



Appraisal Institute™

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Real Estate Solutions

Great Lakes Chapter Newsletter

February 2013

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Officers and Directors 2013

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SRA*

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Past President

Timothy J. Cronan, MAI

IN THE NEWS:

Our February Chapter Meeting is Thursday Evening, February 7th, at the Holiday Inn-Gateway Centre in Flint. We will be having 2 hours of continuing education "Hot Topics & Issues Involved at the MI Tax Tribunal". This 2 hours has been approved for continuing education for the Appraisal Institute and the State of MI Appraisers. You can find the registration form on page 2.

PRESIDENTS REMARKS:

I would like to thank you for the honor and privilege to serve our **Great Lakes Chapter** as 2013 President. It is a responsibility that I do not take lightly and one that I couldn't take on without the love and support of my wife Deborah and two daughters, Hannah and Alina.

Over the years I have had the distinct pleasure to meet and work with many of our members. Whether teaching, sitting through meetings, or attending chapter events, I've had the opportunity to create colleagues from strangers and friends from colleagues.

Benefits of Joining the Appraisal Institute

I'm often asked what the benefits are for joining the Appraisal Institute. For me there are obvious reasons. Belonging to the Appraisal Institute demonstrates you're a well qualified and a serious professional; that you adhere to higher standards of professional practice than just what USPAP requires; and as a member you have access to educational materials and business tools that keep you ahead of the profession. There are also discounts on courses, seminars, publications and other ancillary services.

But the main amenity for me for joining the Appraisal Institute is the camaraderie with, and respect for, each other. I don't have all the answers, and I don't know anyone with all the answers. But I know that when I have a problem I can call (or email) another member and work together through any problem. There is a sense of a community relationship in our organization that I find extremely beneficial. This is one reason why I've always believed in giving back to our organization, whether through volunteering at meetings, teaching, or simply helping another member when he/she is looking for advice.

Volunteers Welcome

I would like to stress the importance of our members serving in volunteer roles. Much work is done behind the scenes by our board members and the work could certainly be done much easier, and at less individual personal strain, with more help. At our chapter level we have several committees, from our golf outing to our chapter meetings, and now our new technology committee. Each of the committees could use volunteers. You can get in touch directly with me, Joan Kaczor, or any of our board members to express the area of interest that you would like to volunteer. You can also go onto the Appraisal Institute's website and express the areas you would like to volunteer.

Advisors Needed

As you know, and many gained greater knowledge of it after our December meeting, we have a new *Candidate for Designation* program. The benefits to becoming a Candidate were stated at the meeting and include: one-on-one personalized support from an Appraisal Institute designated member *Advisor*; mutually agreeable goals; clear and structured sequence of steps for completing designation requirements; and established timeframes for earning your designation.

I'm proud to report that as January 1 rolled around we had many more associates that made the commitment to become Candidates. These Candidates are determined to continue with their goals of becoming designated members. And we as a chapter are stronger for their commitment.

But we still need designated members to commit to our Candidates to serve as Advisors. If you are a designated member and have yet to commit as an Advisor then I urge you to sign up and go through the on-line training ASAP. Become an Advisor and giving back to our organization in this capacity is a sure way to continue the health and growth of our organization.

This is our organization and our chapter. Let's make 2013 another fantastic year together.

Sincerely yours,

Micheal

GREAT LAKES CHAPTER MEETING

THURSDAY EVENING, FEBRUARY 7, 2013

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

“Hot Topics and Issues Involved at the Michigan Tax Tribunal”

Special Speakers: Micheal R. Lohmeier, MAI, SRA

Derk Beckerieg, Attorney

Ron Prat

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

NAME _____

NICKNAME (FOR BADGE) _____

FIRM _____

STREET ADDRESS _____

CITY/STATE/ZIP _____

PHONE: (____) _____ FAX: (____) _____

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.

NEW DESIGNATION

Janeene C. Ziozios, MAI — Cushman & Wakefield — Southfield, MI

Jan is a Senior Appraiser with Cushman & Wakefield of Illinois, Inc., where she has been employed for the past three years. Ms. Ziozios has completed appraisal & consulting assignments on a wide variety of commercial and residential assets, and has been active in real estate valuation and consulting since 2001. In addition to being newly designated member of the Appraisal Institute, she is the immediate past president of the Detroit Chapter of the American Society of Appraisers.

WELCOME TO OUR NEW MEMBERS!!!

JANUARY 2013

Steve James Baldus— Practicing Affiliate — Grand Rapids
Matthew J. Mozurkewich — Practicing Affiliate — Trenton

FAREWELL LETTER FROM JOE MAGDZIARZ, MAI, SRA

As I complete my service to the AI, it is appropriate to give thanks to all those I have had the privilege and honor of serving with, First I thank the 2009 National Nominating Committee for having the wisdom to nominate me for vice president based upon my vision of what the AI needed to do to survive. Next I thank the 2008 Board of Directors for having the courage to elect me as the 2009 Vice President. All presidents of AI have a vision or bucket list of what we would like to accomplish.

My vision was to reinvent the AI back into a professional organization/society. I wanted designated members to be the only ones to be able to use the word “member” as a qualification. We needed to reestablish a candidacy program to solve our greatest problem which was a failure to designate new members. As part of this program I had tried to introduce an “educational alternative” to the demo, which is now called the Capstone Program. After four years the program I envisioned was passed. All of these goals were passed in 2011, the year I was President of AI.

In addition during my Presidency we obtained the best lease for the National Office since the merger of AIREA and SREA. We reinstated the national meeting and created a LDAC Alumni meeting as part of this meeting. We held the first ever national BOD meeting in San Juan, Puerto Rico, and probably had the coldest and snowiest February meeting ever in Chicago. We reestablished the University Relations Panel and we redeveloped our business valuation course. I report to you that all my hopes were fulfilled due to the support of our National Staff, the Officers and the Board of Directors, along with excellent support from our Chapters. Mission Accomplished!

With the Capstone program designating individuals will accelerate, as it has this year, and as it likely will over the next several years, regardless of who is President, or who is on the National Board of Directors. The challenge and the charge those after me face is to design and implement programs to convince practicing affiliates and others to move to the candidacy program, and to enhance the stature and reputation of our designations and members.

Completing my tour of duty, I leave the AI with great staff, great officers and a great Board of Directors. I leave my future and that of others in your hands. Again, I cannot express the gratitude I have for what we have accomplished collectively.

Joe Mags
2011 President Appraisal Institute

DECEMBER CHAPTER MEETING



Tim Cronan, MAI, 2012 President of the Great Lakes Chapter.



Ray Bologna, MAI and Doug Schoenberg, MAI, SRA, Doug was awarded the Connie A. Vickroy Distinguished Service Award.



Rick Borges, MAI, SRA, 2013 President of A.I. swearing in the new 2013 Chapter Officers.



Rick Borges, MAI, SRA and his wife Lavonne Borges.

DECEMBER CHAPTER MEETING Con't



2013 Appraisal Institute President Rick Borges II, MAI, SRA with 2013 Great Lakes Chapter President Micheal R. Lohmeier, MAI, SRA at the December 2012 meeting to swear-in new officers.



Pat Brown, RM, Sharon Harbin, MAI, SRA and Velore Brown



Alan Johns, MAI, Paul Bidwell, MAI, SRA and Ken Siegle, MAI



Liza Luzod-Chubb, Sandi Levi, Don Weime, MAI, SRA and Andy Luzod, MAI

DECEMBER CHAPTER MEETING Con't



Jennifer Flowers and Bob Vertalka, MAI, SRA



Pete Ewald and Bill Steinke, SRA



The Stout, Risius Ross Group!!



Kate Alan, SRA, Tim Carr, Susan Shipman, MAI & Joe Calvaneso, all from Terzo & Bologna.

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

CALL: (810) 364-5640

Or register on line at: www.appraisalinstitute.org/education/GreatLakes

February 7, 2013	Valuation of Basements Instructor: Sherryl Andrus, SRA 7 Hours CEC	Holiday Inn-Gateway Centre Flint
February 7, 2013	CHAPTER MEETING (Evening) Hot Topics & Issues Involved at the MI Tax Tribunal Special Speakers: Micheal Lohmeier, MAI, SRA Derk Beckerleg, Attorney & Ron Prat 2 Hours CEC	Holiday Inn-Gateway Centre Flint
February 8, 2013	The FHA/VA Appraiser: Thriving & Surviving Instructor: Sherryl Andrus, SRA 7 Hours CEC	Holiday Inn-Gateway Centre Flint
April, 2013	Marketability Studies: Advance Consideration & Applications Instructor: Otto Spence, MAI 7 Hours CEC	Holiday Inn-Gateway Centre Flint
May 24, 2013	Marketability Studies: Advanced Consideration & Applications Instructor: Otto Spence, MAI 7 Hours CEC	Holiday Inn-Gateway Centre Flint
May 3, 2013	7 Hour National USPAP Update Instructor: Winfield Cooper, SRA 7 Hours CEC	Flagstar Bank Troy
May 3, 2013	MI Law & Rules Instructor: Randy Davis, SRA 2 Hours CEC	Flagstar Bank Troy
May 6-9, 2013	Basic Appraisal Principles Instructor: Winfield Cooper, SRA 30 Hours (including 2-hour exam)	Port Huron
May 16, 2013	7 Hour National USPAP Update Instructor: Terrell Oetzel, MAI 7 Hours CEC	Crowne Plaza Grand Rapids
May 16, 2013	MI Law & Rules Instructor: Randy Davis, SRA 2 Hours CEC	Crowne Plaza Grand Rapids
May 16, 2013	CHAPTER MEETING (Evening) Michigan Economy 2013 Special Speaker: Dr. Paul Isley, Chair of Economics Seidman College of Business, Grand Valley State University	Crowne Plaza Grand Rapids
June 3-6, 2013	Basic Appraisal Procedures Instructor: Winfield Cooper, SRA 30 Hours (including 2-hour exam)	Port Huron
June 13, 2013	7 Hour National USPAP Update Instructor: Micheal Lohmeier, MAI, SRA 7 Hours CEC	Holiday Inn-Gateway Centre Flint

June 13, 2013	MI Law National USPAP Update Instructor: Randy Davis, SRA 2 Hours CEC	Holiday Inn-Gateway Centre Flint
June 14, 2013	Business Practices and Ethics Instructor: Micheal Lohmeier, MAI, SRA 7 Hours for A.I. and 4 Hours St. of MI	Holiday Inn Gateway Centre Flint
June 17-22, 2013	Advanced Income Capitalization 35 Hours (2 online, 30 classroom, 3-hour exam)	Detroit Area
June 24-25, 2013	15 Hour National USPAP Instructor: Winfield Cooper, SRA 15 Hours (including a 1 hour exam)	Port Huron
June 2013	Practical Regression Using Microsoft Excel Instructor: TBA 14 Hours CEC	Holiday Inn Gateway Centre Flint
August 29, 2013	GREAT LAKES CHAPTER 2013 GOLF OUTING	Shepherd's Hollow Clarkston
September 2013	Complex Litigation Case Studies 7 Hours CEC	Holiday Inn Gateway Centre Flint
October 4, 2013	CHAPTER MEETING (Noon)	Crowne Plaza Novi
October 11, 2013	ANNUAL REAL ESTATE ECONOMIC SUMMIT 7 Hours CEC	Crowne Plaza Auburn Hills
December 6, 2013	CHAPTER MEETING Installation of 2014 Chapter Officers Special Speaker: Ken P. Wilson, MAI, SRA 2014 President of the Appraisal Institute	Crowne Plaza Novi

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



Online Education:
Learn at your own pace anytime, anywhere.
Visit appraisalinstitute.org/online for a list of classes!

Appraisal Institute®
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CANDIDATE FOR DESIGNATION PROGRAM

Advisor Information Webinar

Led by Appraisal Institute President Richard L. (Rick) Borges II, MAI, SRA, this FREE one-hour webinar will tell Designated members what's involved in being an Advisor to Candidates for Designation. Designated members will learn the benefits and requirements of serving as an Advisor. They also will learn about the process to enroll and how Advisors are paired with Candidates.

Date	Time	Speaker
Wed., Feb. 20, 2013	10 a.m. PT, 11 a.m. MT, 12 p.m. CT, 1 p.m. ET	Richard L. Borges, II, MAI, SRA President

REGISTER NOW AT <http://www.appraisalinstitute.org/education/einfo.aspx?id=27616>