

QUALIFICATIONS

H. Branden Gordon
Hotel & Club Associates
500 East Main Street, Suite 601
Norfolk, Virginia 23510

Tel: (757) 623-1400 **Fax:** (757) 623-8811 bgordon@hotelandclub.com

EDUCATION:

Old Dominion University

Bachelor of Science Business Administration, Finance – *Cum Laude*

Related Coursework

Principles of Real Estate
Real Estate Appraisal
Real Estate Finance
Real Estate Investment Analysis
Urban Economics

Academic Achievements

Beta Gamma Sigma (Honor Society of Collegiate Schools of Business)
Golden Key National Honor Society
Phi Theta Kappa (International Honor Society)
Dean's List

Appraisal Institute

- Course 410, Standards of Professional Practice, Part A
- Course 420, Standards of Professional Practice, Part B
- Course 510, Advanced Income Capitalization
- Course 520, Highest & Best Use and Market Analysis
- Course 530, Advanced Sales Comparison and Cost Approaches
- Course 550, Advanced Applications

MAJOR PROJECTS:

Hotel & Club Associates of Virginia

- Perform complex valuations and evaluations for proposed and existing hotel properties throughout the continental United States
- Perform market demand and feasibility studies for hotel developments throughout the continental United States
- Perform valuations and evaluations of income producing property. Appraisal and evaluation assignments have included restaurants, retail, industrial buildings and vacant land.

Harbor Group International

- Due Diligence – Compile market information, audit financial model, review leases, reconcile historical income and expenses and review tax assessments.
- Investor and Lender Packages – Prepare narrative investment memorandums including financial pro forma supporting schedules.
- Review Offering Memorandums – Perform analysis and cash flow projections, determine required rates of return and fair price purchase.

MEMBERSHIPS & LICENSES:

- Member of the Appraisal Institute
- Licensed Certified General Real Estate Appraiser in the State of Virginia

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SEMINARS/CONFERENCES:

- Hotel Investment Conference-Atlanta 2003-2008
- Jeffer, Mangels, Butler & Marmaro's Meet the Money Hotel Conference 2002
- Hampton Roads Real Estate Review and Forecast 2000, 2003-2007

PROFESSIONAL HISTORY:

2005 - Present

Junior Partner
Hotel & Club Associates of Virginia
Norfolk, Virginia

2002 - 2005

Associate Appraiser
Hotel & Club Associates of Virginia
Norfolk, Virginia

2001-2002

Financial Analyst - Acquisitions
Harbor Group International, LLC
Norfolk, Virginia