



**QUALIFICATIONS OF**  
**ROBERT L. GREENO ARA, AFM**  
**Columbia Appraisal & Real Estate Co.**  
**1 Carnation Ct.**  
**Pasco, WA 99301**

**EDUCATION**

1964-1969 B.S. Business Administration, California State University, Chico  
1973-1991 American Institute of Real Estate Appraisers courses 1, 1A, 3 and SPP  
(Standards of Professional Practice and Ethics)  
1974-1995 American Society of Farm Managers & Rural Appraisers courses: Rural  
Appraisal, Advanced Farm Man., Report Writing and Management Ethics.  
1976-1977 University of California, Davis, M.S. Ag Econ. Courses (no degree)  
1981-1984 Columbia Basin College, Pasco courses: Real Estate Investment Analysis  
and Orchard Management Practices.  
1985-1986 Real Estate Broker courses, Washington and Oregon State  
1997-1999 Exam. & Inspection of Sites and Buildings, Internet Search and Strategies,  
Fundamentals of Contracts, Listings & EMAs.  
Jul 2000 Valuation 2000 seminars (international conference), Las Vegas, NV  
Mar 2001- Commercial Real Est. and Property Mgmt. courses, Fund. of Comm. Brkg,  
Sept 2003 Intro. To Commercial Investment Real Estate  
May 2005 Construction Details/Trends, Disclosures/Disclaimers  
Jan.-Apr '07 Professional Ethics, Agric. Lands in Transition, Amer. Soc. F.M. & R.A.  
Feb.-Dec.'08 Real Estate Law course, 30 Hrs., Rockwell Inst., National USPAP Update  
Mar. 2009 Amer. Nat'l. Stnds. Seminar, Market Trend Anal. Course, Wash. NAIFA  
Oct. 2009 Small Income Properties seminar, Wenatchee, WA., NAIFA  
Jan.-Apr. '11 National USPAP Update, Determining Market Rents & Income, NAIREA  
Nov. 2011 Best Bus. Ethics Refresher, ASFMRA  
Sept. 2012 Best Practices for Rural Property Appraisals, ASFMRA  
Oct. 2012 Neighborhood Delineation, CW-IAAO  
Mar. 2013 USPAP Update course-online, Dynasty School  
Sept. 2013 Washington Tree Fruit Industry seminars, 13 hr., Wash. Chptr. ASFMRA  
Sept. 2014 Walla Walla Valley Farming Practices seminars, Wash. Chptr. ASFMRA  
Oct. 2014 Valuation of Vineyard Properties, Kennewick, WA Cntl. Wash, IAAO  
Jan. 2015 USPAP Update course-online, Dynasty School  
Sept. 2015 2 Days, Appraising Special Use Buildings, Wash. Chapter ASFMRA  
Sept. 2016 2 Day seminar, Grain Elevator Valuation, ASFMRA  
Feb. 2017 Best in Business Ethics Webinar, ASFMRA  
Feb. 2017 USPAP Update course-online, Dynasty School, 7 hrs.  
April 2017 2 Day Spring Farm Seminar, Wash. Chapter, ASFMRA, 13 hrs.  
Oct. 5-6, '17 2 Day Fall Farm Seminar, Wash. Chapter, ASFMRA, 14 hrs.  
Sep. 27-28, '18 2 Day Fall Farm Seminar, Palouse Dry Land Ag., ASFMRA, 13 hrs.

**EXPERIENCE**

1969-1972 Supply Corps and Disbursing Officer, U.S. Navy-Vietnam Veteran  
1972-2007 Wine grape vineyard financing and appraisals, Sonoma and Napa  
Counties, CA. (1974-1977); Eastern Washington – 1978-2008  
1972-1977 Farm mortgage loan officer and appraiser, Prudential Insurance Co.  
No. CA; negotiated farm loans, appraised irrigated farms, vineyards and orchards.

1978-1986 Prudential Ins. Co., same as above, in Columbia Basin, including 4 years Management of 17,000 acres of farms.

1986-1989 Farm Manager and Broker, Capital Ag. Property Services Inc.; managed up to 17,000 acres farms and orchards/vineyards in eastern WA/OR area.

1989-Present President and owner, Columbia Appraisal and Real Estate Company. Fee appraisals-eastern Washington and Oregon on irrigated farms, orchards, vineyards, dry crop farms, large river irrigated project farms; farm consulting; litigation consulting and appraisals.

1996-2008 Broker and co-owner Century 21 Tri-Cities, Pasco, Washington

7/08-8/15 Farm Appraiser, Franklin County Assessor's Office, WA.

8/15-8/17 Farm Appraisal Supervisor, Benton County Assessor's Office, WA.

### **PROFESSIONAL DESIGNATIONS AND LICENSES**

1979 Accredited Rural Appraiser (ARA), #586 American Society of Farm Managers and Rural Appraisers; current on Cont. Ed through 12/18

1990 Accredited Farm Manager (AFM), #550 ASFMRA

1992 Certified General Appraiser, Washington, License #1100890 exp. 5/19

### **ORGANIZATIONS AND MEMBERSHIPS**

1975 American Society of Farm Managers and Rural Appraisers

1978 Washington Chapter, Society of Farm Managers and Rural Appraisers

Nov. 2017 Second Harvest-Tri-Cities, Volunteer Truck Driver

### **CLIENTELE**

Alexander Farms, West Richland, WA	Alexandria Nicole Vineyards, Prosser, WA.
Banner Bank, Bellevue, WA	Bybee Farms, Prosser, Wa.
John Sack Farm, Paterson, WA.	David Thorner, Attorney, Yakima, WA
Energy Northwest, Richland, WA	Franklin County Prosecutor's Office
George Anderson, Anderson Hansell, PS	Henson Farms, Benton City, WA
Holtzinger Fruit Co., Yakima, WA.	King Fuji Ranches, Inc.
Kuffel Hultgrenn Klashke & Shea, PS	Mark Lee, Brownlee Evans Wolf & Lee, LLP
Monson Orchards & Vineyards	Jeffrey Tilden, Attorney, Vancouver, WA
Nell-Paxton Dry Crop Farm, Klickitat Co.	Silicon Valley Bank, Sonoma, CA.
Taggares Farms, Othello	USDA Farm Service Agency, Spokane
U.S. General Services Administration	Washington Dept. of Natural Resources
Wells Fargo Bank	Westchester Agricultural Asset Mgmt. Group
Wheatland Bank, Pasco, WA.	