

# **CORPORATE PROFILE**

#### MANHATTAN OFFICE

420 Lexington Avenue Suite 2154 New York, New York 10170 (212) 324-2860

#### <u>NEW JERSEY OFFICE</u>

55 Madison Avenue Suite 400 Morristown, New Jersey 07960 (973) 285-3195

#### **CORPORATE HEADQUARTERS**

170 Old Country Road Suite 501 Mineola, New York 11501 (516) 248-9777 Fax No. (516) 248-9828

#### LOS ANGELES OFFICE

468 N. Camden Drive Suite 200 Beverly Hills, California 90210 (424) 219-5570

#### MIAMI OFFICE

1221 Brickell Avenue Suite 900 Miami, Florida 33131 (305) 374-4611

## **CORPORATE PROFILE**

The firm of Goodman-Marks Associates, Inc., with offices located at 170 Old Country Road, Mineola, New York; 420 Lexington Avenue, New York, New York; 55 Madison Avenue, Morristown, New Jersey; 468 N. Camden Drive, Beverly Hills, California; and 1221 Brickell Avenue, Miami, Florida, is a licensed real estate appraisal and consulting firm, as well as a licensed real estate brokerage. We have extensive experience in the valuation of a wide range of property types and interests including, but not limited to, vacant land and commercial properties, manufacturing facilities and residential buildings.

Goodman-Marks and its predecessor firm have been in the real estate valuation and consulting field for over 50 years. The company staff (30 employees) is comprised of senior appraisers, appraisers, research, support, editorial and clerical personnel. Appraisal designations of various personnel include MAI, SRA, IFA and others.

Principals and executives include:

Matthew J. Guzowski	President
Stephen Deutsch	Chairman
Cliff Holtermann	Executive Vice President
Matthew F. Boylan	Executive Vice President
Michael J. Guzowski	Senior Vice President
Zachary M. Hendrickson	Senior Vice President

The firm has furnished real estate appraisals to financial institutions for mortgage and sale purposes, and many of these valuation assignments have been performed throughout the country.

We have represented municipalities and litigants for condemnation, ad valorem (certiorari) tax review and zoning matters, as well as real estate assessing for communities and consultations with them in an ongoing assessment program.

The types of assignments that we typically handle encompass all facets of the real estate appraisal/consultation spectrum. These have included office buildings (both urban and suburban), bank branches, shopping centers (strip, neighborhood and regional mall), freestanding department stores, fast-food buildings, gas stations, apartment houses (both urban and suburban; high-rise and garden type), cooperative and condominium residential housing (to be developed as well as to be converted), senior citizen residential complexes, mixed-use developments, hotels and motels, industrial and warehouse facilities and vacant land. Special types have included banks, auto showrooms, theaters, schools, bowling alleys, golf courses, nursing homes, assisted living facilities, hospitals and other health-related properties, etc.

Members of the firm have testified as to the value of land and buildings before the Supreme Court of the State of New York, the Court of Claims of New York State, the United States Federal Court and the United States Bankruptcy Court. Testimony also has been given before municipalities throughout the New York metropolitan area.

Other challenging assignments involving properties with hazardous waste contamination have been performed for litigation, mortgage and consultation purposes.

In addition to articles in various trade publications, we have contributed to, and are published in, various law books and legal texts such as *Real Estate Transactions* by Professor Patrick Rohan, published by Matthew Bender.

Individual members of the firm have achieved professional recognition and have been elected officers in various state and local real estate appraisal and related organizations.

Members of the firm have appeared as lecturers at many seminars and as instructors for continuing education courses.

Memberships held by various personnel include:

APPRAISAL INSTITUTE (MAI, SRA) THE REAL ESTATE BOARD OF NEW YORK, INC. ASSESSORS ASSOCIATION OF NASSAU COUNTY MORTGAGE BANKERS ASSOCIATION OF NEW YORK COLUMBIA SOCIETY OF REAL ESTATE APPRAISERS, INC. (CSA) NATIONAL ASSOCIATION OF INDEPENDENT FEE APPRAISERS (NAIFA) INSTITUTE OF REAL ESTATE- HOFSTRA UNIVERSITY

THE ROYAL INSTITUTION OF CHARTERED SURVEYORS (MRICS)

Resumes of the principals and executives of the firm are provided as follows:

# MATTHEW J. GUZOWSKI, MAI, MRICS, PRESIDENT GOODMAN-MARKS ASSOCIATES, INC.

# GENERAL EXPERIENCE

Over 39 years as a commercial real estate appraiser and consultant

Over 39 years as a co	ommercial real estate appraiser and consultant
Testified as an expert	t witness – New York State Supreme Court, New York County New York State Supreme Court, Queens County New York State Supreme Court, Kings County New York State Supreme Court, Richmond County New York State Supreme Court, Nassau County New York State Supreme Court, Suffolk County U.S. District Court, Eastern District of New York U. S. Bankruptcy Court, Kings County Civil Court of the City of New York, Kings County District Court, Landlord & Tenant Court, Suffolk County Zoning and Arbitration Testimony, Nassau and Suffolk Counties The Court of the Sixteenth Judicial Circuit, Monroe Co., FL Superior Court, Chancery Div., Monmouth County, NJ American Arbitration Association, various cases
<b>EMPLOYMENT</b>	
4/91 to Date:	Goodman-Marks Associates, Inc.
	President preparing narrative appraisal reports of income-producing and other properties to determine market valuations. These reports are used for mortgage purposes, settlement of estates, real estate tax certiorari actions and condemnation cases.
1/83 to 4/91:	New York City Economic Development Corporation 161 William Street New York, New York
	Vice President of appraisal services preparing narrative appraisal reports and reviewing fee appraisals to determine the market value of real estate for disposition, development and lease.
<b>EDUCATION</b>	
College:	St. John's University Degree: MBA – Finance December, 1989
	Queens College, C.U.N.Y. Degree: BA – English January, 1981
Professional:	Appraisal Institute Courses successfully completed:
	<ul><li>1A1 - Real Estate Appraisal Principles</li><li>1A2 - Basic Valuation Procedures</li><li>SPP - Standards of Professional Practice</li></ul>

2-1 Case Studies in Real Estate Valuation 2-2 Report Writing and Valuation Analysis

1BA - Capitalization Theory & Techniques - Part A 1BB - Capitalization Theory & Techniques - Part B

#### MATTHEW J. GUZOWSKI, MAI, MRICS, PRESIDENT GOODMAN-MARKS ASSOCIATES, INC. (continued)

Professional: (*continued*)

<u>Seminars attended:</u> Arbitration in Real Estate Real Estate Financial Statement Analysis

#### **PROFESSIONAL MEMBERSHIP**

Appraisal Institute - MAI Designation #10114 Long Island, New York Chapter Chairman – Admissions Committee, Long Island Chapter, 2000-2006 Chairman – Budget & Finance Committee, Long Island Chapter, 2007 Treasurer – Long Island Chapter, 2007 Secretary – Long Island Chapter, 2008 Vice President – Long Island Chapter, 2009 Senior Vice President – Long Island Chapter, 2010 President – Long Island Chapter, 2011

The Royal Institution of Chartered Surveyors I.D. #6404964

REBNY - Membership I.D. #49202

Community Bankers Mortgage Forum

International Right of Way Association I.D.#7902612

**<u>GUEST LECTURER</u>** New York University – Real Estate Institute

LICENSESCertified General Real Estate Appraiser<br/>State of New York Certificate #468986<br/>State of New Jersey Certificate #42RG00146100<br/>State of Connecticut Certificate #RCG0001210<br/>State of Pennsylvania Certificate #GA004205<br/>New York State Salesperson License #10401205644

# STEPHEN DEUTSCH, IFA, CSA-G, CHAIRMAN GOODMAN-MARKS ASSOCIATES, INC.

#### **GENERAL EXPERIENCE**

Over 54 years as a commercial real estate appraiser and consultant

#### PROFESSIONAL MEMBERSHIPS

The National Association of Independent Fee Appraisers (NAIFA) Member, IFA Designation

The NAIFA has a mandatory program of continuing education for designated members. I have successfully completed this program for the cycle ending December 31, 2018.

Columbia Society of Real Estate Appraisers, Inc.

Member, CSA-G Designation Member of The Board of Governors Appraisal Review Committee Instructor, Advanced Appraisal Course at Hofstra University, Uniondale, New York

#### REAL ESTATE-RELATED COURSES

Appraisal Institute Basic Principles, Methods and Techniques Urban Properties Professional Practices and Standards

Columbia Society of Real Estate Appraisers Basic Real Estate Appraisal Course (Adelphi University) Advanced Real Estate Appraisal Course (Adelphi University)

National Association of Independent Fee Appraisers Income Property Appraising Investment Analysis (Stony Brook University)

New York Accredited Courses for Real Estate Salespeople and Brokers (C.W. Post)

Long Island Builders Institute - Construction Course

#### **LICENSES**

Certified General Real Estate Appraiser, N.Y. Certificate #464638 New York State Approved Real Estate Appraiser Instructor Licensed Real Estate Broker, N.Y.S. #433012

# CLIFF HOLTERMANN, EXECUTIVE VICE PRESIDENT GOODMAN-MARKS ASSOCIATES, INC.

#### **EMPLOYMENT**

1997 to Date:	<i>Goodman-Marks Associates, Inc.</i> Executive Vice President preparing narrative appraisal reports of income-producing and other properties to determine market valuations. These reports are used for mortgage purposes, settlement of estates, real estate tax certiorari actions and condemnation cases.
1990 to 1997:	New York City Economic Development Corporation (EDC) 110 William Street New York, New York 10038
	Assistant Vice President within Real Estate Development Division - responsible for managing and reviewing all fee appraisal reports relating to the sale and leasing of city-owned properties by the division.
1982 to 1990:	New York City Public Development Corporation (PDC) 161 William Street New York, New York 10038
	Project Manager within Real Estate Sales Division
<b>EDUCATION</b>	
Post Graduate:	Pratt Institute, Brooklyn, New York Degree: Masters, City and Regional Planning
College:	State University of New York at Stony Brook, Long Island, NY Degree: BS, Environmental Studies

#### **PROFESSIONAL AFFILIATION**

Appraisal Institute - Associate Member Long Island, New York Chapter

#### LICENSE

Certified General Real Estate Appraiser: N.Y. Certificate #4648080

# MATTHEW F. BOYLAN, MAI, EXECUTIVE VICE PRESIDENT GOODMAN-MARKS ASSOCIATES, INC.

#### **EMPLOYMENT**

7/07 to Present:	Goodman-Marks Associates, Inc.		
	Executive Vice President preparing advanced narrative appraisal reports of income- producing and other properties to determine market valuations. Assignments include financing for many local and national lenders, government/municipality work, real estate tax certiorari actions, condemnation, litigation, arbitration, estate planning and large-scale downtown revitalization projects among other things. Over the past several years Matthew has concentrated his work in the New York City market, including each of the five (5) Boroughs. Matthew also has experience valuing commercial property in a variety of markets including Long Island, Westchester, New Jersey, Connecticut, Boston, Raleigh and Washington DC.		
<b>EDUCATION</b>			
Professional:	Courses successfully completed:Appraisal InstituteCourse 100GR – Basic Appraisal PrinciplesCourse 101GR – Basic Appraisal ProceduresCourse 300GR – Real Estate Finance Statistics and Valuation ModelingCourse 401G – General Appraiser Sales Comparison ApproachCourse 400G – General Appraiser Market Analysis and Highest & Best UseCourse N403G – General Appraiser Income Approach/Part 1Course N404G – General Appraiser Income Approach/Part 2Course 402G – General Appraiser Site Valuation and Cost ApproachCourse N402G – General Appraiser Report Writing and Case StudiesAQ-GE-1 – Fair Housing, Fair Lending and Environmental IssuesCourse 501GD – Advanced Income CapitalizationCourse 503GD – Advanced Concepts & Case StudiesGeneral Demonstration Report – Capstone ProgramNew York UniversityUSPAP - Uniform Standards of Professional Appraisal PracticeNew York Real Estate InstituteGE-3 – Using the HP12C Financial Calculator		
College:	Buffalo State College, Buffalo, New York Bachelor of Science Degree Major: Business Administration 2003-2007		
PROFESSIONAL N	PROFESSIONAL MEMBERSHIP		
	Appraisal Institute - MAI Designation		
<u>LICENSE</u>	Certified General Real Estate Appraiser New York State Certificate #4651008		

#### MICHAEL J. GUZOWSKI, MAI, MRICS, SENIOR VICE PRESIDENT GOODMAN-MARKS ASSOCIATES, INC.

#### **EMPLOYMENT** 7/21 to Date: Goodman-Marks Associates, Inc. 3/12 to 5/19, 8/19-10/20 Senior Vice President preparing narrative appraisal reports of income-producing and other properties to determine market valuations. These reports are used for mortgage purposes, settlement of estates, litigation, real estate tax certiorari actions and condemnation cases. Kirkland & Ellis LLP 5/19-8/19, 10/20-7/21: Associate representing private equity sponsors in connection with fund formation and joint venture activities as well as a wide range of complex real estate-related transactions including financing, acquisitions, dispositions, and joint ventures for a variety of single and multi-asset portfolios. **GENERAL EXPERIENCE** Over 10 years of experience in the valuation of office buildings, shopping centers, industrial buildings, apartment buildings, mixed-use developments, religious and institutional facilities, vacant land, transferrable development rights, etc. Types of assignments include market value estimates, rental studies and consultations utilized by banks, financial institutions, developers, accountants and attorneys for acquisitions, financing, portfolio valuation, and litigation purposes. Certified General Real Estate Appraiser: New York Certificate #46000052904 **LICENSES** Certified General Real Estate Appraiser: New Jersey Certificate #42RG00279100 Certified General Real Estate Appraiser: Connecticut Certificate #RCG.0001790 Licensed Real Estate Broker: New York License #10351217488 **EDUCATION** Graduate: Hofstra University - Maurice A. Deane School of Law Degree: Juris Doctor, Magna Cum Laude, May 2020 **Undergraduate:** St. John's University Degree: Bachelor of Arts, English Major, Philosophy of Law Minor, May 2013 **Professional:** American Real Estate School **R5:** Basic Appraisal Principles **R6:** Basic Appraisal Procedures R7: Residential Market Analysis and Highest and Best Use **R8:** Residential Appraisal Site Valuation and Cost Approach **R9:** Residential Sales Comparison and Income Approach R10: Residential Report Writing and Case Studies G4: General Market Analysis and Highest and Best Use G5: General Appraiser Sales Comparison Approach G6: General Site Valuation and Cost Approach G7: General Appraisal Income Approach G8: General Appraisal Report Writing and Case Studies GE1: Fair Housing, Fair Lending and Environmental Issues GE3: Using the HP-12C Financial Calculator Statistics, Modeling and Finance Supervisory Appraiser/Trainee Appraiser Course National Uniform Standards of Professional Appraisal Practice (USPAP)

# MICHAEL J. GUZOWSKI, MAI, MRICS, SENIOR VICE PRESIDENT GOODMAN-MARKS ASSOCIATES, INC. (continued)

#### EDUCATION (continued)

Professional:	Appraisal Institute	
	Advanced Income Capitalization	
	Quantitative Analysis	
	Advanced Market Analysis and Highest and Best Use	
	Advanced Concepts and Case Studies	
PROFESSIONAL MEMBERSHIP		
Appraisal Institute:	Designated Member of the Appraisal Institute (MAI Designation), Membership #586579, Metropolitan New York Chapter	
<b>Royal Institution of</b>		

**Chartered Surveyors:** Member of the Royal Institution of Chartered Surveyors, Chartered Valuation Surveyor, Membership #6984384

## ZACHARY M. HENDRICKSON, MAI, SENIOR VICE PRESIDENT GOODMAN-MARKS ASSOCIATES, INC.

# **EMPLOYMENT**

6/12 to Date:	Goodman-Marks Associates, Inc.	
	Vice President preparing narrative appraisal reports of income-producing and other properties to determine market valuations. Assignments include financing for many local and national lenders, HUD Rent Comparability Studies, LIHTC Market Studies, government and municipality work, real estate tax certiorari actions, condemnation, litigation, arbitration, estate planning, economic development projects, and ground lease negotiations, among other things.	
<u>EDUCATION</u> Professional:	Courses Successfully Completed	
Professional:	Courses Successfully Completed	
	<ul> <li>Advanced Market Analysis and Highest and Best Use</li> <li>Advanced Concepts &amp; Case Studies</li> <li>Advanced Income Capitalization</li> <li>Quantitative Analysis</li> <li>General Appraiser Income Approach/Part 1</li> <li>General Appraiser Income Approach/Part 2</li> <li>General Appraiser Site Valuation and Cost Approach</li> <li>General Appraiser Sales Comparison Approach</li> <li>Real Estate Finance, Statistics and Valuation Modeling</li> <li>R5: Basic Appraisal Principles</li> <li>R6 Basic Appraisal Procedures</li> <li>R7: Residential Market Analysis and Highest and Best Use</li> <li>R8: Residential Appraisal Site Valuation and Cost Approach</li> <li>R9: Residential Sales Comparison and Income Approach</li> <li>R10: Residential Report Writing and Case Studies</li> <li>Supervisory Appraiser/Trainee Appraiser Course</li> <li>USPAP 15</li> <li>General Appraiser Report Writing</li> </ul>	
	General Appraiser Market Analysis and Highest and Best	
Use		
College:	<u>Nichols College (May, 2012)</u> Bachelor of Science in Business Administration Major: Economics	
<u> PROFESSIONAL MEMBERSHIP -</u>		
	Appraisal Institute - MAI Designation	

#### STATE LICENSES

Certified General Real Estate Appraiser New York Certificate #4652000

### LIST OF CLIENTS\*

ACORE CAPITAL ADELPHI UNIVERSITY AEGON USA REALTY ADVISORS, INC. AIG GLOBAL REAL ESTATE INVESTMENTS AIR CHINA INTERNATIONAL CORP. ALLIED CHEMICAL CORP. ALLSTATE LIFE INSURANCE COMPANY AMERASIA BANK AMERICAN CYANAMID COMPANY AMERICAN HOME PRODUCTS CORP. AMERICAN PROPERTY INVESTORS AMERITAS LIFE INSURANCE CORP. APPLE INC. APPLE BANK FOR SAVINGS ARBOR NATIONAL COMMERCIAL MORTGAGE CORP. ARLEN REALTY AND DEVELOPMENT CORP. ARTESIA MORTGAGE CAPITAL CORP. ASTORIA FEDERAL SAVINGS & LOAN ASSOCIATION ATLANTIC BANK OF NEW YORK AVALONBAY COMMUNITES, INC. AVIS, INC. BALL CORP. BANK LEUMI TRUST COMPANY OF NEW YORK BANK OF AMERICA BANK OF GREAT NECK BANK OF NEW YORK BANK OF SMITHTOWN BANK OF THE OZARKS BANKERS FEDERAL SAVINGS FSB BANK UNITED THE BARRINGTON CONSULTING GROUP, INC. BASSER-KAUFMAN, LLC BAYSIDE FEDERAL SAVINGS & LOAN ASSOCIATION BEAR STEARNS COMMERCIAL MORTGAGE, INC. BENJAMIN DEVELOPMENT CO., INC. DAVID BERDON & CO. BCB COMMUNITY BANK BETHPAGE FEDERAL CREDIT UNION BLUMENFELD DEVELOPMENT GROUP, LTD. BOSTON CAPITAL BOSTON VALUATION GROUP BOWERY SAVINGS BANK BOY SCOUTS OF AMERICA B.P. AMOCO BPD BANK BRENT/MAKO REAL ESTATE GROUP BRESLIN REALTY DEVELOPMENT CORP. BRODSKY ORGANIZATION BROOKLYN SAVINGS BANK BROOKS AND CANTOR, LLP BRT REALTY TRUST BUILDERS BANK CAPITAL ONE, N.A. CABLEVISION

CATHAY BANK CENTRAL FEDERAL SAVINGS & LOAN ASSOCIATION CENTRAL STATE BANK CHASE MANHATTAN BANK, N.A. CHRYSLER CAPITAL CORP. CHUBB GROUP OF INSURANCE COMPANIES CHURCH DEVELOPMENT FUND, INC. CIGNA CORP. CIT GROUP/BUSINESS CREDIT, INC. CITIBANK, N.A. CITICORP REAL ESTATE, INC. CITICORP TECHNICAL SERVICES GROUP CITIES SERVICE OIL COMPANY CITIGROUP PRIVATE BANK CITIZENS SAVINGS & LOAN ASSOCIATION CITYTRUST COLIN DEVELOPMEMT, LLC COLORADO FEDERAL SAVINGS BANK COMMUNITY NATIONAL BANK COMMUNITY PRESERVATION CORP. CONCORDE & CIE, L.P. CONSOLIDATED EDISON COMPANY OF NEW YORK CONTINENTAL BANK CORPORATE PROPERTY INVESTORS COUNTY FEDERAL SAVINGS & LOAN ASSOCIATION COZEN O'CONNOR CREDIT FACTS OF AMERICA, PITTSBURGH, PENNSYLVANIA CROWN CENTRAL PETROLEUM CORP. CUSTOMERS BANK CVS REALTY CO. DIME COMMUNITY BANK THE DIME SAVINGS BANK OF NEW YORK, FSB THE DIME SAVINGS BANK OF WILLIAMSBURGH DLJ MORTGAGE CAPITAL, INC. DUPONT COMPANY EASTERN SAVINGS BANK EAST NEW YORK SAVINGS BANK EAST RIVER SAVINGS BANK EAST WEST BANK EDWARD JOHN NOBLE FOUNDATION ELIAS PROPERTIES ELK INVESTORS EMPIRE STATE DEVELOPMENT EMPIRE VALUATION CONSULTANTS, INC. ENGEL BURMAN SENIOR HOUSING EQUITAS CAPITAL GROUP ESTEE LAUDER COMPANIES EUROPEAN AMERICAN BANK & TRUST COMPANY EXXON CO., U.S.A. FEDERAL DEPOSIT INSURANCE CORP. FEDERAL HOME LOAN BANK BOARD FEDERAL HOME LOAN BANK OF NEW YORK FEDERAL SAVINGS & LOAN INSURANCE CORP. FEDERATED ASSOCIATES FIDELITY & GUARANTY LIFE INSURANCE CO.

\* Past and Present

FINOVA REALTY FIRST AMERICAN TITLE INSURANCE CO. OF NY FIRST CENTRAL SAVINGS BANK FIRST COLONY LIFE INSURANCE COMPANY FIRST FIDELITY BANK, N.A. OF NEW JERSEY FIRST MORTGAGE INVESTORS FIRST NATIONAL BANK OF LONG ISLAND FIRST NATIONAL BANK OF NEW YORK CITY THE FIRST NATIONAL BANK OF NEW JERSEY FIRST NATIONAL CITY BANK FIRST NATIONWIDE BANK FIRST NATIONWIDE FEDERAL SAVINGS & LOAN ASSN. FIRST UNION CORP. FLAGSHIP FIRST NATIONAL BANK OF MIAMI BEACH FLUSHING SAVINGS BANK FORTIS ASSET MANAGEMENT FORT MADISON BANK AND TRUST COMPANY (IOWA) FORT MADISON SAVINGS & LOAN ASSOCIATION (IOWA) FORTIS ASSET MANAGEMENT FORTUNOFF GARDEN CITY CO., INC. G.E. FINANCIAL ASSURANCE HOLDING, INC. GENERAL BUILDING LABORERS LOCAL 66 GENERAL ELECTRIC CAPITAL ASSURANCE CO. GENERAL MOTORS CORP. GENWORTH LIFE INSURANCE COMPANY OF NY GERALD HINES INTERESTS GIRL SCOUTS OF NASSAU COUNTY, INC. GOLD COAST BANK GOLDOME REALTY CREDIT CORP. GRASSHOPPER BANK GREAT EASTERN BANK GREATER NEW YORK SAVINGS BANK GREENPOINT SAVINGS BANK GUARDIAN LIFE INSURANCE COMPANY GUCCI AMERICA, INC. GULF OIL CORP. G.S. WILCOX & CO. HAB BANK HANOVER COMMUNITY BANK HARMONY HEIGHTS SCHOOL HARTFORD INVESTMENT MANAGENT COMPANY HEBREW ACADEMY OF NASSAU COUNTY HEMPSTEAD AUTO CO., INC. HERALD NATIONAL BANK HICKSVILLE FIRE DEPARTMENT HOFSTRA UNIVERSITY HOLIDAY ORGANIZATION, INC. HOLYOKE MUTUAL FIRE INSURANCE COMPANY HOME DEPOT HOME LIFE INSURANCE COMPANY HOMEQUITY HORN AND HARDART COMPANY HSBC BANK USA HUDSON VALLEY BANK INDUS AMERICAN BANK INSTITUTIONAL INVESTORS TRUST INTERBANK OF NEW YORK INTERBAY FUNDING

INTERNATIONAL BROTHERHOOD OF ELECTRIC WORKERS INTERNATIONAL BROTHERHOOD OF TEAMSTERS INTERNATIONAL VISUAL CORP. ISLAND FEDERAL CREDIT UNION ITT SHERATON CORP. JAMAICA HOSPITAL MEDICAL CENTER J.C. PENNEY COMPANY, INC. JEFFERSON SAVINGS & LOAN ASSOCIATION JERSEY MORTGAGE COMPANY J. HENRY SCHRODER BANK AND TRUST COMPANY JOHN HANCOCK LIFE INSURANCE COMPANY JOVIA FINANCIAL CREDIT UNION JPMORGAN CHASE BANK, N.A. KEY BANK N.A. KEYSPAN CORP. KEYSPAN ENERGY KNICKERBOCKER FEDERAL SAVINGS & LOAN ASSN. LAKE GROVE SCHOOL LAZARUS BURMAN ASSOCIATES LEHMAN BROTHERS LENDERS SERVICE INCORPORATED LERNER HEIDENBERG PROPERTIES LIGHTHOUSE REAL ESTATE VENTURES, INC. LILCO LINCOLN EQUITIES GROUP LINCOLN SAVINGS BANK LIRO ARCHITECTS + PLANNERS, P.C. LITTON INDUSTRIES LOCAL 806 TEAMSTER PENSION FUND LOCKWOOD, KESSLER & BARTLETT LOEB PARTNERS REALTY LONE ROCK BANK (IOWA) LONG ISLAND BANK LONG ISLAND LIGHTING COMPANY LONG ISLAND SAVINGS BANK LONG ISLAND JEWISH-HILLSIDE MEDICAL CENTER LOTTE NEW YORK PALACE HOTEL LOWES HOMECENTERS LUKOIL NORTH AMERICA, LLC M. FORTUNOFF OF WESTBURY CORP. M. ROBERT GOLDMAN & CO. M&T BANK MACK CORP. MADISON NATIONAL BANK MALL PROPERTIES INC. MANHATTAN-BRONX POSTAL EMPLOYEES' UNION MANHATTAN LIFE INSURANCE COMPANY MANHATTAN SAVINGS BANK MARINE MIDLAND BANK MARKS, PANETH & SHRON, LLP MASPETH FEDERAL SAVINGS BANK MBL LIFE ASSURANCE CORP. MCDONALD'S CORP. MERCANTILE BANK OF CANADA MERRILL LYNCH BUSINESS FINANCIAL SERVICES, INC. MERRILL LYNCH HUBBARD, INC. MERRILL LYNCH INVESTMENT BANK MERRILL LYNCH LIFE INSURANCE COMPANY MERRILL LYNCH, PIERCE FENNER & SMITH

METROPOLITAN COMMERCIAL BANK METROPOLITAN LIFE INSURANCE COMPANY OF AMERICA METROPOLITAN COMMERCIAL BANK METROPOLITAN TRANSPORTATION AUTHORITY THE MITSUBISHI BANK LTD. MONY REAL ESTATE INVESTMENT MANAGEMENT MORGAN GUARANTY TRUST COMPANY OF NEW YORK MORTGAGE GROWTH INVESTORS MUSS DEVELOPMENT COMPANY AND AFFILIATES MUTUAL BENEFIT LIFE INSURANCE COMPANY MUTIAL OF NEW YORK NASSAU BOCES AT CARLE PLACE NASSAU CEMETERY ASSOCIATION NATIONAL BANK OF NEW YORK CITY NATIONAL COOPERATIVE BANK NATIONAL GRID NEFCU NEW YORK BANK FOR SAVINGS NEW YORK COMMUNITY BANK NEW YORK & NEW JERSEY PORT AUTHORITY THE NEW YORK HOSPITAL - QUEENS MEDICAL CENTER NORSTAR BANK NORTH AMERICAN LIFE AND CASUALTY COMPANY NORTH AMERICAN SAVINGS BANK, FSB NORTH AMERICAN MORTGAGE INVESTORS NORTH FORK BANK NORTHROP GRUMMAN CORP. NORTH SHORE UNIVERSITY HOSPITAL NOVASTAR HOME MORTGAGE, INC. NYNEX OCEAN FIRST BANK OHEKA CASTLE OHIO NATIONAL LIFE OMNI NEW YORK, LLC ORITANI BANK OVERSEAS-CHINESE BANKING CORP. LTD. PARALLEL CAPITAL CORP. PARKWAY BANK & TRUST COMPANY PARKWAY HOSPITAL PARRISH ART MUSEUM PATROLMEN'S BENEVOLENT ASSN. (NASSAU COUNTY) PEAPACK-GLADSTONE BANK PECONIC LAND TRUST PEOPLE'S UNITED BANK PHILADELPHIA NATIONAL BANK (PENNSYLVANIA) PHOTOCIRCUITS CORP. PONCE DELEON FEDERAL BANK PORCELANOSA USA PRENTISS PROPERTIES LIMITED, INC. PRESBYTERY OF LONG ISLAND PRESERVATION DEVELOPMENT PARTNERS PRESIDENTIAL BANK PROVIDENT BANK PROVIDENT MUTUAL PRUDENTIAL BANK & TRUST COMPANY, ATLANTA, GA PRUDENTIAL INSURANCE COMPANY OF AMERICA PRUDENTIAL SAVINGS BANK PSEG PUBLISHERS CLEARING HOUSE

QUEENS COUNTY SAVINGS BANK RECHLER EQUITY PARTNERS/RSQUARED RECKSON ASSOCIATES RENAISSANCE TECHNOLOGIES REPUBLIC BANK FOR SAVINGS REPUBLIC NATIONAL BANK RESIDENTIAL FUNDING RESOLUTION TRUST CORP. R.H. MACY AND COMPANY, INC. RIDGEWOOD SAVINGS BANK RIVER BANK AMERICA RIVERHEAD SAVINGS BANK RMWC ROCKROSE DEVELOPMENT CORP. ROCKVILLE BANK ROMAN CATHOLIC DIOCESE OF ROCKVILLE CENTRE ROOSEVELT & CROSS, INC. ROOSEVELT SAVINGS BANK THE ROSLYN SAVINGS BANK ROYAL BANK AND TRUST COMPANY RXR REALTY ST. JOSEPH'S COLLEGE ST. PAUL FIRE AND MARINE INSURANCE COMPANY THE SALVATION ARMY SANTANDER BANK SAVOY BANK SB ONE BANK, ITS SUCCESSORS AND/OR ASSIGN SCHMERGEL COMPANY SCOTT HOTEL ASSOCIATES SEA COAST FUNDING CORP. SEAMEN'S BANK FOR SAVINGS, FSB SECURITY NATIONAL BANK SELF RELIANCE (N.Y.) FEDERAL CREDIT UNION SEROTA PROPERTIES SHEET METAL WORKERS NATIONAL PENSION FUND SHELL OIL COMPANY SHERATON CORP. SHOPCO COMPANY SISTERS OF THE ORDER OF ST. DOMINIC SLANT/FIN CORP. SOCIETY OF ST. JOHNLAND SOCIETY OF THE NEW YORK HOSPITAL SOUTH NASSAU COMMUNITIES HOSPITAL SOUTHERN FARM BUREAU LIFE INSURANCE CO. SOUTHERN LAND COMPANY SOUTHSIDE HOSPITAL SOVEREIGN BANK SPERRY RAND CORP. SPIEGEL ASSOCIATES, INC. SPRING BANK STAR CAPITAL CONSULTING GROUP, LLC STATE BANK OF LONG ISLAND STEEL EQUITIES SUFFOLK COUNTY NATIONAL BANK SUFFOLK FEDERAL CREDIT UNION SUNAMERICA ANNUITY & LIFE INSURANCE CO. SUN OIL COMPANY SUNTRUST BANK

TARTAN OIL CORP. TAUBMAN COMPANY TD BANK, N.A. TILLES INVESTMENT COMPANY TIME EQUITIES, INC. TITLE GUARANTEE COMPANY TORONTO-DOMINION BANK (CANADA) TOYOTA FINANCIAL SERVICES TOYOTA MOTOR CREDIT CORPORATION TRANSAMERICA COMMERCIAL R.E. FINANCE, LLC TRANSPORT WORKERS UNION OF AMERICA THE TRAVELERS INSURANCE COMPANIES THE TRUST FOR GOVERNORS ISLAND TRUST FOR PUBLIC LAND ULSTER SAVINGS BANK UNION CENTRAL LIFE INSURANCE COMPANY UNITED BANK UNITED CRAFTS & INDUSTRIAL WORKERS UNION U-HAUL REAL ESTATE COMPANY U.S. ELEVATOR COMPANY U.S. LIFE INSURANCE COMPANY U.S. LIFE REAL ESTATE SERVICES CORP. U.S. TRUST COMPANY OF NY VALLEY NATIONAL BANK VELOCITY COMMERCIAL CAPITAL VERIZON VITUS INNOVATIVE DEVELOPMENT VW CREDIT WACHOVIA BANK WALDBAUM'S, INCORPORATED WALKER & DUNLAP LLC WASHINGTON MUTUAL BANK WASHINGTON SQUARE CAPITAL, INC. WEBSTER BANK, N.A. WELLS FARGO BANK RETECHS WESTBURY FEDERAL SAVINGS & LOAN ASSOCIATION WESTON CAPITAL CORP. WIL-COR REALTY CORP. WITKOFF WLIW WOODMEN OF THE WORLD LIFE INSURANCE SOCIETY WOODSIDE SAVINGS & LOAN ASSOCIATION WORKMEN'S BENEFIT FUND OF THE UNITED STATES OF AMERICA XEROX CORP.

## LIST OF MUNICIPAL AND GOVERNMENT CLIENTS

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SUPREME COURT - STATE OF NEW YORK SYOSSET CENTRAL SCHOOL DISTRICT TOWN OF BABYLON, SUFFOLK COUNTY, NEW YORK TOWN OF EASTCHESTER, WESTCHESTER COUNTY, NY TOWN OF HEMPSTEAD, NASSAU COUNTY, NEW YORK TOWN OF HEMPSTEAD INDUSTRIAL DEVELOPMENT TOWN OF HUNTINGTON, SUFFOLK COUNTY, NY TOWN OF NORTH HEMPSTEAD, NASSAU COUNTY, NY TOWN OF OYSTER BAY, NASSAU COUNTY, NY U.S. DEPARTMENT OF LABOR U.S. POSTAL SERVICE

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