



Appraisal Institute™

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Real Estate Solutions

Great Lakes Chapter Newsletter

December 2019

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CHAPTER MEETING & SEMINARS

Our December Chapter Meeting is at 12:00 pm, Friday, December 6th at the Detroit Marriott Livonia. Jefferson Sherman, MAI, AI-GRS, 2020 Appraisal Institute President will be our guest speaker and will install our 2020 Chapter Officers. You can find how to register on **Page 2**.

On Thursday, December 5th we are having a 7 hour seminar “Land Values in Transition-Michigan”. This seminar was developed and is administered by the Great Lakes Chapter. Attendees are eligible to receive 7 hours of continuing education credit towards the Appraisal Institute, State of MI Appraisal License and 6 Hours for Michigan Assessors. You can find information and how to register on **page 3**.

The morning of December 6th we are having a 4 hour seminar “Contemporary Highest and Best Use Issues”. This seminar was developed and is administered by the Great Lakes Chapter. Attendees are eligible to receive 4 hours of continuing education credit towards the Appraisal Institute, State of MI Appraisal License and 4 Hours for Michigan Assessors. You can find information and how to register on **page 4**.

NEW DESIGNATION

Christopher Grajek, MAI— Huntington Bank —Southfield
Congratulations Chris...Great Job!!

NEW MEMBERS

Andrea Courey — Practicing Affiliate—Macomb Twp.
Loni J. Pincoski—Practicing Affiliate—Cadillac
Justin Street—Practicing Affiliate—Lake Ann
Melissa M. Yon—Practicing Affiliate—East Lansing

TO ALL INTERESTED MEMBERS

2020 is going to be an exciting year with many new events within our chapter. This includes new venues, new classes and even social events. However, meetings, classes, tours and social events all take lots and lots of planning and work. Who's interested in helping by getting involved with one of our committees?

Our committees include: Education, Finance, Candidate Guidance, Government Relations, Public Relations, Golf, Programs and Scholarship. We need volunteers to be on the committees as well as members to lead as the chair person. If you've never been on a committee then simply joining one would be a good place to start. If your currently on a committee then maybe you're ready to become a chair person.

If there's a committee you're interested in but want a little more information, please reach out to myself or Joan Kaczor for more details. 2020 is coming up fast and we'll be hitting the ground running in January, so don't miss your chance to make a difference.

Daniel J. Bittner, SRA
2020 Chapter President
Owner/President
Bittner Appraisal Group
(248) 701-7350

Officers and Directors 2019

President

Ryan T. Lake, MAI

Vice President

Daniel J. Bittner, SRA

Treasurer

Ryan T. Korth, MAI

Secretary

*Sharon B. Harbin, MAI, SRA,
AI-GRS*

Directors

*Jared S. Bennett, MAI
Edward E. Bowen, SRA, AI-
RRS*

*Brandon L. Ellis, MAI
Alexander J. Groves, MAI
Brian S. Kirksey, MAI, SRA
Robert J. Lentz, MAI
Brenda D. Makarov, MAI
John A. Meyer, SRA
Patrick L. Millard, SRA
Kenneth R. Siegle, MAI
Andrew E. Sill, MAI*

Past President

Alan L. Johns MAI



**GREAT LAKES
CHAPTER MEETING**

FRIDAY, NOON, DECEMBER 6, 2019

**Detroit Marriott Livonia
17100 N. Laurel Park Place
Livonia, MI 48152**

Cost: \$25

9:00 AM– 12:00 PM Headshots for Members

9:30 AM Board of Directors Meeting

11:30 AM Networking

12:00 PM Lunch & Chapter Meeting

Installation of 2020 Chapter Officers and Directors

Special Speaker: Jefferson Sherman, MAI, AI-GRS

2020 President of the Appraisal Institute

To Register, you must go to this link:

[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?
webcode=AIChapterRegistration&Reg_evt_key=BB7CDD24-201B-49C3-82A3-0367D4580CA4](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=BB7CDD24-201B-49C3-82A3-0367D4580CA4)



LAND VALUES IN TRANSITION-MICHIGAN

**Instructor: David Rice, MAI, CAE, MMAO 4
Thursday, December 5, 2019
Detroit Marriott Livonia
17100 N. Laurel Park Drive
Livonia, MI 48152
8:30 a.m.—4:30 p.m.**

This program was developed and is administered by the Great Lakes Chapter. Attendees are eligible to receive 7 hours of Appraisal Institute continuing education credit. They will also receive 7 hours continuing education credit for the State of MI Appraisal License and 6 hours for Assessor Certification.

This seven hour seminar provides foundation and practical market information for Michigan appraisers and assessors facing land valuation issues. The challenge of understanding property rights and physical characteristics that affect land valuation is explored. The importance of highest and best use in the valuation process is highlighted with market examples.

Special situations around land valuation including excess, surplus, assemblage and plottage land issues are addressed with market examples. Primary valuation methods – sales comparison, extraction, allocation, land residual and ground rent – are explored with market examples.

Several case studies are presented including impact of development fees on land valuation, ground rent and lake front properties to illustrate land values in transition.

The seminar is targeted to certified general appraisers, MAAO and MMAO certified assessors. Participants should bring and be familiar with the operation of a calculator (HP12C or equivalent) as the seminar includes case study problems.

SEMINAR TUITION: \$175 member/\$200 non-member. Tuition fees include all instruction, materials, coffee, tea and lunch.

To Register, you must go to this link:

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=719056BD-E70D-4D31-84B3-CCE675101B65

CONTEMPORARY HIGHEST and BEST USE ISSUES

**Instructor: David Rice, MAI, CAE, MMAO 4
Friday, December 6, 2019
Detroit Marriott Livonia
17100 N. Laurel Park Drive
Livonia, MI 48152
8:00 a.m.—12:00 p.m.**

This program was developed and is administered by the Great Lakes Chapter. Attendees are eligible to receive 4 hours of Appraisal Institute continuing education credit. They will also receive 4 hours continuing education credit for the State of MI Appraisal License and 4 hours for Assessor Certification.

This four hour seminar provides continuing education for Michigan Appraisers and Assessors. The definition of highest and best use is reviewed including USPAP citations in Standards 1-3, 2-2 and 6-8. Court cases where highest and best use was an issue are identified.

Special highest and best use issues are discussed including legal non-conforming uses, interim uses, multiple uses, speculative and special purpose properties.

Examples of changing highest and best use by property sector (retail, office, industrial, residential and special purpose) are presented.

Current valuation issues around highest and best use are highlighted including big box retail and malls.

SEMINAR TUITION: \$75 member/\$100 non-member. Tuition fees include all instruction, materials, coffee, and tea.

To Register, you must go to this link:

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=A697C30C-F08F-417E-9F28-C33461F79B32

SEPTEMBER CHAPTER MEETING



Special Speaker Bob Trezise with Kern Slueter, MAI, SRA



Kern Slueter, MAI, SRA with Special Speaker Darren Montreuil



Our Afternoon Guest Speaker Blaine Feyen, Founder and Chief Appraiser-Real Value Group



Raffle winners: Jared Bennett, MAI, John Meyer, SRA, Dave Molenaar, SRA and Dan Johnson, SRA

2019 GREAT LAKES CHAPTER GOLF OUTING



First Place winners: Mike Williams, MAI, Tom Petz, MAI, Dave Williams and Rob Elder.



Tyler Berg received the prize for Men's Longest Drive.



Abbey Dienes received the prize for Women's Longest Drive.



Tim Cronan, MAI received the prize for Closest to the Pin #1.

2019 GREAT LAKES CHAPTER GOLF OUTING



Rob Elder received the prize for Closest to the Pin #2.



50/50 winner Dino Naoum receives his winnings form Mike Williams, MAI and Marhall Brulez, MAI.



Had a Great turnout this year!

2019 DETROIT ECONOMIC SUMMIT



Dan Bittner, SRA, Paul Traub, Senior Business Economist. Federal Reserve Bank of Chicago-Detroit Branch and Ryan Lake, MAI



Dan Bittner, SRA, Tim Hodge, PHD, Professor at Oakland University and Ryan Lake, MAI



Tim Hodge, PhD, giving his presentation on Millennials & Housing



Dan Bittner, SRA, Robert Gibbs, ASLA, AICP, President & Managing Partner, Gibbs Planning Group Ryan Lake, MAI and Sharon Harbin, MAI, SRA, AI-GRS

2019 DETROIT ECONOMIC SUMMIT



Don Wieme, MAI, SRA moderates the Commercial Panel: Joseph Banyai, Kevin Dillon and James Bieri



Howard Babcock, SRA Moderates the Residential Panel: Austin Black Robert Scalici and Doris LaBeau



Another great turn out with 65 in attendance.

2020 Great Lakes Chapter Officers

BOARD:

President	Daniel J. Bittner, SRA
Vice President	Ryan T. Korth, MAI
Treasurer	Sharon B. Harbin, MAI, SRA, AI-GRS
Secretary	Robert J. Lentz, MAI

DIRECTORS:

Edward E. Bowen, II, SRA, AI-RRS	Brian S. Kirksey, MAI, SRA
Alexander J. Groves, MAI	John A Meyer, SRA
Brandon L. Ellis, MAI	Kenneth R. Siegle, MAI
Jared S. Bennett, MAI	William P. Fowler, MAI
Brenda D. Makarov, MAI	Dennis J. Penfold, SRA

REGION III REPRESENTATIVES:

Ryan T. Korth, MAI
Kern G. Slucter, MAI, SRA
Jeff C. Jozwick, MAI
Timothy S. Evans, SRA

Note: Chapter President is automatically a member of the Regional Representatives and is required to attend Regional Meetings.

REGION III ALTERNATE REPRESENTITIVES – (ALL ONE YEAR TERMS)

Brent R. Davis, SRA
Chad B. Hanes, MAI
Mark D. Jenkins, SRA
Patricia A. Mohritz, SRA, AI-RRS

Calendar of Events 2019-20– Great Lakes Chapter A.I.

CALL: (810) 364-5640

Or register on-line at: www.glcai.com

December 5, 2019	Land Values in Transition-Michigan Instructor: David Rice, MAI, MMAO 4 7 Hours CEC	Marriott Detroit/Livonia Livonia
December 6, 2019 8 AM – 12 PM	Contemporary Highest and Best Use Issues Instructor David Rice, MAI 4 Hours CEC	Marriott Detroit/ Livonia Livonia
December 6, 2019	Professional Head Shots for our Members 9 am – 12 pm	Marriott Detroit/Livonia Livonia
December 6, 2019	Chapter Meeting (Noon) Installation of 2020 Chapter Officers Special Speaker: Jefferson L. Sherman, MAI, AI-GRS 2020 President of the Appraisal Institute	Marriott Detroit/Livonia Livonia
January 14, 2020	7 Hour National USPAP Update 2020-21 Instructor: Micheal Lohmeier, MAI, SRA 7 Hours CEC	Holiday Inn Gateway Centre Flint
January 14, 2020	Michigan Laws and Rules Instructor: Micheal Lohmeier, MAI, SRA 2 Hours CEC	Holiday Inn Gateway Centre Flint
February 4, 2020	7 Hour National USPAP Update 2020-21 Instructor: Kern Slucter, MAI, SRA 7 Hours CEC	MSU Federal Credit Union Lansing
February 4 2020	Michigan Laws and Rules Instructor: Beth Graham 2 Hours CEC	MSU Federal Credit Union Lansing
February 13, 2020 9:00 am-12:00 pm	Limited Appraiser Liability Instructor: Craig Capilla, Attorney at Law 3 Hours CEC	William S. White Building U of M Flint Campus
February 13, 2020	Chapter Meeting (Noon)	William S. White Building U of M Flint Campus
February 13, 2020 1:00 pm—4:00 pm	Great Lakes Chapter Flint Economic Summit 3 Hours CEC	William S. White Building U of M Flint Campus
March 6, 2020	7 Hour National USPAP Update 2020-21 Instructor: Micheal Lohmeier, MAI, SRA 7 Hours CEC	Flagstar Bank Troy
March 6, 2020	Michigan Laws and Rule Instructor: Micheal Lohmeier 2 Hours CEC	Flagstar Bank Troy
March 19, 2020	TOP GOLF	Auburn Hills
April 2020	The Cost Approach: Unnecessary or Vital to a Healthy Practice? 7 Hours CEC	Detroit
April, 2020	7 Hour National USPAP Update 2020-21 Instructor: Bruce Closser, MAI, SRA 7 Hours CEC	Marquette

Calendar of Events 2019-20– Con't

CALL: (810) 364-5640

Or register on-line at: www.appraisalinstitute.org/education/GreatLakes

April, 2020	Michigan Laws and Rule Instructor: Bruce Closser, MAI, SRA 2 Hours CEC	Marquette
May 6, 2020	7 Hour National USPAP Update 2020-21 Instructor: Terry Oetzel, MAI 7 Hours CEC	Grand Rapids
May 6, 2020	Michigan Laws and Rules Instructor: Randy Davis, SRPA, SRA 2 Hours CEC	Grand Rapids
May 7, 2020	West Michigan Economic Summit 4 Hours CEC	Grand Rapids
May 7, 2020	Chapter Meeting (Noon)	Grand Rapids
May 7, 2020	Contemporary Highest & Best Use Issues Instructor: David Rice, MAI 7 Hours CEC	Grand Rapids
May 2020	Land Values In Transition—Michigan Instructor David Rice, MAI 7 Hours CEC	Grand Rapids
June 5, 2020	Detroit Building Tour Detroit Princess Riverboat 4 Hours CEC	Detroit
June 11, 2020	7 Hour USPAP Update 2018-19 Instructor: Rachel Massey, SRA, AI-RRS 7 Hours CEC	Holiday Inn Gateway Centre Flint
June 11, 2020	Michigan Laws and Rules Instructor: Randy Davis, SRPA, SRA 2 Hours CEC	Holiday Inn Gateway Centre Flint
June 12, 2020	Business Practices and Ethics Instructor: Micheal Lohmeier, MAI, SRA 6 Hours CEC	Holiday Inn Gateway Centre Flint
June 2020	“Alphabet Soup” - The Income Approach Unraveled	Troy
September 2020	Chapter Meeting (Noon)	Lansing
September 2020	Lansing 2020 Economic Summit	Lansing
October 9, 2020	Detroit 2020 ECONOMIC SUMMIT 6 Hours CEC	Royal Oak
December 4, 2020	Chapter Meeting (Noon) Installation of 2021 Chapter Officers	Detroit Marriott at the Renaissance Center

WATCH FOR ADDITIONAL CLASSES TO BE ADDED THROUGHOUT THE YEAR.
DATES AND TIMES ARE SUBJECT TO CHANGE!!!



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



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