



Appraisal Institute™

Professionals Providing
Real Estate Solutions

Great Lakes Chapter Newsletter

December 2021

Table of Contents

Seminars & Chapter Meeting	1
Designations & New Members	1
Update Your License Info	1
December 9th Seminars	2
Summit & Chapter Meeting	3
Presidents Remarks	4
LARA Con-Ed Update	4
Featured Member	5
Golf Outing	6
Seminar & Chapter Meeting	7
Detroit Princess	8 & 9
2022 Chapter Officers	10
Calendar of Events	11
AI Online Education	11

Officers and Directors 2021

President

Ryan T. Korth, MAI

Vice President

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

Treasurer

Robert J. Lentz, MAI

Secretary

Peter F. Arbour, MAI

Directors

William P. Fowler, MAI
Jared Garcia, MAI
Brian S. Kirksey, MAI, SRA
Andrea M. Kujala, MAI
Gregory P. Laikind, MAI
Charles E. Larson, MAI
John A. Meyer, SRA
Dennis J. Penfold, SRA
Kenneth R. Siegle, MAI
John P. Snyder, IV, SRA

Past President

Daniel J. Bittner, SRA

Seminars & Chapter Meeting

On Thursday, December 9th we will present two new 4-Hour Chapter Developed Seminars. In the morning session “Let’s Eat Out—Restaurant Valuation Issues” and in the afternoon session “Branch Bank Valuation Issues.” Registration information is located on [page 2](#).

Friday, December 10th will be our Great Lakes Chapter 2021 Southeast MI Economic Summit followed by the December Chapter Meeting at 12:15 pm. Registration information is located on [page 3](#).

New Designations

Scott N. Lipinski, MAI—Newmark—Royal Oak
Francisco Segura, MAI—BBG Inc.—Detroit

Congratulations Scott & Frank, Great job!!

Welcome New Members

Justin Goldsmith—Practicing Affiliate—Farmington Hills
Heath R. Gorney—Practicing Affiliate—Grand Rapids

Updating License Information in your AI Account

Many members renewed appraiser licenses in 2021. Please make sure the license expiration date is correct in your Appraisal Institute Profile.

Log into the Appraisal Institute website: appraisalinstitute.org

Go to: **My Account**

On the right-hand side of the screen select: **Profile**

From the list select: **State Licenses**

Check your license type, license number (remember the Michigan numbers now begin with 1202, 1203, 1204 & 1205), and expiration date.

To edit your expiration date, select: **Edit Expiration**

To correct you license number you will create a new entry using: **+Add**

“Let’s Eat Out” - Restaurant Valuation Issues

Instructor: David Rice, MAI

Thursday, December 9, 2021
8:00 am –12:00 pm

Marriott Detroit/Livonia
17100 Laurel Park Drive North
Livonia, MI 48152

This program was developed and administered by the Great Lakes Chapter. Attendees are eligible to receive 4 hours of continuing education for the State of MI Appraisal License and 20 credits for the Appraisal Institute.

To guarantee your spot, please register at the address below:

[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?
webcode=AIChapterRegistration&Reg_evt_key=7791F3E5-E2BA-4371-880B-
4A263F144D4D&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=7791F3E5-E2BA-4371-880B-4A263F144D4D&goback=0)

Branch Bank Valuation Issues

Instructor: David Rice, MAI

Thursday, December 9, 2021
1:00 pm –5:00 pm

Marriott Detroit/Livonia
17100 Laurel Park Drive North
Livonia, MI 48152

This program was developed and administered by the Great Lakes Chapter. Attendees are eligible to receive 4 hours of continuing education for the State of MI Appraisal License and 20 credits for the Appraisal Institute.

To guarantee your spot, please register at the address below:

[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?
webcode=AIChapterRegistration&Reg_evt_key=8603A8A7-8945-4CD9-9EB2-
344785727264&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=8603A8A7-8945-4CD9-9EB2-344785727264&goback=0)

Great Lakes Chapter 2021 Southeast MI Economic Summit

Special Speakers:

Eric Bussis - Chief Economist & Director of Office Revenue & Tax Analysis
for the Michigan Department of Treasury

Residential Broker Panel:

Cheryl Dixon—Professional Realty Team, **Kevin Hill**—Max Broock Realtors, Detroit
Melinda Nagler—Max Broock Realtors, Bloomfield Hills

Commercial Panel:

Brandon Carnegie—CBRE, **Rachele Downs**—Dominion Real Estate Advisors
Joe Van Esley—Van Esley Real Estate, **Mark Schafer**—Thomas Duke Company

Friday, December 10, 2021
9:00 am –12:15 pm

Marriott Detroit/Livonia
17100 Laurel Park Drive North
Livonia, MI 48152

This program was developed and administered by the Great Lakes Chapter. Attendees are eligible to receive 3 hours of continuing education for the State of MI Appraisal License and 15 credits for the Appraisal Institute. **The Chapter Meeting Lunch is included.**

To guarantee your spot, please register at the address below:
[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=48D51188-E1F3-44D6-9CC2-301088D6C5A5&goback=0)

[webcode=AIChapterRegistration&Reg_evt_key=48D51188-E1F3-44D6-9CC2-301088D6C5A5&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=48D51188-E1F3-44D6-9CC2-301088D6C5A5&goback=0)

Chapter Meeting Lunch & Installation of Chapter Officers

Meeting Only Registration

Special Speaker: **Jeff Sherman, MAI, AI-GRS**
2020 President of the Appraisal Institute

Friday, December 10, 2021
12:15 pm –3:30 pm

Marriott Detroit/Livonia
17100 Laurel Park Drive North
Livonia, MI 48152

Immediately following the Chapter Meeting:
Candidate Guidance Breakout
Get your Candidate questions answered.
Network, Next Steps, Options, etc.

To guarantee your spot, please register at the address below:

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=C98D57F1-51CA-438F-B6A2-759F52AE6140&goback=0

President's Remarks:

Thank you for your support in 2021. It has been an honor to serve as President this year, and to serve the Chapter on the executive board over these past four years. It has been a lot of work, but many things have been accomplished.

Over this time, the board has focused on streamlining our expenses, which will situate the chapter to continue to serve members for years to come. The operating budgets are now sustainable, and we continue to hold significant reserves. Our Chapter is now fully integrated into the Chapter Financial Management and Administration Policy (CFMAP). We also have continued to expand Chapter developed education offerings, ranging from traditional classroom courses to city/building tours. We have received excellent feedback for the high-quality speakers and presenters that have spoken to us over the course of the year.



Thank you to Joan Kaczor, for her continued hard work in navigating the challenges of the year, as lingering COVID-19 issues continue to be felt. Thank you again to our instructors who still taught classes and made education possible. Also, thank you again to those of you who supported the chapter with your participation throughout the year. The Chapter is in good hands, with a great group of officers coming forward in 2022. Please give these great people your continued support.

I look forward to continue to serve the chapter, and wish you all the best in the coming year.

Ryan Korth, MAI
2021 Chapter President

LARA Continuing Education Tracking Update

After the current Real Estate Appraiser license renewal cycle ends, our office will no longer track continuing education hours for the Real Estate Appraiser profession. We have removed the continuing education tracker from the LARA website. All licensed real estate appraisers will be responsible for tracking their own continuing education hours.

FEATURED MEMBER

Sarah Vandenberg, SRA, AI-RRS

After graduating from Northern Illinois University with a degree in Elementary Education, Sarah settled in Kalamazoo, Michigan with plans to pursue a teaching career. She started working for a residential appraisal company back in 1997 after a friend asked if she would be willing to fill in temporarily after the office assistant unexpectedly resigned. Within a few months, Sarah started as a “runner,” dropping film off at 1-hour photo, assembling reports, pulling property cards, and hand delivering reports to clients. She was quickly hooked by the fast-paced nature of the industry and knew she had found her career path. Sarah spent the next 16 years doing residential fee work in the Greater Kalamazoo and Southwest Michigan markets until a new opportunity in 2014 brought her to Amerifirst Home Mortgage where she manages the appraisal distribution and review divisions. Her favorite part of the job is getting to know appraisers from all over the country.

Sarah currently resides with her husband and two teenage sons in Paw Paw, MI. When she’s not working, Sarah enjoys golfing and watching her sons participate in football and cross country. People are usually surprised to discover she is a self-taught knitter and crocheter. “I love creating beautiful and unique crafts and find it to be a great way to relieve stress after a busy day.”



Golf Outing 2021



A good turnout despite the rainy weather!



Mike Williams, MAI and Ryan Korth, MAI hand out the prizes.



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



Closest to the pin winner Blake Damerow.

September Seminar and Chapter Meeting



Randall Bell, PhD, MBA, MAI did a wonderful job presenting Detrimental Conditions.



Everyone enjoyed the Seminar.



Dan Bittner, SRA receives the 2020 Presidents Gavel Plaque from 2021 President Ryan Korth, MAI.



President Ryan Korth, MAI, stands by as Secretary, Pete Arbour, MAI reads the minutes from the last meeting.

2021 Building Tour—Detroit Princess



Our classroom for 3 hours!



Everyone enjoying lunch.



A Great Group on a Beautiful Day!

2021 Building Tour—Detroit Princess—Continued



Special Speaker Marc Pasco, introduced by Dan Bittner, SRA.



Michael Kalugar, Howard Babcock, SRA & Laura Daly enjoying the view!



Jan Ziozios, MAI



Don Wieme, MAI, SRA

2022 Chapter Officers

BOARD:

President	Sharon B. Harbin, MAI, SRA, AI-GRS
Vice President	Robert J. Lentz, MAI
Treasurer	Peter F. Arbour, MAI
Secretary	Andrew E. Sill, MAI

DIRECTORS:

William P. Fowler, MAI	Gregory P. Laikind, MAI, AI-GRS
Dennis J. Penfold, SRA	Andrea M. Kujala, MAI
Charles E. Larson, MAI	Francisco Segura, MAI
John P. Snyder, IV, SRA	Linda M. Fankel, SRA
Jared Garcia, MAI	Christopher S. Grajek, MAI, AI-GRS

REGION III REPRESENTATIVES:

Robert J. Lentz, MAI
Timothy S. Evans, SRA
Brenda D. Makarov, MAI
Gary L. Pray, SRA
Christopher S. Grajek, MAI, AI-GRS
J. Charles Carr

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)**

Michael F. Clifford, MAI
Brent R. Davis, SRA
Zachary J. Glaspie, MAI

2021 NOMINATING COMMITTEE

Daniel J. Bittner, SRA, Immediate Past President, Chair
Brandon L. Ellis, MAI
Joel Korth
Brenda D. Makarov, MAI

Calendar of Events 2021 – Great Lakes Chapter A.I.

December 9, 2021	“Let’s Eat Out”-Restaurant Valuation Issues (A.M.) Instructor: David Rice, MAI 4 Hours CEC	Marriott Detroit/Livonia Livonia
December 9, 2021	Branch Bank Valuation Issues (P.M.) Instructor: David Rice, MAI 4 Hours CEC	Marriott Detroit/Livonia Livonia
December 10, 2021	Great Lakes Chapter 2021 Economic Summit Special Speaker: Eric Bussis—Chief Economist & Director of Office Revenue & Tax Analysis Residential Panel—Cheryl Dixon, Kevin Hill, Melinda Nagler Commercial Panel—Brandon Carnegie, Rachele Downs Joe Van Esley, Mark Schafer	Marriott Detroit/Livonia Livonia
December 10, 2021	Chapter Meeting (Noon) Installation of 2022 Chapter Officers Special Speaker: Jefferson L. Sherman, MAI, AI-GRS Immediate Past President of A.I.	Marriott Detroit/Livonia Livonia

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



ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIEducationSearch