

QUALIFICATIONS

Andy Hinds, MAI, CCIM, ISHC, SGA
Hotel and Club Associates
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Mr. Hinds is the current president of the Society of Golf Appraisers. He has specialized in hospitality and multi-family valuation for seven years with John McCracken & Associates before starting Hotel & Club Associates, Inc. in 1991. Since 1991, he has appraised exclusively hospitality and club properties. Hotel and Club, a national company, offers market studies, feasibility studies, appraisals, investment analysis and counseling for existing and proposed hotels, golf and country clubs, resorts, and mixed-use real estate developments.

EDUCATION:

Boston University

Bachelor of Arts in Mathematics (1968)

Cornell University-School of Hotel Administration

Graduate of the Professional Development Program with Concentration in Real Estate Development and Hotel Investment (1995)

The National Institute of Golf Management

Graduate of the Golf Management Program sponsored by the National Golf Foundation (1999)

Appraisal Institute (MAI)

- Course 1A-1, Real Estate Appraisal Principles
- Course 1A-2, Basic Valuation Procedures
- Course 8-2, Residential Valuation
- Course 1B-A, Capitalization Theory and Techniques, Part A
- Course 1B-B, Capitalization Theory and Techniques, Part B
- Course 2-1, Case Studies in Real Estate Valuation
- Course 2-2, Valuation Analysis & Report Writing
- Course 2-3, Standards of Professional Practice
- Course 10, Market Analysis

SEMINARS/CONFERENCES:

Hotel Valuation

- Hotel/Motel Valuation & Investment (1991)
- Hotel/Motel Valuation (1992)
- Hotel/Motel Appraisal Seminar (1995)

Environmental Issues

- Environmental Concerns/Hazardous Materials (1991)
- Introduction to Environmental Issues for RE Appraisers (2002)
- Conservation Easements and Other Land Preservation Techniques (2003)
- Appraising Conservation Easements & Case Studies (2005)

Legal Issues

- Real Estate Law of Appraisals (1992)
- Appraisal Regulations of the Federal Banking Agency (1992)
- The Appraiser's Legal Liabilities (1992)
- Litigation Skills for the Appraiser: An Overview (1997)
- USPAP Errors Appraisers Make (2000)

QUALIFICATIONS (Continued)

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Land Valuation

- Highest & Best Use (1988)
- Subdivision Analysis (1995)
- Vacant Land Appraisal (2001)
- Land Value Adjustment Procedures (2004)

General Valuation

- Industrial Valuation (1988)
- Rates, Ratios & Reasonableness (1988)
- Money Market & Its Impact on Real Estate (1989)
- Pro-Ject Basic Training (1990)
- RTC Appraisal Standards (1990)
- Pro-Ject Advanced Training (1991)
- Commercial Construction (1991)
- Americans with Disabilities Act Seminar (1993)
- Discounted Cash Flow Analysis (1994)
- Appraisal of Nonconforming Uses (2000)
- Information Technology & the Appraiser (2001)
- Regression Analysis for the Appraiser (2001)
- State of the Valuation Profession (2001)
- Appraisal Consulting (2003)
- Scope of Work: Expanding Your Services (2003)
- Supporting Capitalization Techniques (2004)
- New Technologies for the RE Appraiser: Cool Tools (2004)
- Separating Real & Personal Property from Intangible Business Assets (2004)
- Condemnation Appraising: Advanced Techniques (2004)
- Rates & Ratios – Making Sense of GIMs, OARs (2005)
- How to Increase Profits Using Your Appraisal Skill (2005)
- Appraisal Review – General (2006)
- Subdivision Valuation (2006)

Commercial Investment Real Estate Institute (CCIM):

- Course CI-100 - Introduction to Commercial Brokerage (1989)
- Course CI-101 - Fundamentals of RE Investment & Tax (1977)
- Course CI-102 - Fundamentals of Creating a RE Investment (1982)
- Course CI-103 - Advanced RE Taxation & Marketing Tools for Investment Real Estate (1982)
- Course CI-104 - The Impact of Human Behavior of Commercial Investment Decision-Making (1984)
- Course CI-105 - Case Studies in Commercial-Investment Real Estate Brokerage (1985)
- Designated CCIM (Certified Commercial-Investment Member) (1990)
- Course CI-301 - Decision Analysis for Commercial RE (1993)
- Course CI-410 - The Business of Corporate Real Estate (1994)
- Course CI-412 - The Impact of Money & Capital Markets on Real Estate Financing (1993)

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Other:

- Century 21 Investment Qualification Course (1981)
- Century 21 Real Estate Securities Training - Series 22 (1982)
- Leasing Commercial Real Estate (1987)
- National Institute of Golf Management (1997)

MEMBERSHIPS & LICENSES:

- MAI, Member, Appraisal Institute
- Member of North Carolina Chapter Appraisal Institute
- Certified General Real Estate Appraiser in the States of NY, VA, NC, TN, SC and GA.
- CCIM, Certified Commercial-Investment Member
- ISHC, International Society of Hospitality Consultants, Member
- Founding & Charter Member of the Society of Golf Appraisers (SGA)
- Member of The Cornell Society of Hotelmen

PROFESSIONAL ACTIVITIES:

Appraisal Institute

- Regional Ethics & Counseling Panel
- Admissions Committee
- Commercial - Investment Real Estate Council
- Education Committee

Society of Golf Appraisers

- President (2008 to Present)
- Vice President (2005 to 2007)
- Treasurer (2003 to 2005)
- Database Coordinator (1998 to Present)
- Admission Committee (1992 to Present)
- Publications Committee (1994 to 1998)
- Education Committee (2000 to Present)

Lecturer for:

- Appraisal Institute
- National Institute of Golf Management
- International Association of Assessing Officers
- The Society of Golf Appraisers
- The Carolinas Golf Investment Seminar
- National Golf Course Owners Association
- The Hotel Investment Conference - Atlanta