

Upstate NY Chapter of the Appraisal Institute

Newsletter

December 2009



President's Message

As the incoming 2010 Upstate New York Chapter President, I had the opportunity to attend the Appraisal Institute Leadership Conference in Chicago in August. The conference was more than expected and some of the items that may be of interest to our members are as follows:

2010 OFFICERS

PRESIDENT

William Hafner, MAI

VICE-PRESIDENT

Donald Fisher, MAI

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Robert Stevens

SECRETARY

Karen Whipple, MAI

1. There is now a fast track for SRA and MAI demonstration appraisals. Before starting any report, please contact our Chicago office to see what is available in the way of courses or mentors to assist with your demonstration appraisal reports. A member of my appraisal staff attended the SRA report writing and was very pleased with the course. He will be filing for the SRA designation in early 2010. Also, there is a mentoring program for the MAI demonstration appraisal that is known as the E-demo. In lieu of a class room, you are assigned a mentor. I met the first person to complete the E-demo in Chicago as they were awarded the MAI designation. Demonstrations are the major hurdle for our associate members, but there are alternatives to the traditional path. Please consider the new path.
2. Our Chapter was prepared to upgrade our web page at considerable cost. However, our national offices will for a reasonable fee of \$750 to \$1,000 prepare our web page that would cost upward of \$10,000. Thank you, Chicago.
3. On the topic of marketing, our national office is doing an exceptional job of marketing our members on a national basis. On a local level, they will match funds of 50% up to \$750 for advertising.
4. The Washington office of the Appraisal Institute is working overtime on our behalf. However, they tell us that the best results are received through a paid lobbyist on the state level.

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5. Our membership growth is good. In 2008, we had 24,835 members and at the mid point of 2009, we had 26,545 members. Chicago is projecting an 11% growth for 2009.
6. Again, on the topic of demonstration reports, our national office has informed me that all reports will again be sent back to the local level for fact verification.

On the local level, your board of directors and committees are planning for 2010 with the continuation of a strong educational line-up, more investing in the Chapter Library (see member only section of the Chapter Web Page for the available reference material), and strengthening our committee structure. Eight Chapter Leaders met in Syracuse in November to assist with direction for 2010. It was their wish that we form strong committees and suggested to our members that they volunteer to assist. The following committees will need help: Finance, Education,

Government, Membership, Associate Member Guidance, Bylaws, Public Relations, and Technology. If you have an interest in chairing or assisting the committee, please write me ASAP at WmHafner@HafVal.com.

Lastly, I wish everyone a happy and prosperous New Year.

William S. Hafner, MAI, SRA
President

Board of Directors Meeting January 14, 2010

The Board of Directors of the Upstate NY Chapter will next meet on Thursday, January 14, 2010, 5:00 PM at the Holiday Inn Carrier Circle, Syracuse. Board members are asked to mark their calendar and save the date. Complete meeting information will be mailed to all Board members under separate cover.

Evaluating Residential Construction

An exciting Seminar entitled "Evaluating Residential Construction" will be presented by the Chapter on Friday, January 15, 2010 at the Holiday Inn Carrier Circle, Syracuse. By attending this Seminar, attendees will increase their proficiency in drafting property descriptions, executing property condition assessments, analyzing replacement cost and better utilizing the Marshall & Swift Manual and determining physical and functional depreciation.

The instructor for the Seminar is Mr. James Canestaro, Knoxville, Tennessee. Jim has presented this Seminar for AI Chapters across the country and has received rave reviews on the program and its content. The Appraisal Institute and the State of New York have

awarded eight (8) hours of continuing education for this Seminar.

A reservation form for the Seminar is enclosed. The form should be returned to the Chapter office for check payment only. Credit payment must be done online. Reservation deadline is January 4, 2010.

The Chapter also has a block of rooms reserved at the Holiday Inn Carrier Circle for the night of January 14, 2010 at a rate of \$99.00 per room plus tax. Room reservations can be made by calling the Hotel direct at (315) 437-2761. Identify yourself as being with the Upstate NY Chapter of the Appraisal Institute Meeting on January 15th to obtain our rate.

Appraisal Curriculum Overview

2010 Chapter Education Schedule

Beginning January 1, 2007, all Designated Members of the Institute must take a new, **required** Course during each continuing education cycle from the Appraisal Institute entitled "Appraisal Curriculum Overview".

The Upstate New York Chapter will be presenting this Course on April 8 & 9, 2010 at the Hotel Utica, Utica, NY. Instructor for the program is Mr. Edward Bowler, MAI, SRA, Acton, Mass.

SRA and RM Designated Members must attend the Residential session on April 8, 2010 (8-hours). MAI, SRPA and SREA Designated Members must attend the General Session both days, April 8 & 9, 2010 (15-Hours). Associate members, Affiliate Members and non-members are all welcome to attend but are not required to attend. Residential Members can also take the second day (April 9th) class to receive 15-Hours of education credit.

Complete information on this course will be sent in late February or early March, 2010. In the meantime mark your calendar, save the dates and contact the Chapter office with any questions.



Government Affairs

Because the Appraisal Institute's Washington Office is the only government affairs office in our nation's capital representing real estate appraisers, Appraisal Institute members are uniquely positioned to have your voices heard by lawmakers and regulators.

The Washington Office's mission is three-fold:

- Present your needs regarding critical issues impacting the appraisal profession through continuing interaction with Congress and federal agencies.
- Keep you informed and as up-to-date as possible on those key issues and how they affect you.
- Support Congressional candidates who are pro-appraiser and pro-real estate through our political action committee, APPAC (the Appraisal Institute Political Action Committee).

- **January 15** – Eight Hour Seminar entitled "Evaluating Residential Construction", Holiday Inn Carrier Circle, Syracuse. James Canestero, Instructor.
- **April 8** – "Appraisal Curriculum Overview", Residential, Hotel Utica, Utica, NY, 8-Hours. Edward Bowler, Instructor.
- **April 8 & 9** – "Appraisal Curriculum Overview", General, Hotel Utica, Utica, NY, 15-Hours. Edward Bowler, Instructor.
- **May 6** – "7-Hour National USPAP Update Course", The Inn on the Lake, Canandaigua, NY. James L. Murrett, Instructor.
- **June 3 or 4** – "Case Studies in the Valuation of Upstate NY Real Estate", Kevin Bruckner, Moderator. Location TBA.
- **July 12 & 13** – "15 Hour National USPAP Course", Chapter Office, Utica, NY, James L. Murrett, Instructor.
- **September 10** – "7-Hour National USPAP Update Course", Chapter office, Utica, NY, James L. Murrett, Instructor.
- **October 8 or October 15** – Seminar (7-Hours) entitled "Evaluating Medical Office Space", Turning Stone Resort & Casino, Verona, NY. This Seminar was developed by, and will be presented by, Chapter Member Nathan Gabbert, Rochester. This Seminar will be held in conjunction with a proposed "New York State Appraisal Conference". More details to follow.
- **November 4** – "Business Practices and Ethics", Chapter office, Utica, NY. James L. Murrett, Instructor.

Chapter Lending Library

Publications Available

- Self Storage Almanac - 2009
- Income/Expense Analysis: Conventional Apartments - 2008
- Income/Expense Analysis: Shopping Centers - 2008
- Income/Expense Analysis: Office Buildings - 2008
- Dollars & Cents of Shopping Centers/The SCORE - 2008
- The Host Study Hotel Operating Statistics - 2008
- The State Of Seniors Housing - 2008
- Income/Expense Analysis: Office Buildings - 2007
- Income/Expense Analysis: Conventional Apartments - 2007
- Self Storage Almanac - 2007
- The State Of Seniors Housing - 2007
- Korpacz Real Estate Investor Survey - 1st Quarter 2007
- The Host Study Hotel Operating Statistics - 2007
- Seniors Housing Investment & Transaction Report - 2006
- Dollars & Cents of Multifamily Housing - 2006
- Dollars & Cents of Shopping Centers/The SCORE - 2006
- Overview of Assisted Living - 2006

Publications On Order

- The State of Senior Housing, 2009
- Self Storage Almanac, 2010
- The Host Study, 2009
- Income/Expense Analysis of Conventional Apartments, 2009
- Income/Expense Analysis of Office Buildings, 2009
- Income/Expense Analysis of Shopping Centers, 2009



Happy Holidays!!

The Officers, Directors and Staff of the Upstate New York Chapter would like to take this opportunity to extend our very best wishes to all of our members and friends for a very joyous, healthy and safe Holiday Season.

