

# SHAUN A. HENRY, MAI

## PROFESSIONAL QUALIFICATIONS

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**LICENSE:** Certified General Appraiser, Commonwealth of PA (GA-003703)  
Real Estate Salesperson, Commonwealth of PA (RS-295989)

**SERVICE:** **Central Pennsylvania Chapter – Appraisal Institute**  
*Board of Directors (Current)*

**EDUCATION:**

**Delaware Valley College of Science and Agriculture**

*Bachelor of Science, Agronomy and Environmental Science/Turfgrass  
Management – 1997 – Magna Cum Laude*

**Golf Course Superintendents Association of America**

*Golf Course Development Specialization - 2007*

**Appraisal Institute**

- *MAI Designation - 2013*
- *Litigation Professional Development Program*
- *Valuation of the Components of a Business Enterprise Professional Development Program*

**Appraisal Courses:**

- Narrative Report Writing
- National Uniform Standards of Professional Appraisal Practice & Current Update
- Business Practices & Ethics
- Basic Appraisal Principles
- Real Estate Finance
- Basic Appraisal Procedure
- Basic Income Capitalization
- Real Estate Investment
- General Applications
- Appraiser as Expert Witness
- Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets
- Appraising Sub-Surface Mineral Rights
- Advanced Sales Comparison & Cost Approaches
- General Market Analysis and Highest & Best Use
- Report Writing & Valuation Analysis
- Advanced Applications
- Litigation Appraising – Specialized Topics
- Land & Site Valuation
- Recent Developments in PA Assessment Law
- Small Hotel/Motel Valuation
- Appraising Convenience Stores
- Condemnation Appraising: Principles & Applications
- Advanced Income Capitalization
- PA State Law for Appraisers

**Real Estate Courses:**

- Real Estate Fundamentals
- Real Estate Practice
- Business Law
- Real Estate Law
- Property Management



## SHAUN A. HENRY, MAI ~ PROFESSIONAL QUALIFICATIONS (CONTINUED)

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### AUTHOR:

- **Golf Course News**, September 2005, Co-Author - *"Nature of the Business: Weather Can Affect Maintenance, Budgeting and Property Value"*
- CMAA – **Understanding Club Finances**, 2009, *"Planning for and Calculating Golf Course Maintenance Expenses"*

### SPEAKER:

- Golf Inc Conference, Scottsdale Arizona - September 2008, Panelist – *"Golf Course Financials: An In-Depth Analysis"*
- Golf Property Valuation, September 2010 – SCCAAP (South Central Chapter of the Assessors Association of Pennsylvania)
- Golf Course Superintendents Association of America, Annual Seminar: 2010 - present, *"Maintenance Budgets and Standards – Tools for Effectively Communicating and Balancing Costs and Expectations"*
- Canadian Golf Course Superintendents Association, National Conference Seminar: Toronto - January 2013, Vancouver - February 2014, *"Maintenance Budgets and Standards – Tools for Effectively Communicating and Balancing Costs and Expectations"*
- Golf Course Superintendents Association of America – Chapter Seminars: Montana, Virginia, Atlanta, Missouri *"Maintenance Budgets and Standards – Tools for Effectively Communicating and Balancing Costs and Expectations"*

### EXPERIENCE BY PROPERTY TYPE:

- Golf Courses
- Country Clubs
- Resorts
- Trucking Terminals
- Commercial Warehouses
- Industrial Facilities
- Office Facilities
- Development Land
- Residential Subdivisions
- Truck Stop/Travel Plaza
- Restaurants
- Shopping Centers/Big Box Retail
- Hospitality/Hotel/Motel
- Self-Storage Facilities
- Industrial Development Land
- Churches/Religious Facilities
- Spa/Fitness Centers
- Multi-Family Residential Properties
- Service Stations/Convenience Stores
- Retail/Office Pad Sites
- Schools
- Mobile Home Parks



## SHAUN A. HENRY, MAI ~ PROFESSIONAL QUALIFICATIONS (CONTINUED)

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### EXPERIENCE:

Shaun has completed more than 100 golf property specific appraisal and consulting assignments in 19 States, as well as Canada, and the Caribbean. He has extensive experience with a variety of income producing and special use properties.

His experience includes assisting clients with commercial property disposition and acquisition, market analysis, marketability analysis, estate planning, feasibility analysis, operations consulting, highest and best use analysis, exchanges, and obtaining financing. He has provided litigation support for bankruptcy and foreclosure, eminent domain, tax assessment appeals, and partnership disputes.

In addition to being an MAI, certified appraiser and licensed real estate agent, Henry is a graduate of Delaware Valley College with a Bachelor's Degree in Agronomy and Environmental Science, and a 20-year member of The Golf Course Superintendents Association of America with a Golf Course Development Specialization. As an instructor and author on various golf course operational and financial topics, he is a faculty member of the Golf Course Superintendent's Association of America (GCSAA) and has been published by the Club Manager's Association of America (CMAA), among others.

Shaun has over 20 years of golf course industry experience with stints at several upscale clubs including Wilmington Country Club, Huntingdon Valley Country Club, and Congressional Country Club where he served as Assistant Golf Course Superintendent. His professional highlights include being part of the team that hosted the 1997 US Open and overseeing and managing construction and grow-in of a new upscale, member owned golf club designed by Hurdzan-Fry Golf Course Design.

During his tenure at Wyoming Valley Country Club, Henry upgraded agronomic programs, equipment, staff, and maintenance facilities, while completing many renovation projects including, bunker reconstruction, conversion to bentgrass fairways, pond reconstruction and a tree management program.

While serving as the Construction and Grow-in Superintendent at Wren Dale Golf Club near Hershey, PA, Henry was the owner's representative for all aspects of construction and grow-in of the Championship, Hurdzan-Fry designed golf course. His responsibilities at Wren Dale included coordinating the efforts of owners, architects, engineers, contractors, inspectors and staff. Henry also instituted an extensive quality control program, assembled a professional golf course maintenance team, introduced maintenance standard guidelines, and developed a detailed grow-in budget and equipment acquisition plan.

Henry brought his golf course management experience to the field of golf course appraisal and consulting in 2005. He later co-founded Advantage Golf Advisors to serve the golf course industry's appraisal and consulting needs, and joined forces with KW Commercial to provide recreational real estate brokerage services.

