

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

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PRESIDENT'S MESSAGE

Members / Associate Members:

This is the first Newsletter and President's Message of the year. I am committed to keeping our chapter members informed on the many changes or proposed changes concerning the Cardinal Ohio Chapter and National, through this forum. I will keep the information short and to the point so as not to unnecessarily waste time. I would like to say that I look forward to serving as your Chapter President this year.

The upcoming year should prove to be a challenge for both the Appraisal Institute and the Appraisal Industry. The Appraisal Institute as a whole has an *aging* membership, where the average age of a designated member has climbed to its current level of 52-years old. I do not have the average age of our chapter membership; however, the following table breaks down the total number of our membership as of December 5, 2007:

Designated Member	233
Associate Member	166
Affiliate Member	<u>12</u>
Total Membership	411

The Chapter grew by 14 members in 2007, of which two were previously SRA members that are coming back to AI and the Cardinal Ohio Chapter. We had six newly designated members at the end of 2007, whose average age was less than 52-years old. So we are doing our part to lower the national average.

Our next Chapter Board and General Membership meeting will be held at 2:00 p.m., on February 14, 2008, at the Fawcett Center, on the campus of The Ohio State University. At this meeting there will be an update on the most recent changes that have occurred regarding the potential merger of AI with the American Society of Appraisers (ASA) and the American Society of Farm Managers and Rural Appraisers (ASFMRRA). We will also begin planning this year's 31st Annual Economic Seminar, and discuss a potential mid-year update that would be eligible for continuing education credit on the current state of the economy. This would be associated with our May 2008 General/Board meeting.

I hope to see some new faces at our upcoming chapter meetings this year. Associate Members please do not hesitate to get involved with the Chapter. There are many ways to be involved, in fact about the only thing you can not do is serve as a chapter officer (Secretary, Treasure, Vice President, President) without a designation. The most important thing to consider is your own professional development. Becoming involved with your chapter is one way to enhance this, while developing lasting professional relationships in the process.



John M. Garvin, MAI (left) with the 2008 National Appraisal Institute President, R. Wayne Pugh, MAI, at the 2007 Annual Installation Banquet

John M. Garvin, MAI
2008 Cardinal Ohio Chapter President

30th Annual Economic Seminar

The Cardinal Ohio Chapter's 30th Annual Economic Seminar was held at the Fawcett Center, on The Ohio State University campus, on Friday, December 7, 2007. The topic was timely, focusing on the slump in the housing market, and the sub prime mess. The speakers included:

- **Dr James Glassman** (Chief Economist – JP Morgan Chase)
- **Dr. Lawrence Yun** (Chief Economist – National Association of Realtors)
- **Hugh Kelly, CRE** (Former Chief Economist - Landauer Real Estate Counselors)
- **Ryan Reed** (Economist – National City Bank)
- **John Busi, MAI, FRICS** (Executive Managing Director Cushman Wakefield – Capital Markets Group)
- **Kelly Davids** (Superintendent Ohio Department of Commerce-Division of Real Estate)



The feedback on the seminar has been excellent. The following e-mail was received after the seminar, and sums up the general consensus:

John,

I wanted to let you know how much I enjoyed the 30th Annual Real Estate Economic Seminar on Friday. I felt it was well organized and the expert speakers made timely, informative, in-depth presentations. The information I took from the day's activities has increased my understanding of the complex dynamics of this and future markets. I came away with a greater understanding of the world in which I operate daily.

Thanks for the opportunity and a great show!!!

If you were not able to attend the 30th Annual Economic Seminar, you might want to consider marking your calendars early for the next seminar. The 31st Annual Economic Seminar will be held at the same location, on Friday, December 5, 2008. We hope to see you there.



Sally Lawton, Chapter Executive Director, with Ronald "Skip" Eberly, MAI, 2006 & 2007 Chapter President



Thomas L. Francis, Sr., SRA, receives the Distinguished Service Award



James A. Herbig, SRA (left) receives the Distinguished Service Award



J. William (Bill) Uttley, III, SRA (left) receives the Distinguished Service Award



John R. Garvin, MAI (right) is presented with the Lifetime Achievement Award by his son, John M. Garvin, MAI

2007 Annual Installation Banquet

The Installation Banquet was held at The Ohio State University Fawcett Center for Tomorrow on Thursday evening, December 6.

E. Hale Whipkey, Jr., MAI and his wife, **Diana**; **Cathy J. (Christian) Lowry** and her husband, **Michael**, were hosts/hostesses for the evening. The event began with a reception in the Ballroom starting with cocktails and our friend, **Dave Powers**, at the Baldwin grand piano. A buffet dinner was served. Approximately 65 members and guests were in attendance.

R. Wayne Pugh, MAI, President, The Appraisal Institute (AI)-National, presided over installation procedures installing **John M. Garvin, MAI**, as President 2008 of the Cardinal Ohio Chapter.

Special thanks were given to **Ronald M. (Skip) Eberly, MAI**, for serving as President of the Cardinal Ohio Chapter 2006 and 2007 as all new members of the 2008 Board of Directors were sworn in.

Wayne Pugh gave a briefing on progress of a merger with other like organizations with AI. Reaffiliation with the National Association of Realtors (NAR) could happen soon according to Pugh. Consolidation would bring additional disciplines into the fold of the AI umbrella including appraising of agricultural properties, machinery, equipment and jewelry, to name a few.

SPECIAL RECOGNITION AWARDS

Special recognition was given to **Patricia Pell**, **Cathy Lowry** and **Shirley Garvin** for their dedicated service to the Cardinal Ohio Chapter and its members.

DISTINGUISHED SERVICE AWARDS

Subsequent to the installation, Distinguished Service Awards were presented to **Thomas L. Francis, Sr., SRA**, **James A. Herbig, SRA**, and **J. William (Bill) Uttley, III, SRA**.

LIFETIME ACHIEVEMENT AWARD

John M. Garvin, MAI, 2008 Chapter President, was privileged to present his father, **John R. Garvin, MAI**, with the Cardinal Ohio Chapter Lifetime Achievement Award.

Appropriate thanks were given to all Board of Director members for their efforts in the past year with a hearty welcome to new members just installed this evening.

Executive Director **Sally Lawton** continues to plan and organize a wonderful evening and the event closed with the Shelly Dohn-Meier and Craig Goodwin duo easy listening music.

Thank you to all those in attendance. We hope to see you in 2008.

DISTINGUISHED SERVICE AWARD RECIPIENT BIOS

Like his father and grandfather, **Tom Francis, Sr., SRA** is the third generation of his family to be part of the appraisal profession and the Appraisal Institute. Tom's dad, Walter Francis, was an MAI, and a member of the Appraisal Institute's Ohio Chapter. Tom Francis, Sr. began his appraisal career in 1971 with the Ohio Department of Transportation. In 1975, he joined Real Property Analysts Inc. and worked closely with Bruce Pickering, MAI for 14 years. During this time, he completed a wide variety of appraisals and market studies.

Tom Sr. earned his RM designation with the Appraisal Institute in 1982. During the next 10 years, he served the Ohio Chapter in Candidate Guidance and Admissions, assisting many junior residential appraisers to pursue their careers.

In 1989, Tom Sr. purchased Real Property Analysts Inc. During the next several years, the company expanded its operations with new offices in Cincinnati, Louisville, Indianapolis, Dayton, Toledo, and Cleveland. During this time, many new junior appraisers and trainees were recruited and mentored by the company, most of whom remain today as practicing appraisal professionals.

Tom Sr.'s Cincinnati partner, Wells Coalfleet, SRA, joined the company in 1985 as an apprentice appraiser. He has been in charge of the company's Cincinnati operations since 1991. Tom Sr.'s other partner, Dorothy Utendorf, RAA, a Certified Residential Appraiser, has nearly 30 years of service with the company, and is in charge of its corporate operations. Like his father and grandfather before him, Tom's son, Tom Francis, Jr., RAA, is also an active appraiser. He joined the company in 1990 as an apprentice appraiser, and is in charge of its Columbus operation.

Today, Tom Sr. is president of Real Property Analysts Inc. He remains interested in attracting and encouraging young appraisers to the profession. Tom Sr. currently serves as an adjunct faculty member of Columbus State Community College and an associate professor for Real Estate Appraisal. He has also served as a Director of the Cardinal Chapter during the past four years.

Mr. Francis is married to Dawn, has two grown children, Tom Jr. and Jennifer, and five grandchildren.

J. William (Bill) Uttley, III, SRA has served as chair and co-chair of the Government Relations Committee for the past 15 years and has testified and lobbied for mandatory state licensing in Ohio during the past several years. Bill met personally with Doug White, former director of the Ohio Department of Commerce, members of his staff and several Ohio congressmen and solicited help from members with the assistance of John Cirincione, Lee Coe and Ken Wilson, to name a few. After several years, the result was passage of HB 185, commonly known as the new predatory lending law. Bill thanks all members who assisted in the passage of this important law.

Bill also acted as a lobbyist/liason for the Appraisal Institute office in Washington and met with former HUD director Mel Martinez and US Representative Bob Ney when they visited Columbus several years ago and were attempting to promote appraisal legislation on a national level. (Mr. Ney left Congress in disgrace; not good for him or our industry)

Newly Designated Members

Newly designated members of the Cardinal Chapter were presented their certificates during the luncheon session of the Economic Seminar.



From left: Geoffrey Hatcher, SRA, Thomas Sprout, MAI, Steve Faherty, MAI, Curtis Hannah, MAI, Ernie W. Durbin II, SRA. John McIntyre (not pictured) also recently received his SRA designation.

You can't build a reputation on what you are going to do.

- Henry Ford

Newly Designated Member Bios



Ernie W. Durbin, II, SRA, CRP, is president of Durbin & Associates. Ernie began his career by joining his parents' appraisal practice in 1982 after graduating from Anderson University. Ernie purchased the company from his parents in 1985, and has since grown the client list from a handful to over several hundred, focusing on innovative use of technology, organization and marketing. Priding themselves on uncompromised professionalism, the firm specializes in complex residential valuation problems such as relocation, review, REO and forensic assignments, in the Greater Cincinnati and Dayton market areas. Ernie also holds the CRP designation from the Worldwide ERC® and serves on the board of directors of Relocation Appraisers and Consultants (RAC).

Ernie is married to Velina, and they have four children ranging in age from 12 to 22. Ernie serves on the boards of the Salvation Army, Business Advisory Council for Schools, The Adopt a School Council, and as a consultant to Junior Achievement. Ernie is currently pursuing a PhD in Theological studies and coauthored "Religious Diversity and the American Experience: A Theological Approach".

Newly Designated Member Bios - Continued

Steve Faherty, MAI, has been an appraiser for 15 years, and is a Senior Associate with USRC in Columbus, whom he has been working with since 2000. Working from his home office in Cincinnati, he is involved in a wide range of property types, including both local properties and national portfolios. He has appraised properties in most of the larger markets in the country, and is certified in Ohio, Kentucky, Massachusetts, New York and New Jersey.

Steve and his wife Kelly have an eleven year old daughter, Reid, and a seven year old son, Ryan, for whom he coaches their soccer, baseball and basketball teams.



Curtis Hannah, MAI, joined Integra Realty Resources in 1999 under the direction of Robin Lorms, MAI, CRE, Eric Belfrage, MAI, CRE and Andrew Lorms. He received his degree from The Ohio State University in 2000, majoring in real estate and finance and went on to become a state certified general real estate appraiser in 2002. Specializing in appraising retail properties, he developed and continues to co-author the annual Columbus Retail Overview. He has had extensive experience in appraisal for real estate tax appeals and has testified at Board of Revision hearings around the state and at the State of Ohio Board of Tax Appeals. Curtis serves on the Board of Directors of the Cardinal Ohio Chapter of the Appraisal Institute and recently became a director at Integra Realty Resources – Columbus.

Curtis recently celebrated his fourth wedding anniversary with his wife Amber and they have a two year old daughter, Evelyn. Away from work, he enjoys spending time with his family and landscaping.



John McIntyre, SRA, is a Senior Vice President and the Chief Residential Appraiser of The William Fall Group. With 17 years of experience, his primary responsibility is managing quality control, audit, and internal training of the residential appraiser group. He recently pioneered an internal mentor/training program that incorporates demonstration of ongoing competency by appraisers associated with the firm. John is a Certified Residential appraiser in the States of Ohio, Kentucky and Michigan. He is a 1994 graduate of the University of Toledo with an Associates Degree in Real Estate Technology.

John and Laura, his wife of 14 years, enjoy their time raising their three children and participating in their sports and Scouting activities.



Tom Sprout, MAI, graduated from college in 1987 with a Bachelor of Science degree in accounting and became a Certified Public Accountant (CPA) in 1991. Tom's professional career has included working as a public accountant with the Big 8 accounting firm Touche Ross & Company, teaching accounting courses at Bradford College, and serving as the controller for both a custom home builder and Davis & Son real estate developers. Tom began working as a real estate appraiser in 1995 for Brian Barnes & Company under the mentoring of Brian Barnes. Tom considers Brian to be the "Gil Grissom" of real estate appraisal.

Tom's interests include coaching youth soccer, which he has done with the Eagles Soccer Club over the past 20 years. Tom's teams have won two state championships and he was the Ohio State Youth Soccer Coach of the Year in 2000. Tom has been married to the love of his life, Anna, since 1985. They have two children, Cassie, a senior at Penn State University, and Teddy, a freshman at the University of South Carolina.

In Memoriam

The Appraisal Institute's Cardinal Ohio Chapter regrets to inform the appraisal community of the passing of **John R. Remick**. John, a father, grandfather, brother, friend, President of J. R. Remick, Inc., MAI, real estate counselor, lecturer, mentor, and civic leader, died Sunday December 9, 2007. John was born in Tulsa, Oklahoma and moved with his family to Dayton as a child. His Business Career began in 1953 with the establishment of the real estate firm of J. R. Remick, Inc. His reputation in the appraisal and counseling fields grew quickly on the local and national level. He became a Member of the Appraisal Institute in 1964. He was Realtor of the Year for the Dayton Area Board of Realtors in 1974. He was president of the Dayton Board of Realtors in 1976 and the Ohio Board of Realtors in 1977. In 1979 he was elected the National President of the American Institute of Real Estate Appraisers. John was responsible for the creation of the Cardinal Ohio Chapter's Annual Economic Seminar. After attending a three-day seminar on the east coast, John had the idea of creating a condensed annual economic seminar which lives on today, 30 years later.

Mr. Remick was active in the Downtown Dayton Association, Buckeye Trail Girl Scouts Council, Dayton Optimist Club and the United Way. He was Co-chairman of the "One World of Christmas" and the "Dayton Holiday Festival" from 1972 through 1975. Among his many achievements, he was asked by the Kettering family in 1972 to oversee the building and management of Kettering Tower. John was the mayor of Springboro from 1988 through 1991. He was a member of the Springboro Lion's Club and was named "Citizen of the Year" by the Springboro Lion's Club in 1991. He was also a member of the Gulf Gate Rotary Club in Sarasota, Florida.

He is survived by his wife Carole, sons Dr. John E. Remick and Don M. Remick of Dayton, his stepson and daughter-in-law Steven and Mary Beth Harnish and his granddaughter Jacqueline Harnish of Rockville, Maryland, his sister and brother-in-law Barbara and Marvin Talmage of Southern Pines, North Carolina, his sister-in-law Barbara Jordan of Dayton, his brother-in-law Robert Kaiser of Ft. Walton Beach, Florida and many nieces, nephews, and friends.

Family and friends gathered Friday, December 14, 2007 at the TOBIAS FUNERAL HOME-FAR HILLS CHAPEL 5471 Far Hills Ave at Rahn Rd. Memorial Contributions may be made to Cox Arboretum or the charity of your choice. Online condolences may be made to www.tobiasfuneralhome.com.

2008 Course/Seminar Schedule

Date	Course/Seminar	Location	Hours
2/26 – 2/28/08	General Appraiser Income Approach, Part I	Columbus	30
3/6/08	7-Hr National USPAP Update Course	Columbus	7
3/7/08	Business Practices and Ethics	Columbus	8
3/27 – 3/28/08	15-Hour National USPAP Course	Columbus	15
4/7/08	Scope of Work: Expanding Your Range of Services	Columbus	8
4/15 – 4/18/08	General Appraiser Site Valuation & Cost Approach	Columbus	30
4/28 – 5/3/08	Report Writing & Valuation Analysis	Columbus	40
5/15/08	7-Hr National USPAP Update Course	Maumee	7
5/16/08	Business Practices and Ethics	Maumee	8
6/2 – 6/5/08	General Appraiser Income Approach, Part II	Columbus	30
6/10 – 6/11/08	Real Estate Finance Statistics & Valuation Modeling	Columbus	15
7/17 – 7/18/08	Alternative Uses & Cost Valuation of Small, Mixed-Use Properties	Columbus	16
8/8/08	Analytics with the Site To Do Business	Columbus	7
8/29/08	Land Valuation Assignments	Columbus	7
9/16 – 9/19/08	Basic Appraisal Principles	Columbus	30
9/19/08	General Demonstration Appraisal Report Writing	Maumee	7
10/7 – 10/10/08	Basic Appraisal Procedures	Columbus	30
10/23 – 10/24/08	15-Hour National USPAP Course	Columbus	15
11/3/08	7-Hr National USPAP Update Course	Columbus	7
11/4/08	Business Practices and Ethics	Columbus	8
11/14/08	Scope of Work: Expanding Your Range of Services	Maumee	7
12/5/08	31 st Annual Economic Seminar	Columbus	7

The Cardinal Ohio Chapter of The Appraisal Institute is offering an Appraisal Trainee Package. Successful completion of the three courses in the package results in eligibility for the appraisal trainee license. To learn more about the package or to register for courses and seminars, visit the Chapter website at www.cardohio.org.



Appraisal Institute courses offer the highest level of real estate education available.



Cardinal Ohio Chapter

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We're on the Web!
Visit us at:
www.cardohio.org

**I'm a great believer in
luck, and I find the
harder I work the more
I have of it.**

- Thomas Jefferson

2008 Chapter Meetings & Events

Date	Meeting/Event	Location	Time
2/14/08	Board of Directors Meeting	Fawcett Center	2:00 P.M.
5/22/08	Board of Directors Meeting	Fawcett Center	2:00 P.M.
9/1/08	Board of Directors Meeting	Fawcett Center	2:00 P.M.
12/4/08	Board of Directors Meeting	Fawcett Center	2:00 P.M.
12/4/08	Annual Installation Banquet	Fawcett Center	6:00 P.M.

2008 Officers & Board Members

OFFICERS

John M. Garvin, MAI
President

Eric J. Gardner, MAI
Vice President

James W. Burt, MAI
Secretary

James A. Herbig, SRA
Treasurer

Sally Lawton
Executive Director

DIRECTORS

One Year Term

Curtis P. Hannah, MAI
Cherie Hardgrove, MAI

Two Year Term

John M. Garvin, MAI
Kenneth E. Wilson, MAI

Three Year Term

Bruce A. Daubner, MAI
Robert P. Gutmann, SRA

CHAIRPERSONS

Paul S. Dotterman, SRA
Admissions Chair - Residential

Geoffrey A. Hatcher, SRA
Associate Guidance Chair – Residential

Russell T. Martin, MAI
Associate Guidance Chair – General

Dennis B. Pell, MAI, SRA
Membership Admissions, Development
and Retention Committee

Pamela S. Casper
Education Chair

James A. Herbig, SRA
Finance Chair

John W. Uttley, III, SRA
Government Relations Chair

Kenneth E. Wilson, Jr., MAI
Client Advisory Chair

REGIONAL REPRESENTATIVES

Ronald "Skip" Eberle, Jr., MAI
Pamela S. Casper
John M. Garvin, MAI
Robert P. Gutmann, SRA

REGIONAL REPRESENTATIVE ALTERNATES

C. Scott Bernard, SRA
Thomas D. Kitz, MAI
Raymond A. Jackson, MAI
Dennis B. Pell, MAI, SRA
Roger D. Thornton, MAI

Questions or Comments

We welcome submissions and suggestions for future newsletters. Questions and comments can be submitted through the Cardinal Ohio Chapter Office.

Thank You,
Curtis P. Hannah, MAI