

QUALIFICATIONS

Michael P. Cummings, MAI
Hotel and Club Associates
500 East Main Street, Suite 601
Norfolk, Virginia 23510

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

Michael Cummings, MAI joined the company in 1999 and is currently a principal and managing director of the Norfolk office for Hotel and Club Associates. This 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:

Old Dominion University

Bachelor of Science Business Administration Finance

Cornell University-School of Hotel Administration

Advanced Hotel Investments

Appraisal Institute

- Exam 1A-1, Real Estate Appraisal Principles
- Exam 1B-A, Capitalization Theory and Techniques
- Course 120, Appraisal Procedures
- Course 310, Basic Income Capitalization
- Course 400, National USPAP Update Course
- Course 410, Standards of Professional Practice, Part A
- Course 420, Standards of Professional Practice, Part B
- Course 430, Standards of Professional Practice, Part C
- Course 510, Advanced Income Capitalization
- Course 540, Report Writing and Valuation Analysis
- Course 550, Advanced Applications

SEMINARS/CONFERENCES:

- Appraising Troubled Properties
- The Internet and Appraising
- Small Hotel/Motel Valuation
- Real Estate Disclosure
- The Appraiser as an Expert Witness
- Comprehensive Appraisal Workshop
- U.S. Franchise Systems Real Estate Conference
- UCLA Hotel Investment Conference
- Americas Lodging Investment Summit
- Hotel Investment Conference-Atlanta 2
- Asian American Hotel Owners Assn. Annual Convention
- Hampton Roads Real Estate Review and Forecast
- Jeffer, Mangels, Butler & Marmaro's Meet the Money Hotel Conference
- The Lodging Conference-Phoenix, AZ
- Forecasting Revenue Seminar

MEMBERSHIPS/LICENSES:

- MAI, Member Appraisal Institute (Certificate #11794)
- Member of Hampton Roads Chapter Appraisal Institute
- Licensed Certified General Real Estate Appraiser in the States of AL, AR, CA, CT, GA, IA, IL, MD, MI, MS, MO, NC, NY, OH, SC, TN, VA and DC.
- Licensed Real Estate Salesperson, Virginia

PROFESSIONAL ACTIVITIES:

Appraisal Institute

- Associate Member Guidance Subcommittee-National 2002, 2003
- Board of Directors-Hampton Roads Chapter
- Vice President – Hampton Roads Chapter 2008
- Leadership Development and Advisory Council 2003, 2005, 2006
- Discussion Leader – LDAC 2007
- Admissions and Designation Qualifications Committee – Committee Member 2008