



Appraisal Institute™

Professionals Providing
Real Estate Solutions

Great Lakes Chapter Newsletter

December 2022

Table of Contents

Seminars & Chapter Meeting	1
Designations & New Members	1
Update Your License Info	1
December 1st Seminars	2
Summit & Chapter Meeting	3
Presidents Remarks	4
Featured Member	5
Golf Outing	6
Building Tour	7
Chapter Meeting & Seminar	8
2023 Chapter Officers	9
Calendar of Events	10
AI Online Education	10

Officers and Directors 2022

President

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

Vice President

Robert J. Lentz, MAI

Treasurer

Peter F. Arbour, MAI

Secretary

Andrew E. Sill, MAI

Past President

Ryan T. Korth, MAI

Directors

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

Seminars & Chapter Meeting

On Thursday, December 1st we will present two 4-Hour Chapter Developed Seminars. In the morning session “Michigan Investment Property Review: Stats, Trends and Major Sales & Leases” and in the afternoon session “Branch Bank Valuation Issues.” Registration information is located on [page 2](#).

Friday, December 2nd will be our Great Lakes Chapter 2022 Southeast MI Economic Summit followed by the December Chapter Meeting at 12:15 pm. Registration information is located on [page 3](#).

New Designation

Sharon L. Frischman, AI-GRS—City of Lansing—Lansing

Congratulations Sharon, Great job!!

Welcome New Members

Connor Thomas Edwards—Candidate for Designation—Trenton
Kelvin Gray, Sr.—Practicing Affiliate—Bloomfield Township
Donald Rutledge—Practicing Affiliate—Troy

Updating License Information in your AI Account

Many members renewed appraiser licenses in 2022. 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 your license number you will create a new entry using: **+Add**

Michigan Investment Property Review
“Stats, Trends and Major Sales & Leases”

Instructor: David Rice, MAI

Thursday, December 1, 2022
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=8F4A375A-AAF4-4A97-8A97-
05C929A2445A&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=8F4A375A-AAF4-4A97-8A97-05C929A2445A&goback=0)

Branch Bank Valuation Issues

Instructor: David Rice, MAI

Thursday, December 1, 2022
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=ED6D0F0F-EFAA-418E-9598-
F25082A96FA9&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=ED6D0F0F-EFAA-418E-9598-F25082A96FA9&goback=0)

Great Lakes Chapter 2022 Southeast MI Economic Summit

Special Speakers:

Melissa Gibson - Economist—Office of Revenue & Tax Analysis
for the Michigan Department of Treasury

Residential Broker Panel:

Allison Fishwick—Howard Hanna, **Kevin Hill**—Max Broock Realtors, Detroit
Steve Meyers—Re/Max Metropolitan

Commercial Panel:

Joe Banyai—Signature Associates, **Chris Secontine**—Signature Associates,
Alex Bieri—Stokas, Bieri Real Estate, **Tony Montalbano**—Huntington Bank,
Vinnie Sinacola—Flagstar Bank

Friday, December 2, 2022
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. **Lunch & The Chapter Meeting are included.**

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

[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?
webcode=AIChapterRegistration&Reg_evt_key=3EF18E25-81F9-44A8-BD65-
D3B528C99F61&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=3EF18E25-81F9-44A8-BD65-D3B528C99F61&goback=0)

Chapter Meeting Lunch & Installation of Chapter Officers

Lunch & Meeting Only Registration

Special Speaker: **Craig Steinley, MAI, SRA, AI-GRS, AI-RRS**
2023 President of the Appraisal Institute

Friday, December 2, 2022
12:15 pm –3:30 pm

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

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

[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?
webcode=EventInfo&Reg_evt_key=5D8411D7-BC3C-4256-91F8-
7DC4129A10E1&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=5D8411D7-BC3C-4256-91F8-7DC4129A10E1&goback=0)

President's Remarks

Dear Great Lakes Chapter,

In closing out my tenure as the 2022 President, I am moved to focus on three words: Organized, Supportive and Welcoming.

Organized: During this year, our chapter organized and delivered approximately 23 seminars and classes, a women's luncheon, a Detroit building tour, a tour of Meadowbrook Hall, a golf outing, a residential round table and two economic summits. – Thank you, Joan Kaczor, for coordinating these events, and Thanks to Michael Lohmeier, David Rice, Mike Williams, Dan Bittner and Robert Lentz for your collaborative efforts and contributions!

Supportive: During this year, I garnered a huge amount of support from the Executive officers, the Board of Directors, The Region Representatives, the Alternate Region Representatives and the Past President, Ryan Korth. There is a spirit of cooperation among us so that we maintained positive communication with National, we achieved a budget surplus (Pete Arbour), we produced three newsletters (Andy Sill), we are learning more about our members through personal interviews (Patrice Uhnavy), we added a diversity committee (Ricardo Stewart), we continue to work diligently to determine how we can best serve our candidates and affiliates (Ed Larson), we sent three members to LDAC, and we are ahead of the other chapters in Region III when it comes to key government relation issues (Jim Hartman). I am grateful for what was accomplished and all your support!

Welcoming: In the last twelve months, the Great Lakes Chapter has welcomed eighteen (18) new members. They joined as designated members, candidates for designation, affiliates and a student. I had the opportunity to speak with several of them, and I was impressed by the positive comments and level of comfort they expressed about their Mentors. Kudos to all the Mentors – you know who you are!

In the last four decades, I have witnessed positive changes in the Great Lakes Chapter, and the objective is to continue to grow and get better. - In the words taken from an African proverb, also coined by Warren Buffett, Cory Booker, and others: "If you want to go fast, go alone, but if you want to go far, go together," - I am grateful that we have worked together throughout my time as President, and I am confident that the Great Lakes Chapter of the Appraisal Institute will continue to grow and get better under the auspices of the Leaders to follow.



Respectfully,

A handwritten signature in blue ink that reads "Sharon B. Harbin". The signature is written in a cursive, flowing style.

Sharon B. Harbin, MAI, SRA, AI-GRS
2022 President, Great Lakes Chapter of the Appraisal Institute

FEATURED MEMBER

George Parnell

George Parnell was the manager of a whitewater rafting outfitter in Fayetteville, West Virginia before he embarked on his career as a real estate appraiser. He spent the summers since he was a senior in high school until he was a sophomore in college working on the river. He was offered the job to manage the company, and decided it was a lot more fun than going to school. However, he met his wife, Shana, who happens to be from Michigan and had a summer job raft guiding at another outfitter. While working as a raft guide and managing the company was fun, he needed to get a “real” year-round career and had decided returning to college after a three-year hiatus was the way to do it. After graduating from West Virginia University in 2015, he accepted a job as a Researcher with Integra Realty Resources – Pittsburgh with the intent on becoming an appraiser to cover the state of West Virginia for the company. He became a Certified General Appraiser and covered numerous commercial property types throughout West Virginia, western Maryland, and the occasional trips into bordering states. In February 2020, George and Shana’s family grew as they welcomed their son Harris into the world. With little family around in WV and knowing Shana’s sister and cousin were expecting to have children of their own within the next several months, they decided to move back to Shana’s home state of Michigan in the midst of a global pandemic as it would be a great opportunity to raise their son with family nearby.

George is now a Senior Analyst for the Integra Realty Resources – Detroit office and resides in Commerce Township, Michigan with his wife, son, and their dog, Wednesday. He still enjoys paddling on the river, although there is much less whitewater around here! In addition, he practices Brazilian Jiu Jitsu, enjoys cooking and baking desserts and other treats, and has fun playing outside with his two-year-old after work and on the weekends.



Golf Outing 2022



Shaun Topin, MAI, Longest Drive



Sean Landis, Closest to the Pin #2.



Rob Elder, Longest Drive



Bill Steinke, SRA receives Closest to the Pin #1 from Mike Williams, MAI.



First place winners: Dave Williams, Rob Elder, Mike Williams, MAI and Doug Wilder

2022 Building Tour



Donna List, SRA and Sharon Harbin, MAI, SRA, AI-GRS, pose in front of a beautiful floral display.



One of our great tour guides from the Preservation Detroit.



Part of the group stopping for a photo in front of the Spirit of Detroit.

September Chapter Meeting and Discussion Panel



Everyone gathered after the Tour for a wonderful lunch at Andiamo Detroit Riverfront.



Gary Pray, SRA, Dave Rexroth, MAI, SRA & Howard Babcock, SRA pondering the day.



Sharon Harbin, MAI, SRA, AI-GRS, giving the President's Report.



Our Panel: Ryan Cooley, Owner O'Connor Real Estate, Detroit and Austin Black II, founder of City Living Detroit

2023 Chapter Officers

BOARD:

President	Robert J. Lentz, MAI
Vice President	Peter F. Arbour, MAI
Treasurer	Andrew E. Sill, MAI
Secretary	Kenneth R. Siegle, MAI

DIRECTORS:

Charles E. Larson, MAI	Francisco Segura, MAI
Jared Garcia, MAI	Linda M. Fankel, SRA
John P. Snyder, IV, SRA	Christopher S. Grajek, MAI, AI-GRS
Joseph R. Calvaneso, MAI	Brian M. Sinclair, MAI
Andrea M. Kujala, MAI	Brett M. Suszek, MAI, AI-GRS

REGION III REPRESENTATIVES:

Peter F. Arbour, MAI
Michael F. Clifford, MAI
Kaylee Marcum, MAI
Andrew Sponsky, MAI
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)**

William G. Steinke, SRA

2022 NOMINATING COMMITTEE

Ryan T. Korth, MAI, Immediate Past President, Chair
John P. Snyder, IV, SRA
David H. Anderson
Michael T. Williams, MAI
Ryan D. Bissell, MAI

Calendar of Events 2022– Great Lakes Chapter A.I.

December 1, 2022	Michigan Investment Property Review, “Stats, Trends and Major Sales and Leases” (A.M.) Instructor: David Rice, MAI 4 Hours CEC	Marriott Detroit/Livonia Livonia
December 1, 2022	Branch Bank Valuation Issues (P.M.) Instructor: David Rice, MAI 4 Hours CEC	Marriott Detroit/Livonia Livonia
December 2, 2022	Board of Directors Meeting 8:00 A.M.—8:50 A.M.	Marriott Detroit/Livonia Livonia
December 2, 2022 9 A.M.-12:15 P.M.	Great Lakes Chapter 2022 Southeast MI Economic Summit Special Speaker: Melissa Gibson—Economist— Office Revenue & Tax Analysis Residential Panel—Allison Fishwick, Kevin Hill, Steve Meyers, & Doris Labeau Commercial Panel—Joe Banyai, Chris Secontine, Alex Bieri, Tony Montalbano & Vinnie Sinacola 3 Hours CEC	Marriott Detroit/Livonia Livonia
December 2, 2022 12:15 .M.- 3 P.M.	Chapter Meeting (Noon) Installation of 2023 Chapter Officers Special Speaker: Craig Steinley, MAI, SRA, AI-GRS, AI-RRS, 2023 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