

Upstate New York Chapter Newsletter

2017 OFFICERS

PRESIDENT

Mark Grant, MAI

VICE-PRESIDENT

William Beyerbach, MAI, SRA

TREASURER

Rick Coughlin, MAI

SECRETARY

Stephen Ferrara, SRA

Executive Director

Yvette Molinas
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Warwick, NY 10990

845-360-2510

upstatechapter@gmail.com

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President's Message

December 14, 2017

Dear Upstate New York Chapter Appraisal Institute Members,

As I am winding down my two-year term as president, I find myself incredibly grateful for this opportunity and experience. It has been a pleasure representing our chapter in regional and national meetings and I feel like our voice and opinions were conveyed to the leaders of our organization. Throughout my term I have met amazing people in our chapter that continue to carry out the core values of the Appraisal Institute every day, providing knowledge, expertise, professionalism, trust and devotion to our industry. I want to thank my many mentors that believed in my ability to lead our chapter. Members of the Board of Directors spend hours volunteering their time to make sure our chapter thrives and I want to thank all of them, both currently holding positions and those from the past, for their efforts.

It is no surprise that our industry is currently facing many challenges. The rate appraisers are retiring from the field more than offsets new professionals coming into the industry. Both on a national and local level, the Appraisal Institute is focused on how our organization can adapt to the current situation. During my term as president, the Appraisal Institute has gone through several major changes. Most notably, the Chapter Finance Management and Administrative Policy will shift how our chapter finances will be handled going forward.

In addition, the Appraisal Institute is currently proposing a significant organizational restructure, which would dramatically change our chapter. National's findings and proposals were presented in the Governance Structure Project Team Recommendations dated July 2017. While emails have been sent regarding these suggested changes from national, I am attaching the following documents for further review. The proposed changes include:

- Centralizing education to national.
- Dissolving regions.
- Reducing the number of chapters to 50 (NYS currently has 5 chapters).
- Create chapter Advisory Councils to replace current Board of Directors structure.

National is not looking to implement any of these policies at this time but is instead presenting its findings and suggestions to their members. Additionally, I note that the above bullet points require full context for reasoning/support.

It is extremely important to read these documents. Myself, and the entire Board of Directors, would like to respond to the Appraisal Institute in a letter reflecting our members' thoughts, opinions, input and/or suggestions. While we are all really busy, especially at year-end and during the holiday season, I cannot overstate the importance of getting feedback regarding the suggested changes. Whether the feedback is good, bad or indifferent, we need to know so that our voice is clearly stated and heard by national.

Please send your comments to myself (mark.grant@cbre.com), William Beyerbach (bill@appraisalandconsulting.com) and Yvette Molinas (upstatechapter@gmail.com). You can read other comments regarding this initiative at the following link:

https://www.myappraisalinstitute.org/strategic_initiatives/governance_structure_feedback.aspx

Please consider this an opportunity to provide your input on molding how our organization will look in both the near and long term. Our final Board of Directors meeting for 2017 is 12/20 and we will be discussing this further at the meeting. Though my term is almost finished, there is still work to be done!

Thank you again for everyone's support through the last two years, it was truly an honor for me. I look forward to continuing my participation and efforts in the Upstate New York Chapter for many years to come. Have a great holiday season!

Sincerely,



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Chapter News

At our November installation dinner meeting held at the Greenwood Winery & Bistro in Syracuse, the Upstate NY Chapter installed the new slate of officers and directors for the year 2018.

The Officers and Directors installed are as follows:

W. Beyerbach, MAI, SRA – President

R. Coughlin, MAI – Vice President

S. Ferrara, SRA – Treasurer

S. Riley - Secretary

Directors elected for a 3-year term on the Board Expiring December 31, 2020:

Jason Graves

Thomas LaBelle, MAI

Mark Grant, MAI (immediate past president)

These officers will be joining the following Board of Director members:

Walter Copeland, SRA

William Keast

Michael Coles

William Kimball, MAI

Christopher Harland, MAI – Regional Rep

Congratulations to all!

Upcoming 2018 Education Schedule

- **April 13, 2018 (Friday):** 7-Hour USPAP Update Course, Location: Hampton Inn & Suites Rochester/Henrietta Rochester, Instructor: John Zukowski, MAI, SRA.
 - **May 11, 2018 (Friday):** Solving Land Valuation Puzzles Seminar (7 hour CE), Location: The Greater Syracuse Association of Realtors, Syracuse, NY, Instructor: Susanne Curran, MAI, AI-GRS.
 - **June 15, 2018 (Friday):** "Case Studies in the Valuation of Upstate NY Real Estate", Location: The Inn on the Lake, Canandaigua, Facilitator: Nathan Gabbert, SRA.
 - **October 26, 2018 (Friday):** "Syracuse and East Central NY Region: Demographic and Economic Shifts Affecting Real Estate Demand by Property Type" – 7 Hours, Instructor: Susanne Curran, MAI, AI-GRS, Location: The Greater Syracuse Association of Realtors, Syracuse, NY
- November 16, 2018 (Friday):** 7-Hour USPAP Update Course, Instructor: John Zukowski, MAI, SRA, Location: Radisson Hotel Utica, Utica, NY

We are currently seeking presenters for 18th Annual presentation of "Case Studies in the Valuation of Upstate NY Real Estate" If anyone has a peculiar appraisal assignment, incident, etc., and would like to share a 20-30 minute presentation, please email to: upstatechapter@gmail.com or ntgabbert@hotmail.com your topic title along with a one paragraph outline of the topic by March 16.

Please call the Chapter office with any questions

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More Chapter News

Congratulations to the new Designated Members this 2017!

Zackery Smith, MAI, Roman Kuchera, MAI and Katharine Frank, MAI earned their MAI designation this year. Congratulations achieving a prestigious designation that differentiates you in a highly competitive marketplace!



Incoming AI President Jim Murrett, MAI presenting Zackery Smith, MAI his designation certificate during our June membership Meeting.



President Mark Grant, MAI presenting Katharine Frank, MAI her designation certificate during our Installation Dinner



Installation of new Officers & Directors



Installation of new Officers & Directors



2018 President Bill Beyerbach, MAI addressing members



Outgoing President Mark Grant, MAI receiving plaque award

2018 Annual Conference



The 2018 Annual Conference will be held at the brand new JW Marriott Nashville. The brand new 33-story hotel will rise on one of the highest elevation points in the city, second only to the Capitol building. Its ideal location puts downtown Nashville, SoBro, and the Gulch all within close reach.

The JW Marriott Nashville

201 8th Avenue South
Nashville, TN 37203

[Click here](#) for more information

The Appraisal Institute has negotiated a group rate of \$205/night for its annual conference attendees. Group reservations will be live late March, 2018.

[AI Board Approves 45-Day Notice Item](#)

The Appraisal Institute Board of Directors approved the only 45-Day Notice item on its agenda during its Nov. 16-17 meeting in Chicago. The item, which had been distributed to AI professionals Oct. 2 for comments, adopted proposed amendments to the Bylaws regarding international chapters and Bylaws terminology.

The Board also directed to 45-Day Notice proposed amendments to Regulation Nos. 1, 2 and 3 to remove the reference and essay requirements for those applying to become Candidates for Designation. The Board additionally directed to 45-Day Notice proposed amendments to the Bylaws that would provide that the vice president-elect would serve on the AI Board of Directors as a non-voting member, if that individual was not already a member of the Board.

Learn about [other actions taken by the Board](#).

[AI Professionals' Feedback on Governance Structure](#)

The Appraisal Institute Board of Directors created the Governance Structure Project Team (GSPT) in 2015 to study and recommend how to enhance the overall AI governance structure to provide the optimum mix of member services and efficient delivery of those services. The GSPT was directed to focus on identifying the best ways to provide member value, considering current market realities.

The GSPT provided its final report to the Board in June 2017 in open session. The Appraisal Institute then distributed information about the report throughout the organization via webinars, meetings, website postings, and other vehicles.

Here are some documents that provide information about the project team's recommendations to the Board, including its charge from the Board, the research that AI conducted, and how the project team came to its recommendations.

[Governance Structure Project Team Recommendations](#)

[Governance Structure FAQs](#)

The Appraisal Institute has sought and continues to seek input from AI Professionals on GSPT. No end date for the comment period has been set yet to allow for ample opportunity for AI Professionals to make their voices heard.

One means by which AI Professionals can provide feedback on GSPT is through submission of comments [here](#). Those who indicate that they wish for their comments to be posted to the website are below (with or without their names, depending on their request). Please note that some AI Professionals have indicated that they do not wish for their comments to be posted at all. The Appraisal Institute gave its professionals these different options to encourage the greatest amount of feedback, while also being able to share feedback that their peers wished to be shared.

The GSPT Feedback webpage will be updated periodically with comments newly received. Click on the blue arrow next to each response to view comments.