

# Upstate New York Chapter Newsletter

June 2018

## 2018 OFFICERS

### **PRESIDENT**

William Beyerbach, MAI, SRA

### **VICE-PRESIDENT**

Rick Coughlin, MAI

### **TREASURER**

Stephen Ferrara, SRA

### **SECRETARY**

Shawn Riley

### **Executive Director**

Yvette Molinas  
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845-360-2510

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### **Upcoming Online Education**

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## **CHAPTER NEWS:**

### **2019 Officers and Directors Elected:**

At the June 15 Chapter meeting in Canandaigua, NY, the Upstate NY Chapter elected the new slate of Officers and Directors for the year 2019.

The Slate elected is as follows:

President: William Beyerbach, MAI, SRA  
Vice President: Rick Coughlin, MAI  
Treasurer: Stephen Ferrara, SRA  
Secretary: Shawn Riley

**Also elected to serve in the Chapter's Board of Directors with a term to expire 12/31/2021 were:**

Kate Frank, MAI  
Denise Rhoads

**Elected to serve the Chapter as the Regional Representative were:**

William Beyerbach, MAI, SRA (Automatically Representative as Chapter President)  
Rick Coughlin, MAI (Must serve as Regional Representative)  
Chris Harland, MAI (Alternate Regional Representative)

**Congratulations to all. The above will be installed at the Chapter's Annual Installation dinner to be held on October 11, 2018.**



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**CHAPTER NEWS:**

**“The 18<sup>th</sup> Annual Case Studies in the Valuation of Upstate NY Real Estate Seminar”**

Held on June 15, 2018 at the Inn on the Lake in Canandaigua was another huge success. Sixty nine (69) members and guests were on attendance for a full day of excellent speakers and topics. We once again can't thank enough Nathan Gabbert, SRA, Seminar Facilitator, for putting together another great program and line-up of “speakers”. We also want to thank the “speakers” who gave freely their time to present topics of interest to those in attendance.

Speakers were: Todd Thurston, MAI, Kevin Bailey, Peters Hubbell, MAI, Kevin Bruckner, MAI, Rick Coughlin, MAI, Donald Fisher, MAI, Michael Coles, Nathan Gabbert, SRA, and Daniel Deighan, MAI

**Congratulations to new Designated Members:**

Donald Hoffmann, MAI, SRA, Jeffrey S. James, MAI and Thomas P. Humbert, MAI earned their MAI designation. Susan D. Baldwin, MAI, AI-GRS earned her General Appraisal Review Designation. Congratulations achieving these prestigious designations that differentiates you in a highly competitive marketplace!

**Congratulations to Nathan Gabbert, SRA winner of The G. Richard Kelley Memorial Award**

The award is presented to a designated member, associate member, affiliate, or others associated with our chapter who make a significant contribution to the chapter, the appraisal profession, or their local community.



Susan Baldwin, MAI, AI-GRS



Nathan Gabbert, SRA

## **Upcoming 2018 Education Schedule**

- **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 Instructor.  
Location: Delta Hotel by Marriott, Utica, NY

Mark your calendars and save the dates

All these courses/seminars are ready for registration online at our website:

[www.upstateny-ai.org](http://www.upstateny-ai.org)

Please call the Chapter office with any questions at 845-360-2510 or email to [upstatechapter@gmail.com](mailto:upstatechapter@gmail.com)

**AI News**



**2018 Annual Conference Registration**

**Registration is NOW OPEN!**

*Anyone who registered by April 13, 2018, was automatically entered into a drawing to win 1 of 3 American Airlines flight vouchers good for round-trip travel to Nashville. Winners have been selected! Congratulations to Nancy Cruz, SRA; Woodman Herr, MAI; and Bonnie Roerig, MAI, AI-GRS!*

Registration deadlines and rates are as follows:

Registration Type	Deadlines	Cost
Designated Member, Candidate for Designation, Affiliate, Practicing Affiliate	March 26 – May 4, 2018	\$725
	May 5 - July 8, 2018	\$775
	Onsite in Nashville	\$825
	1-Day Registration	\$395
Non AI-Member	March 26 – May 4, 2018	\$825
	May 5 - July 8, 2018	\$875
	Onsite in Nashville	\$925
	1-Day Registration	\$445
Guest	Offsite Networking Event	\$150
	Final Night Party	\$150
	Offsite + Final Night Parties	\$275

Questions regarding registration should be directed to [aimetings@appraisalinstitute.org](mailto:aimetings@appraisalinstitute.org).

## More AI News

### Chapter Leadership Program

#### *2018 Chapter Leadership Program*

##### **Save the Date!**

*October 11-12, 2018*

*Chicago, IL*

##### **Incoming 2019 Chapter Leaders**

Enjoy the sights and sounds of Chicago as Appraisal Institute chapter leaders come together from across the country to learn, network and plan a successful 2019. The Chapter Leadership Program will equip you with ideas and strategies you can apply to your chapter right away!

A must attend event for:

- Incoming 2019 chapter presidents (attendance required\*\*)
- Chapter Executive Directors
- Other chapter officers, executive council members, and committee chairs

Don't miss this valuable, information-packed event. Explore beautiful Chicago while you network with national and regional representatives and AI staff during dynamic sessions, discussions, and activities.

Benefit from:

- A comprehensive look at all aspects of Chapter Operations, including finance, governance, chapter reporting and more!
- Hands-on breakout discussions that help you generate new ideas and information to take back to your chapter right away.
- Presentations by Appraisal Institute national leaders, staff and speakers aimed at helping you develop strategies for achieving chapter goals.

**\*\*ATTENDANCE POLICY (per Regulation 8):** *The incoming Chapter President must attend the Chapter Leadership Program at the national meetings in the year prior to his or her presidency, or the Chapter must send another of its officers in place of such incoming Chapter President.*

### Strategic Initiatives

#### **Governance Structure**

The Appraisal Institute's current governance structure dates to its formation in 1991 as a result of the merger of two proud predecessor organizations. This structure should keep pace with market changes and provide greater value to all AI professionals.

The Appraisal Institute Board of Directors created a project team in 2015 to make recommendations to the Board for possibly enhancing the overall AI governance structure, and to find the optimum mix of member services and the efficient delivery of those services. The Governance Structure Project Team (GSPT) was directed to focus on determining the best ways to provide member value, considering current market realities.

The project team provided its recommendations to the Board in June 2017 and in a report in May 2018. The Board is now seeking input from AI professionals.

[Governance Structure Project Team Report](#)

**The Appraisal Institute would very much appreciate the input of AI professionals regarding the project team's recommendations.**

The AI would like to post on the AI website feedback from AI Professionals on the Project Team report. While the AI would like to take this step to enhance transparency and discussion of these issues, the AI also would like to respect the desire of some AI professionals who would like to participate but wish for privacy. Further, the AI would like to encourage robust and frank input on the project team's report; some may be hesitant to provide such input if it will be widely available.

Therefore, the AI has created three options from which AI Professionals can select regarding posting and distribution of their comments. Of course, comments published to the AI Professionals portion of the AI website ultimately may see wider distribution.