

**BRIAN J. SOUSA**  
**Edwards, Lien & Toso, Inc.**  
**Agricultural Appraisers & Consultants**

8408 N. Lander Avenue  
Hilmar, California 95324

Phone: (209) 634-9484 • Fax: (209) 634-0765 • e-mail: brian@edwardsandlien.com

**EDUCATION:**

UNIVERSITY OF CALIFORNIA, DAVIS  
Bachelor of Science Degree in Managerial Economics  
with an option in Agriculture Economics, December 2003

MODESTO JUNIOR COLLEGE, MODESTO  
August 1999 to May 2001

**PROFESSIONAL APPRAISAL WORK EXPERIENCE:**

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|-----------------|---|
| 1/09 to Present | EDWARDS, LIEN & TOSO, INC., Agricultural Appraisers & Consultants – Independent Appraiser, HILMAR, CA |
| 9/05 to 12/08   | EDWARDS & LIEN, INC., Agricultural Appraisers & Consultants – Independent Appraiser HILMAR, CA        |
| 10/04 to 9/05   | EDWARDS & LIEN, INC., Agricultural Appraisers & Consultants – Appraiser/Researcher HILMAR, CA         |
| 1/04 to 10/04   | EDWARDS & LIEN, INC., Agricultural Appraisers & Consultants – Researcher HILMAR, CA                   |
| 6/03 to 9/03    | EDWARDS & LIEN, INC., Agricultural Appraisers & Consultants – Intern HILMAR, CA                       |

**LICENSURES, ADDITIONAL EDUCATION AND TRAINING:**

- State of California OREA Certified General Real Estate Appraiser #AG035491 (expiration 10/28/10)

UC Davis & Modesto Junior College Courses:

Farm and Rural Resource Appraisal	Real Estate Economics
Quantitative Methods in Agricultural Economics	Applied Statistics for Business & Economics
Agribusiness Marketing Plan Development	Financial & Managerial Accounting
Agricultural Markets	Futures & Options
International Commodity & Resource Markets	Business Law
Agricultural and food Policy	Corporate Finance
Agriculture Economics Computer Applications	Dairy Cattle Selection & Evaluation

American Society of Farm Managers and Rural Appraisers Courses, Appraisal Institute & Other:

Seminar: Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book)	
Seminar: The Appraisal of Permanent Plantings in Changing Markets	
A-20 – Principles of Rural Appraisal	15-Hour National USPAP Course
A-25 – Eminent Domain	Seminar: Conservation Easements
A-29 – Highest and Best Use	Seminar: Growing Crops with Dairy Manure Nutrients
A-12 Part I – ASFMRA Code of Ethics	Seminar: Yellow Book
AI-310 – Basic Income Capitalization	

Additional ASFMRA courses scheduled and regular attendance of the California chapter annual meetings.

**PROFESSIONAL MEMBERSHIPS AND AFFILIATIONS:**

- Associate Member of the American Society of Farm Managers and Rural Appraisers. Chapter Committees include Spring Outlook Forum, Region 3 Land Value/Lease Trends (since 2004)

**REFERENCES ARE AVAILABLE UPON REQUEST**