

PROFESSIONAL QUALIFICATIONS

Glenn K. Kunihsa, MAI

STATE LICENSING

State Certified General Appraiser,
State of Hawaii, License No. CGA 39, July 17, 1991
Expiration: December 31, 2013



PROFESSIONAL AFFILIATIONS

Member, Appraisal Institute, MAI Designation, Hawaii Chapter No. 67
Member, National Association of Realtors, Maui Board of Realtors

PROFESSIONAL INVOLVEMENT

Past President – Hawaii Chapter of the Appraisal Institute – 2009
Past Chair – Hawaii Chapter of The Counselors of Real Estate - 2011

COMMUNITY AFFILIATIONS

St. Anthony Parish School Board
Board Member 1995 to 2008
Board President 1997 and 1998
Alii Community Care, Inc. – A non-profit health care corporation
Board Member 2004 to 2006

EMPLOYMENT

President, ACM Consultants, Inc.
May, 1997 to present

Previously associated with the following:

ACM, Real Estate Appraisers, Inc. - 1986 to 1997
A&B Commercial Company; a division of Alexander & Baldwin, Inc. - 1979 to 1985
Bank of Hawaii - 1976 to 1979

GENERAL EDUCATION

University of Hawaii at Manoa
Master of Business Administration (MBA) - Executive MBA Program V, 1988
Bachelor of Business Administration (BBA), 1976
Iolani School, 1971

LEGAL & CONSULTING

Qualified as an expert witness in the Second Circuit Court of the State of Hawaii
Qualified as an expert in testimony to the State Land Use Commission
Experienced in real estate arbitration assignments in the State of Hawaii

APPRAISAL EDUCATION

Appraisal Institute

Course	<i>Fundamentals of Separating Real Property, Personal Property and Intangible Business Assets</i> Honolulu, Hawaii – July 2012
Course	<i>Online 7-Hour National USPAP Equivalent Course</i> Chicago, Illinois – December 2011
Seminar	<i>Appraisal Curriculum Overview (2-day general)</i> Honolulu, Hawaii – July 2010

Professional Qualifications

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Seminar	<i>Online Valuation of Green Residential Properties</i> Chicago, Illinois – July 2010
Seminar	<i>Hotel Valuation</i> Honolulu, Hawaii – February 2010
Seminar	<i>Online Small Hotel/Motel Valuation</i> Chicago, Illinois – November 2009
Seminar	<i>Business Practices and Ethics</i> Honolulu, Hawaii – September 2009
Seminar	<i>Hawaii Lands, Historical Review</i> Lihue, Hawaii – August 2009
Seminar	<i>Appraisal Challenges: Declining Markets and Sales Concessions</i> Cambria, California – October 2008
Course	<i>7-Hour National USPAP Update Course</i> Honolulu, Hawaii – September 2008
Course	<i>Online 7-Hour National USPAP Equivalent Course</i> Chicago, Illinois – October 2007
Course	<i>Valuation of Conservation Easements</i> Denver, Colorado – October 2007
Seminar	<i>Uniform Standards for Federal Land Acquisitions (“Yellow Book”)</i> <i>Practical Applications for Fee Appraisers</i> Honolulu, Hawaii – December 2006
Seminar	<i>California Conservation Easements</i> Sacramento, California – November 2005
Course 400	<i>7-Hour National USPAP Update Course</i> Honolulu, Hawaii – October 2005
Seminar	<i>Case Studies in Limited Partnership and Partial Interest Valuation</i> Honolulu, Hawaii – May 2005
Seminar	<i>Appraisal Consulting: A Solutions Approach for Professionals</i> Honolulu, Hawaii – February 2005
Seminar	<i>Real Estate Finance, Value and Investment Performance</i> Honolulu, Hawaii – February 2005
Seminar	<i>Fannie Mae Residential Presentation</i> Honolulu, Hawaii - July 2004
Seminar	<i>Subdivision Analysis</i> Chicago, Illinois - August 2003
Seminar	<i>Supporting Capitalization Rates</i> Chicago, Illinois - August 2003
Seminar	<i>The Technology Assisted Appraiser</i> Chicago, Illinois - August 2003
Seminar	<i>Scope of Work: Expanding Your Range of Services</i> Chicago, Illinois - August 2003
Course 400	<i>National Uniform Standards of Professional Practice</i> Honolulu, Hawaii - May 2003
Course 420	<i>Business Practices and Ethics</i> Honolulu, Hawaii - May 2003
Seminar	<i>The Private Conservation Market</i> Honolulu, Hawaii - July 2002
Seminar	<i>Finance Reporting Valuations Parts I and II</i> Honolulu, Hawaii - July 2002
Seminar	<i>Future of Appraisal Profession from a Global Perspective</i> Honolulu, Hawaii - July 2002

Seminar	<i>Appraisal Office Management</i> Honolulu, Hawaii - July 2002
Course 540	<i>Report Writing</i> Denver, Colorado - December 2000
Seminar	<i>Partial Interests: Theory and Case Law</i> Las Vegas, Nevada - July 2000
Seminar	<i>Easement Valuation</i> Las Vegas, Nevada - July 2000
Seminar	<i>Bridging the Gap: Marketability Discounts for Real Estate Interests</i> Las Vegas, Nevada - July 2000
Course 430	<i>Standards of Professional Practice, Part C</i> Honolulu, Hawaii - September 1999
Seminar	<i>Litigation Skills for the Appraiser: An Overview</i> Honolulu, Hawaii - May 1998
Seminar	<i>Special Purpose Properties</i> Honolulu, Hawaii - September 1997
Seminar	<i>Highest and Best Use Applications</i> Honolulu, Hawaii - September 1997
Seminar	<i>Detrimental Conditions</i> Honolulu, Hawaii - July 1997
Seminar	<i>The Appraiser As Expert Witness</i> Honolulu, Hawaii - August, 1995
Seminar	<i>How to Appraise FHA-Insured Property</i> Los Angeles, California - January, 1995
Seminar	<i>Understanding Limited Appraisals and Reporting Options</i> Honolulu, Hawaii - August, 1994
Seminar	<i>Valuation of Leasehold Interests</i> Honolulu, Hawaii - May, 1993
Seminar	<i>Valuation of Leased Fee Interests</i> Honolulu, Hawaii - May, 1993
Seminar	<i>Valuation Considerations: Appraising Non-Profits</i> Boston, Massachusetts - July, 1992
Seminar	<i>Americans With Disabilities Act</i> Boston, Massachusetts - July, 1992
Seminar	<i>Valuation in Today's Capital and Financing Markets</i> Honolulu, Hawaii - June 1992
Seminar	<i>Arbitration Principles, Procedures and Pitfalls</i> Honolulu, Hawaii - June, 1992
Seminar	<i>Institutional Real Estate in the 1990's</i> Honolulu, Hawaii - June, 1992
Seminar	<i>FIRREA and its Impact on Appraisers</i> Honolulu, Hawaii - June, 1992
Course 410/420	<i>Standards of Professional Practice, Parts A & B</i> Honolulu, Hawaii - April, 1991

The American Society of Farm Managers and Rural Appraisers, Inc.

Seminar	<i>Agricultural Lease Valuation</i> Honolulu, Hawaii – March 2006
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Maui Coastal Land Trust

Seminar	<i>Understanding the New Tax Incentives: Conservation Easements & Other Charitable Contributions</i> Wailuku, Hawaii – June 2007
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Society of Real Estate Appraisers

- Course 101 *Introduction to Appraising Real Property*
Dallas, Texas – 1987
- Course 102 *Applied Residential Property Valuation*
Honolulu, Hawaii - July 1990
- Course 201 *Principles of Income Property Appraising*
Chicago, Illinois, 1987
- Course 202 *Applied Income Property Valuation*
San Diego, California - 1988
- Seminar *Professional Practice and the Society of Real Estate Appraisers*
Honolulu, Hawaii - 1988
- Seminar *Appraisal Standards Seminar - Federal Home Loan
Bank Board Guidelines, Regulations and Policies*
Honolulu, Hawaii - April, 1988
- Seminar *Appraisal Standards Seminar - Federal Home Loan
Bank Board Guidelines, Regulations and Policies*
Honolulu, Hawaii - April, 1988

American Institute of Real Estate Appraisers

- Seminar *Rates, Ratios and Reasonableness*
Honolulu, Hawaii - 1989
- Seminar *Discounted Cash Flow Analysis*
Honolulu, Hawaii - 1989
- Seminar *Highest and Best Use*
Honolulu, Hawaii - 1989
- Seminar *Capitalization Overview - Part A*
Honolulu, Hawaii - 1990
- Seminar *Capitalization Overview - Part B*
Honolulu, Hawaii – 1990
- Seminar *Accrued Depreciation*
Honolulu, Hawaii - 1990

International Right of Way Association

- Course 410 *Reviewing Appraisals in Eminent Domain*
San Diego, California – February 2011
- Course 101 *Appraisal*
Las Vegas, Nevada - October 1998
- Course 101 *Negotiation*
Las Vegas, Nevada - October 1998

National Business Institute, Inc.

- Seminar *Commercial Real Estate Leasing In Hawaii*
Honolulu, Hawaii - 1989

American Arbitration Association

- Seminar *Real Estate Dispute Resolution - Mediation and Arbitration*
Kahului, Maui, Hawaii - October, 1990