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Institute™**

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Great Lakes Chapter Newsletter

March 2023

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Officers and Directors 2023

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Past President

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

Seminars & Chapter Meeting

On Thursday, March 2nd we will present a 3-Hour Chapter Developed Seminar, "Great Lakes Chapter Winter Economic Summit 2023." At Dinner we will have our First Quarter Chapter Meeting. Registration information is located on [page 2](#).

New Designations

Maxwell G. Katsarelis, MAI—Birmingham

Congratulations Max, Great job!

Welcome New Members

J. Charles Carr—Candidate for Designation—Royal Oak
Christopher Coucke—Practicing Affiliate—Lowell
Amber Nicole Henderson—Practicing Affiliate—Marquette
Aaron Terenzi—Practicing Affiliate—Birmingham

USPAP Update Course (April 21, May 11, June 8)

The Appraisal Foundation develops the USPAP Update courses to provide guidance on how USPAP has changed and to help clarify issues that affect daily appraisal practices. However, this course is unique from those you've taken in the past, as it is not just an update of previous editions of the USPAP publication. In recent years there's been a perception of bias in appraisal practice, and in some cases, a reality of bias has existed. This current course focuses on how the USPAP addresses issues relating to Fair Housing laws and bias, how to avoid bias and the perception of bias in appraisal practices. It addresses what is meant by "violating" USPAP, and the *Voluntary Disciplinary Action Matrix (VDAM)*.

The course emphasizes the importance of being able to identify the proper area(s) of the USPAP publication when a question is raised. It demonstrates a method for identifying and solving USPAP-related questions and uses Case Study exercises to assist participants in learning the USPAP Publication better. The e-USPAP publication is suggested for class.

**GREAT LAKES CHAPTER WINTER ECONOMIC SUMMIT 2023
&
FIRST QUARTER CHAPTER MEETING DINNER**

History of the Holly Vault

Special Speaker: Timothy R. Hodge, Ph.D.

“The Impact of Work from Home on Commercial Property: Values, Taxes, and Uses”

Thursday, March 2, 2023

4:30 p.m. –8:30 p.m.

**The Holly Vault Collection Property
Venue One Eleven
111 College St.
Holly, MI 48442**

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 Michigan Appraisal License and 15 credits for the Appraisal Institute.

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

[ai.appraisalinstitute.org/eweb/DynamicPage.aspx?
webcode=AIChapterRegistration&Reg_evt_key=A7409F8A-8D0B-4010-ACEF-
2A6DC1CD80F5&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=A7409F8A-8D0B-4010-ACEF-2A6DC1CD80F5&goback=0)

Originally built in 1913, this once Vintage School has been undergoing a complete remodel.



President's Remarks



It is such an honor to serve as the President of the Great Lakes Chapter for 2023. As we look forward to 2023 and all that we will accomplish in the coming year, I would like to thank all who have served our Chapter and given of their time and talent for our shared benefit. Whether you helped organize a Special Event, served as a Region III Representative or Alternate, served on a Committee, on the Board of Directors, or the Executive Board – THANK YOU for your contribution!

In the coming year, the Great Lakes Chapter will offer roughly 20 opportunities for you to network with your peers while earning continuing education credits through a variety of Chapter-created/Local seminars, AI-created/National courses, as well as USPAP and MI Law & Rules. Beyond invaluable networking, if you're new to the Chapter, or have never attended a Great Lakes Chapter Seminar/Education Offering, these are excellent opportunities to get local insights that will increase your understanding of market conditions, or how to deal with interesting/complex appraisal problems you may encounter in your daily practice.

“Save the Date” for Social outings (more details to come):

- Ladies, you won't want to miss our 2nd annual Women's Outing. This year, Sharon Harbin SRA, MAI, AI-GRS has “tea 'd” up a light luncheon at Mithai & Chai, followed by a live-production of Steel Magnolia's at the Tipping Point Theatre in downtown Northville on May 3rd.
- What's better than a mid-week Tigers Game? One that has a continuing education opportunity paired with it! Dan Bittner, SRA is working on a Downtown Detroit event on August 23rd, which will include an afternoon match-up between the Tigers and Chicago Cubs.
- Aces, Barkies, Birdies, and Duffers - Our Annual golf outing -organized by Mike Williams, MAI- will be at Shepherd's Hollow in Clarkston on Wednesday, September 13th.

On February 20-21, I will be representing the Great Lakes Chapter in the Q1 Joint Regional Meeting. I will report back to you updates in our next newsletter in April. If you have any pertinent questions, comments or concerns you would like me to take to the meeting please email me at rlentz@bbgres.com by February 19th. One item of business is the proposed amendment to the AI Bylaws regarding Audit Committee Member Service. You should have received a notice about the proposed changes, or you can follow this link to read more: appraisalinstitute.org/assets/1/7/45DayNotice_1Q_2023.pdf. The proposed changes will be voted on at the February 22-23, 2023 meeting of the AI Board of Directors. If you have comments on the proposed changes, please email 45daynotice@appraisalinstitute.org prior to 2/17/23.

Social Media

A new Facebook page is coming – watch for an announcement and please consider accepting the invitation to join (We did NOT get hacked.) Once you do that, please subscribe to future GLCAI posts, and “Like”, “Comment” and “Share” posts to help us amplify our messaging. This is vital for strong attendance at our Chapter events and to encourage growth in our numbers.

Website

We are going to be updating some portions of the Chapter's website. Please add glcai.com to your bookmarks – there, as before, you will find pertinent Chapter information, Newsletter archives, a Calendar of Events for 2023 and more.

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President's Remarks (cont.)

If you are considering serving the Chapter, or serving in a National capacity, please reach out to myself or any Board member. The Chapter is always looking for future leaders and it is a great opportunity to grow professionally and have an impact in the direction of the Chapter as we move forward, together. If you have an idea for a future seminar that would be of value to the membership, please send an email to seminars@glcai.com. I hope 2023 is already off to a great start for you personally and professionally – and look forward to catching up with you at an upcoming Chapter-sponsored event. If you have any questions, or comments, feel free to reach out to me directly at rlentz@bbgres.com.

Sincerely,
Rob Lentz, MAI
2023 Chapter President

FEATURED MEMBER

Conor Edwards

After spending his 20s traveling the country performing hundreds of shows as the drummer with an indie band, Conor Edwards turned 30 and decided it was time to settle down. With an art degree from Wayne State University, he pursued a career as a web designer and copywriter. After five long years of working in marketing, Edwards decided it wasn't for him. When a former bandmate who had pursued a career as a real estate agent recommended the appraisal business, Edwards took a leap of faith and immersed himself in learning the practice.

Edwards accepted a position as a trainee at BBG's Detroit office in late 2019 and received his certified general license in January 2022. He specializes in a range of special-use properties including gas stations, self-storage facilities, and marinas. Recently, he applied to be a candidate for designation and is working toward his MAI.

In his free time, Edwards enjoys reading novels, playing drums and piano, and spending time with his fiancé, stepchildren, and two dogs. When he's not buried under appraisal work, he continues to work as a freelance web designer and is currently trying to find time to finish planning his wedding, which is scheduled for May.



2022 Southeast Michigan Economic Summit



Melissa Gibson, an economist from the Office of Revenue and Tax Analysis, Michigan Department of Treasury.



Rob Lentz, MAI, moderating the Residential Panel.



Don Wieme, MAI, SRA, moderating the Commercial Panel.



We had a very good turnout for the Summit.

December Chapter Meeting



Chapter President Sharon Harbin, MAI, SRA, AI-GRS, presents Vice President Rob Lentz, MAI, with a birthday cake.



Past presidents Dan Bittner, SRA, and Ryan Korth, MAI.



Appraisal Institute 2023 President Craig Steinley, MAI, SRA, AI-GRS, AI-RRS.



Past presidents being recognized at the Chapter Meeting.

December Chapter Meeting (cont.)



Mike Williams, MAI receives the Connie Vickory Award from Ryan Korth, MAI.



David Rice, MAI, presents the David Rice Award to Beth Graham.



Andy Sill, MAI, presents the 2022 Volunteer of Distinction Award to Dan Bittner, SRA.



Rob Lentz, MAI, presents the Volunteer of Distinction Award to Rachel Massey, SRA.

December Chapter Meeting (cont.)



2022 Chapter President Sharon Harbin, MAI, SRA, AI-GRS, passes off the Gavel to 2023 Chapter President Rob Lentz, MAI.



Sharon Harbin, MAI, SRA, AI-GRS, receives the Presidents Plaque from Rob Lentz, MAI.



The officers and directors of the 2023 Great Lakes Chapter are sworn in.

Calendar of Events 2023– Great Lakes Chapter A.I.

(810) 364-5640

We are still working on the complete 2023 calendar.

March 2, 2023	Great Lakes Chapter Winter 2023 Economic Summit Special Speaker: Timothy Hodge, PhD Also History presentation of The Holly Vault 3 hours CEC	The Holly Vault Holly
March 2, 2023	Chapter Meeting (Noon)	The Holly Vault Holly
April 21, 2023	7 Hour National USPAP Update 2022-23 Instructor: Micheal Lohmeier, MAI, SRA 7 Hour CEC	Embassy Suites by Hilton Auburn Hills
April 21, 2023	Michigan Laws and Rules Instructor: Micheal Lohmeier, MAI, SRA 2 Hour CEC	Embassy Suites by Hilton Auburn Hills
May 3, 2023	Women’s Tea Time and Theatre	Northville
May 11, 2023	7 Hour National USPAP Update 2022-23 Instructor: Micheal Lohmeier, MAI, SRA 7 Hours CEC	Holiday Inn Grand Rapids
May 11, 2023	Michigan Laws and Rules Instructor: Micheal Lohmeier, MAI, SRA 2 Hours CEC	Holiday Inn Grand Rapids
May 12, 2023	West Michigan Economic Summit 2023 4 Hours CEC	Holiday Inn Grand Rapids
May 12, 2023	Chapter Meeting (Noon)	Grand Rapids
May 2023	Inconsistency: It’s Hiding in Plain Sight in Your Residential Appraisal 7 Hours CEC	Hyatt Place Flint
May 24, 2023	Michigan Investment Property Review, “Stats, Trends and Major Sales and Leases” Instructor: David Rice, MAI 6 Hours CEC	Holiday Inn Grand Rapids
May 25, 2023	Office Properties Valuation Issues “Know Your A, B and Cs Instructor: David Rice, MAI 6 Hours CEC	Holiday Inn Grand Rapids
June 8, 2023	7 Hour National USPAP Update 2022-23 Instructor: Micheal Lohmeier, MAI, SRA 7 Hours CEC	Hyatt Place Flint
June 8, 2023	Michigan Laws and Rules Instructor: Micheal Lohmeier, MAI, SRA 2 Hours CEC	Hyatt Place Flint

Calendar of Events 2023 – Great Lakes Chapter A.I.

June 9, 2023	Business Practices and Ethics Instructor: Micheal Lohmeier, MAI, SRA 6 Hours CEC	Hyatt Place Flint
August 23, 2023	Downtown Detroit Event	Detroit
September 13, 2023	Annual Golf Outing	Sheperd's Hollow Clarkston
September 26, 2023	Chapter Meeting	Okemos Conference Center, Okemos
September 2023	Inconsistency: It's Hiding in Plain Sight in Your (Commercial) Appraisal	Livonia Marriott Livonia
October 2023	Complex Litigation Appraisal Case Studies 7 Hours	Embassy Suites by Hilton Auburn Hills
October 2023	Rural Valuation Basics 7 Hours	Okemos Conference Center, Okemos
December 1, 2023	Chapter Meeting Installation of 2024 Officers	Livonia Marriott 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

PAREA: Practical Applications of Real Estate Appraisal

Providing an alternative to the traditional supervisor and trainee model for residential appraisers.

Become a mentor to participants enrolled in the Appraisal Institute Practical Applications of Real Estate Appraisal (AI PAREA) on a contract basis. AI PAREA is an online program covering appraisal theory and methodology in real-world simulations, with mentoring from expert appraisers like you!

We know that mentors raise the problem-solving abilities of participants by increasing their confidence in their acquired skills. Mentors will not only advise and guide participants through the AI PAREA experience but will also be a catalyst for enriching participants' career development.

We're seeking mentors who will be, accessible, as availability is the hallmark of a great mentor. We also seek mentors who are authentic and genuinely interested in developing the next generation of appraisers. Our mentors will be objective, recognizing that real growth comes from receiving honest feedback. Essential to the long-term development of participants is that our mentors will challenge participants and provide help and praise. Mentors to the AI PAREA program must also be dedicated to continual learning. Mentors need to be open to new ideas and recognize that different scenarios may require creative solutions that may be unfamiliar or atypical for their own markets. Finally, we're looking for mentors with strong core values. We expect that our mentors will be admired and respected for their past experiences, how they carry themselves, and how they treat others. More information can be found at: appraisalinstitute.org/parea/