

**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.

**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) (**SEE ATTACHED**)

**LICENSES AND REGISTRATIONS:**

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

## **EXPERT WITNESS AND LITIGATION SUPPORT EXPERIENCE**

Franks Management Co. – Mitigation Bank Valuation  
Legacy Homes, LLC – General Conservation Easement Expertise  
Internal Revenue Service (confidential) – Conservation Easement Valuation

## **CONSULTING, CONSERVATION EASEMENT, and COMPLEX APPRAISAL ASSIGNMENTS PERFORMED:**

Marshland Holdings, LLC – New Orleans, LA  
TNC – McWilliams Tract – Sun, LA  
Cotton Gin Farms - Monroe County, MS  
Mallard's End – Leflore County, MS  
Exxon Mobil – Maryland Tank Farm, Baton Rouge, LA  
Pecan Grove Lakeshores/Haynes Properties Corp. – Wilkinson County, MS  
Southern Trace Plantation – Avoyelles and St. Landry Parishes, LA  
Bow and Arrow Farms – Avoyelles Parish, LA  
Brent Towing Co. – Washington County, MS  
Retzer – Sunflower County, MS  
MBA Arkansas, LLC – St. Francis County, AR  
Caminada Cove, LLC – Grand Isle, LA  
Bailey Brake – Tallahatchie County, MS  
Kaye Farms/Twin Bayous – St. Francis County, AR  
Highlands Plantation - Tallahatchie County, MS  
Bobo Brake, LLC - Coahoma County, MS  
Yandell/Rowan Tract – Quitman County, MS  
Pintail Alley – Cameron Parish, LA  
Bayou Haha – Catahoula Parish, LA  
Duty Ferry Farms – Catahoula Parish, LA  
RTK Farms – Morehouse Parish, LA  
Teal Partnerships – Catahoula Parish, LA  
Monterey Delta Development Property, LLC – Concordia Parish, LA  
Black Bayou – St. Francis County, AR  
Blacanocca Farms – St. Francis County, AR  
Moore-Odom Wildlife Foundation – Cameron Parish, LA  
Three Rivers – Covington, LA  
Little Pecan Island – Cameron Parish, LA  
Mallard Pointe – Monroe County, AR  
Free State Plantation – Tallahatchie County, MS  
Maryland Plantation – Holmes County, MS  
Chenoa Farms – Holmes County, MS  
Cypress Creek Preserve – Yazoo County, MS  
Bonanza Place – Holmes County, MS

Horseshoe Land Lake Hunting Club - Madison/Attala Counties, MS  
The Cave – Hancock County, MS  
The Trap Club – Hancock County, MS  
Home Place and Holcomb Place – Panola County, MS  
Warwick Tract – Tallahatchie County, MS  
Parkin Farms – Cross County, AR  
Turrell Farms – Crittenden County, AR  
Donahue Tract – St. Francis County, AR  
Heth II – St. Francis County, AR  
Mitigation Strategies – Lafayette County, AR  
Cherokee Beach – Tangipahoa Parish, LA  
Franks Mgmt Co., Mitigation Bank – Caddo Parish, LA  
Diamond Lake and Land Company – Madison Parish, LA/Warren County, MS  
Baldwin Lodge and Marsh – Hancock County, MS  
S.R. Land, LLC - Drew County, AR  
Rivers Run – Humphreys/Leflore County, MS  
Boone-Dewberry Tract – Concordia, LA  
East Bay Farms – Gulf Coastal Plain Wetlands Mitigation Bank – Galveston, TX  
Coca Cola Woods – Woodruff County, AR  
North Glory – Desha County, AR  
Mossy Hill Mitigation Bank – St. Tammany Parish, LA  
Maknockanut Lake – Catahoula Parish, LA  
Cat Island – Harrison County, MS  
Cottonmouth Lodge – Mitigation Feasibility Analysis – Muhlenberg County, KY  
Simon Family Farms – Chicot County, AR  
The Mississippi River Lodge – Claiborne County, MS  
Shiloh Landing – Issaquena County, MS  
N. Memphis/Loosahatchie – Shelby County, TN  
Cat Island – MS River – Crittenden County, AR  
Holly Bend – Yazoo County, MS  
Elbow Slough – Cross County, AR  
Sandy Bayou – Tallahatchie County, MS  
King Creek – Yazoo County, MS  
Raspett-Garrison Property – Lafayette County, MS  
Robe Bayou – Monroe County, AR  
Seven Devils – Drew County, AR \*  
Moon Lake Farms – Bossier and Caddo Parishes, LA  
Plantation Farms – Lincoln and Drew County, AR \*  
Bridgestone Americas – Chestnut Mountain – White County, TN

*\* In progress*

**OTHER SPECIAL APPRAISAL AND CONSULTING ASSIGNMENTS:**

The Nature Conservancy – Carbon Sequestration/CRP Market Study

USDA – National Resources Conservation Service (MS) – WRP Market Study, 2009  
 USDA – National Resources Conservation Service (MS) – GRP Market Study, 2009  
 Ducks Unlimited – NAWCA (Yellow Book) – Theodore Roosevelt NWR Complex I  
 Ducks Unlimited – NAWCA (Yellow Book) – Ark-La-Miss Wetlands Conservation I  
 Ducks Unlimited – NAWCA (Yellow Book) – Ark-La-Miss Wetlands Conservation II  
 Ducks Unlimited – NAWCA (Yellow Book) – Louisiana Coastal Wetlands V  
 Ducks Unlimited – NAWCA (Yellow Book) – Atchafalaya Wetlands Enhancement  
 Ducks Unlimited – NAWCA (Yellow Book) – Louisiana Delta Wetlands Conservation I  
 Ducks Unlimited – NAWCA (Yellow Book) – Louisiana Delta Wetlands Conservation II  
 USDA – National Resource Conservation Service – Forested Farmland Market Study, 2010  
 USDA – National Resources Conservation Service – WRP Market Study, 2011  
 USDA – National Resources Conservation Service – GRP Market Study, 2011  
 The Nature Conservancy – Little Pecan Island Servitude Termination, 2012  
 Ducks Unlimited – NAWCA (Yellow Book) – Grand Cote NWR Wetland Enhancement, LA  
 USDA – National Resources Conservation Service (MS) – WRP Market Study, 2012  
 USDA – National Resources Conservation Service (MS) – GRP Market Update, 2012  
 USDA – National Resources Conservation Service (MS) – WRP Market Study, 2013  
 USDA – National Resources Conservation Service (MS) – GRP Market Study, 2013  
 USDA – National Resources Conservation Service (MS) – ACEP – WRE Market Study, 2014  
 The Nature Conservancy – Valuation of Carbon Rights in the LMAV  
 USDA – National Resources Conservation Service (MS) – ACEP – WRE Market Study, 2015  
 USDA – National Resources Conservation Service (TN) – ACEP – WRE Market Study, 2016  
 USDA – National Resources Conservation Service (MS) – ACEP – WRE Market Study, 2016  
 USDA – National Resources Conservation Service (TN) – ACEP – WRE Market Update, 2017  
 USDA – National Resources Conservation Service (MS) – ACEP – WRE Market Update, 2017  
 USDA – National Resources Conservation Service (TN) – ACEP – WRE Market Study, 2018 \*

*\* In progress*

**LIST OF APPRAISAL EDUCATION COURSES:**

UA – Basic Appraisal Principles	Spring 2006	30 hours
UA – Basic Appraisal Procedures	Spring 2006	30 hours
AI – National USPAP Equivalent Course	4/16/09	15 hours
AI – Residential Sales Comparison and Income Approaches	10/22/09	30 hours

AI – Residential Market Analysis and H&BU	10/30/09	15 hours
AI – Residential Report Writing and Case Studies	11/17/09	15 hours
AI – Residential Site Valuation and Cost Approach	5/04/10	15 hours
AI – Appraising Forest Land and Timber	2/16/10	7 hours
LTA – Appraising Conservation Easements Webinar	8/25/10	2 hours
AI – General Appraiser Income Approach (1)	2/17/11	30 hours
AI – National USPAP Equivalent Course Update	12/22/11	7 hours
AI – General Appraiser Market Analysis and Highest And Best Use	3/09/12	30 hours
AI – General Appraiser Sales Comparison Approach	4/06/12	30 hours
AI - General Appraiser Site Valuation and Cost Approach	5/04/12	30 hours
IAAO - General Appraiser Income Approach (2)	5/11/12	30 hours
AI – IRS Valuation Webinar	6/16/12	2 hours
AI – Real Estate Finance, Statistics, & Valuation Modeling	7/30/12	15 hours
AI – General Appraiser Report Writing and Case Studies	9/21/12	30 hours
WM – Conservation Easement Workshop	3/13/13	7 hours
ASFMRA – Timber Property Valuation	4/2/13	7 hours
ASFMRA – Appraising Rural Residential Properties	4/3/13	7 hours
MSCAPP – National USPAP Equivalent Course Update	6/19/13	7 hours
AI – Valuation of Conservation Easements	10/18/13	33 hours
AI – Uniform Appraisal Standards for Federal Land Acquisition	9/04/14	16 hours
Mc – National USPAP Equivalent Course Update	12/15/14	7 hours
Mc – Expert Witness Testimony: To Do or Not to Do	11/17/15	4 hours
Mc – 2016-2017 USPAP Update Course	5/24/16	7 hours
Mc – The Dirty Dozen	5/25/16	3 hours
Mc – 2018-2019 USPAP Update Course	05/31/18	7 hours

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TOTAL HOURS

468 HOURS

**LIST OF REAL ESTATE/BROKER EDUCATION COURSES:**

UA – Real Estate Appraisal	Fall 2005	45 hours
UA – Principles of Real Estate	Spring 2006	45 hours
UA – Intro to Real Estate Property Management	Spring 2006	45 hours
UA – Real and Personal Property Law	Spring 2006	45 hours
MRI – Broker Post Licensing	2/25/10	30 hours
AI – Appraising MS Forest Land and Timber	6/01/12	7 hours
ASFMRA – Timber Property Valuation	4/02/13	7 hours
ASFMRA – Appraising Rural Residential Properties	4/03/13	8 hours
BB – Law of Agency	4/21/14	4 hours
BB – Mississippi License Law	4/22/14	2 hours
BB – Law of Contracts	4/22/14	2 hours
Mc – Mississippi License Law	11/10/15	2 hours
Mc – A New Look at Contract Law	11/18/15	3 hours

Mc – Mississippi Agency Law	12/07/15	4 hours
Mc – Arkansas 2015 Required Topic	12/23/15	3 hours
Mc – Property Measurement and Pricing	12/29/15	4 hours
Mc – Mississippi Agency Law	11/14/16	4 hours
Mc – Mississippi License Law	11/14/16	2 hours
Mc – A New Look at Contract Law	11/14/16	3 hours
Mc – Real Estate Investing: Beyond the Basics	11/15/16	4 hours
Mc – How to Work with Real Estate Investors	11/16/16	3 hours

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TOTAL HOURS		272 HOURS
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Education Providers are as follows:

LTA –Land Trust Alliance

UA – University of Alabama

AI – Appraisal Institute

IAAO – International Association of Assessing Officers

WM – Wildlife Mississippi

ASFMRA – American Society of Farm Managers and Rural Appraisers

MRI – Mississippi Realtor Institute

MSCAPP – Mississippi Coalition of Appraisers

BB – Bob Brooks School of Real Estate

Mc - McKissock