



# Appraisal Institute™

Professionals Providing  
Real Estate Solutions

## Great Lakes Chapter Newsletter

February 2018

### Table of Contents

	<u>Pages</u>
February Chapter Meeting	1
New Designations & Members	1
A.I. Education Scholarship	1
Presidents Remarks	2
Chapter Education Scholarship	2
Chapter Meeting Registration	3
Seminar A.M	4
Seminar P.M.	5
December Chapter Meeting	6
December Chapter Meeting	7
December Chapter Meeting	8
Calendar of Events	9
Calendar of Events Con'd	10
Online Education	10

### Officers and Directors 2018

#### President

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#### Vice President

*Ryan T. Lake, MAI*

#### Treasurer

*Daniel J. Bittner, SRA*

#### Secretary

*Ryan T. Korth, MAI*

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*Edward Bowen, SRA, AI-RRS*

*Brandon L. Ellis, MAI*

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*Patrick L. Millard, SRA*

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RRS*

*Andrew E. Sill, MAI*

*Shaun B. Toupin*

#### Past President

*Paul R. Arnold, MAI*

### FEBRUARY CHAPTER MEETING & SEMINARS

Our February Chapter Meeting is at 5:00 pm, Thursday, February 15th at the Holiday Inn Gateway Centre. Jon Campbell, Director-Investigation & Inspections Division-Bureau of Professional Licensing –LARA, will be our guest speaker. Also, speaking will be Randy Davis, SRPA, SRA and Norman Thomas, ASA, SR/WA. They will give a 2 Hour presentation of “LARA and the Michigan Real Estate Appraisal Profession”. You can find the registration form on **Page 3**.

Also, that day we are having a 4 hour seminar “Michigan Residential Valuation and Case Studies”, from 8:00a.m.—12:00 p.m. (**page 4**). Then from 1:00 p.m.—5:00 p.m., we will be having a 4 hour seminar “2018 Expert Insights into Michigan Property Tax Issues and the Tribunal” (**page 5**). Attendees are eligible to receive continuing education credit, for each seminar, towards the Appraisal Institute, State of MI Appraisal License and Assessor License. **That’s 10 Hours of continuing education in 1 day!!**

### NEW DESIGNATION

Tyler B. Berg, MAI—Avenue Appraisal—Detroit  
Congratulations Tyler! Great Job!!

### NEW MEMBERS

John Danielson—Practicing Affiliate—Royal Oak  
Kristina Kieft—Practicing Affiliate—Ann Arbor  
Bret Shrader—Practicing Affiliate—Southfield

### APPRAISAL INSTITUTE’S EDUCATION TRUST SCHOLARSHIP RECIPIENT



GLCAI member, **Brandon S. Rausch**, was the sole recipient of The Appraisal Institute’s Education Trust Course Scholarship for region three in 2017. His name, along with other recipients throughout the country, were featured in the Fall 2017 edition of The Appraisal Journal.

Brandon is a Certified General Appraiser and Vice President of Acura Valuation, Inc. in Kalamazoo, Michigan. He has a B.B.A. from Western Michigan University and is currently pursuing the MAI designation.

For more information on the Appraisal Institute Education Trust and the scholarships available, visit [www.aiedtrust.org](http://www.aiedtrust.org).



## **PRESIDENTS REMARKS:**

It is an honor for me to serve you as the President of the Great Lakes Chapter for 2018. I'm looking forward to an exciting and busy year. As we begin the New Year, I would like to thank those departing Board members from 2017. Pete Arbor, MAI; Brent Davis, SRA; Robert Davis, SRA; Valerie Lafferty; as well as Past-President Paul Arnold, MAI. Each of these Board members provided their time, energy and talents for three years or more and devoted themselves to serving the Chapter.

The Great Lakes Chapter is already off to a strong start in 2018. We just held our first USPAP class for the year where 90 people were in attendance. There are 23 classes currently planned through October of this year, with plans to add some additional classes to the list as the year goes on. If you missed the USPAP class in Flint the next offering will be on February 22nd in Lansing. The Board of Directors has continued to make a commitment to offering both continuing education as well as the core educational offerings for individuals who are new to the industry. Last year ended up being a very successful year for education with 22 classes being offered and 574 students in attendance.

I recently, on January 30th, participated in the Region III conference call. I am happy to say that there are no controversial issues pending at this time. However, if you have not posted any comments regarding the possible governance restructuring of the Appraisal Institute, I would highly recommend that you do so soon. These comments are being reviewed and discussed. National is in the process of establishing another committee to review past recommendations, regarding governance restructuring, and will most likely make additional recommendations. Also, regarding the financial restructure for the Appraisal Institute, there are currently two chapters who are doing a beta test with the proposed financial program. This is planned to expand to 15 chapters by approximately April of this year. The Great Lakes Chapter Board will review the results of these beta tests and have discussions with those chapters involved before a decision to participate is determined.

If you are considering serving the Chapter or in a National capacity please reach out to myself or any Board member. The Chapter is always looking for future leaders. Additionally, you should sign into your Appraisal Institute account online and click on "Get Involved!". You will have the ability to indicate what your interests are in serving the various committees that are available both at a local and national level.

The Board members have a great year planned ahead for the Chapter. Keep an eye out for future correspondence which will provide numerous educational and career growth opportunities.

Alan Johns, MAI  
2018 Chapter President

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## **GREAT LAKES CHAPTER EDUCATION SCHOLARSHIP**

The Great Lakes Chapter of the Appraisal Institute intends to make one scholarship available per year to a member meeting the criteria contained herein. The scholarship will be for up to \$500 and will cover the tuition and costs associated with one class. The scholarship is only given for Appraisal Institute course work. Scholarships will be awarded at the December meeting of the Great Lakes Chapter annually. Eligible costs will be for those classes taken in preceding the 4<sup>th</sup>, 1<sup>st</sup>, 2<sup>nd</sup>, and 3<sup>rd</sup> fiscal quarters

### Award Process:

The Great Lakes Chapter shall may award one scholarship per calendar year. The scholarship will be paid as a reimbursement of up to \$500 in costs already incurred in relation to the completion of coursework as stated herein. Award decisions will be based on the following criteria:

- Successful completion of the applicable class on the first attempt
- Successful meeting of the application process, including and timelines,
- Priority for award will be based on those with the fewest remaining steps towards MAI or SRA designations

If you are interested please contact Joan at (810) 364-5640 or email [jkaczor29@gmail.com](mailto:jkaczor29@gmail.com).

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# GREAT LAKES CHAPTER MEETING

**THURSDAY EVENING, FEBRUARY 15, 2018**  
**HOLIDAY INN-GATEWAY CENTRE**

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

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

12:00 PM Board of Directors

5:00 PM Cocktails & Networking

5:30 PM Dinner & Chapter Meeting

“LARA and the Michigan Real Estate Appraisal Profession”

Special Speaker: Jon Campbell, Director-Investigation & Inspections

Division-Bureau of Professional Licensing-LARA

Randy Davis, SRPA, SRA

Norman Thomas, ASA, SR/WA

(2 Hours CEC has been approved for MI Appraisers and A.I.)

NAME \_\_\_\_\_

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

FIRM \_\_\_\_\_

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

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

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

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

AI MEMBER TYPE:  DESIGNATED  ASSOCIATE  AFFILIATE  NON-MEMBER

FORM OF PAYMENT:  CHECK ENCLOSED PAYABLE TO GLCAI

VISA  MASTERCARD  AM/EX  DISCOVER

CARD # \_\_\_\_\_

EXPIRES: \_\_\_\_/\_\_\_\_ CCV\_\_\_\_\_

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

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

**MICHIGAN RESIDENTIAL VALUATION AND CASE STUDIES**

Instructor: Lynne Fuller  
Thursday, February 15, 2018  
Holiday Inn Gateway Centre, Flint, MI  
8:00 a.m.—12:00 p.m.

This four hour seminar walks you through some analysis and case studies that address different types of valuation by purpose and use and that encompass a broad range of property types, including vacant land and condominiums. The seminar will help you understand what gives value to properties and identify potential challenges of valuing properties in different marketing conditions. It will enhance your knowledge of techniques to appraise different types of properties for various purposes within USPAP guidelines. It will help you to incorporate and adapt professional appraisal principles and standards into assignments in challenging markets.

Topics include:

- Residential market analysis and highest and best use
- Vacant Land Analysis
- Valuation of condos, co-ops, and PUDs
- Complex single family

You may fax ahead to (888) 587-5381 to start the registration process.

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

If you are paying with credit card please fill in the information below:

Visa, MasterCard, Am/Ex and Discover \_\_\_\_\_ Card number \_\_\_\_\_  
Expiration \_\_\_\_\_ CCV# \_\_\_\_\_

Billing Address of Card \_\_\_\_\_

**REGISTRATION INFORMATION (please print)**

Full Name \_\_\_\_\_

Nickname for Badge----- \_\_\_\_\_

Appraisal Institute Member:  MAI  SRPA  SREA  SRA  RM  
 Associate Member  Affiliate Member  Nonmember

Company Name \_\_\_\_\_

Company Address \_\_\_\_\_

City/ State/Zip Code \_\_\_\_\_

Office Phone ( ) \_\_\_\_\_ Office Fax ( ) \_\_\_\_\_

Home Phone ( ) \_\_\_\_\_ E-Mail \_\_\_\_\_

◇ If you have a disability and may require some accommodation, please check here; please notify us in writing at least two weeks in advance to allow sufficient time to arrange for reasonable accommodations.

**SIGNATURE** \_\_\_\_\_ **DATE** \_\_\_\_\_

**MICHIGAN APPRAISER LICENSE#** \_\_\_\_\_

**LICENSE TITLE** \_\_\_\_\_  
(L-Limited, SL-State Licensed, CR-Certified Residential, CG-Certified General)

**2018 EXPERT INSIGHTS INTO MICHIGAN PROPERTY TAX ISSUES AND THE TRIBUNAL**

Special Speakers: Jack L Van Coevering  
Andrea D. Crumback  
Stephanie Simon Morita  
Thursday, February 15, 2018  
Holiday Inn Gateway Centre, Flint, MI  
1:00 p.m.—5:00 P.m.

A number of recent cases and proposed legislation and policy papers have attempted to clarify the concepts of fee simple, highest and best use and appraisal methodology in property tax cases. Three legal experts discuss these recent legal developments and their impact to Michigan cases involving big box properties, special purpose property, unique resort properties, golf courses and special assessments. The experts will then share their insights about how appraisers can provide credible presentations in these evolving and complex areas that addresses the unique review by the tribunal and appellate courts

You may fax ahead to (888) 587-5381 to start the registration process.

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

If you are paying with credit card please fill in the information below:

Visa, MasterCard, Am/Ex and Discover \_\_\_\_\_ Card number \_\_\_\_\_  
Expiration \_\_\_\_\_ CCV# \_\_\_\_\_

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Office Phone ( ) \_\_\_\_\_ Office Fax ( ) \_\_\_\_\_

Home Phone ( ) \_\_\_\_\_ E-Mail \_\_\_\_\_

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**LICENSE TITLE** \_\_\_\_\_  
(L-Limited, SL-State Licensed, CR-Certified Residential, CG-Certified General)



## DECEMBER CHAPTER MEETING



2017 Chapter President Paul Arnold, MAI



Eric Nelson, MAI receives his MAI certificate from Chapter President, Paul Arnold, MAI



2017 Chapter President Paul Arnold, MAI, 2018 A.I. President James Murrith, MAI, SRA and 2018 Chapter President Alan Johns, MAI



2018 Chapter President Alan Johns, MAI with recipient of the Connie Vickroy, Susan Shipman, MAI and 2017 Chapter President Paul Arnold, MAI

## DECEMBER CHAPTER MEETING



2018 Chapter President Alan Johns, MAI presents the Presidents Gavel to 2017 Chapter President Paul Arnold, MAI



Past Chapter Presidents Jeff Grendysa, SRA, and David Rice, MAI



Past Presidents Micheal Lohmeier, MAI, SRA, and Terry Oetzel, MAI



The Terzo and Bologna Group



## DECEMBER CHAPTER MEETING



Beth Graham, Rebecca Hawker, SRA and Moira Smith



Everyone enjoying the December Chapter Meeting



Swearing in of our 2018 Chapter Officers and Board.





## Calendar of Events 2018– Great Lakes Chapter A.I. Cont'd

May 10, 2018	<b>MI Laws and Rules</b> Instructor: Randy Davis, SRA, SRPA 2 Hours CEC	Crowne Plaza Grand Rapids Grand Rapids
May 10, 2018	<b>CHAPTER MEETING (EVENING)</b> <b>Michigan Economy 2018</b> Special Speaker: Dr. Paul Isely Seidman College of Business Grand Valley State University  2 Hours CEC	Crowne Plaza Grand Rapids Grand Rapids
May 11, 2018	<b>Valuation Issues: Michigan B &amp; C Retail Properties</b> Instructor: David Rice, MAI 8 Hours CEC	Crowne Plaza Grand Rapids Grand Rapids
May 30, 2018	<b>Analyzing Operating Expenses: The Michigan Experience</b> Instructor: David Rice, MAI 8 Hours CEC	Flagstar Bank Troy
May 30-31, 2018	<b>15 Hour National USPAP</b> Instructor: Rachel Massey, SRA, AI-RRS 15 Hours (14 Classroom, 1 Hour Exam)	Greater Lansing Association of Realtors Lansing
June 14, 2018	<b>7 Hour National USPAP Update 2018-19</b> Instructor: Micheal Lohmeier, MAI, SRA 7 Hours CEC	Holiday Inn Gateway Centre Flint
June 14, 2018	<b>MI Laws and Rules</b> Instructor: Randy Davis, SRA, SRPA 2 Hours CEC	Holiday Inn Gateway Centre Flint
June 15, 2018	<b>Business Practices and Ethics</b> Instructor: Micheal Lohmeier, MAI, SRA 4 Hours-State of MI, 7 Hours AI	Holiday Inn Gateway Centre Flint
September 13, 2018	<b>West &amp; Central Michigan Commercial Property Review</b> Instructor: David Rice, MAI 4 Hours CEC	Lansing
September 13, 2018	<b>CHAPTER MEETING (NOON)</b>	Lansing
October 5, 2018	<b>Great Lakes Chapter Economic Summit</b> 8 Hours CEC	Crowne Plaza Auburn Hills Auburn Hills
December 7, 2018	<b>CHAPTER MEETING (NOON)</b> <b>Installation of 2019 Chapter Officers</b>	Novi

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



**Online Education:**

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