



**Special Interest
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- 26th Annual
Economic Seminar
December 12, 2003
- Cardinal Ohio
Members Join
Habitat for
Humanity

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

26th Annual Economic Seminar

On December 12, 2003 at the Fawcett Center on The Ohio State University, the Cardinal Ohio Chapter of the Appraisal Institute will be conducting the 26th Annual Economic Seminar. Some of the presenters and/or topics are as follows:

"Macro/Micro Commercial/Industrial Economic Forecast"

Robert Bach
National Director, Grubb & Ellis Company

***"Regional & National Appraisal Institute
2003 Review & 2004 Prevailing Issues"***

Richard L. Borges, II, MAI & B. LaVonne Borges, SRA
Borges & Borges Appraisers & Consultants

"Macro/Micro Economic Forecast"

Michael F. Bryan
Vice President/Economist, Federal Reserve Bank of Cleveland

"Converting to Paperless Commercial/Residential Appraisal System"

Edward L. Bosak
VP, American Systems Consulting, Inc.

"Assessments, Abatement Process & Advances in Website & Market Data".

Mark Stewart
Lorain County Auditor

"Commercial & Residential Real Estate Prices – Current Trends"

Anthony B. Sanders, PH.D.
Assistant Professor of Economics, Ohio State University

"The Effects of Oil Prices on National & Worldwide Economic Markets?"

A.F. Alhajji, PH.D.
Assistant Professor of Economics, Ohio Northern University

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

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 night prior to the seminar, December 11, 2003 starting at 6:00 PM the Chapter Installation of Officers for 2004 will be held at the Fawcett Center. The night will involve dinner, drinks and dancing to the Dave Powers Trio. Get your registration in early.



Chapter Recognition

Sally Lawton our Executive Secretary for Cardinal Ohio was considered for the Mike Damato Award for Excellence in Chapter Leadership & Administration. Everybody in the Chapter is proud of the efforts Sally puts forth and it is nice to see that all her hard work has been noticed on a national stage.

Congratulations Sally and thanks for all your time and effort.

Regional & Chapter Meeting Updates

The Fall regional meeting was held in Charlotte, North Carolina on October 9-11th, 2003. Some main topics of discussion were the changes to the educational offerings in 2004 and the reserves of Region V. Each committee chair reported on their current activities, and the Appraisal Institute Vice President Bruce Kellogg, MAI gave an informative presentation on the state of the Appraisal Institute. The Cardinal Ohio Chapter had 100% representation. Thanks to all who participated.

The next regional meeting will be held in May 2004 in Puerto Rico. This will be a joint meeting with Regions V, IX and X. Please forward any comments or suggestions on the spring 60-day notice materials to the Chapter President and/or the regional representatives.

Our next meeting will be December 11, 2003. That evening at the Fawcett Center everyone is invited to the installation of officers for 2004. The night will include drinks, dinner and dancing so be prepared for a good time. Check the website or contact Sally Lawton at the chapter office to register.

On December 12, 2003, the Cardinal Ohio Chapter will present the 26th annual Economic Seminar at the Fawcett Center.

Our Chapter has benefited from a number of events and social gatherings arranged by Dennis Pell. Hopefully in 2004 these events will continue and more associates or members will take advantage of Dennis' efforts. This year included Lake Erie fishing outing, numerous associate meet and greets, Bob Jackson Memorial Golf Outing, as well as the Habitat volunteering. Thanks to all who scheduled and/or participated in these events.

If people concentrated on the really important things in life, there'd be a shortage of fishing poles.

--Doug Larson

Public Relations Information

If you are aware of any public relations type activities affecting the industry whether it be something you are directly involved in or have been made aware of, please contact the Chapter's PR Chair so we can get some press. The same holds true for questions you may

have fielded for newspapers or publications. If it is newsworthy, we are interested in letting our members and/or public know about it. If you are uncomfortable fielding questions from the press, you can direct them to the PR Chair or the President.

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Habitat for Humanity

Next year get up and volunteer. As a wise man once said....

**Don't stay in bed,
unless you can
make money in
bed.**

- George Burns 1896-1996

Our final volunteer sponsorship for the Habitat for Humanity was held on September 20, 2003 in Columbus. The Chapter had good turnouts for the three days this year and we look forward to volunteering in the future. Plans call for the 2004 volunteer work to be done in Cincinnati. Dates and contact information will be provided early in the year.



Things that make you wonder.....

There's a time when you have to separate yourself from what other people expect of you, and do what you love. Because if you find yourself 50 years old and you aren't doing what you love, then what's the point?

--Jim Carrey Actor

- ? Why are there interstate highways in Hawaii?
- ? How does the guy that drives the snowplow get to work in the morning?
- ? If you're in a vehicle going the speed of light, what happens when you turn on the headlights?
- ? Why is lemon juice mostly artificial ingredients BUT dishwashing liquid contains real lemons?
- ? Why buy a product that takes 2000 flushes to get rid of?
- ? Why do we wash bath towels? Aren't we clean when we use them?
- ? What should you do when you see an endangered animal eating an endangered plant?

Humor

Top Ten Reasons to Procrastinate:

1.

2003-2004 Course/Seminar Schedule

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



Date(s)	Event
11/12/2003	Course 420: Business Practices and Ethics
11/13 - 11/14/2003	Course 410: 15-Hour National USPAP Course
11/21/2003	Course 400: 7-Hour National USPAP Update Course
12/12/2003	26th Annual Real Estate Economic Seminar
2/13/2004	Scope of Work: Expanding Your Range of Services
2/23 - 2/28/2004	COURSE 120: Appraisal Procedures
3/15 - 3/20/2004	COURSE 310: Basic Income Capitalization
4/12 - 4/17/2004	COURSE 500: Advanced Residential Form and Narrative Report Writing
4/19 - 4/20/2004	Evaluating Commercial Construction
5/14/2004	Evaluating Residential Construction
6/10 - 6/11/2004	COURSE 620: Sales Comparison Valuation of Small, Mixed Use Properties
7/19 - 7/24/2004	COURSE 510: Advanced Income Capitalization
9/13 - 9/18/2004	COURSE 110: Appraisal Principles
9/24/2004	Chapter-sponsored: Legal Strategies of Acquisition: The Attorney & the Appraiser
10/11 - 10/16/2004	COURSE 520: Highest and Best Use
11/11 - 11/12/2004	COURSE 410: Uniform Standards of Professional Appraisal Practice
11/14/2004	COURSE 420: Uniform Standards of Professional Appraisal Practice
12/10/2004	27th Annual Real Estate Economic Seminar

Thanks to Alex Harris and the dedicated Education Committee their hard work this year. The education provided by the Chapter continues to evolve and we strive to provide the classes and seminars that our members need and ones which are a benefit to their careers. If you have any suggestions for courses, topics, etc. let us know.

In addition to the courses and seminars above, the Chapter is communicating with the AS/ for dual sponsorship on a number of potential offerings, including a Business Valuation seminar and possible economic seminar for Southwestern Ohio. Any new offerings will be added to the website, so check back in the future.

Which designation can we help you achieve?





Job Listing Humor

"Competitive Salary"

We remain competitive by paying you less than our competition.

"Casual work atmosphere"

We don't pay enough to expect that you will dress up; a couple of the real daring guys wear earrings.

"Some overtime required"

Some every night and some every weekend.

"Must have an eye for detail"

We have no quality assurance.

"Problem-solving skills a must"

You're walking into perpetual chaos.

Phrases for you to use in an interview:

"I take pride in my work"

I blame others for any mistakes.

"I am very adaptable"

I've changed jobs a lot.

"I am on the go"

I'm never at my desk.

"I'm highly motivated to succeed"

The minute I find a better job, I'm outta here.

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.

Appraisers Needed for Cincinnati Area Expansion

National valuation and consulting firm headquartered in Denver seeks commercial real estate appraisers for newly-opened Cincinnati office. The ideal candidates will have at least three years commercial real estate experience demonstrating increasing levels of complexity in office, retail, industrial, multi-family, hotel and other property types. Requirements include computer proficiency, including knowledge of Argus and DynaLease, and strong written/verbal communication skills. This position will require travel to accommodate national clientele and portfolio valuation assignments. Email jmoher@nvcinc.com or fax 513-929-4171.

Appraisers Available

Individual seeking apprenticeship in Central Ohio area. I am looking for a company or individual to assist in completing licensing and training. I am a very organized, energetic, intelligent individual with a BA in Marketing and a strong willingness to learn. Have completed an Appraisal class at Columbus State and have base knowledge of the industry. Please contact **Dave Dorst** at 740-666-3036 or 614-562-1874 for copy of resume and references.

Seeking apprenticeship as residential or commercial appraiser. Strong oral and written communications skills, computer literate and a quick learner. Detail-oriented with some experience researching courthouse property records. Familiar with URARs. Have basic knowledge of sales comparison, income capitalization and cost approaches to appraisal. Effective working alone or with a team. Skilled in developing and maintaining business relationships and problem solving. Strong ethics. Willing to travel. Please contact: **Sean Goodro** sgoodro@yahoo.com (937) 469-4573 cell

For additional appraisal related job openings, visit the Appraisal Institute web site at http://www.appraisalinstitute.org/resources/positions_available.asp an check on the national listing for help wanted.

If you have an position to fill or would like to find a new career in the appraisal industry send us short one paragraph description of the position and/or of yourself and we will include it in the fall edition of the newsletter.

Cardinal Ohio Chapter

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We're on the Web!
See us at:

www.cardohio.org

Appraisal Institute/Chapter Meeting Update

- ? The next Chapter Board meeting is scheduled for Thursday, December 11, 2003. OSU Fawcett Center at 2:00 p.m. That night the Chapter installation dinner will be held at the Fawcett Center, with Dennis B. Pell, MAI being installed as your President for 2004. A complete list of Board Members and Directors being installed can be found on our website.
- ? On December 12, 2003 the Chapter will sponsor the 26th Annual Economic Seminar. We look forward to a seeing everyone there.
- ? For more information about national Appraisal Institute meetings refer to the AI website at <http://www.appraisalinstitute.org/>.

2003 Officers & Board Members

<p>OFFICERS</p> <p>Roger D. Thornton, MAI <i>President</i></p> <p>Dennis B. Pell, MAI, SRA <i>Vice President</i></p> <p>Robert Domini, MAI <i>Secretary</i></p> <p>James A. Herbig <i>Treasurer</i></p> <p><i>Sally Lawton</i> <i>Executive Director</i></p>	<p>Directors 1-Year Term</p> <p><i>Alexander Harris</i></p> <p><i>Steven R. Reynolds, MAI</i></p> <p><i>Judy Lamberjack, SRA</i></p> <p><i>Robert Joseph Porter, MAI, SRA</i></p> <p>Directors 2-Year Term</p> <p><i>Ronald M. Eberly, MAI</i></p> <p><i>Jeffery H. Walker, MAI</i></p>	<p>Directors 3-Year Term</p> <p><i>John M. Garvin, MAI</i></p> <p><i>Kenneth E. Wilson, MAI</i></p> <p>Regional Representatives</p> <p><i>Margaret A. Hambleton, SRA</i></p> <p><i>C. Scott Bernard, SRA</i></p> <p><i>Dennis B. Pell, MAI, SRA</i></p> <p><i>Alexander Harris</i></p>
<p>Chairpersons</p> <p><i>Dennis B. Pell, MAI, SRA</i> <i>Associate Guidance MAI</i></p> <p><i>Paul S. Dotterman, SRA</i> <i>Admissions SRA</i></p> <p><i>Thomas R. Horner, MAI</i> <i>Admissions MAI</i></p>	<p><i>Dennis M. Nash, SRA</i> <i>Associate Guidance SRA</i></p> <p><i>Alexander Harris</i> <i>Education Chair</i></p> <p><i>John W. Uttley, III, SRA</i> <i>Government Relations Co-Chair</i></p> <p><i>Leland M. Coe, MAI, SRA</i> <i>Government Relations Co-Chair</i></p>	<p><i>Raymond A. Jackson, MAI</i> <i>Public Relations</i></p> <p>Regional Rep Alternatives</p> <p><i>Raymond A. Jackson, MAI</i></p> <p><i>Richard J. Deardorff, SRA</i></p> <p><i>Thomas D. Kitz, MAI</i></p>



Questions or Comments

Any questions and/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
President Cardinal Ohio Chapter