

Upstate New York Chapter Newsletter

May 2016

2016 OFFICERS

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Mark Grant, MAI

VICE-PRESIDENT

William Beyerbach, MAI, SRA

TREASURER

Rick Coughlin, MAI

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Upcoming Online Education

☑ For list of courses & seminars,
follow link below:

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President's Message

Spring is in the air! It's a great time to be living in upstate New York! I always enjoy traveling around the state this time of year and can finally drive west without fear of going through 4' of snow in Syracuse!

There are a lot of great events coming up through the Upstate New York Chapter. Robin Kubicki, MAI and Yvette Molinas have worked hard putting together a great education schedule for 2016 and I encourage everyone to participate when possible. The educational offerings are a great chance to enhance industry knowledge and interact with your peers. The website for educational offerings is as follows:

<http://www.myappraisalinstitute.org/education/UpstateNewYork/>

In June 10, 2016, the Upstate New York Chapter will be hosting the 16th Annual Case Studies seminar. The seminar will be moderated by Nathan Gabbert, SRA. Mr. Gabbert has organized eight speakers discussing a wide range of topics applicable to the valuation industry. This is one of the Upstate Chapter's best attended events. Thanks Nate!

The next Region IV meeting will be held in conjunction with the 2016 Appraisal Institute Annual Conference, July 25-27, in Charlotte, North Carolina. I will be attending this meeting and would be happy to discuss any questions or concerns members in our chapter have regarding the Appraisal Institute. One concern I have at this time, after reviewing the Region IV Education Matrix, is the lack of advanced education offerings in our region. Though there is a lack of offerings at this time, the Appraisal Institute is currently offering several advanced courses on-line, which may be appealing to some Candidates for Designation. Please feel free to reach out to myself, Bill Beyerbach, MAI or Chris Harland, MAI if you would like us to discuss specific topics at the Region IV meetings.

As of March 2016, the Upstate Chapter had 3 Candidates seeking AI-GRS designations, 1 seeking both MAI and SRA, 19 seeking MAI only and 2 seeking SRA only. Hopefully, as a chapter, we can help get these candidates to the finish line. If any Candidate or Candidate Advisor has specific need(s) that our chapter may be able to help with, please do not hesitate to reach out to myself or anyone on the board.

The Appraisal Institute is still asking designated members to register as Candidate Advisors. At this time, we do not have any Candidate Advisors for AI-GRS or AI-RRS designation paths. MAI and/or SRA designated members can be advisors for review designations, you just need to register as such. I became a Candidate Advisor earlier this year and find the experience rewarding as it gives me an opportunity to give back to the Appraisal Institute and help a Candidate work through the rewarding process of obtaining designation.

If you, or anyone you know, would like to get involved in the Upstate Chapter of the Appraisal Institute, please reach out to me! We have a very hardworking, dedicated, board of directors that are great resources if you have questions regarding benefits, time commitments and/or responsibilities. We can all plug away at the computer and get reports out; however, finding enjoyment in the profession is a key to a long successful career. I think any members would find enjoyment is getting involved in the Upstate Chapter!

Have a great spring and I will see you at Case Studies!

Mark D. Grant, MAI
Upstate NY Chapter President
mark.grant@cbre.com



Online Education:
Learn at your own pace anytime, anywhere.
Visit appraisalinstitute.org/online for a list of classes!



**Appraisal
Institute®**
Professionals Providing
Real Estate Solutions

16th Annual

“Case Studies in the Valuation of Upstate
NY Real Estate”

**June 10, 2016, The Inn on the Lake,
Canandaigua, NY**

We are pleased to once again announce the presentation of one of the most popular educational programs the chapter presents...the 16th Annual version of “Case Studies in the Valuation of Upstate New York Real Estate.” This year’s program will be held at The Inn on the Lake in Canandaigua, NY. Seminar Facilitator Nathan Gabbert, SRA, has put together another great line-up of presenters and topics as follows:

- “Depreciation – It’s for Real” – David Layne
- “Recognizing Appraiser Conflict of Interest” – John Rynne, MAI, SRA
- “Valuation of a Worm Farm” – Kevin Bruckner, MAI
- “Legal Topics – Appraisal Issues in Article 7 Proceedings” – Daniel Hubbell
- “Land of the Lost” – Kevin Bailey
- “Valuation of Institutional Property – Part Two” – Rick Coughlin, MAI
- “Case Study in Wetlands Valuation” – Robert Criddle, IAO, Assessor
- “Mineral Rights in PA versus NY” – Frank Bertrand

For registration follow the link:

<http://www.myappraisalinstitute.org/education/UpstateNewYork/>

If you need to make room reservations, call the Hotel directly at (585) 394-7800

Plan on joining us for another great event, filled with great topics and great camaraderie.

Board of Directors Meeting

The next Chapter Board of Directors meeting will be held on June 9, 2016 at 6:00 p.m. at the Inn on the Lake in Canandaigua, NY.

Complete meeting information will be emailed to all Board members.

General Membership Meeting

Our next membership meeting will be held on June 10, 2016 at noon, during the lunch break for the “Case Studies” Seminar.

Upcoming 2016 Education Schedule

- **June 10, 2016 (Friday):** Case Studies, The Inn on the Lake, Canandaigua, Nathan Gabbert, SRA Facilitator. (Approved for 7 hours of CE with NYS & AI)
- **September 12, 2016 (Monday):** Business Practices & Ethics, The Hotel Utica, Utica, Jim Murrett, MAI, SRA Instructor. (Approved for 4 hours of CE with NYS & 7 hours with AI)
- **October 7, 2016 (Friday):** Valuation by Comparison: Residential Analysis and Logic, Mark V. Smeltzer, SRA, Location: The Greater Syracuse Association of Realtors, Syracuse, NY. (Approved for 7 hours of CE with NYS & AI)
- **November 11, 2016 (Friday):** 7-Hour USPAP Update Course, The Hotel Utica, Utica, NY, Jim Murrett, MAI, SRA Instructor. (Approved for 7 hours of CE with NYS & AI)

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

www.upstateny-ai.org

Please call the Chapter office with any questions at 845-360-2510 or email to upstatechapter@gmail.com

AI News

Appraisal Institute Joins Groups Calling on Congress to Address Appraisal Regulation

CHICAGO (May 4, 2016) – The Appraisal Institute, the nation’s largest professional association of real estate appraisers, on Monday joined the American Bankers Association, the National Association of Home Builders, the National Association of Realtors and The Appraisal Foundation in calling on Congress to hold a hearing this year on the future of appraisal regulation.

The groups noted that the federal regulatory structure for real estate appraisal essentially has been untouched since enactment of the Financial Institutions Reform, Recovery and Enforcement Act of 1989 and that the most recent Congressional committee hearing devoted to appraisal oversight was four years ago.

The organizations wrote to the chair and ranking members of the Senate Banking, Housing and Urban Affairs Committee and the House Financial Services Committee, in addition to leaders of the relevant subcommittees. Read the [Senate letter](#) and the [House letter](#).

The letter noted: “With the marketplace rapidly changing, we believe that it is appropriate for the Committee to review how well the current relationship of Federal versus State responsibilities is serving consumers and market participants, as well as promoting competition in the marketplace.”

The groups asked Congress to focus on topics including the current appraisal regulatory framework, appraisal information systems, the impact of the recent regulatory reforms on the appraisal profession, and the availability of qualified appraisers, particularly in rural areas.

The letter noted that each organization holds its own unique views on appraisal regulation and related issues. However, it stated: “We believe that it is in the best interests of the profession to publicly share concerns and identify areas of common ground. Therefore, we stand ready to work with the Committee to develop a vision of appraisal regulation that serves consumers by promoting a competitive marketplace for high quality appraisals.”

Appraisal Institute Unveils 2016-19 Strategic Plan

CHICAGO (May 20, 2016) – The nation’s largest professional association of real estate appraisers today announced a three-year strategic plan to address challenges and opportunities facing the organization and the real estate valuation profession.

The Appraisal Institute’s strategic plan outlines the organization’s core values, objectives and strategies from July 2016 through June 2019. The Appraisal Institute Board of Directors approved the plan during its May 5-6 meeting in Chicago.

“Implementing this strategic plan will help the Appraisal Institute to maintain its leadership role in the real estate valuation profession,” said Appraisal Institute President Scott Robinson, MAI, SRA, AI-GRS. “The plan provides a path to continued success for the Appraisal Institute and its professionals.”

The strategic plan includes five core values governing the Appraisal Institute’s continued growth and development:

- **Distinctiveness:** Elevate the Appraisal Institute and its members within the valuation profession by virtue of designations, education and body of knowledge.
- **Innovation:** Continue to be thought leaders by promoting innovation and addressing current developments within the valuation profession via education, information resources, benefits and setting standards for the profession.
- **Professional Responsibility:** Encourage and support the highest level of ethical and professional behavior of all Appraisal Institute professionals.
- **Advocacy:** Represent the interest of the appraisal industry and work toward advancement of Appraisal Institute professionals within it.
- **Leadership:** Advance the interest of AI professionals, the real estate valuation profession and the public with integrity and excellence.

The strategic plan also includes four objectives:

1. Operate in ways that valuation professionals recognize as important and that encourage their ongoing affiliation with the Appraisal Institute.
2. Continue as the recognized leader of the real property valuation profession, including credentialing, ethics and standards, advocacy, the development and delivery of education, and the timely creation of quality programs and publications.
3. Operate efficiently to ensure Appraisal Institute’s financial stability.
4. Advance the Appraisal Institute as the leading international source of real property valuation knowledge.

The Appraisal Institute’s Strategic Planning Committee developed the plan for the AI Board of Directors’ review and eventual approval.



2016 AI Annual Conference



The Appraisal Institute's Annual Conference is a first-class event that attracts valuation and real estate professionals from across the country and around the world.

Come to the Appraisal Institute's biggest event of the year and:

- Network with your peers; breakfast, lunch and cocktail receptions are included with full conference registrations.
- Choose from more than 30 exceptional education sessions.
- Earn up to 16 state CE hours and up to 77 Appraisal Institute CE points.
- See exhibits of the latest cutting-edge valuation products and services.
- Attend the Appraisal Institute President's Gala.
- Enjoy all the sights and sounds of Charlotte, North Carolina.

When: July 25, 2016 - July 27, 2016, 12:00 pm - 8:30 pm Central Time

Where: Sheraton Charlotte Hotel, 555 South McDowell Street South Tower
Charlotte, North Carolina 28204

NOMINATING COMMITTEE REPORT

Nominations for 2017 Officers and Directors

The Chapter's Nominating Committee, chaired by William Kimball, MAI presents the following slate of Officers, Directors and Regional Representatives for the year 2017. Election will be held at the June 10, 2016 Chapter meeting.

SLATE FOR 2017

OFFICERS:

President: Mark Grant, MAI
Vice-President: William Beyerbach, MAI, SRA
Treasurer: Rick Coughlin, MAI
Secretary: Stephen Ferrara, SRA

DIRECTORS:

Walter D. Copeland, SRA 3-year term - Term to expire 12/31/2019
William C. Keast 3-year term - Term to expire 12/31/2019

REGIONAL REPRESENTATIVE: Term expires 12/31/17

Christopher Harland, MAI