



Louis E. Zickler Statement of Qualifications

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EMPLOYMENT

Current Positions

Co-owner of Zickler Associates, LLC, a real estate brokerage and development services company specializing in retail properties and residential development land.

Co-owner of Horizon Group, Inc., specializing in commercial real estate appraising and counseling. Projects and assignments have varied widely from housing communities and subdivisions to industrial buildings, business parks, retail and office facilities.

Previous Positions

F.C. Tucker Company, Inc., Commercial Division, Indianapolis, Indiana. First Vice President and Manager, Consulting and Community Development Services, 1995-97. Services included providing real estate and community development advice and consultation to public and private sector clients.

Co-founder and President, Landtree, Inc., REALTORS and developers, Greenwood, Indiana, 1977-81. Responsibilities included overall management of firm's activities in residential brokerage, project development and marketing, as well as commercial/industrial brokerage and leasing.

Director of Marketing for Schenkel and Shultz, Inc. and Construction Control Corp., Fort Wayne and Indianapolis, Indiana, 1975-77. Responsibilities included directing both firms' marketing efforts. Schenkel and Shultz was an architectural and engineering firm and Construction Control Corp. provided construction management services.

Vice President of Business Development for Merrill A. Jones & Associates, Inc., Architects, Engineers and Planners, Greenwood, Indiana, 1972-75. Also served during the same period as President of Designhouse, Inc., interior design consultants, and Vice President of American Properties, Inc., REALTORS. Responsibilities for all three business entities included direction of the marketing efforts as well as project management and client liaison. The clientele was primarily developer related and projects consisted of subdivisions, apartments, small shopping centers, suburban office buildings, nursing homes and other private health care facilities.

Assistant Sales Manager for Hamilton Displays, Inc., Indianapolis, Indiana, and Louisville Area Sales Manager for Hamilton Airport Advertising, Inc., Indianapolis, Indiana and Louisville, Kentucky, 1969-1972. Sales and servicing of accounts and clients for Hamilton Displays as well as operating the Louisville Airport Office for Hamilton Airport Advertising, Inc.

EDUCATION

Indiana University, Bloomington, Indiana
Bachelor of Science Degree, I.U. School of Business
Academic concentration in management & administration and economics

PROFESSIONAL COURSES COMPLETED

Course 430, USPAP Part C, The Appraisal Institute, September 2001

Course 400, USPAP Update, September 2003, June 2005

Standards of Professional Practice: Part A, The Appraisal Institute, January 1991 and May 1997

Course 101, An Introduction to Appraising Real Property, The Appraisal Institute, March 1991

Standards of Professional Practice: Part B, The Appraisal Institute, June 1991 and May 1997

Capitalization Theory and Techniques, Part A, The Appraisal Institute, February 1992

Capitalization Theory and Techniques, Part B, The Appraisal Institute, March 1992

Case Studies in Real Estate Valuation, The Appraisal Institute, September 1992

Report Writing and Valuation Analysis, The Appraisal Institute, November 1992

OTHER EDUCATIONAL PROGRAMS

"Rates, Ratios and Reasonableness" - Appraisal Institute, November 1993

"Appraisal Regulations of the Federal Banking Agencies" - Appraisal Institute, October 1993

"Non-residential Demonstration Report Writing Seminar" - Appraisal Institute, February 1993

"Subdivision Analysis" - Appraisal Institute, May 1992

"How to Put Together a Group Investment in Real Estate" - Real Estate Securities and Syndication Institute, 1989

"Marketing Investment Property - A View Toward the 90s" - Realtors National Marketing Institute, C/I Council, 1989



REAL ESTATE COUNSELORS, APPRAISERS AND BROKERS
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"Real Estate Consulting; Get Paid for What You Know" - American Society of Real Estate Counselors, 1989

"REO Business/Marketing Plans" - Realtors National Marketing Institute, C/I Council, 1989

"Site Selection" - Realtors National Marketing Institute, C/I Council, 1989

"Yield Measurement Techniques for Real Estate Investments" - Realtors National Marketing Institute, C/I Council, 1989

PROFESSIONAL LICENSES

Real Estate Broker, Indiana License Number PB51236262

BUSINESS AND PROFESSIONAL AFFILIATIONS AND DESIGNATIONS

Counselors of Real Estate (formerly American Society of Real Estate Counselors), CRE (Counselor of Real Estate) Professional Designation awarded in 1991.

Appraisal Institute, Associate Member since 1991.

REALTOR member, Metropolitan Indianapolis Board of Realtors (MIBOR); President 1988; Director 1985-87; Chairman, Southside Division, 1982; Chairman, Commercial/Industrial Marketing Division, 1987. Recipient of the William A. Krout Service Award (Realtor of the Year), Commercial/Industrial Marketing Division, December 1993. Named MIBOR REALTOR OF THE YEAR for 1993. Economic Development Chair, 1999-2001.

Indiana Association of Realtors, President, 2005, President-elect, 2004, Treasurer, 2003, Directors Council (executive committee), 1999-2006; Board of Directors since 1988; Government Affairs Committee Chair, 1990; Strategic Planning Chair, 1991; Risk Reduction Chair, 1996; Technology Committee Chair, 1997; Recipient of the Dick Snyder award in 1988; Member of the Property Tax Task Force; Land Use & Economic Development Chair, 1999-2001, and 2004. Named INDIANA REALTOR OF THE YEAR for 2002.

Indiana Commercial Board of Realtors, Charter Member, 1994. Member initial Nominating Committee, 1993; Vice Chair, Economic Development Committee, 1994, Board of Directors 1999-2001. Named INDIANA COMMERCIAL REALTOR OF THE YEAR for 2001.

Builders Association of Greater Indianapolis, member of the Board of Directors, 1978-1987, two-term Secretary. Ex-officio

officer in 1993. Recipient of the "Associate of the Year" award in 1980.

Indiana Builders Association, State Director 1987-1997. Named Life Director in 2003. Association to Build a Better Indiana (Housing industry P.A.C.), Secretary-Treasurer 1986-97.

National Association of Home Builders, National Board of Directors, 1989-93.

Co-founder and two-term national president (1974-76), Society for Marketing Professional Services. Named "Distinguished Life Member" in 1988. Awarded the Fellow of SMPS (FSMPS) designation in 1993. Member of the SMPS Certification Commission, 1998-2000.

OTHER BUSINESS ACTIVITIES

Featured Speaker on Land Development, Consulting Engineers of Indiana, 1987 State Convention

Editor & Publisher, SMPS News, The Society for Marketing Professional Services, 1976-77

Co-Producer, SMPS and PSBMA program at the ACEC Convention, May 1977, St. Louis, Missouri, entitled "A Business Plan".

Co-Chairman, National Marketing Conference for Architects, May 22, 1974, Washington, D.C. Sponsored by AIA and the SMPS.

Guest lecturer, Courses in Sales Management and Salesmanship - Butler University, Indianapolis, Indiana, Fall Semester 1971.

Chairman, AIA/SMPS National Conference on Marketing Professional Services, AIA National Convention, May 19, 1975, Atlanta, Georgia.

Co-Chairman, SMPS Mid-Central Marketing and Communications Workshops, October 17, 1975, Chicago, Illinois.

Guest lecturer, Professional practice Course, Department of Architecture, University of Notre Dame, South Bend, Indiana, Spring Semester 1976.

Faculty Member, University of Wisconsin Marketing Roundtable, June 1976 at Madison, Wisconsin.

Co-chair, Local Government Committee, Indianapolis Chamber of Commerce, 1989.

Director, Indiana Small Business Council, Indiana Chamber of Commerce, 1989.



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Co-founder and former secretary, Construction Manager's Association of Indiana.

Member of the Steering Committee, Governor's Conference on Small Business, 1984 and 1989.

Delegate to the White House Conference on Small Business, 1995 and 1986. Vice Chair of the Indiana Delegation, 1995

TEACHING AND INSTRUCTION

Author and instructor for a 3-segment course on Economic Development for Indiana real estate licensees. The 6-hour course qualifies for real estate licensee CE credits, and covers (1) economic development organization, (2) tools & incentives, and (3) measuring economic development success.

CIVIC AND COMMUNITY ACTIVITIES

Steering Committee Chair, Central Indiana Strategy Project, a regional strategic planning project linking Central Indiana's economic development future with strategies for improving and sustaining its quality of life.

President, Central Indiana Regional Community League (CIRCL), 1998-2001.

Board of Directors and Executive Committee, Indy Partnership, 2001-2004. Board member of predecessor organization, Indianapolis Economic Development Corporation since 1998

Member of the Executive Committee, Metropolitan Association of Greater Indianapolis Communities (MAGIC), 1994-1999.

Member of the Indiana Geographic Information Council, a 25-member strategic policy advisory council on geographic information systems (GIS) technology issues to the State of Indiana, 1999-2001

Member of the Board of Trustees, Leadership Johnson County, 1996-2001.

Member of the Board of Trustees, Leadership Johnson County Alumni Association, 1996-98.

Member, Indiana General Assembly Interim Study Subcommittee on Property Tax Assessment Policy, 1992

Member, Indiana General Assembly Property Tax Replacement Study Commission, 2004

President, Greater Greenwood Chamber of Commerce, 1993-95

Chairman, Johnson County Economic Development Commission, 1984-85.

Chairman, Johnson County Progress Forum, a strategic planning advisory group to the county commissioners, 1987-1992.

Member of the Board of Directors, Indianapolis Commission for Downtown (now known as Indianapolis Downtown, Inc.), 1987-88.

Member of the Board of Directors, Center Grove Scholarship Foundation, 1991-1992.

Member of the Board of Directors, Johnson County Development Corporation, 1993-94, and 2004-present

COMPUTER PROFICIENCIES

Microsoft Office Suite of products including Word, Excel, Power Point and Access

Various applications relating to data and financial analysis, mapping and GIS



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REPRESENTATIVE CLIENTS OF LOUIS E. ZICKLER

Baker & Daniels
Bank One, Indiana, NA
Bargersville Community Fire Service District
Barnes & Thornburg
Beechtree House Day Care Center, Inc.
Biltmore Homes
Bose McKinney & Evans
Branigin Foundation
Catholic Archdiocese of Indianapolis
Center Grove Community Schools
Childrens Museum of Indianapolis
Citizen's Bank of Central Indiana
City of Franklin
City of Greenwood
CoreSource, Inc.
Crossmann Communities, Inc.
Deloitte & Touche
Denison Properties, Inc.
Epic Properties, Inc.
Equicor Development, Inc.
Fifth Third Bank, Indianapolis
Franklin Community Schools
Franklin-Johnson County Library
Greenwood Community School Corporation
Hansen and Horn Contractors, Inc.
Harman-Motive, Inc.
Ice Miller
Indiana Department of Administration
Indianapolis Urban Enterprise Association
Irwin Union Bank
Joachim Machinery Co., Inc.
Johnson Memorial Hospital
Johnson Superior Courts 1 and 2
Johnson County Circuit Court
LaSalle Bank
Lowe Gray Steele & Darko
Mapleton Fall Creek CDC
Metropolitan School District of Warren Township
Metropolitan School District of Wayne Township
Metropolitan School District of Perry Township
Montgomery Savings Association
National City Bank
Old National Bank
Presbytery of Whitewater Valley, Inc.
Regions Bank
Salin Bank and Trust Company
St. Francis Hospital
Somerset Heights Center for Child Development, Inc.
Town of Bargersville
Union Planters Bank
Van Valer Law Firm



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