



# Appraisal Institute™

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Real Estate Solutions

## Great Lakes Chapter Newsletter

February 2011

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### IN THE NEWS:

Our February Chapter Meeting is this Thursday Evening, February 3rd, at the Holiday Inn-Gateway Centre in Flint. We will be having 2 hours of continuing education "Spotlight on USPAP: Appraisal Review". This 2 hours has been approved for continuing education for the Appraisal Institute, State of MI Appraisers, Brokers and Assessors You can find the registration form on [page 2](#).

### PRESIDENTS REMARKS:

It was a privilege to be sworn in as your 2011 Chapter President at our December meeting. I would like to thank our board members, Immediate Past President Jim Hartman, Connie Doherty and Doug Schoenberg, whose terms expired in 2010. Each gave many years of dedicated service to our Chapter. The Great Lakes Chapter has been fortunate to have a good membership base of volunteers over the years to service on the Board of Directors, as Regional Representatives or on our various committees. If you are interested in getting involved in our Chapter and/or the Appraisal Institute please register on the Leadership Resource Registry on the Appraisal Institute web site.

There is much going on in the real estate valuation industry, nationally as well as internationally. Just as the economic downturn has forced clients and businesses to reevaluate how they are doing business to stay competitive, so must we as appraisers and as members of the Appraisal Institute. Some of the changes occurring at the Appraisal Institute include the Board of Directors' approval of the Core Competency Framework in November 2010 to be implemented over the coming years. Much has been written and disseminated about this and other changes and I recommend you visit the Appraisal Institute's web page for more information.

I'm pleased to report the Great Lakes Chapter is in sound financial condition and our membership, although fluctuating the last few years, has remained steady. This is a positive considering state licensed appraiser numbers have been in decline. As of the end of 2010 we had 184 designated plus 275 associates and affiliates for a total of 459 practicing members. It has been a challenge to balance our annual budgets but we have had good success the last couple of years with essentially break even year ends. Our cash reserves are equivalent to approximately eight months of operating expenses, which is where we want to be as a non profit organization.

The Great Lakes Chapter's annual budget is education driven. Education is where we spend the bulk of our time and energy as a Chapter. One of our primary Chapter goals has been to provide the best quality real estate appraisal education available at a cost effective price to our membership. We schedule over 25 seminars or courses per year at various locations throughout the state. The convenience of attending our local course offerings benefits our members by saving time and money. Another benefit is the networking opportunity with other real estate professionals. This is a big advantage compared to internet education.

Another benefit to membership in the Great Lakes Chapter is our voucher program. By attending a Chapter meeting you receive a voucher for \$50 off a seminar or \$100 off a course offering. This member benefit has been available since 2001; however its cost comes up each year in our budget discussions. As long as we have well attended educational offerings and our budgets are balanced we should be able to continue vouchers. I hope that as a member you are taking advantage of this benefit.

In closing I would like to ask our membership to make the commitment to support your Great Lakes Chapter by attending chapter meetings and at least one or two of our educational seminar or course offerings this year. Our 2011 Calendar of Events with our up coming seminars and courses is attached to this newsletter. It will be updated on our web page as new information and educational offerings are added. Also, look for a new and improved notice of upcoming educational offerings in your email soon. Finally, I would like to thank Joan Kaczor our Executive Director who does so much to support us as a Chapter and on the Board of Directors.

John D. Sabin, President  
Great Lakes Chapter

### Officers and Directors 2011

#### President

*John D. Sabin, MAI*

#### Vice President

*Timothy J. Cronan, MAI*

#### Treasurer

*Micheal R. Lohmeier, MAI,  
SRA*

#### Secretary

*Joseph L. Torzewski, MAI*

#### Directors

*Paul R. Arnold, MAI*

*Alan R. Barnas, MAI*

*C. Edward Larson*

*Rachel Massey, SRA*

*David B. Mielnicki, SRA*

*Kenneth R. Siegle, MAI*

*Patrice M. Uhnavy, SRA*

*Michael T. Williams, MAI*

#### Past President

*Marshall A. Brulez, MAI*

**GREAT LAKES  
CHAPTER MEETING**

**THURSDAY EVENING, FEBRUARY 3, 2011**  
**HOLIDAY INN-GATEWAY CENTRE**

5353 Gateway Centre Drive  
Flint, MI 48507  
(810) 232-5300

Cost: \$40 for Appraisal Institute Members; \$45 for Non-Members

3:00 PM **Board of Directors**  
5:00 PM **Cocktails & Networking**  
5:30 PM **Dinner & Chapter Meeting**  
**“Spotlight on USPAP: Appraisal Review”**  
**2 Hours CEC**  
**Instructors: Rachel Massey, SRA & Micheal R. Lohmeier, MAI, SRA**

NAME \_\_\_\_\_

NICKNAME (FOR BADGE) \_\_\_\_\_

FIRM \_\_\_\_\_

STREET ADDRESS \_\_\_\_\_

CITY/STATE/ZIP \_\_\_\_\_

PHONE: (\_\_\_\_) \_\_\_\_\_ FAX: (\_\_\_\_) \_\_\_\_\_

EMAIL: \_\_\_\_\_

GLCAI Board Member \_\_\_\_\_ YES /NO

PAST CHAPTER PRESIDENT \_\_\_\_\_ YES /NO

AI MEMBER TYPE: \_\_\_ DESIGNATED \_\_\_ ASSOCIATE \_\_\_ AFFILIATE \_\_\_ NON-MEMBER

FORM OF PAYMENT: \_\_\_\_\_ CHECK ENCLOSED PAYABLE TO GLCAI

\_\_\_\_\_ VISA \_\_\_\_\_ MASTERCARD

CARD # \_\_\_\_\_ EXPIRES: \_\_\_\_/\_\_\_\_

SIGNATURE: \_\_\_\_\_

Please fill out the above and fax it to 888-587-5381 OR Call 810-364-5640.

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**DECEMBER CHAPTER MEETING**



Bill Steinke, SRA and Connie Doherty, MAI smile for the camera.



Mike Williams, MAI and Joe Torzewski, MAI enjoy the social time before the meeting.



Doris Hellenbart, MAI and Liza Luzod-Chubb also take time to smile for the camera



John Sabin, MAI, Tim Cronan, MAI and Micheal Lohmeier, MAI, SRA during the installation ceremony.

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## DECEMBER CHAPTER MEETING Con't



Mike Williams, MAI, Paul Arnold, MAI and Patrice Uhnavy, SRA during the installation ceremony.



Special Speaker Joe Magdziarz, MAI, SRA and 2011 President of the Appraisal Institute.



Don Wieme, MAI, SRA receives the Connie Vickroy Distinguished Service Award.



John Sabin, MAI, our 2011 Great Lakes Chapter President.

**WELCOME TO OUR NEW MEMBERS!!!**

**DECEMBER 2010**

Ron J. Patti—Associate General Aspiring — Warren  
Cynthia L. Kapa — Affiliate — Muskegon

**JANUARY 2011**

Zachary J. Glaspie— Associate General — Southfield  
Jeremy M. Steele — Associate General — Milford  
Christopher Maharg — Associate General — Southfield

**JOB OPPORTUNITY**

**RARE OPPORTUNITY : diverse and interesting work doing appraisal reviews**

The Michigan Department of Natural Resources and Environment seeks an experienced appraiser to conduct appraisal reviews and special valuations. This is interesting, challenging work. Projects include a broad variety of appraisals - acquisitions, sales, exchanges, conservation easements, leases, wetlands, rail corridors and partial interests.

Reviewer is responsible for reviewing independent appraisals obtained by contract, performing inhouse valuations, problem-solving and advising staff and senior management. The reviewer evaluates appraisal reports, works with appraisers to ensure that appraisals meet standards, and provides insight into the opinion of value.

The review function is critical to protecting the investment of public funds in lands acquired and protecting public assets when surplus lands are exchanged or sold. Dozens of appraisals are reviewed annually, involving millions of dollars worth of property, with a variety of state and federal grants and requirements.

Minimum experience and qualifications:

- “State Certified General” license (highest level in Michigan ), equivalent, or ability to obtain within 6 months of start date
- Bachelor’s Degree, from four year accredited college
- Knowledge of appraisal standards, practice and review process

Creativity and problem-solving skills; strong analytical and technical ability

Full-time position; flexible work schedule available. Competitive salary, 401k plan, health insurance and other benefits.

**To apply:** Please visit State of Michigan Civil Service Commission electronic application website at <http://agency.governmentjobs.com/michigan/default.cfm>.

Scroll down and search for the “Property Specialist 13” position.

To be considered, you must follow the direction on the website and apply as directed, including cover letter, resume and required supplemental information.

**Deadline:** March 1, 2011.

## Calendar of Events 2011 – Great Lakes Chapter A.I.

**CALL: (810) 364-5640**

**Or register on line at: [www.appraisalinstitute.org/education/GreatLakes](http://www.appraisalinstitute.org/education/GreatLakes)**

February 3, 2011	<b>REO Appraisal—Appraisal of Residential Property For Foreclosure and Pre-foreclosure</b> Instructor: Mark V. Smeltzer, SRA 7 Hours CEC	Holiday Inn-Gateway Centre Flint
February 3, 2011	<b>CHAPTER MEETING (Evening) Spotlight on USPAP: Appraisal Review</b> Instructors: Rachel Massy, SRA & Micheal Lohmeier, MAI, SRA 2 Hours CEC	Holiday Inn-Gateway Centre Flint
February 4, 2011	<b>Using Spreadsheet Programs in Real Estate Appraising</b> Instructor: Mark V. Smeltzer, SRA 7 Hours CEC	Holiday Inn-Gateway Centre Flint
March 14-17, 2011	<b>General Appraier Market Analysis &amp; Highest &amp; Best Use</b> Instructor: Mark Ratterman, MAI, SRA 30 Hours (including 2-hour exam)	Holiday Inn Gateway Centre Flint
March or April 2011	<b>Valuation of Green Residential Properties</b>	Detroit Area
April 2011	<b>General Appraiser Income Approach-Part 1</b> 30 Hours (including 2-hour exam)	Flint
April 25-28, 2011	<b>Basic Appraisal Principles</b> Instructor: Winfield Cooper, SRA 30 Hours (including 2-hour exam)	Port Huron
April 29, 2011	<b>7 Hour National USPAP Update</b> Instructor: Winfield Cooper, SRA 7 Hours CEC	Flagstar Bank Troy
April or May 1, 2011	<b>Valuation of Conservation Easement</b> 33 Hours (including 2-hour exam)	Holiday Inn Gateway Centre Flint
May 2011	<b>Whatever Happened to Quality Assurance in Residential Appraisals</b> 7 Hours CEC	Holiday Inn Kentwood
May 2011	<b>CHAPTER MEETING (Evening)</b>	Holiday Inn, Kentwood
May 2011	<b>Advanced Spreadsheet Modeling for Valuation Applications</b> 7 Hours CEC	Holiday Inn Kentwood
May 19, 2011 May 20, 2011	<b>Michigan Laws and Rules (2 hours CEC) 7 Hour National USPAP UPDATE</b> Instructor Bruce M Closser, MAI, SRA 7 Hours CEC	Landmark Inn Marquette
May 23-26, 2011	<b>Basic Appraisal Procedures</b> Instructor: Winfield Cooper, SRA 30 Hours (including 2-hour exam)	Port Huron
June 9, 2011	<b>7 Hour National USPAP Update</b> Instructor: Micheal Lohmeier, MAI, SRA 7 Hours CEC	Holiday Inn-Gateway Centre Flint

June 9, 2011	<b>2 Hour MI Law &amp; Rules</b> (immediately following USPAP) Instructor: Randy Davis, SRPA, SRA	Holiday Inn Gateway Centre Flint
June 10, 2011	<b>Business Practices and Ethics</b> Instructor: Micheal Lohmeier, MAI, SRA 7 Hours for A.I. and 5 Hours St. of MI	Holiday Inn Gateway Centre Flint
June 16-17, 2011	<b>15 Hour National USPAP</b> Instructor: Winfield Cooper, SRA 15 Hours (including a 1 hour exam)	Port Huron
June 2011	<b>Advanced Market Analysis and Highest &amp; Best Use</b> 35 Hours (including 1 hour exam)	Holiday Inn-Gateway Centre Flint
July 2011	<b>Analyzing the Effects of Environmental Contamination On Real Property</b> 7 Hours CEC	Detroit Area
September 2011	<b>7 Hour National USPAP Update</b> Instructor: Terrell R. Oetzel, MAI 7 Hours CEC	Holiday Inn Gateway Centre Flint
September 2011	<b>2011 Great Lakes Chapter Annual Golf Outing</b>	TBA
October, 2011	<b>Whatever Happened to Quality Assurance in Residential Appraisals</b> 7 Hours CEC	Detroit Area
October, 2011	<b>CHAPTER MEETING (Noon)</b> <b>MI Law and Rules</b> 2 Hours CEC	Detroit Area
October, 2011	<b>Appraisal Curriculum Overview-Residential</b> Instructor: Winfield Cooper, SRA 8 Hours CEC	Holiday Inn-Gateway Centre Flint
October, 2011	<b>Appraisal Curriculum Overview-General</b> Instructor: Micheal Lohmeier, MAI, SRA 15 Hours CEC	Holiday Inn-Gateway Centre Flint
November 2011	<b>General Appraiser Income Approach-Part 2</b> 30 Hours (including 2-hour exam)	Flint
December 2, 2011	<b>CHAPTER MEETING</b> Installation of 2012 Chapter Officers Special Speaker: Sara W. Stephens, MAI 2012 President of the Appraisal Institute	Detroit Area

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



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