

Jeffrey Dunkle, ASA
DIRECTOR, PROFESSIONAL SERVICES
jeffrey.dunkle@suncorpvaluations.com

PROFESSIONAL PROFILE

Jeffrey Dunkle joined Suncorp Valuations in December 2024, as a Director based in Pennsylvania.

Jeff has over 20 years of industrial appraisal experience, including in healthcare, mining and mineral processing, wood products and manufacturing sectors. He has an MBA, Industrial Engineering degree, and an ASA designation.

QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS**American Society of Appraiser**

- Accredited Senior Appraiser

Pennsylvania State University

- MBA

Pennsylvania State University

- BS, Industrial Engineering

Lock Haven University

- BA, Natural Science/Physics

EMPLOYMENT HISTORY**Director, Professional Services**

Suncorp Valuations, Pennsylvania (2024 – Present)

Vice President – Fixed Asset Management and Insurance Services – Healthcare

Kroll / Duff & Phelps (2015 – 2024)

Director – Fixed Asset Management and Insurance Services – Healthcare

American Appraisal (2005 – 2015)

Lead equipment and furniture valuation efforts for Healthcare appraisals, from small physician practices to 50+ hospital systems. Direct teams nationwide for large projects to assess fixed asset records and visit client sites; manage/review work of teams. Develop and submit results to clients and follow up to clarify valuations.

- **Business Development:** Develop rapport with clients and establish appraisal needs. Recognized by past clients for thoroughness of work and selected to take over for competitor's appraisals that failed auditor scrutiny.
- **Insurance Valuation:** Valuation for insurance purposes to the level of detail and format required for client. Industries include mining and mineral processing, healthcare, wood products and other manufacturing
- **Auditor Reviews:** Develop valuations correlating with auditor-acceptable methodologies and defend to auditors. Completed valuations of billions of dollars of furniture and equipment nationwide with record of zero major restatements.
- **Staff Training & Development:** Take charge to create, track, and update staff training. Deliver on the job, one-on-one training remotely and at client sites. Mentor/coach junior appraisers.
- **Customized & Technical Solutions:** Highlight/evaluate special circumstances and reject accepted methodology to determine more appropriate valuations. Utilize photos, videos, and facetime to conduct virtual inspections of the assets, reducing travel, time for valuation, increasing flexibility in scheduling and training remote staff. Successfully defend unconventional valuation methodologies to outside auditors.
- **Cross Category Appraisal Collaboration:** Collaborate with business valuation and real estate appraisers to develop accurate valuation for large deals.
- **Client Profiles:** Valued hundreds of physician practices, clinics, surgery centers and other healthcare entities to meet regulatory and accounting compliance, including Stark & IRS Regulations for valuation of physician practices.
- **Updated Autocodes:** Updated appraisal codes with current, documented prices to assist in accurate and timely inventory and valuation of assets for 75 to 100 staff members nationwide – lowering time in the field and increasing accuracy and consistency of values.
- **Challenging Valuations & Models:** Repeatedly developed new and creative valuation methodologies.
- **Fair Rental Rates:** Developed fair rental rates for medical equipment to assist clients in leasing to or from doctors. This has been adopted widely and has become a common valuation product.
- **Long-term Lease Rates:** Generated fair rental rates for hospitals not yet built. Developed rental rates for existing assets to be moved and assets to be purchased. Estimated equipment that was going to be phased out in the future.

- **Medical Records Valuation:** Valued medical records of physician practices for purchase by hospitals. This included physical components and costs to create.
- **Assets Revaluation, SEC Fraud Case:** To assist large health provider client in SEC fraud case, conducted retrospective appraisal to revalue furniture and equipment assets acquired in prior acquisitions. Instrumental in assisting client in restating balance sheets and moving past fraud.

Vice President, Public Services Group, Property Appraisal Service Group

American Appraisal (2003 – 2005)

- Took over 10-member team, rebuilt morale, collaborated with Sales, developed business, and trained team members in appraisal skills and client interaction.

CAREER ACCOMPLISHMENTS

- **Joint Venture Appraisal, \$3.6B Acquisition:** Led efforts to value \$500M in furniture and equipment while joint venturing with another firm to develop values for a \$3.6B acquisition. Appraisal passed auditor scrutiny.
- **60-Hospital Acquisition:** Managed 10-member team to support (including staff from another firm) to value 60+ hospitals over 4- to 5-month time frame. Valuation passed auditor review.
- **20-Hospital Acquisition:** Managed 5-person project to value 20 hospitals and associated equipment and furniture. Successfully defended valuations to auditors – no changes made to valuations.
- **International Countrywide Valuation:** Reviewed valuation of healthcare entity in Middle East that included healthcare furniture and equipment at hospitals, satellite clinics, and remote oil field locations.