



Cardinal Ohio Chapter

of the Appraisal Institute

October 2002

Special Interest Articles:

- 25th Annual Economic Seminar
- President's Message
- Erie Coast Appraisal hosts a spectacular seminar
- Need a job? Check out the job listings.

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Cardinal Ohio Chapter Newsletter, as compiled by it's officers and board members. Submissions and/or comments are appreciated.

25th Annual Economic Seminar

On December 13, 2002 at the Fawcett Center on The Ohio State University, the Cardinal Ohio Chapter of the Appraisal Institute will be conducting the 25th Annual Economic Seminar. Some of the presenters and/or topics are as follows:

"Dynamic Changes in Residential Listings & the Listing Appraisal"

Phil Herman
ReMax

"The Key Players in Valuation: Past, Present, and Future"

Dr. Norm Miller
University of Cincinnati

"Investors' Coming of Age in America: Terrorism, Corruption, and the Emergence of the Jaded Market"

Sean Hutchinson
President Integra Realty Resources

"Franklin County Perspectives"

Jackie Haines
Jacqueline Haines Associates

"The Influence of School Quality on the Value of Owner-Occupied Housing: A Case Study of Ohio".

Dr. Don Haurin
Ohio State University

"Technology Trends and the Digital Real Estate Transaction"

Jim Young
Founding Partner of Realcomm & President of
The Jamesan Group/REApplications

"The evolution of the appraisal profession...Where to tomorrow?"

Alan Hummel, SRA
President Elect - Appraisal Institute

In addition to the speakers there will be special presentations throughout the day. If you do not receive a registration by mail, please visit www.cardohio.org and register online or contact the Cardinal Ohio offices.

The schedule and or topics are subject to change without notice.

Earn That Designation

Don't measure yourself by what you have accomplished, but by what you should have accomplished with your ability.

--John Wooden

Let's face it. Real estate appraising can be a very tough and competitive business. It can be difficult finding clients and customers, winning them over, and keeping their business long-term. There are many ways to earn a client's respect and trust. Current and perspective clients need to know who you are and what you do. One way to make them aware is to have an Appraisal Institute designation behind your name.

By advancing yourself in the field of real estate valuation, you can have the competitive edge a potential client is looking for. As a designated member of the Appraisal Institute, you demonstrate to clients and colleagues in the business that you have educated yourself beyond the level necessary for state licensing or certification.

The designations have also proven to be financially rewarding. Two recent independent studies by Washington State University demonstrated that MAIs, SRPAs, and SRAs reported earnings averaging 26 percent more than other appraisers – whether designated by other associations or only state licensed. A designation from the Appraisal Institute can make a big difference in your business.

The Cardinal Ohio Chapter has an active Associate Guidance program which can help you along the designation path. Dennis Pell, MAI, SRA (440-934-2340 or dpell2868@aol.com) is the General Guidance Chair and the Residential Guidance Chair is Dennis M. Nash, SRA (614-538-1995 or rea@netwalk.com). A program for those seeking designation is held quarterly prior to Cardinal Ohio Chapter meetings. These gentlemen have done a great job keeping Associate Members moving toward designation and would be happy to help you in anyway.

Make a difference in your professional life and use this advantage that is available to you. Reach the pinnacle of the valuation profession by earning your Appraisal Institute designation.

Scott Bernard, SRA
2002 Cardinal Ohio Chapter President

Don't focus on how to spend less money,

Focus on how to make more money.

- Lyndon Forman

Which designation can we help you achieve?



The Seminar of all Seminars

*“Any time you include
Tony Packo’s at a
seminar, I am there.”*

*Anonymous Chapter
Member*

Erie Coast Appraisal Group, Inc. hosted the “Appraisal Technology Seminar” for the Cardinal Ohio Chapter on May 3, 2002. There were 58 attendees for the 7 Hour CE credit course. The speakers were: Larry Kaczala - Lucas County Auditor, Maggie Hambleton – AI Board Member, Steve Reynolds – Pinnacle & Associates, John Cirincione – Mortgage Information Services, Jeff Walker – US Realty Consultants, Inc., Michelle Cowell – Erie Coast Appraisal Group, Inc., and Brian Dunzweiler, - AVECtra, Inc. Along with learning about the latest & greatest technology for appraisers, we had a little fun with “BS” bingo. Breakfast and lunch were served featuring some NW Ohio specialties, i.e., Barry’s Bagels, Tony Packo’s hotdogs and Chili Bob’s dips & sauces – (one of our own! - Bob Vogel – Vogel Valuation Service of Port Clinton and owner of Chili Bob’s seasonings and Welly’s Horseradish.).

The seminar was born out of a two-fold desire of Bruce Dunzweiler of Erie Coast Appraisal Group, Inc. According to Bruce, “We wanted to have a different type of seminar to spark an interest and share information that appraisers could use on a day to day basis in running their operation and we wanted to make some money for the chapter. With the help of Cheryl Morey (who is working on her MAI) from our office and Sally Lawton from the CardOhio Chapter office, I think we accomplished our goals.”

The seminar netted over \$6,000 for the Cardinal Ohio Chapter. Next to the Annual Economic Seminar, the seminar has been the most profitable for the chapter. Some tips on its success: great local talent in the CardOhio Chapter, Erie Coast. catering the food itself, and lots of pre-seminar follow up (“arm twister” letters and phone calls!) If a Toledo area seminar can be this successful, just think what could happen in some of the larger areas! The challenge is on!!!

*Willis Bash, Ohio's oldest MAI
shaking hands with Ken
Laskey, one of Ohio's newest
MAI's.*



2002-2003 Course/Seminar Schedule

Appraisal Institute courses offer the best level of real estate related education available in the market.

DATE	COURSE (Schedule Subject Change)
October 7-12	COURSE 110: APPRAISAL PRINCIPLES
November 4-5	COURSE 410: STANDARDS OF PROFESSIONAL PRACTICE, PART A
November 25-26	COURSE 430: STANDARDS OF PROFESSIONAL PRACTICE, PART C
February 24 - March 1	COURSE 120: Appraisal Procedures
March 17-22	COURSE 310: Basic Income Capitalization
April 13-19	COURSE: Residential Case Study
June 12 & 13	COURSE 600: Income Valuation of Small Mixed Use Properties
DATE	SEMINAR (Schedule Subject Change)
December 13th	25TH ANNUAL REAL ESTATE ECONOMIC SEMINAR
January 24 & 25	SEMINAR: Evaluating Commercial Construction
February 6	SEMINAR: Ohio Department of Transportation (ODOT)
April 4	SEMINAR: Scope of Work
May 2	SEMINAR Technical Seminar
May 16	SEMINAR: Evaluating Residential Construction

New Seminars Offered In 2003

Evaluating Commercial Construction

Evaluating Commercial Construction is a two-day seminar, which presents a complete introduction to site and building improvements—especially for commercial buildings. It illustrates the site, structure, envelope, enclosure and mechanical systems components of commercial construction old and new. This seminar will improve every attendee's identification of building condition and determination of physical and functional depreciation. It has direct relevance to commercial real estate development, appraisal, lending, and property management. James C. Canestaro, AIA, AICP will instruct the seminar, which is scheduled for January 24 and 25.

Ohio Department of Transportation (ODOT) Seminar

A very important seminar for appraisers involved or interested in condemnation, eminent domain or right-of-way valuations will be the ODOT seminar scheduled for February 6, 2003. The instructors for the seminar are Kevin O'Grady and Doug Maitland, MAI of the Ohio Department of Transportation (ODOT). Subject matter will include new laws within the State of Ohio that have an effect on appraiser valuations, and procedures utilized in government appraisal valuation.

Scope of Work Seminar

Maggie A. Hambleton, SRA, will instruct the Scope of Work seminar that is scheduled for April 4, 2003. This new seven-hour seminar will address the wide range of services an appraiser can offer and the practical application of scope of work in a variety of appraisal assignments. Understanding scope of work will provide new appraisal and consulting opportunities for appraisers, improve profitability and increase client satisfaction, all without breaking any rules! By attending this seminar, participants will learn how to customize their work and provide their clients with services that further satisfy their needs.



Membership Development

If you know any qualified individuals that would have an interest in joining the Appraisal Institute, or parties that are considering becoming appraisers, please have them call Ray Jackson, MAI. He serves as the Membership Development & Retention Chair, and would be pleased to meet with them, or have somebody in their locale make contact.

Raymond A. Jackson
(513) 321-7766
rayjlive@rajackson.com



Opportunity is missed by most people because it comes dressed in overalls and looks like work.

--Thomas Edison

Help Wanted

Integra Realty Resources-Cincinnati/Dayton

The Cincinnati office of Integra Realty Resources has openings for both commercial real estate analysts and/or senior appraisers. Must be computer literate, comfortable in Windows environment and proficient with Word and Excel. Argus knowledge is a plus. Candidates should be able to work independently and comfortably within a team environment. Compensation plan features competitive fee split, health coverage, and 401k plan. Please e-mail confidential resume to Gary Wright, MAI at gwright@irr.com or fax to 513-561-2881; phone 513-561-2305.

Red Mortgage Capital

is seeking real estate professionals to join their dynamic multifamily mortgage banking business in downtown Columbus at the associate or junior executive level. Candidates with commercial real estate brokerage or appraisal backgrounds are preferred for underwriting or origination career paths with unlimited growth potential. A subsidiary of Provident Bank, Red Capital Group is one of the top 5 multifamily lenders in the U.S. based upon dollar volume of loans sold to Fannie Mae or insured by FHA. Up to 20% travel required across the U.S. Interested parties should contact Rhonda S. Hill, PHR at rhill@redcapitalgroup.com. Please reference "Appraisers" in the subject field of your e-mail reply.

Cardinal Ohio Chapter

CHAPTER OFFICE:
4722 Merrifield Place
Columbus, OH 43220

PHONE:
(614) 442-3391

FAX:
(614) 442-3393

E-MAIL:
cardohio@iwaynet.net

We're on the Web!
See us at:

www.cardohio.org

Appraisal Institute Conference Update

The Appraisal Institute held its summer Conference at the Sheraton Waikiki, in Honolulu Hawaii and attendance was high. Figure that one out.

The keynote speaker was Jim Young, a noted real estate technology specialist, educator, author and trainer, who offered innovative strategies at the Summer Conference Opening Breakfast to help real estate professionals become more competitive. Mr. Young will be speaking at our own Economic Seminar in December.

The next AI conference will be held in Chicago from November 7th-12th, you can register by going to www.appraisalinstitute.org. Also, the next Region V meeting will be in Cleveland, Ohio on October 3-5 at the Wyndham Cleveland Hotel.

2002 Officers & Board Members

OFFICERS	Directors 1-Year Term	Directors 3-Year Term
Scott A. Bernard, SRA <i>President</i>	<i>Richard D. Master, MAI, SRA</i>	<i>Ronald M. Eberly, MAI</i>
Roger D. Thornton, MAI <i>Vice President</i>	<i>Jeffery T. Upton, MAI</i>	<i>Jeffery H. Walker, MAI</i>
Dennis B. Pell, MAI, SRA <i>Secretary</i>	<i>Jody L. McKinley, SRA</i>	Regional Representatives
James A. Herbig <i>Treasurer</i>	<i>Richard J. Deardorf, SRA</i>	<i>Richard J. Deardorf, SRA</i>
<i>Sally Lawton</i> <i>Executive Secretary</i>	Directors 2-Year Term	<i>Eric E. Belfrage, MAI, SRA</i>
	<i>J.F. Lamberjack, SRA</i>	<i>Raymond A. Jackson, MAI</i>
	<i>Steven R. Reynolds, MAI</i>	<i>Alexander Harris</i>
	<i>Robert Joseph Porter, MAI, SRA</i>	
	<i>Alexander Harris</i>	
Chairpersons	<i>Dennis M. Nash, SRA</i> <i>Candidate Guidance SRA</i>	<i>Raymond A. Jackson, MAI</i> <i>Public Relations</i>
<i>Paul S. Dotterman, SRA</i> <i>Admissions SRA</i>	<i>Alexander Harris</i> <i>Education Chair</i>	Regional Rep Alternatives
<i>Thomas R. Horner, MAI</i> <i>Admissions MAI</i>	<i>John W. Uttley, III, SRA</i> <i>Government Relations Co-Chair</i>	<i>Robert Joseph Porter, MAI, SRA</i>
<i>Dennis B. Pell, MAI, SRA</i> <i>Candidate Guidance MAI</i>	<i>Leland M. Coe, MAI, SRA</i> <i>Government Relations Co-Chair</i>	<i>Bradley W. Plummer, MAI</i>
		<i>Steven R. Reynolds, MAI</i>
		<i>Thomas D. Kitz, MAI</i>

Questions or Comments

Any questions or comments regarding the newsletter can be sent to the Chapter Office via the email link to the left.

Also, any submissions you

feel would be of interest to the Cardinal Ohio Chapter membership can be forwarded to the Chapter Office for consideration in the next newsletter.

Thank You,

Roger D. Thornton, MAI
Vice President Cardinal Ohio Chapter

