLE: Senior Director, Infrastructure Practice Group, Valuation & Advisory

COMPANY: Cushman & Wakefield of North Carolina, Inc.

ADDRESS: 333 2nd Street NW, Hickory, NC 28601

TELEPHONE: 828-900-7389

EMAIL: david.wortman@cushwake.com

The Firm supplies the information recorded below for use in the preparation of the contract documents, in event of contract award:

1. Please indicate type of business organization:

Sole Proprietorship

Partnership (limited or general)

Corporation

Limited Liability Co.

Other (Please specify: \_\_\_\_\_)



2. If business is a Corporation, please answer the following questions:

Name and title of officers, authorized by Resolution, who will execute the contract on behalf of entity (generally President and Secretary).

Richard Cenkus, President V&A Americas

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Firm is incorporated in what state?

NC

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If firm is a foreign corporation, does firm have a certificate of authority from the North Carolina Secretary of State?

3. If business is a Partnership, please answer the following:

Name in full or all general partners and addresses:

n/a

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Is this a limited or general partnership? n/a

If a limited partnership, what is the state of registration? n/a

If business is a foreign limited partnership, does business have a certificate of authority from the North Carolina Secretary of State? n/a

4. If business is a Sole Proprietorship, please answer the following:

Name of owner: n/a

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5. If business is a limited liability company, please answer the following:



List the names and titles of managers or member-managers who will execute the contract on behalf of the company? n/a

What is the state of organization? n/a

If business is a foreign limited liability company, does business have a certificate of authority from the North Carolina Secretary of State? n/a

6. For all bidders:

If the business operates under an assumed name, what is the assumed name?

n/a

Has a certificate of assumed name been filed in the Henderson County Registry?

n/a

If so, please provide the recording information: Deed Book \_\_\_\_\_ at Page \_\_\_\_\_.



### B. Certification Regarding Lobbying

The undersigned certifies, to the best of his or her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any persons for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding to any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including subcontracts, sub-grants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

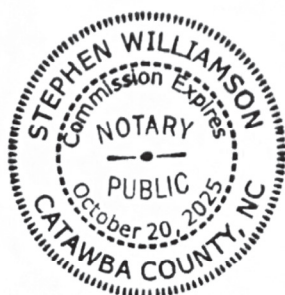
This certification is a material representation of fact upon which reliance is placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transactions imposed by 31 USC §1352. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The Consultant, David Wortman, MAI, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Consultant understands and agrees that the provisions of 31 USC §1352, *et seq.*, apply to this certification and disclosure, if any.

Signature of Consultant's Authorized Official  
David Wortman, MAI

Senior Director, Infrastructure Practice Group, Valuation & Advisory  
Printed Name and Title of Consultant's Authorized Official

Date: 4-15 25





Subscribed and sworn to before me this <sup>15<sup>th</sup></sup> day of Apr, 2025 in the State of N. Carolina;  
and the County of Catawba.

Notary Public Steph Willen

My Appointment Expires October 20, 2025



C. Certification Regarding Debarment Suspension, Ineligibility, and Voluntary Exclusion Lower Tier Covered Transaction

*(To be submitted with all bids exceeding \$25,000.)*

1. The prospective lower tier participant (Bidder/Consultant) certifies, by submission of this bid or Statement of Qualifications, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.
2. The prospective Bidder/Consultant also certifies by submission of this bid or Statement of Qualifications that all SubConsultants and suppliers (this requirement flows down to all subcontracts at all levels) are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.
3. Where the prospective lower tier participant (Bidder/Consultant) is unable to certify any of the statements in this certification, such prospective participant shall attach an explanation to this bid or Statement of Qualifications.

The lower tier participant (Bidder/Consultant), David Wortman, MAI, certifies or affirms the truthfulness and accuracy of this statement of its certification and disclosure, if any.

DATE

4-15-2025

SIGNATURE

COMPANY

Cushman & Wakefield



NAME

Daniel Wortman

TITLE

Senior Director

State of

N. Carolina

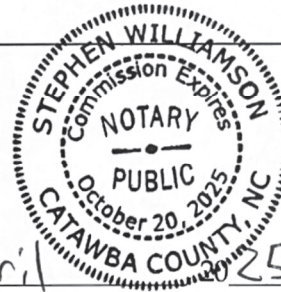
County of

Catawba

Subscribed and sworn to before me this

15th

April



Notary Public

Stephen Williamson

My Appointment Expires

October 20, 2025



D. Affidavit of Compliance with N.C. E-Verify Statutes

STATE OF NC  
COUNTY OF Catawba

AFFIDAVIT of COMPLIANCE  
with N.C. E-Verify Statutes

I, David Wortman, MAI (hereinafter the "Affiant"), duly authorized by and on behalf of Cushman & Wakefield (hereinafter the "Employer") after being first duly sworn deposes and says as follows:

1. I am the Senior Director, Infrastructure Practice Group, Valuation & Advisory (President, Manager, CEO, etc.) of the Employer and possess the full authority to speak for and on behalf of the Employer identified above.
2. Employer understands that "E-Verify" means the federal E-Verify program operated by the United States Dept. of Homeland Security and other federal agencies, or any successor or equivalent program used to verify the work authorization of newly hired employees pursuant to federal law in accordance with N.C. Gen. Stat. §64-25 (5).
3.  Employer employs 5 or more employees in the State of North Carolina, and is in compliance with the provisions of N.C. Gen. Stat. §64-26. Employer has verified the work authorization of its employees through E-Verify and shall retain the records of verification in accordance with N.C. Gen. Stat. §64-26.  
OR  
 Employer employs fewer than 5 employees in the State of North Carolina and is therefore not subject to the provisions of N.C. Gen. Stat. §64-26.
4. All subConsultants engaged by or to be engaged by Employer have or will have likewise complied with the provisions of N.C. Gen. Stat. §64-26.
5. Employer shall keep the City of Hendersonville informed of any change in its status pursuant to Article 2 of Chapter 64 of the North Carolina General Statutes.

Further this affiant sayeth not.

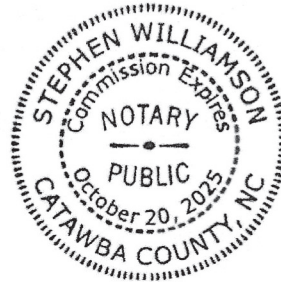


City of Hendersonville, NC

Request for Statements of Qualifications # 180321014002

This the 15<sup>th</sup> day of April, 2025.

[Signature]  
Signature of Affiant



STATE OF N. Carolina

COUNTY OF Catawba

Sworn to and subscribed before me, this the 15<sup>th</sup> day of April, 2025.

[Signature]  
Notary Public

My commission expires: October 20, 2025



E. Affidavit of Compliance with N.C. E-Verify Statutes

The hourly labor rates **shall include all applicable overhead and profit. All non-labor related other than direct costs will be billed to the City of Hendersonville at cost without mark-up. Please note that only hourly rates should be submitted. Overall prices – beyond hourly rates – should not be submitted.**

<u>POSITIONS</u>	<u>HOURLY RATES</u>
Executive Managing Director	\$ 400
Senior Managing Director	\$ 375
Managing Director	\$ 325
Senior Director	\$ 300
Director	\$ 250
Associate Director	\$ 200
Administrative	\$ 100
_____	\$ _____
_____	\$ _____
_____	\$ _____

Firm should include all positions, with hourly rates and attach a job description and required years of experience for each position.