

DOMINIC MURRAY

Director
Smiths Gore
British Virgin Islands



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T. 284.494.2446
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EDUCATION

- Graduated with Honours from the University of West England, Bristol

PROFESSIONAL AFFILIATIONS

- Member of the Royal Institution of Chartered Surveyors (MRICS)

PROFESSIONAL EXPERIENCE

Dominic joined Smiths Gore in 2009 to expand the firm's operations throughout the Caribbean region utilizing his knowledge of the international capital and hotel markets gained from over 19 years experience.

Throughout his career he has acted on a broad spectrum of hospitality transactions as well as providing development and valuation advice to an array of clients throughout Europe, the Middle East and the Caribbean. Dominic's expert knowledge of the hotel real estate market and its major players brings an added dimension to the Smiths Gore team.

ACHIEVEMENTS

From 2001 to 2009, Dominic served as a Director based in the London offices of CB Richard Ellis Hotels, where he headed the EMEA Hotel Capital Markets team. During that time he was responsible for hotel transactions totalling nearly \$5 billion. Notable deals included the acquisition of Travelodge UK on behalf of Permira Advisors for \$1.1 billion; the subsequent sale and lease back of 140 Travelodge hotels to Prestbury for \$650 million; the sale of 16 Hilton hotels for \$700 million to Israeli investor Igal Ahouvi and the sale of the Alliance Hospitality Group comprising 46 hotels across Belgium, France and Italy on behalf of Goldman Sachs' Whitehall Fund to Blackstone for \$875 million.

Most recently, Dominic acted for the Receiver of the Temenos Resort & golf course in Anguilla in the sale of the property to Lee Rizzuto, owner of the Conair products company, for \$15 million in August 2011.

Dominic graduated from the University of West of England in 1993 after gaining an Honours degree in Valuation and Estate Management and became a member of the Royal Institution of Chartered Surveyors in 1996.

SIGNIFICANT CURRENT ASSIGNMENTS

Anguilla	Acting for the private owners of a luxury resort and development opportunity priced in the range of \$40 million.
Barbados	Coordinating the sale of two prime resort properties on the south coast of Barbados. Combined pricing around \$30 million.
Jamaica	Working jointly with CBRE on behalf of SuperClubs in the sale of four resort hotels totalling nearly 1,000 rooms.
Turks & Caicos	Instructed by the Receiver of Oceanpoint Developments in the sale of 21 acres of prime waterfront development land known as Third Turtle Inn on Providenciales.

ANTHONY CAMPBELL

Director
Smiths Gore
British Virgin Islands



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EDUCATION

- Degree of Bachelor of Land Economy,
University of Aberdeen

PROFESSIONAL AFFILIATIONS

- Fellow of the Royal Institution of Chartered Surveyors (FRICS)

PROFESSIONAL EXPERIENCE

Anthony started his career and trained with the law firm Brodies of Edinburgh in the United Kingdom, undertaking valuation, sales and management instructions throughout Scotland.

He joined Smiths Gore in the British Virgin Islands in 1986 and from 1990 until 2002 was posted to the Denver office of Smiths Gore where he was responsible for undertaking valuations of commercial real estate in the western United States.

Anthony returned to the British Virgin Islands in 2003 to provide valuation, financial analysis and consulting services for a wide range of commercial real estate located in the British Virgin Islands and throughout the Eastern Caribbean, including development land, resort, marina, hotel, office, and retail. He has undertaken valuation assignments in Anguilla, Antigua, Barbados, Belize, Cayman Islands, Dominica, St Kitts, St Lucia, St Maarten, Turks and Caicos Islands.

In the British Virgin Islands Anthony provides leasing and management services for office and retail real estate.

Anthony graduated with a degree in Land Economy from Aberdeen University in 1981 and qualified as a Chartered Surveyor in 1983.

EDWARD CHILDS

Director
Smiths Gore
British Virgin Islands



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EDUCATION

- Graduated with Honors from Newcastle University
- Dip.LE from Aberdeen University

PROFESSIONAL AFFILIATIONS

- Member of the Royal Institution of Chartered Surveyors (MRICS)

PROFESSIONAL EXPERIENCE

Edward joined Smiths Gore in 1990 having trained with Savills in London in commercial property surveying. Edward established the commercial department at Smiths Gore and was instrumental in expanding the firm's presence in the Caribbean region.

In commercial property, Edward has specialized in resort and marina operations, undertaking valuations and sales throughout the Caribbean. Over the past ten years, Edward has also been involved in a range of development consultancy positions, guiding clients through the development process including environmental, planning and governmental issues.

Edward remains one of the few consultants in the Caribbean specializing in the sale of islands, a highly specialized area catering to HNW investors. Offers consulting to island and estate owners for establishing highest and best use development based on the private island market in the Caribbean.

ACHIEVEMENTS

Edward's experience in the Caribbean and work through the many islands provides a unique understanding of the regional property world across a broad spectrum of property types.

Edward graduated from Newcastle University in 1985 before undertaking a post graduate diploma in Land Economy at Aberdeen University. Following three years of post graduation in London, Edward became a member of the Royal Institution of Chartered Surveyors in 1990.

SIGNIFICANT CURRENT ASSIGNMENTS

British Virgin Islands	Negotiated the sale of an island to a HNW investor (Forbes top 20). Involved co-coordinating multiple parties with various title interests to bring the property to the market, negotiating the terms of the sale and purchase agreements.
St Lucia	Acted for a private client and the Government of Jamaica in the sale of a 72 acre beachfront development site on the east coast of the island. When the property was compulsorily acquired by the Government of St Lucia, represented the client at the resulting tribunal.
Antigua	Retained by a private investor to acquire a marina on the south coast of the island. Instruction involves the preparation of comprehensive due diligence on the property and the assessment of the earnings and development potential of the operation and site.
British Virgin Islands	Advising a North American investor on the acquisition of a substantial development site for the purposes of establishing a resort. Client is a leading corporation with an established vacation division.