

December 2008



Changing of the Guard

Upcoming courses:

- **Basic Appraisal Principles**
- **Basic Appraisal Procedures**
- **General Income Approach Part 1**
- **General Income Approach Part 2**
- **7-Hour USPAP**
- **Residential Sales Comparison and Cost Approaches**
- **General Appraiser Sales Comparison Approach**
- **Real Estate Finance, Statistics & Valuation Modeling**
- **Uniform Standards of Federal Land Acquisition (Yellow Book Seminar)**

Metro New Jersey Chapter Holiday Celebration and Holiday Party

The Metro New Jersey Chapter of the Appraisal Institute welcomed new and long serving members at the Holiday party on December 11th. Hugh McGuire, Jr., MAI was the honored guest receiving the 2008 Lifetime Achievement Award for dedication to the Appraisal Industry and the Chapter. Newly designated members; Carol E. Angle, SRA, Anthony S. Graziano, Jr., MAI, Brian D. Hicks, SRA, and Yvette A. Maglio, SRA officially received their Appraisal Institute Designation Certificates and were celebrated for their accomplishments by their peers and mentors.

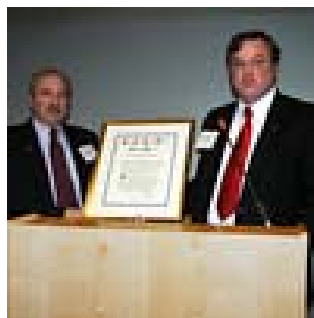
The chapter was rewarded by special guest and 2007 national president, Terry Dunkin, MAI, SRA who performed the installation of the 2009 Board of Directors as his last official duty as past president of the Appraisal Institute.

Incoming 2009 chapter president, Michael P. Hedden, MAI encouraged members to take part in the future of the chapter by getting involved and participating in chapter events. He passed the attention to Anthony Graziano, Jr, MAI who spoke of his mentors and many great members of our chapter that led him to excel in a business that is a leader in ethics and professionalism.

2008 Chapter President, Mark Sussman, MAI graciously accepted the outgoing president's scroll as he passed the gavel to 2009 President, Michael Hedden, MAI. 2008 was a challenging year for the chapter and the economy. In spite of the challenges the chapter offered many great programs in 2008. Princeton Conference chairs, Daniel Mistichelli, MAI, SRA and Laura Whitaker, SRA and Fall Conference chairs, Thomas S. Kachelriess, SRA and Michael T. Lewandowski, Esq. received the Mike Domato award honoring chapter service for their hard work in planning and executing two excellent conferences that featured outstanding programs and speakers.

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2008 Chapter President, Mark Sussman, MAI receives the outgoing president's scroll from incoming 2009 Chapter President, Michael Hedden, MAI.



New designated members, Anthony M. Graziano, MAI and Yvette Maglio, SRA with Barry Krauser, MAI, Matt Krauser and the Integra Realty Resources

2009 Chapter President, Michael P. Hedden presents the Lifetime Achievement Award to Hugh A. McGuire, Jr., MAI



Changing of the Guard

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EDUCATION CALENDAR— 2009

COURSE	DATE	HOURS	COST	LOCATION
<i>Basic Appraisal Principles</i>	January 16, 17, 23 & 24	30 QE	\$420 members \$470 non-members	Rutgers University Livingston Campus
<i>General Appraiser Income Approach Part 1</i>	January 16, 17, 23 & 24	30 QE	\$430 members \$490 non-members	Rutgers University Livingston Campus
<i>Basic Appraisal Procedures</i>	February 6, 7, 13 & 14	30 QE	\$420 members \$470 non-members	Rutgers University Livingston Campus
<i>General Appraiser Income Approach Part 2</i>	February 6, 7, 13 & 14	30 CE	\$430 members \$490 non-members	Rutgers University Livingston Campus
<i>Residential Market Analysis and Highest & Best Use</i>	March 6 & 7	15 QE	\$275 members \$325 non-members	Rutgers University Livingston Campus
<i>Residential Site Valuation and Cost Approach</i>	April 3 & 4	15 QE	\$275 members \$325 non-members	Rutgers University Livingston Campus
<i>7-Hour USPAP</i>	April 16	7 QE	\$175 members \$250 non-members	Rutgers University Inn Ryders Lane New Brunswick, NJ
<i>Residential Sales Comparison and Income Approaches</i>	April 24, 25, May 1, & 2	30 CE	\$430 members \$490 non-members	Rutgers University Livingston Campus
<i>General Appraiser Sales Comparison Approach</i>	April 24, 25, May 1, & 2	30 CE	\$430 members \$490 non-members	Rutgers University Livingston Campus
<i>Real Estate Finance, Statistics, and Valuation Modeling</i>	May 15 & 16	15 QE	\$275 members \$325 non-members	Rutgers University Livingston Campus
<i>Uniform Appraisal Standards for Federal Land Acquisitions: Yellow Book Seminar</i>	May 15 & 16	15 QE	\$275 members \$325 non-members	Rutgers University Livingston Campus
<i>15-Hour USPAP</i>	July 15 & 16	15 QE	\$275 members \$325 non-members	Rutgers University Livingston Campus

2009 is a Recertification Year—Metro New Jersey Chapter CE

CONTINUING EDUCATION AND NEW REQUIRED COURSES FOR DESIGNATED AI MEMBERS

Appraiser Curriculum Overview 1-day Residential March 3, 2009 Rutgers University Inn
Appraiser Curriculum Overview 2-day General March 3 & 4, 2009 Rutgers University Inn

2009 Scheduled Seminars (Several additional seminars are currently in the planning stage)

Introduction to FHA Appraising: What Appraisers Need to Know About HUD Policies, Procedures and 2008 Roster Eligibility

January 29, 2009 Rutgers University Inn and Conference Center, New Brunswick, NJ

REO Appraisal-Appraisal of Residential Property for Foreclosure and Preforeclosure

February 26, 2009 Rutgers University Inn and Conference Center, New Brunswick, NJ

Subdivision Valuation—March 2009

Uniform Appraisal Standards for Federal Land Acquisitions: Yellow Book Seminar

May 15 & 16, 2009 Rutgers University, Livingston Campus, Piscataway, NJ

Office Building Valuation: A Contemporary Perspective—June 2009

Valuation For Financial Reporting—June 2009

Forecasting Revenue—September 2009

Appraisal of Local Retail Properties—November 2009

Site To Do Business—December 2009

Save The Date...

73rd Annual Princeton Conference

April 23, 2009

East Brunswick Hilton, East Brunswick, NJ

Submitted for:

Appraisal Institute—8 hours

NJ, NY, PA State Credit—7.5 hours

Certified Tax Assessor Credit—Administrative and Appraisal Credit Total—7.5

Registration for courses and seminars

www.ai-newjersey.org

Metro New Jersey Chapter

December 2008

Did You Know?

The Appraisal Institute has a new updated website at www.appraisalinstitute.org. Members need to update/change/establish a user name and password to view your CE log and get other important information from the national website.

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We're on the Web

www.ai-newjersey.org

The Metro New Jersey Chapter Board of Directors for 2009

President - Michael P. Hedden, MAI
Vice President - Victor D. DiSanto, MAI
Treasurer - Ronald D. Chiarello, MAI
Secretary - Edward Marashlian, MAI

2009 Board of Directors

Joseph E. Baldoni, MAI
John DeFoe, MAI
Stephen D. Dinklage, MAI
Burnham L. Hobbs, Jr.
Patrick A. Josephs, MAI
Steven J. Kurtz, MAI
Gregg Manzione, MAI
Thomas P. Lenahan
Michael T. Lewandowski, Esq.
Gregg Manzione, MAI
Lisa B. Naimi, MAI
William H. Steinhart, MAI



Make it Happen!

When you have a moment, I would like to talk with you about our Appraisal Institute chapter. I would like to hear your thoughts about how we can create a new spirit and build enthusiasm to invoke more member participation and further our mission. Call me anytime you have a moment. If I do not hear from you, I will be calling you over the next several weeks to elicit your response.

Part of our discussion will involve your participation over the next year during my term as president. I'm currently in the process of building a team of board and committee members that share my vision for a robust and relevant organization delivering first rate educational opportunities and developing a sense of community among our members. I will be asking for you to define your

role in helping the chapter achieve this goal. Pick your spot. Please think about this. When we speak, you will see that I am making a serious commitment to get this done!

I am available 24/7 on my cell phone or in the office during the day. If I don't pick up, leave a message and tell me when to call you back. Put me on your list of things to do and call me. If I do not hear from you first, you will be hearing from me soon.

Michael P. Hedden, MAI
Incoming Chapter President
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Designated Members get CE for service on the Chapter Board and Committees:

- 7 CE hours for service on Chapter Board of Directors or Chapter Committees, and/or
- 14 CE hours for service on Regional Committee, and/or
- 21 CE hours for service on National Boards, Committees and Councils

Thank you for your support of the Metro NJ Chapter!