



Real Estate



Business
Valuation



Financial
Analysis



Litigation
Support



Machinery &
Equipment

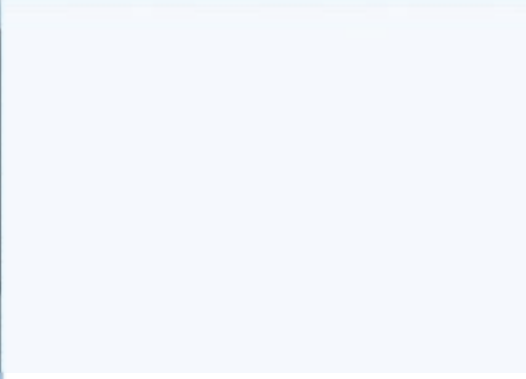
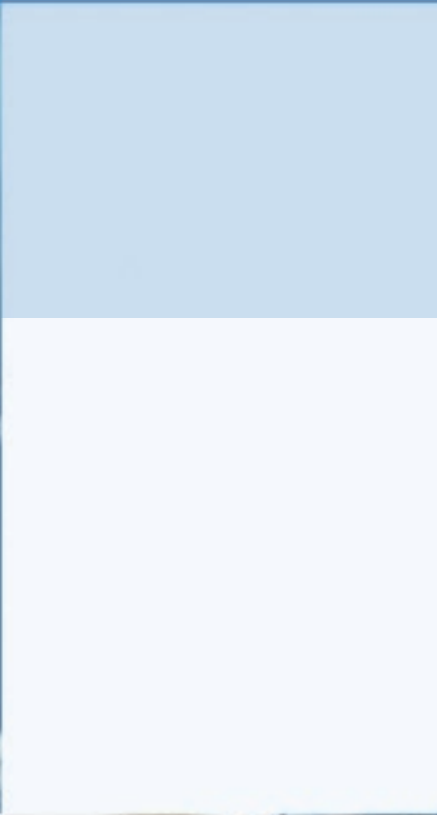


Personal
Property

When Value Matters

Since 1974

Service Areas



BTI Appraisal provides services for:



Appraisal hearings
Arbitration/Mediation
Bankruptcy
Charitable donations
Construction defects
Corporate dissolutions
Diminution in value
Easements and Encroachments
Eminent domain
Exotic automobiles
Feasibility studies
Goodwill impairment
Insurance coverage or claims
Lending decisions
Litigation
Lost profits
Marital dissolutions
Market analysis
Minority & marketability discounts
Municipal bond collateral appraisals
Partnership interests
Property tax appeals
Residential contents and collectibles
Trusts & Estates



Commercial, Residential and Industrial Real Estate

From homes to high rise office buildings – BTI has appraised them. Our extensive record of accomplishment is both dependable and highly respected. BTI can determine value for either “as is” or “as proposed” construction, market analysis and feasibility studies, construction defects, lost profits analysis, property tax reductions and lack of disclosure or misrepresentation. We handle projects of all sizes and in most locations. Our research and technical capabilities are second to none. Our expertise includes all types of office and industrial buildings, mobile home parks, golf courses, cemeteries, hotels and motels, apartment and condominium complexes, affordable housing, agricultural land, stadiums, airport hangars, medical buildings, nursing homes and hospitals, churches, schools, fire stations, government buildings, restaurants, gas stations, wineries, food processing plants, cold storage facilities and much more.



Machinery and Equipment

Our diverse experience in appraising all types of machinery and equipment extends to leasehold improvements, furniture, fixtures and other tangible assets. We have valued a wide range of specialized machinery and equipment including lasers, food processing and packaging assembly lines, cranes, medical equipment and agricultural equipment.

We can value assets as part of a business enterprise, for sale or collateral value, for eminent domain, insurance coverage, donations, property tax reduction and litigation purposes. We also provide inventory and tagging of fixed assets.



Business, Intangibles and Financial Analysis

We are often called upon to appraise business entities for estate planning, sale, purchase, dispute resolution, mergers, bankruptcy, loan support and eminent domain. We routinely perform purchase price allocations, partial interest discounts, S-corp conversions, billboard appraisals, valuations on intellectual property, non-compete agreements, contracts, patents and other intangibles, as well as goodwill impairment and economic damages. Fair market value, liquidation value, lost profits and other damage calculations are regularly addressed.

Sales, profits and expenses often need to be projected, or analyzed, based on external events that trigger losses or gains.

BTI regularly performs this type of work for a wide variety of businesses. We also analyze contract disputes that financially impact the parties. Commercial creditors even use our services to analyze and value accounts receivable and related assets that secure their loans to operating businesses.



Personal Property

BTI also regularly performs personal property valuations that include residential contents, works of art or collections, exotic automobiles, private planes, yachts and inventory for estate taxes, insurance coverage, loans, sales, donations and litigation purposes.



Insurance

From determining proper coverage to settling claims, BTI can immediately assist with all major property claim events including fires, earthquakes, floods, land movements and mudslides, contamination, asbestos and construction defects.

Whether you require reports, a designated appraiser for appraisal hearings or expert testimony, BTI's services include historical dates of value, allocation between land and improvements, diminution in value, fair market rental value, replacement costs, stigma, bad faith claims, relocation costs and values as unaffected and as affected by loss events.



We also calculate damages, including lost income, profits or rent as well as extra expenses connected with business interruption or property claims.

Our team has also been engaged to handle Errors & Omissions coverage issues affecting other appraisal firms.

Clients include:

Aetna Insurance
 Allstate Insurance
 Ameriprise Insurance Co.
 Arroyo Insurance Services
 Brown & Brown
 Capital Insurance Group
 Century Surety Insurance
 Chartis
 Commercial Underwriters Insurance Co.
 Farmers Insurance
 Fireman's Fund Insurance
 Great American Insurance
 Hartford Insurance Co.
 Hawkeye Security Insurance
 Hoffman Brown Co.
 John S. Rickerby Company
 Markel Insurance Company
 McLarens Young
 Mercury Insurance
 New Hampshire Insurance Co.
 Pacific Claims Services
 Pacific Specialty Insurance Co.



Prudential Insurance
 Scottsdale Insurance
 Safeco Insurance
 St. Paul Fire & Marine
 State Farm Insurance
 The Travelers Insurance Companies
 Truck Insurance
 21st Century Insurance
 United Agencies Insurance
 U.S.A.A.
 Zurich Insurance



Law

One of our core strengths is providing expert testimony. We have over 35 years of experience defending values in court, providing quick response, sound conclusions, consultation and review of opposing expert work. Our expertise includes all kinds of real estate, machinery and equipment, personal property, leases, business goodwill and intangibles. Our well-written and extensively documented reports reduce litigation costs and speed dispute resolution. BTI's work has passed the most rigorous scrutiny of the Internal Revenue Service, the SEC, government condemning agencies, and state and federal courts. The collective experience of our nationally regarded professionals can address projects of all sizes, in any location.

Clients include:

Andrews, Lagasse, Branch & Bell
Archer Norris
Arnold & Porter
Berger Kahn
Berman, Berman & Berman
Bistline, Cohoon & Luymes
Botto Law Group
Bremer Whyte Brown & O'Meara
Brown Eassa & McLeod
Buchalter Nemer
Burke, Williams & Sorenson
Callahan, McCune & Willis
Cassidy Turley
Clausen Miller PC
Cleary Gottlieb Steen & Hamilton

Cozen O'Connor
DLA Piper Rudnick Gray Cary
Early, Maslach & Van Dueck
Frandzel Robins Bloom & Csato
Freeman, Freeman & Smiley
Gibbs, Giden, Locher, Turner
& Senet
Gibson, Dunn & Crutcher
Goodson, Wachtel & Petrulis
Gordon & Rees, LLP
Hamlin Cody
Hill Farrer & Burrill
Hunt Ortmann Palffy Nieves Lubka
Jackson Lewis
Koeller, Nebeker, Carlson & Haluck
Landau, Gottfried & Berger
Law Offices of George Burns
Law Offices of Glen Wechsler
Law Offices of Julia Burt
LeClair Ryan
Lewis, Brisbois, Bisgaard & Smith
Loeb & Loeb
Lynberg & Watkins
Mariscal, Weeks, McIntyre &
Friedlander, P.A.
Marrone, Robinson, Fredrick &
Foster
Miller LLP
Morris, Polich & Purdy
Morrison Law Group
Murchison & Cumming
Musick, Peeler & Garrett
Negele & Associates
Nottage & Ward
Ord & Norman
Parker, Milliken, Clark, O'Hara &
Samuelian
Pite Duncan, LLP
Reed Smith
Robie & Matthai
Robinson & Wood, Inc.
Schiller, DuCanto & Fleck
Schulte Roth Zabel
Snell & Wilmer, LLP
Wasser, Cooperman & Carter
Waters, McCluskey & Boehle
Wilson, Elser, Moskwitz,
Edelman & Dicker



Lenders, Corporations & Institutions

Financial institutions, corporations and institutional clients appreciate BTI's comprehensive capabilities and rapid responsiveness. We offer a full range of accurately prepared reports, from self-contained narratives to form appraisals. BTI handles single or volume assignments throughout the Western United States and beyond. Lenders also call us for machinery, inventory and receivables valuations.



Clients include:

Alere	J.P. Morgan Chase Bank
Annenberg Foundation	Kaiser Foundation Health Plan
Bank of China	L.A. County Museum of Art
Bank of Manhattan	Merchants Bank of California
Bessemer Trust	Morgan Stanley
Bright Star Schools	Northern Trust
Buck Foundation	Pacific Charter School Development
California Business Bank	Pacific Clinics
California Ironworker's Union	Popular Community Bank
Caran Precision Engineering Co.	RBC Capital
Celtic Bank	San Pasqual Trust
Charles Drew University	Sears Holdings
Children's Institute	Sprint
Clear Channel Communications	Stone & Youngberg
Exxon Mobil	Tejon Ranch Company
Fairway Outdoor Advertising	U.S. Veterans Initiative
Fieldman, Rolapp & Associates	U.S. Metro Bank
First Commercial Bank	Union Bank
Franklin Templeton	Union Pacific
Glacier Water	University of Southern California
Haliburton Energy Services	Volunteers of America
Honda Trading of America	Williams Service Corp.

“ Thank you for your outstanding efforts. I know how difficult it is to put together quality work product on such short notice. The report is exactly what we were looking for. If we need appraisal services in the future, we will definitely look to BTI. ”

— Satisfied BTI Client



City of Carpinteria
 City of Cerritos
 City of Commerce
 City of Covina
 City of Downey
 City of Duarte
 City of Goodyear
 City of Hawaiian Gardens
 City of Inglewood
 City of La Puente
 City of Las Vegas
 City of Long Beach
 City of Los Angeles
 City of Monrovia
 City of Montebello
 City of Monterey Park
 City of Murietta
 City of Placentia
 City of Redlands
 City of Riverside
 City of San Bernardino
 City of San Diego
 City of Santa Ana
 City of Santa Clarita
 City of Santa Monica
 City of Santa Paula
 City of South Pasadena
 City of Temecula
 City of Thousand Oaks
 City of Torrance
 Community Development
 Commission
 County of Los Angeles
 County of Orange
 County of Riverside
 County of San Bernardino
 County of San Diego
 FDIC
 Government of Armenia
 Government of the Bahamas
 Internal Revenue Service
 L.A. County Office of Education
 L.A. Housing Authority
 Metropolitan Transportation
 Authority
 Port of Portland
 State of California
 State of Washington Military
 Department
 U.S. Department of Army

Government



We work with cities, counties, states, federal and foreign governments on issues of eminent domain, partial or full takes, municipal bond collateral appraisals, sales and purchasing decisions, lease rates for government owned property, FPPC compliance reports, peer reviews and litigation support.

Clients include:

CalTrans
 City of Alhambra
 City of Anaheim
 City of Arcadia
 City of Baldwin Park
 City of Burbank

At BTI, value is more than a price, it is the cornerstone of our company. Every day, in every report we produce, we strive to deliver true value in two significant ways. First, to provide accurate and defensible values for whatever asset we appraise. Second, to provide unparalleled value to our clients. We consistently achieve these goals by taking a unique approach to the tasks we are assigned, because our clients depend on us to deliver analysis and insight “when value matters” most.

Employees

While many competitors rely on independent contractors, BTI maintains an exceptional staff of well-trained and full-time senior level employees who are able to devote the time and energy necessary to ensure their analysis is complete and timely. We are a family-owned business, which helps explain why our employees average over 15 years of service with our firm. We maintain active membership in the leading industry groups including the American Society of Appraisers, Appraisal Institute and the International Right of Way Association.

Response Time

Regardless of the location, scope of work, or quantity of appraisals required, our clients know that we will be there when they need us. The size of our company, coupled with our comprehensive research capabilities and the commitment from our full-time staff, provide our clients with a tangible advantage. We are here to appraise correctly, exceed your expectations for quality and responsiveness, and support you after the report leaves our office.

Reports and Reviews

We take pride in producing well written, easy-to-comprehend reports, and ensuring that the values we determine are accurate and defensible. We continually review our reports to verify they conform to the most current USPAP, statutory and appraisal society standards. Before every report leaves our office, it is personally reviewed by at least two people to ensure its ultimate accuracy.



Since 1974

BTI founder and Chairman, Ben F. Tunnell III, has headed the firm since 1974. He previously spent eight years with First Interstate Bank of California as Vice President at the corporate headquarters in Los Angeles. Mr. Tunnell received a BA degree in Economics from Claremont Men's College and completed post-graduate courses at UCLA and the American Institute of Banking where he also lectured. He served on the Board of Arbitrators for both the American Arbitration Association and the Better Business Bureau. He has also been a Registered Investment Advisor and Broker/Dealer with the Securities and Exchange Commission and a licensed California Real Estate Broker.

Mr. Tunnell is an ASA, the senior designation of the American Society of Appraisers in Business Valuation, and a Certified General Real Estate Appraiser in multiple states. He has qualified and testified in Federal, State and Tax Courts, as well as in arbitration proceedings as an expert witness in appraisals of businesses, real estate, machinery and equipment, and financial analysis.



Megan Tunnell O'Rourke and Ben F. Tunnell III

Megan Tunnell O'Rourke, Vice Chairman, began working at BTI in 2003. She earned a BA in English from the University of Southern California, and graduated magna cum laude from Loyola Law School. Megan previously worked at Gibson, Dunn & Crutcher LLP where she practiced in both the real estate and corporate law departments. Among her duties at BTI, Megan serves as a senior analyst in real estate, economic analysis, machinery and equipment, business and intangible asset matters. She is a member of the International Right of Way Association and the American Society of Appraisers.



Local expertise
National reach

AFFILIATED COMPANIES

BTI BROKERAGE

BTI Brokerage is a Realtor®, capable of handling the sale and purchase of all types of real estate and businesses.

BTI CONSULTING

Offers a wide range of professional services to individual, corporate and government clients.

When **Value**
Matters



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