

EPSUCHEOLIGE L. HOFFMAN

FORMAL EDUCATION

CORNELL UNIVERSITY, Ithaca, New York

Received a Bachelor of Science degree in Animal Science with a Farm Business Management and Finance minor in 1995. ~ Dean's List

Applicable Course Work: Farm and Rural Residential Appraisal, Uniform Standards of Professional Appraisal Practice, Narrative Report Writing, Fundamentals of Real Property Appraisal and Assessment, Site and Market Analysis, Cost Approach to Value, Income Approach to Value, Farm Finance, Advanced Farm Finance, Farm Business Management, Advanced Farm Business Management, Estate Planning, Conservation Easement Valuations, Uniform Appraisal Standards for Federal Land Acquisitions.

PROFESSIONAL EXPERIENCE

AGRARIAN ASSOCIATES, INC., Lebanon, Pennsylvania

2000 - Present

State Certified General Appraiser Lic. # GA003349

Appraisal experience includes appraising agricultural properties throughout Central Pennsylvania. Researching and gathering courthouse information on subject and comparable properties including checking zoning and deeds, verifying sales prices and conditions of sales. Preparation of appraisal reports by performing market, cost and income approaches to value, calculating soil productivity indexes, sketching deeds, visiting farms and collecting data, writing narratives.

MEADOW GOLD DAIRY, Greeley, Colorado

1997 - 1999

Laboratory Technician

Developed and maintained a product weight control program by utilizing statistical process controls, preventing the overfilling of containers and saving the company \$2,000 weekly. Trained new employees on laboratory processes and procedures. Performed a full range of microbiological, chemical and physical evaluations of products.

HCR REAL ESTATE, Hereford, Texas

1995 - 1996

Appraiser Trainee / Realtor

Assisted in performed real estate appraisals using sales comparison approach. Presented real estate to prospective buyers and procured new listings.

CORNELL UNIVERSITY, Ithaca, New York

1994 - 1995

Dairy Fellow

Involved in a two-year intensive study and application in dairy farm management and finance. Prepared farm consultant reports on topics such as dairy herd management, nutrition, herd health, crop management, and farm expansion and presented them to farm families.

Farm Credit Fellow

Collected and analyzed data on dairy farms within the Farm Credit's loan portfolio. Prepared loan analyses and recommendations and presented them to Farm Credit. Presented consultant reports to dairy farmers.

FARM CREDIT NCJ, Newton, New Jersey

Summer 1994

Loan Officer Intern

Worked with a diverse loan portfolio, including dairy, greenhouse, and vegetable farms. Entered and analyzed credit data and projected cash flows. Wrote narratives, edited loan applications, and updated security agreements. Visited farm businesses and collected credit information.