

QUALIFICATIONS

J. Philip Cooley, CF

Professional Designations and Licenses

Society of American Foresters Certified Forester # 3321
South Carolina Registered Forester # 1605
North Carolina Registered Forester # 1235
Georgia Registered Forester # 2020
South Carolina Apprentice Appraiser # AA-4674
South Carolina Real Estate Salesman # 42988

Employment History

December 2002 to present - Richard Odom & Associates, Inc. - Associate -
Land and commercial real estate appraisal, land transactions, landowner consulting.

January 2001 to August 2002 - Willamette Industries (acquired by Weyerhaeuser Company) -
District Manager, Chester, S.C. - Land management of 80,000-acre land base, forest
certification, wood procurement for plywood and sawmill complex, analytical projects.

February 1998 to October 2000 - Champion International (acquired by International Paper) -
Forest Operations Manager, Newberry, S.C. - Land management of 230,000-acre land base,
forest certification, planning, market analysis, wood sales, lease development.

May 1997 to February 1998 - Champion International - Technical Services Manager,
Greenville, S.C. - Technical support of 475,000-acre regional land base and 3 chipmills,
geographic information system development, forest inventory, analytical projects.

April 1992 to May 1997 - Champion International - Forest Systems Analyst, Greenville, S.C.
Planning and market analysis for 475,000-acre regional land base, land acquisition, land sales,
1031 exchanges, environmental compliance, sustainable forestry development.

December 1988 to April 1992 - Champion International - Area Forester, Washington, Ga. -
Land management of 95,000-acre land base, capital planning, operating budgets, harvesting,
site preparation, pine silviculture.

March 1983 to December 1988 - Champion International - Area Forester, Rutherfordton, N.C.
Land management of 65,000-acre land base, road planning and construction, harvesting,
hardwood silviculture.

Earlier positions held with Champion International were Forester in Washington, Ga. and
intern in Canton, N.C.

Qualifications – J. Philip Cooley (contd.)

Education

Bachelor of Science, Forest Management - North Carolina State University, Raleigh, N.C.

Continuing education courses:

- Forest Appraisal - Duke University
- Appraisal Consulting - Appraisal Institute
- Economic Rates and Ratios - Appraisal Institute
- Appraisal Standards and Ethics - Real Estate School of South Carolina
- Principles of Real Estate Appraisal - York Technical College
- Appraisal Market Data Analysis - York Technical College
- Developing Conservation Easements - N.C. State University
- Conservation Easements - Foothills Resource Conservation & Development Council
- Financial Strategies with Conservation Easements - Carolina Mountain Land Conservancy
- Land Use Planning - S.C. Forestry Association
- Environmental Law - University of Georgia
- Forestland Resource Information for Managers - University of Georgia
- Professional Ethics in Forestry - University of Georgia
- Forest Health - N.C. State University
- Forest Stewardship Contractor - N.C. Forest Service, N.C. Wildlife Resources Commission
- Timber Operations Professional - S.C. Forestry Association, Clemson University
- Sustainable Forestry Forum - Southern Center for Sustainable Forests
- Leadership Training Program - Keilty, Goldsmith & Company
- Financial Investment - Champion International
- Continuous Improvement - Champion International
- Boundary Line Law - Champion International

Appraisal Experience

Appraisals, Market Studies and/or Feasibility Studies have been conducted on the following property types –

Timberlands

- Pine Plantations
- Hardwood Plantations
- Appalachian Hardwood Forests
- Piedmont Pine-Hardwood Forests

Conservation Easements

Vacant Rural and Urban Lands

Office and Industrial Facilities

Multi-family Residential Buildings

Geographic Areas of Experience

South Carolina, North Carolina, Georgia, Tennessee