

COPY

TOM RODRIGUEZ ASSOCIATES
REAL ESTATE APPRAISAL & CONSULTATION

Phone: 908-788-5543

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74 Lambert Road
Stockton, NJ 08559

August 2, 2013

PROPOSAL TO EVALUATE THE BLUE ACRES APPRAISAL FOR SOUTH RIVER NJ

Tom Rodriguez Associates is desirous in performing real estate appraisals for NJ DEP GREEN ACRES PROGRAM for BLUE ACRES acquisitions in South River, NJ.

4.1 TECHNICAL PROPOSAL

Tom Rodriguez of Tom Rodriguez Associates is a sole proprietor and lone practitioner. He will adhere to the "scope of work" as outlined in section 3 of REQUEST FOR QUALIFICATIONS FOR GREEN ACRES APPRAISAL SERVICES, Dated July 30, 2013. The appraiser has an understanding and proven his ability to successfully complete the contract having completed appraisals for Blue Acres Program in 2012; (Passaic River Acquisitions and Raritan River Acquisitions).

Sayreville and South River is located in Middlesex County, NJ, the appraiser will utilize the Middlesex MLS Service, Middlesex County Tax records and other data services for recent comparable sales. The appraiser will use Total-2011 by AlamoDe appraisal software and the General Purpose Appraisal Form to report appraisal conclusions.

4.2 MANAGEMENT OVERVIEW

Tom Rodriguez of Tom Rodriguez Associates is a sole proprietor and lone practitioner. He will only bid on the number of sectors he can complete within the RFQ requirements. He will personally contact, inspect the subject properties, search for, inspect each sale comparable, manage and write and appraise each property.

4.3 CONTRACT MANAGEMENT

Tom Rodriguez of Tom Rodriguez Associates is a sole proprietor and lone practitioner. The entire contract will be managed and supervised by Tom Rodriguez. If any difficulties or arise in contacting owners or gaining access to properties that will result in a delay to deliver that appraisal report, Tom Rodriguez will immediately contact the State Contract Manager via telephone and email.

Tom Rodriguez of Tom Rodriguez has been completing real property appraisal reports and real property consultation for over twenty four years. Tom Rodriguez Associates was formed in 1998 and is engaged in the Real Estate appraisal services and Real Estate Consulting Business. The expertise of Tom Rodriguez is broad, having completed a variety of real property appraisal

PROPOSAL TO EVALUATE THE BLUE ACRES APPRAISAL FOR SOUTH RIVER NJ

assignments including, but not limited to Blue Acre Appraisals, conservation projects, condemnation projects, expert testimony, commercial, industrial, special purpose properties and subdivision development. Below are the qualifications (Resume) of Tom Rodriguez.

QUALIFICATIONS OF TOM RODRIGUEZ

EDUCATION

Somerset County College, A.A. Degree, 1985

AMERICAN INSTITUTE OF REAL ESTATE APPRAISERS

Real Estate Appraisal Principles

Residential Valuation

Basic Valuation - Exam only

APPRAISAL INSTITUTE

Capitalization Theory & Techniques, Parts A & B

Standards of Professional Practice, Parts A & B

Standards of Professional Practice, Part C

Case Studies in Real Estate Valuation

Understanding Limited Appraisals and Appraisal Reporting Options

Highest and Best Use and Market Analysis

Uniform Appraisal Standards for Federal Land Acquisition

RUTGERS UNIVERSITY

New Jersey Property Tax Administration

BUCKS COUNTY COMMUNITY COLLEGE

Real Estate Finance

Brokerage and Office Management

Estate Investment Parts I & II

NEW JERSEY DEPARTMENT OF AGRICULTURE

Farmland Preservation Appraiser Seminar, 2013, 2012, 2011, 2012, 2010, 2009, 2008, 2007, 2005, 2004, 2003, 2002

STATE OF NEW JERSEY DEP

State of New Jersey DEP Appraiser Seminar, 2011, 2005, 2001

STATE OF NEW JERSEY DOT

Appraisal Forum, 2005

NEW JERSEY ASSESSORS CONFERENCE

Legal Update, 2005

Redevelopment, 2005

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QUALIFICATIONS OF TOM RODRIGUEZ (CONT'D.)

GENERAL APPRAISAL LICENSE

State of New Jersey SCGRE# #RG 01215

PROFESSIONAL DESIGNATIONS

GAA-General Accredited Appraiser, National Association of Realtors

RAA-Residential Accredited Appraiser, National Association of Realtors

PROFESSIONAL ASSOCIATIONS

MAI Candidate, Appraisal Institute, South Jersey Chapter, NJ

(NAR) National Association of Realtors

Realtor/Appraiser Hunterdon County Board of Realtors

Member, International Right of Way Association

PROFESSIONAL EXPERIENCE

Principal; Tom Rodriguez Associates

Senior Appraiser with MGM Associates

Staff Appraiser with C.L. Orbaker & Associates, Inc.

Actively engaged in real estate appraising since 1989 with diversified experience encompassing valuation of residential properties, farms, vacant land, and industrial, commercial and special purpose properties including apartments, condominiums, shopping centers, office buildings, restaurants and manufacturing facilities.

PARTIAL LIST OF APPRAISAL CLIENTS: PREPARED APPRAISALS FOR THE FOLLOWING CLIENTS:

Government Agencies

State of New Jersey DOT

Hunterdon County Agriculture Development Board

Sussex County Agriculture Development Board

Warren County Agriculture Development Board

New Jersey Department of Environmental Protection - Green Acres Program

Superior Court of NJ, Morristown; the Honorable John J. Harper

State Agricultural Development Committee (SADC)

Hunterdon County Park System

Somerset County Park System

Warren County Park System

Municipalities

Alexandria Township, Hunterdon County, New Jersey

Andover Township, Sussex County, New Jersey

Bethlehem Township, Hunterdon County, New Jersey

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QUALIFICATIONS OF TOM RODRIGUEZ (CONT'D.)

Blairstown Township, Sussex County, New Jersey
Borough of Bernardsville, Somerset County, New Jersey
Byram Township, Sussex County, New Jersey
Clinton Township, Hunterdon County, New Jersey
Delaware Township, Hunterdon County, New Jersey
East Amwell Township, Hunterdon County, New Jersey
Fredon Township, Sussex County, New Jersey
Hampton Township, Sussex County, New Jersey
Hillsborough Township, Somerset County, New Jersey
Knowlton Township, Warren County, New Jersey
Lebanon Township, Hunterdon County, New Jersey
Montgomery Township, Somerset County, New Jersey
Pohatcong Township, Hunterdon County, New Jersey
Raritan Township, Hunterdon County, New Jersey
Readington Township, Hunterdon County, New Jersey
Tinicum Township, Bucks County, Pennsylvania
Union Township, Hunterdon County, New Jersey
Vernon Township, Sussex County, New Jersey
Wantage Township, Sussex County, New Jersey
West Orange Township, Essex County, New Jersey
West Amwell Township, Hunterdon County, New Jersey

Non-Profit Corporations

Delaware & Raritan Greenway
Hunterdon Land Trust Alliance
Morris Land Conservancy
The Conservation Fund
New Jersey Conservation Foundation
Trust for Public Lands

Lending Institutions

CIT Small Business Lending Corporation
Commerce Bank
Hopewell Valley Bank
Peapack-Gladstone Bank
Team Capital Bank
Unity Bank

Utility Companies

Williams-Transco, Whitehouse, New Jersey
New Jersey Water Supply Authority

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QUALIFICATIONS OF TOM RODRIGUEZ (CONT'D.)

Miscellaneous Companies

Associates Relocation Management, Washington, DC
Coldwell Banker Relocation Management, Norwalk, Connecticut
Merrill Lynch Relocation Services, Southfield, Michigan
Prudential Relocation Services, Parsippany, New Jersey
Farmers Insurance Company of Flemington
Mikasa Factory Store, Flemington, NJ

Law Offices & Attorneys

Law Offices of Goldfarb, Drinker, Biddle & Bath, Princeton, New Jersey
Law Offices of Drinker Biddle & Reath LLP, Florham Park, NJ
Law Offices of Novak & Novak LLC, Clinton, NJ
Law Offices of Lee B. Roth, Flemington, NJ
Robert Ballard, Esq. Flemington, NJ
Ronald Bice, Esq., Nashville, Tenn.
John Danziger, Esq., Flemington, New Jersey
Thomas F. DiBianca, Esq., Flemington, New Jersey
Robert Hornby, Esq., Flemington, NJ
Steven Moreland, Esq., Lambertville, NJ
Tony Serra, Esq., Princeton, NJ
William Turiello, Esq., Flemington, NJ
Alan D. Williams, Esq., Doylestown, Pennsylvania

ASSISTED IN PREPARATION OF APPRAISALS FOR THE FOLLOWING CLIENTS:

Government Agencies

Commonwealth of Pennsylvania - Dept. of Environmental Resources
Commonwealth of Pennsylvania - Dept. of Transportation
National Park Service

Municipalities

Bridgeton Township, Bucks County, Pennsylvania
Montgomery Township, Montgomery County, Pennsylvania
Montgomery Township, Somerset County, New Jersey
Towamencin Township, Montgomery County, Pennsylvania

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4.4 CONTRACT SCHEDULE

Tom Rodriguez of Tom Rodriguez Associates is a sole proprietor and lone practitioner. The appraisals will be completed 14 days from contract award. Immediately after contract award Tom Rodriguez will contact each property owner to inspect each property and obtain necessary information as per "scope of work". At this time he will gain insight to each property and search for comparable sales. The properties and comparable sales will be inspected by Tom Rodriguez. The comparable sales will be verified. The appraisals will be prepared and written per "scope of work" and delivered.

4.5 POTENTIAL PROBLEMS

In past experience most common problems include the inability to contact property owner or gain access to the subject property and obtain information from property owner in a timely manner regarding condition of the property pre flood and documentation of repairs post flood.

With regard to contacting the property owner and gaining access, the scope of work indicates calling the property owner is acceptable. This will be done immediately upon contract award. If telephone contact is not made immediately the Contract Manager will be contacted via telephone and email for additional phone numbers and further suggestions for contact. During initial contact with the property owner Tom Rodriguez will request the owner supply pre flood information and post flood repair information to be furnished at time of inspection. This request will be followed with an overnight letter of same. If this information is not supplied at time of inspection the appraiser will interview the property owner regarding pre and post condition, review tax assessment information (property record card) and notify the Contract Manager of the situation immediately. The property owner will be requested to supply the information a second time.

4.6 ORGANIZATIONAL SUPPORT AND EXPERIENCE

Tom Rodriguez of Tom Rodriguez Associates is a sole proprietor and lone practitioner. Following are two references:

New Jersey DEP Green Acres Program

Frank Stearle: Review Appraiser

(609) 984-0542

State of New Jersey SADC

Paul Burns: Review Appraiser

(609) 984-2504

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Tom Rodriguez of Tom Rodriguez Associates has been completing real property appraisal reports for various federal, State, County, Municipal and non-profit agencies for over twenty four years. Tom Rodriguez Associates was formed in 1998 and is engaged in the Real Estate appraisal services and Real Estate Consulting Business. The expertise of Tom Rodriguez is broad, having completed a variety of real property appraisal assignments including, but not limited to Blue Acre Appraisals, conservation projects, condemnation projects, expert testimony, commercial, industrial, special purpose properties and subdivision development.

4.6.1 LOCATION

Tom Rodriguez Associates is located at 74 Lambert Road, Stockton, New Jersey 08559. Tom Rodriguez can be contacted at 908-788-5543.

4.6.2 ORGANIZATION CHARTS

- a. Contract-Specific Chart: Tom Rodriguez of Tom Rodriguez Associates is a sole proprietor and lone practitioner. All work is managed and performed by Tom Rodriguez.
- b. Chart for Entire Firm: Tom Rodriguez of Tom Rodriguez Associates is a sole proprietor and lone practitioner. All work is managed and performed by Tom Rodriguez.

4.7 RESUMES

Tom Rodriguez of Tom Rodriguez Associates is a sole proprietor and lone practitioner. Tom Rodriguez of Tom Rodriguez Associates is desirous to complete appraisal services for NJ DEP Green Acres; Blue Acres Program and has been completing real property appraisal reports and real property consultation for over twenty four years.

Tom Rodriguez has completed Blue Acres Appraisals for NJ DEP in 2012. Following are specific details of each project.

Passaic River Acquisitions; Green Acres Reference # A-3125

This project was 13 residential properties flooded during Hurricane Irene. They were completed with effective date 8/30/2011 pre hurricane condition. The contract was awarded with a 30 day delivery which was completed and delivered on time. The entire project was managed and completed by Tom Rodriguez.

Passaic River Acquisitions; Green Acres Reference # A-3125

This project was 1 residential property flooded during Hurricane Irene. They were completed with effective date 8/30/2011 pre hurricane condition. The contract was

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awarded with a 30 day delivery which was completed and delivered on time. The entire project was managed and completed by Tom Rodriguez.

Raritan River Acquisitions; Green Acres Reference # A-3196

This project was 2 residential properties flooded during Hurricane Irene. They were completed with effective date 8/30/2011 pre hurricane condition. The contract was awarded with a 30 day delivery which was completed and delivered on time. The entire project was managed and completed by Tom Rodriguez.

References:

Michael J. Pratico: Review Appraiser
Formally employed NJ DEP
Currently employed Columbia Bank
1901 State Route 208
Fair Lawn, NJ 07410
(800) 522-4167

Frank Stearle: Review Appraiser
New Jersey DEP Green Acres Program
NJDEP Green Acres Program
P.O. Box 420
Trenton, New Jersey 08625-0420
(609) 984-0542

4.8 EXPERIENCE WITH CONTRACT OF SIMILAR SIZE AND SCOPE

Following is a list of projects completed by Tom Rodriguez of Tom Rodriguez to various government agencies.

Passaic River Acquisitions; Green Acres Reference # A-3125

This project was 13 residential properties flooded during Hurricane Irene. They were completed with effective date 8/30/2011 pre hurricane condition. The contract was awarded with a 30 day delivery which was completed and delivered on time. The entire project was managed and completed by Tom Rodriguez.

Michael J. Pratico: Review Appraiser
Formally employed NJ DEP
Currently employed Columbia Bank
1901 State Route 208
Fair Lawn, NJ 07410
(800) 522-4167

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Frank Stearle: Review Appraiser
New Jersey DEP Green Acres Program
NJDEP Green Acres Program
P.O. Box 420
Trenton, New Jersey 08625-0420
(609) 984-0542

Sussex County Farms-County Farmland Preservation Program

The 5 farms are to be appraised to determine the value of agricultural easements for the SCADB. The farms range in size between 32 to 163 acres. The purpose of the appraisal was to determine the farmland preservation easement value of each farm. Contract Date November 10, 2011; delivery required within 40 days delivered on time

Donna M. Traylor, Director
Division of Planning
Office of Conservation and Farmland Preservation
Sussex County Administrative Center
One Spring Street
Newton, NJ 07860
(973) 597-0513

Northeast Supply Link Project-Stanton Loop

These are appraisal reports completed as a subcontractor for Sterling DiSanto & Associates for underground gas pipeline ROW takings. The project assigned to Tom Rodriguez was thirteen properties to be completed in 30 days in June 2012 which was completed and delivered on time.

Mr. Victor DiSanto
Sterling DiSanto & Associates
145 West End Avenue
Somerville, NJ 08876
(908) 526-4244

Mr. Russell Sterling
Sterling DiSanto & Associates
145 West End Avenue
Somerville, NJ 08876
(908) 526-4244

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4.9 FINANCIAL CAPABILITY OF THE BIDDER

Per email dated August 2, 2013 Addendum #1 item #4 Financial Statements are not required to be submitted as part of your proposal. The state will request financial statements if needed.

A handwritten signature in black ink, consisting of a horizontal line followed by a vertical line and a large, sweeping curve to the right.

Thomas Rodriguez, SCGREA #RG01215
TOM RODRIGUEZ ASSOCIATES

Attachment A – Price Schedule

Line #	Description	Total Price
1	Sector 1-A (Sayreville) 9 properties per Attachment 1	\$
2	Sector 2-A (South River) 9 properties per Attachment 2	\$
3	Sector 2-B (South River) 10 properties per Attachment 3	\$
4	Sector 2-C (South River) 10 properties per Attachment 4	\$
5	Sector 2-D (South River) 10 properties per Attachment 5	\$ 7349 ⁰⁰ _{xx}
6	Sector 2-E (South River) 10 properties per Attachment 6	\$ 7349 ⁰⁰ _{xx}
7	Sector 2-F (South River) 8 properties per Attachment 7	\$
8	Sector 2-G (South River) 9 properties per Attachment 8	\$
9	Sector 2-H (South River) 10 properties per Attachment 9	

SOURCE DISCLOSURE CERTIFICATION FORM

Contractor: TOM RODRIGUEZ ASSOCIATES Contract Number: _____

I hereby certify and say:

I have personal knowledge of the facts set forth herein and am authorized to make this Certification on behalf of the Contractor.

The Contractor submits this Certification in response to the referenced contract issued by the Division of Purchase and Property, Department of the Treasury, State of New Jersey (the "Division"), in accordance with the requirements of N.J.S.A. 52:34-13.2.

Instructions:

List every location where services will be performed by the Contractor and all Subcontractors. If any of the services cannot be performed within the United States, the Contractor shall state, with specificity the reasons why the services cannot be so performed. Attach additional pages if necessary.

Contractor and/or Subcontractor	Description of Services	Performance Location[s] by Country	Reasons why services cannot be performed in US
TOM RODRIGUEZ ASSOCIATES	REAL ESTATE APPRAISAL	US	

Any changes to the information set forth in this Certification during the term of any contract awarded under the referenced solicitation or extension thereof will be immediately reported by the Vendor to the Director, Division of Purchase and Property (the "Director").

The Director shall determine whether sufficient justification has been provided by the Contractor to form the basis of his certification that the services cannot be performed in the United States and whether to seek the approval of the Treasurer.

I understand that, after award of a contract to the Contractor, it is determined that the Contractor has shifted services declared above to be provided within the United States to sources outside the United States, prior to a written determination by the Director that extraordinary circumstances require the shift of services or that the failure to shift the services would result in economic hardship to the State of New Jersey, the Contractor shall be deemed in breach of contract, which contract will be subject to termination for cause pursuant to Section 3.5b.4 of the Standard Terms and Conditions.

I further understand that this Certification is submitted on behalf of the Contractor in order to induce the Division to accept a bid proposal, with knowledge that the Division is relying upon the truth of the statements contained herein.

I certify that, to the best of my knowledge and belief, the foregoing statements by me are true. I am aware that if any of the statements are willfully false, I am subject to punishment.

Contractor: TOM RODRIGUEZ ASSOCIATES
[Name of Organization or Entity]

By: [Signature]

Title: PROPRIETOR

Print Name: THOMAS RODRIGUEZ

Date: 8-17-12