

**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 landowners 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 (+/-827 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

Missouri Licensed Real Estate Broker, 2020005535

Georgia Certified General Appraiser, 416886

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

State of Louisiana DOTD v. Frank Farms, LLC, et al  
Legacy Homes, LLC v. Wilson, Price, Barranco, Blankenship, Billingsley, P.C.; et al  
Oakbrook Land Holdings, LLC v. Commissioner of Internal Revenue  
Hailey Property Holdings, LLC v. Commissioner of Internal Revenue  
Little Creek Property Holdings, LLC v. Commissioner of Internal Revenue  
Plateau Holdings, LLC v. Commissioner of Internal Revenue  
TOT Property Holdings, LLC v. Commissioner of Internal Revenue  
Mill Road 36 Henry, LLC v. Commissioner of Internal Revenue  
Internal Revenue Service (multiple active & 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  
Random Shot Hunting Preserve – Humphreys 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  
Alligator Bayou – Avoyelles Parish, LA  
Naples Plantation – Avoyelles Parish, LA  
Mitigation Strategies – Lafayette County, AR  
Cherokee Beach – Tangipahoa Parish, LA  
Central Arkansas Water – Pulaski County, AR  
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  
Price – Arkansas County, AR  
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  
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  
The Preserve – Lafayette County, MS  
Robe Bayou – Monroe County, MS  
Moon Lake – Bossier Parish, LA  
Seven Devils – Drew County, AR  
Plantation Farm – Lincoln, Drew, Desha Counties, AR

Bridgestone/Chestnut Mountain – White County, TN  
Bear Bayou – Jefferson County, AR  
Swallow Tail Mitigation – Kansas & Missouri

**OTHER SPECIAL APPRAISAL AND CONSULTING ASSIGNMENTS:**

The Nature Conservancy – Carbon Sequestration/CRP Market Study  
Cottonmouth Lodge – Mitigation Feasibility Analysis – Muhlenberg County, KY  
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 Mkt Study, 2014  
The Nature Conservancy – Valuation of Carbon Rights in the LMAV  
USDA – National Resources Conservation Service (MS)-ACEP -WRE Mkt Study, 2015  
USDA – National Resources Conservation Service (TN)-ACEP -WRE Mkt Study, 2016  
USDA – National Resources Conservation Service (MS)-ACEP -WRE Mkt Study, 2016  
USDA – National Resources Conservation Service (TN)-ACEP -WRE Mkt Update, 2017  
USDA – National Resources Conservation Service (MS)-ACEP -WRE Mkt Update, 2017  
USDA – National Resources Conservation Service (TN)-ACEP -WRE Mkt Study, 2018

**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  |

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|---|----------|------------------|
| 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 – Understanding Residential Construction                     | 1/16/17  | 7 hours          |
| Mc – 2018-2019 USPAP Update Course                              | 6/06/18  | 7 hours          |
| Mc – Appraisal of REO and Foreclosure Properties                | 6/21/18  | 7 hours          |
| Mc – Complex Properties: The Odd Side of Appraisal              | 2/5/19   | 7 hours          |
| Mc – The Basics of Expert Witness for Comm. Appraisers          | 2/15/19  | 7 hours          |
| Mc – 2020-2021 7 Hour National USPAP Update                     | 6/09/20  | 7 hours          |
| Mc – Appraisal of Land Subject to Ground Leases                 | 6/12/20  | 7 hours          |
| Mc – Land and Site Valuation                                    | 1/29/21  | 7 hours          |
| <b>TOTAL HOURS</b>  |          | <b>517 HOURS</b> |

#### **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  |

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| 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          |
| Mc – Limiting Risk to Preserve Personal Safety for Agents and Clients | 8/28/17  | 1 hour           |
| Mc – How to Work with Real Estate Investors Part II                   | 9/19/17  | 3 hours          |
| Mc – Using Retirement Assets to Purchase Real Estate                  | 12/15/17 | 3 hours          |
| Mc – Real Estate Trust Accounts                                       | 2/11/19  | 2 hours          |
| Mc – Mississippi Agency Law   | 2/12/19  | 4 hours          |
| Mc – Mississippi License Law  | 2/12/19  | 2 hours          |
| Mc – A New Look at Contract Law                                       | 2/12/19  | 3 hours          |
| Mc – Limiting Risk to Preserve Personal Safety for Agents and Clients | 2/20/19  | 1 hour           |
| Mc – Real Estate Taxes  | 5/28/20  | 3 hours          |
| Mc – Real Estate Investing: Beyond the Basics                         | 8/26/20  | 4 hours          |
| Mc – Wildfire Risk in Real Estate                                     | 8/26/20  | 3 hours          |
| Mc – Limiting Risk to Preserve Personal Safety for Agents and Clients | 9/29/20  | 1 hour           |
| Mc – Fair Housing and Cultural Diversity                              | 1/27/21  | 4 hours          |
| Mc – Limiting Risk to Preserve Personal Safety                        | 11/15/21 | 1 hour           |
| Mc – Commercial Real Estate 101                                       | 11/16/21 | 3 hours          |
| <b>TOTAL HOURS</b>  |          | <b>310 HOURS</b> |

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