

March 2010

**Upcoming Events:**

- **Membership month meeting, Spanish Tavern, Mountainside February 11**
- **Regional Meetings, Jersey City Hyatt March 26 & 27**
- **74th Annual Princeton Conference, East Brunswick, NJ April 15**

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# Metro New Jersey Chapter

## Metro New Jersey 2010 Chapter President's message



**Victor D. DiSanto, MAI**  
**2010 Chapter president**

Spring is finally here! Now that all the snow has melted and your ark is safely in dry dock, come along with the Metro NJ Chapter as we continue to provide the best in education and networking. After a filling day at the Spanish Tavern for our annual membership meeting you can look forward to more engaging events with the Chapter. The Princeton Conference, the nation's longest running appraisal conference, in April will once again be a terrific educational and networking program with experts from the brokerage, environmental, regulatory, and legal professions discussing their point of view with us. I hope to see you there. The Somerset Patriots baseball outing in May will be a fun-filled family outing with a portion of our proceeds going to the Children's Cardiomyopathy Foundation. Our Education Committee has been hard at work already offering several courses and seminars including the hotel seminar presented by Stephen Rushmore and Analyzing Real Estate Transactions in a Depressed Market presented by our own Education Chair Patrick Josephs. Go to the Education tab on the website to view our seminar offerings for the rest of spring. The Government Relations Committee will be extra busy in April as it takes on the BPO for Lending issue in Trenton. If you'd like to join us in Trenton, call me or the Chapter office, let me know. Check us out on Facebook too as the Chapter has a Facebook fanpage and please join us at our board meetings and our monthly Chapter Lunch Conference Calls on the third Wednesday of May, July August and September. Remember a Chapter is only as strong as its individual members. We need you! Finally, on a more somber note, the Metro Chapter lost one of its longstanding and finest members this winter as Joseph Martin passed away in March. A past president of the Chapter, Joe was also a veteran of the Korean Conflict, a longtime Appraisal Institute Instructor, and was the first president of the New Jersey State Board of Real Estate Appraisers. A good guy and a good appraiser, he will be missed by many.

## Attention Associates



### Do you need help financing your Appraisal Institute Courses?

The Appraisal Institute Education Trust is offering help but you need to contact them. I would like to tell you about two types of Scholarships that you can apply for if you are an Associate in good standing. You can make your application online in as little as 30 minutes but you must act now because the deadlines are looming.

**AIET Minority and Women Scholarships.**

Applications accepted on a quarterly basis with deadlines of Jan. 1, April 1, July 1 and Oct. 1.

**AIET Designation Scholarships**

Applications accepted on a quarterly basis with deadlines of Feb. 15, May 15, Sept. 15 and Nov. 15. Continued on page 6

Go to the Appraisal Institute's website now and download applications and instructions immediately.

Good Luck !!! <http://www.appraisalinstitute.org/education/scholarship.aspx>

Regards,  
Patrick A. Josephs, MAI  
[PatjoAppraisal@aol.com](mailto:PatjoAppraisal@aol.com)

## EDUCATION CALENDAR— 2010

General Appraiser Sales Comparison Approach	March 12, 13, 19 & 20	30 QE	\$430 members \$490 non-members	Rutgers University Livingston Campus
7 Hour USPAP	April 22	7 CE	\$175 members \$250 non members	Days Hotel East Brunswick, NJ
Real Estate Finance, Statistics and Valuation Modeling	May 7 & 8	15 QE	\$275 members \$325 non-members	Rutgers University Livingston Campus
Valuation for Financial Reporting	May 13	7 CE	\$180 members \$230 non-members	Days Hotel East Brunswick, NJ
General Income Approach Part 2	May 14, 15, 21 & 22	30 QE	\$430 members \$490 non-members	Rutgers University Livingston Campus
Valuation by Comparison	June 14	7 CE	\$175 members \$250 non members	Days Hotel East Brunswick, NJ
Advanced Residential Applications and Case Studies, Part 1	June 16 & 17	15 QE	\$300 members	Days Hotel East Brunswick, NJ
Advanced Residential Report Writing, part 2	June 18, 19, 21 & 22 (off on June 20)	30 QE	\$500 members	Days Hotel East Brunswick, NJ
SRA Demo Alternative: Above 2 courses	June 16, 17, 18, 19, 21 & 22	45 hours	\$800 members (package price) \$750 (package price-early registration by May 28th)	Days Hotel East Brunswick, NJ
General Site Valuation and Cost Approach	October 1, 2, 8 & 9	30 QE	\$430 members \$490 non-members	Rutgers University Livingston Campus
General Appraiser Report Writing and Case Studies	November 15–18	30 QE	\$510 members \$550 non-members	Rutgers University Livingston Campus



**Online Education:**  
**Learn at your own pace anytime, anywhere.**  
 Visit [appraisalinstitute.org/online](http://appraisalinstitute.org/online) for a list of classes!



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## METRO NEW JERSEY CHAPTER EDUCATION INCENTIVE PROGRAM

### Appraisal Institute Members/Metro New Jersey members/Appraisers/Students

The Metro New Jersey Chapter classroom courses are scheduled to meet your needs: January – May and September - December courses are scheduled on Fridays and Saturdays to avoid conflicts with work and June - August courses are offered on consecutive weekdays to complete the licensing package in minimal time. We have an excellent cadre of instructors and we offer a classroom experience that cannot be gained with online education.

In order to continue to run courses our members want and need to take, we have been offering a \*5% discount for educational offerings when individuals register for two educational offerings simultaneously and a \*10% discount if more than two educational offerings are purchased simultaneously.

In addition to discounts for registering for more than one course, register for a course beginning in September 2009 or later with the Metro New Jersey Chapter and your name will be part of a drawing to win an Education Incentive Award. \*This Award (not to exceed \$500) will be given in the form of a voucher and is good for ONE Metro New Jersey Chapter education offering (Course, Seminar, Workshop) of your choice. Drawings will be held quarterly and a total of 4 awards will be given out each year. Designated Members of the Appraisal Institute are ineligible. You redeem your Voucher by faxing, E-mailing or mailing to the chapter office with your course/seminar registration before the registration deadline.

*\*Discounts and vouchers can only be used for Metro NJ Chapter offerings and are valid through 12/31/10*

*Please log on to our website at [www.ai-newjersey.org](http://www.ai-newjersey.org) and click education to register for courses, or you can scroll down to download course application to register by mail. When registering, please keep in mind that you need to do so within 2 weeks of the course start date and if you register by mail, it must be received 2 weeks in advance of the course to avoid additional fees for shipping and to guarantee a place in the course.*

### Sample Voucher

## Metro New Jersey Chapter Education Incentive Award

Date: \_\_\_\_\_

**ONE FREE COURSE/SEMINAR (maximum value \$500)**

is awarded to: \_\_\_\_\_ VOID \_\_\_\_\_

Good for ONE Metro New Jersey Chapter education offering (cannot be used with another Appraisal Institute chapter or online courses). Voucher must be submitted with course registration/application to be applied towards tuition.

Expires 12/31/10

approved by \_\_\_\_\_

The Appraisal Institute is a global membership association of professional real estate appraisers, with nearly 24,000 members and 91 chapters throughout the world. Organized in 1932, its mission is to support and advance its members as the choice for real estate solutions and uphold professional credentials, standards of professional practice and ethics consistent with the public good. The Appraisal Institute advocates equal opportunity and nondiscrimination in the appraisal profession and conducts its activities in accordance with applicable federal, state and local laws. Members of the Appraisal Institute benefit from an array of professional education and advocacy programs, and may hold the prestigious MAI, SRPA and SRA designations.

**Princeton  
CONFERENCE  
COMMITTEE**

Thomas P. Lenahan - Co-Chair

Erin Daniels - Co-Chair

Robert J. Bovasso, Jr., MAI

Robert G. Cooper, Jr.

Bruce Jones

James Meehan

Ross M. Raimond, SRA

Karen R. Territo

Gary M. Wade

Paul W. Korch, MAI -  
Advisor, Liaison

## *The Metro New Jersey Chapter presents the 74th Annual Princeton Conference*

Approved for 8 CE hours with the Appraisal Institute and submitted for 7.5 hours to the NJ and NY state boards and the NJ Assessor Continuing Education Board. PA is reciprocal with NJ.

**April 15, 2010**

**East Brunswick Hilton, 3 Town Center, East Brunswick, NJ**

**8:00 a.m. Registration ~ 8:30 a.m.—5:00 p.m. Conference ~ 5:00 p.m. Reception**

**Members: \$195, Non-Members: \$215**

**Registration deadline is April 9th**

### **"Appraisers Leading the Way in Challenging Times"**

**Session I ~ State of the Market**

Featuring:

David T. Houston, Jr., SIOR, CRE, FRICS— Cassidy Turley  
Charles Lanyard— The Goldstein Group  
Gualberto "Gil" Medina—Cushman & Wakefield of NJ, Inc.

**Session II ~ Environmental Issues for Appraisers**

Featuring:

Andres O. Simonson - NewFields

**Session III ~ Highlands Act**

Featuring:

Jeffrey LeJava, Esq.—NJ Highlands Water Protection & Planning Council  
Matthew S. Krauser—Integra Realty Resources  
Anthony M. Graziano, Jr. , MAI—Integra Realty Resources

**Session IV ~ 2010's Economic and Real Estate Outlook**

Featuring:

Patrick J. O'Keefe—J.H. Cohn LLP

**Session V ~ Tax Appeal Process and Current Court Cases**

Featuring:

Anthony F. Della Pelle, Esq.—McKirdy & Riskin  
Thomas M. Olson, Esq.—McKirdy & Riskin  
Honorable Joseph M. Andresini, JTC

Registration and complete brochure: [Princeton Conference](#)

Payment can also be made to: Metro New Jersey Chapter of the Appraisal Institute  
P.O. Box 2000, Edison, NJ 08818

Name \_\_\_\_\_ Designation \_\_\_\_\_

Appraisal Institute Member \_\_\_\_\_ Chapter \_\_\_\_\_

Email (send confirmation to) \_\_\_\_\_ Phone \_\_\_\_\_

## CHAPTER UPDATE

The Metro New Jersey Chapter will no longer be mailing brochures. Please visit our website, [www.ai-newjersey.org](http://www.ai-newjersey.org) to see upcoming events and education, download brochures and register.

## Volunteers of Distinction

An exciting new Appraisal Institute program will honor members for their volunteer service to the Appraisal Institute, to the real estate valuation profession and to their local communities.

Based on discussions with the Chapter Executive Committee, the Appraisal Institute's member recognition program will recognize **one honoree per month in each region** as a "Volunteer of Distinction."

<http://www.appraisalinstitute.org/membership/VolunteerOfDistinction.aspx>

Any member in good standing who makes **contributions to the Appraisal Institute, the appraisal profession or their local community is eligible to be recognized.**

There are many members in our chapter that are doing great things in their communities; coaching, fundraising, scout leaders, etc. as well as volunteering on a chapter or regional level for the Appraisal Institute. I'd love to hear from you or you can nominate someone you know deserving of this recognition. Names are submitted monthly, so I hope to hear from many of you. Fill out a [nomination form](#) and email the chapter office at [appraisal.institute@verizon.net](mailto:appraisal.institute@verizon.net).

### Questions from the nomination form

**Service to the Appraisal Institute:** committee or panels, chapter leadership roles, AI classes taught, events planned/attended, speaking engagements, trips representing AI, etc.

**Service to the Profession:** certification achieved, appraisers mentored, business success, articles published, non-AI classes taught, panel discussions, mentoring, etc.

**Service to the Community:** Civic club participation, school volunteering, coaching, religious activities, service on committees, boards, event, relief work, other public service, etc.

## Metro N J Chapter Goes Green



*Meetings are the best way to stay connected, share ideas and enjoy time with colleagues and friends.*

*Also, get CE and information on current topics for professionals in the Real Estate or related industry.*



## The Diversity Challenge: Scholarships Available

### [The Diversity Challenge by Patrick A. Josephs, MAI](#)

The Appraisal Institute and our Chapter needs the Diversity of opinions, ideas and thought necessary for any organization to thrive in today's ever-changing environment. The Appraisal Institute has a moral obligation to its members and the community at large to break down all barriers to entry, real or perceived, and to ensure that all members and prospective members are treated equally. In order to ensure that the membership continues to grow, the Appraisal Institute must attract new members from unusual sources. Reaching out to minority groups, sponsoring undergraduate programs, giving more scholarships to needy candidates, providing internship opportunities for minority candidates and giving clear diversity mandates to organization chapters will help to further that objective.

The Metro Chapter stepped up to the Diversity Challenge when our Board of Directors approved the formation of a Diversity Committee in 2009 and I am honored to serve as the 2010 Chair of this inaugural Committee. On behalf of the Chapter, I would like to convey a big "Thank You" to the other members of the Committee for volunteering to serve;

Amy J. Donow, MAI

Howard Gee, Associate

Dulce Isler, Associate

Dale Kilpatrick, MAI

The mission of the newly formed Metro NJ Chapter Diversity Committee is as follows:

To promote and implement the Diversity Initiatives of the National Association at the Chapter level.

To promote the Minority and Women Scholarship Program of the Appraisal Institute Education Trust at the Chapter level. Of the 31 Minority and Women Scholarship Recipients in the first three quarters of 2009, none was from the Metro NJ Chapter.

To reach out to young people at the high school and college level using our various education resources and encourage them to join the Appraisal Institute.

To encourage minority and women Associate and Affiliate members to pursue Appraisal Institute designations. We will seek to find mentors and internship opportunities for minority and women associates and to help them in their pursuit of Appraisal Institute designation.

To encourage minority and women members to become active by joining Chapter boards and committees. We will reach out to women and minorities and encourage them to become more active in our chapter.

In keeping with the words of our 2010 National President – Leslie P. Sellers, MAI, SRA

*"The Appraisal Institute is committed to promoting diversity in the appraisal profession and the Appraisal Institute".* That too is the mantra of our Chapter Diversity Committee.

### **Max Neuberger Scholarship Fund**

Applications are now being accepted for the Metro New Jersey Chapter's Max Neuberger Scholarships. Go to our [website](#) and click Max Neuberger Scholarship Fund for criteria, deadline and application.

While it is intended that the primary recipients of the funds be residents of New Jersey, there is no restriction as to residency. It is anticipated that applicants will be members or associates of the Appraisal Institute, its staff or their relatives. Those eligible for the Scholarship Program may be High School Seniors who will be attending an undergraduate four-year institution, students currently enrolled in undergraduate four-year institutions and students pursuing graduate studies in Real Estate or allied fields. There will be no limitations as to location of college attended.

The chapter is in need of contributions to continue giving scholarships after this year. Please consider making a donation to the Max Neuberger Scholarship Fund to support this great benefit to our members. You can mail contributions to Metro New Jersey Chapter, P.O. Box 2000, Edison, NJ 08818 or call the chapter office at 732-494-4716 for more information.

## Metro NJ Chapter Membership Meeting February 11, 2010



Chapter Members enjoy the great food and program at the Spanish Tavern in Mountainside.



Michael Hedden, MAI presents the short version of Valuation for Financial Reporting



Region VI vice chair, Russell Sterling, MAI and Victor DiSanto, MAI, 2010 Metro NJ Chapter President present the state of the Appraisal Institute



Victor DiSanto, MAI introduces Anthony Graziano, Jr., MAI to discuss the Associates Guidance meeting and future events.



Anthony Graziano, Jr. and Lisa Naimi, MAI— Associates Guidance Chairs



Newly designated member Diane Christiana, MAI and William Steinhart, MAI

# Metro New Jersey Chapter

March 2010

## Did You Know?

The Metro New Jersey Chapter is one of the first to utilize the **Communities of Practice**, a dynamic networking tool. Log on to the national website, [www.appraisalinstitute.org](http://www.appraisalinstitute.org), click My community on the left side of the home page and choose, Metro New Jersey Chapter. Directions to use COP are posted on the website and the COP site.

**Get Involved:** 2010 President Victor D. DiSanto, MAI at [vdisanto@sdadvisors.com](mailto:vdisanto@sdadvisors.com) wants to hear from you!



Metro New Jersey Chapter  
P.O. Box 2000  
Edison, NJ 08818  
Phone: 732-494-4716  
Email: [appraisal.institute@verizon.net](mailto:appraisal.institute@verizon.net)

The Metro New Jersey Chapter Board of Directors for 2010

President - Victor D. DiSanto, MAI  
Vice President - Ronald D. Chiarello, MAI  
Treasurer - Edward Marashlian, MAI  
Secretary - Paul W. Korch, MAI

### 2010 Board of Directors

Diane V. Christiana, MAI  
Michael T. DeNoble, MAI, SRA  
Amy J. Donow, MAI  
Brian D. Hicks, SRA  
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Thomas P. Lenahan  
Michael T. Lewandowski, Esq.  
John J. Musnuff, MAI  
Lisa B. Naimi, MAI  
Bettina Sholk  
William H. Steinhart, MAI  
Laura Whitaker, SRA

## From the Chapter Office

Dear Associate Member:

The Metro New Jersey is seeking an **Associate Member to Chair** a new committee mandated by the national Board of Directors, the Chapter Associate Member Committee (CAMC). Composition and duties of the committee are listed below. The chapter will need to elect a chair from our chapter **by June 30, 2010**. Associate members interested in the position of Chair must submit a statement of interest and qualifications. Voting will be done electronically.

The Chapter Associate Member Committee shall:

1. Discuss issues impacting Associate Members and provide recommendations to other bodies as appropriate;
2. Work to enhance communications among Associate Members of the Chapter and between Associate Members and the Regional and national organizations;
3. Work with the Chapter Associate Member Guidance Committee to encourage Associate Members to complete the designation process; and
- 4.

5. Work to develop future leaders for the Chapter and the organization as a whole.

Please email Debra Miller at [appraisal.institute@verizon.net](mailto:appraisal.institute@verizon.net) your response to the following questions:

1. What chapter positions (committees, BOD, etc.) have you held in the past and when?
2. Why would you like to serve in this position for the Chapter?
3. What are some associate issues that you feel the chapter/region/national needs to focus on in the next few years?

*Debra Miller*  
Executive Director

