

**RAYMOND A. KINNEY**  
**QUALIFICATIONS, RELATED EXPERIENCE AND EDUCATION**

*453 Northpark Drive, Ridgeland, MS 39157 \* ray@barberandmann.com 601/957/3443*

**PROFESSIONAL EXPERIENCE:**

Spring 2009 – Present

**Certified General Appraiser with Barber & Mann, Inc., Ridgeland, MS**

Provide valuation consulting and author qualified narrative appraisals for conservation easements, charitable donations and specialized properties including federal land acquisitions and mitigation banks. Coordination of tasks and professional services required for qualified conservation easement donations. Perform market studies and analysis of rural land markets for various government agencies, private entities and non-profit groups throughout the Southeast.

Spring 2009 – Spring 2013

**Associate Broker with Gerald R. Barber Real Estate, Ridgeland, MS**

Provide consulting and assistance to private land owners interested in selling or purchasing rural recreational and farm properties throughout Mississippi.

Spring 2013 – Present

**Co-Broker and Owner of Barber & Kinney, LLC, Ridgeland, MS**

Provide consulting, management, and assistance to property buyers and sellers, with a focus on purchasing trophy recreational, agricultural, and conservation properties throughout the Southeast United States. Coordination and management of conservation practices and program enrollment assistance.

**SPECIAL REAL ESTATE AND CONSULTING ASSIGNMENTS:**

Over Fifty (50) IRS 1.170 Code Qualified Appraisals for Conservation Easement Donation  
Coordinate All Aspects of Conservation Easement Donation for an Array of Private Landowners  
Appraisal of Various Mitigation Banking Projects in LA, AR, and TX  
Expert Witness and Litigation Support - Conservation Easement and Mitigation Bank Valuation  
Ducks Unlimited – Numerous UASFLA Appraisals for NAWCA Grant Justification  
USDA – NRCS – Tennessee & Mississippi Area Wide Market Analyses  
The Nature Conservancy – Carbon Sequestration/CRP Market Study

**EXPERT WITNESS AND LITIGATION SUPPORT EXPERIENCE**

Franks Management Co. – Mitigation Bank Valuation

Legacy Homes, LLC – General Conservation Easement Expertise

Internal Revenue Service Office of Chief Counsel (multiple) – Conservation Easement Valuation

**LICENSES CURRENTLY HELD:**

Mississippi State Certified General Real Estate Appraiser, GA-1063

Arkansas State Certified General Appraiser, CG3499

Louisiana Certified General Appraiser, G 3005

Tennessee Certified General Appraiser, 57559

Mississippi Licensed Real Estate Broker, B-19303

Arkansas Licensed Real Estate Broker, AB00076372

Louisiana Licensed Real Estate Broker, BROK.0995687883-ACT

Alabama Licensed Real Estate Broker, 112288-0

**EDUCATION:**

Bachelor of Science in Commerce and Business Administration, University of Alabama

Graduated in August 2006 Majoring in Real Estate Finance

Courses in Real Estate Appraisal and Brokerage (+740 hours to date)