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### CHAPTER MEETING & SEMINARS

Our December Chapter Meeting is at 12:00 pm, Friday, December 7th at the Detroit Marriott Livonia. Stephen Wagner, MAI, SRA, AI-GRS, 2019 Appraisal Institute President will be our guest speaker and will install our 2019 Chapter Officers. You can find the registration form on **Page 3**.

Also, the day before we are having a 8 hour seminar "Analyzing Operating Expenses: The Michigan Experience". This seminar was developed and is administered by the Great Lakes Chapter. Attendees are eligible to receive 8 hours of continuing education credit towards the Appraisal Institute, State of MI Appraisal License and Assessors. You can find the registration forms on **page 4**.

### NEW DESIGNATION

Timothy S. Evans, SRA— Monroe Valuation —Monroe  
Mark D. Jenkins, SRA — AREA Services, LLC — Grand Rapids  
Congratulations! Great Job!!

### NEW MEMBER

Lawrence Graessle—First State Bank —Grosse Pointe Woods

### GREAT LAKES CHAPTER EDUCATION SCHOLARSHIP

The Great Lakes Chapter of the Appraisal Institute intends to make one scholarship available per year to a member meeting the criteria contained herein. The scholarship will be a reimbursement of up to \$500 and will cover the tuition and costs associated with one class. The scholarship is only given for Appraisal Institute course work. Scholarships will be awarded at the December meeting of the Great Lakes Chapter annually. Eligible costs will be for those classes taken in 4th, 1st, 2nd, and 3rd fiscal quarters.

#### Criteria:

1. Class documentation:
  - a. Application
  - b. Receipt for registration of class in question
  - c. Certificate of successful completion
  - d. Receipts for costs incurred in conjunction with class completion
2. Applicant must have attended a minimum of two of the preceding four Chapter Meetings
3. Status of remaining steps toward MAI and SRA designations

#### Award Process:

The Great Lakes Chapter may award one scholarship per calendar year. The scholarship will be paid as a reimbursement of up to \$500 in costs already incurred in relation to the completion of coursework as stated herein. Award decisions will be based on the following criteria:

1. Successful completion of the applicable class on the first attempt
2. Successful meeting of the application process, and timelines
3. Priority for award will be based on those with the fewest remaining steps towards MAI or SRA designations
4. Scholarship will be awarded at the December Great Lakes Chapter Meeting

If you are interested please call Joan Kaczor at (810) 364-5640 for an application. The applications are also available at all Chapter Meetings and Classes.

### Officers and Directors 2018

#### President

*Alan L. Johns MAI*

#### Vice President

*Ryan T. Lake MAI*

#### Treasurer

*Daniel J. Bittner, SRA*

#### Secretary

*Ryan T. Korth, MAI*

#### Directors

*Jared S. Bennett, MAI*

*Edward E. Bowen, II, SRA,  
AI-RRS*

*Brandon L. Ellis, MAI*

*Alexander J. Groves, MAI*

*Sharon B. Harbin, MAI, SRA  
AI-GRS*

*Robert J. Lentz, MAI*

*Brenda D. Makarov, MAI*

*Patrick L. Millard, SRA*

*Patricia A. Mohritz, SRA,  
AI-RRS*

*Andrew E. Sill, MAI*

*Shaun B. Toupin, MAI*

#### Past President

*Paul R. Arnold MAI*

## **PRESIDENT'S MESSAGE**

**Alan Johns, MAI — 2018 Chapter President**



It has been an honor for me to serve you as the President of the Great Lakes Chapter for 2018. It has been a busy year, I've read and/or written a total of over 500 Appraisal Institute and Chapter related emails during the past year. I would personally like to thank all of the highly dedicated Chapter Board members, Committee members and Region III Representatives for their assistance in running the Chapter throughout the past year. A special "shout out" goes to Joan Kaczor, our Executive Director, to whom I could never have managed my Chapter obligations without her assistance and tutelage.

If you are considering serving the Chapter or in a National capacity, please reach out to myself or any Board member. The Chapter is always looking for future leaders and committee appointments will be made in early 2019 by incoming Chapter President Ryan Lake. Additionally, you should sign into your Appraisal Institute account online and click on "Get Involved!". You will have the ability to indicate what your interests are in serving the various committees that are available both at a local and national level.

So far this year the Chapter has offered 21 courses with over 750 people in attendance. Our chapter developed seminars and events continue to be very successful. I would like to thank Dan Bittner, SRA for putting together the "Cannabis Industry Accounting & Appraising" seminar as well as the Detroit Bus Tour which were two "out of the box" thinking type of events that were highly successful. And also, a special thank you goes to Kern Slucter, MAI, SRA, who was able to get the "Cannabis" course attendees into an under construction medical marijuana manufacturing facility which was extremely interesting. It goes without saying that all the courses and seminars could not happen without the many instructors, David Rice our Education Chair and Joan Kaczor the Executive Director for all of their dedication, hard work and efforts throughout the year.

I would like to remind everyone that the Great Lakes Chapter Education Scholarship is available to its members who are pursuing a designation. This Scholarship was established to encourage and support candidates to become designated members. This annual scholarship can help offset some of the financial burdens and reward candidates actively involved in our Chapter. For those who are interested in applying for the Education Scholarship please contact Joan.

The Chapters financial outlook continues to look good. Due to well attended course offerings, this year, the total assets for the Chapter currently exceed \$145,000.

Designations awarded year-to-date for the Chapter include 6 MAI's, 2 SRA's and 2 AI-RRS'.

I recently, October 23<sup>rd</sup>, participated in the Region III conference call. Again, I am happy to say that there are no controversial issues pending at this time. On a national basis the Appraisal Institute Board actions included:

1. Directed 45-Day Notice regarding dues and fee payment schedules in the Bylaws
2. Revised the Chapter Financial Management and Administration Policy (CFMAP), allowing chapters participating in CFMAP the option of investing in the Appraisal Institute's pooled reserve fund portfolio
3. Approved the 2019 budget
4. Approved listing a voluntary contribution to the AI Education and Relief Foundation
5. Elected individuals to serve on the Professional Liability Insurance Program Committee, Strategic Planning Committee and Audit Committee for terms beginning January 1, 2019 and
6. Selected a new CEO.

Since the Region III conference call, the Appraisal Institute Board of Directors has voted to implement the CFMAP, for all chapters by the end of 2020. I will be discussing this issue with the Chapter Board of Directors at our December meeting.

Wishing everyone a wonderful Holiday season and to a prosperous 2019.

Alan



# GREAT LAKES CHAPTER MEETING

## FRIDAY, NOON, DECEMBER 7, 2018

Detroit Marriott Livonia  
17100 N. Laurel Park Place  
Livonia, MI 48152

Cost: \$25 for Appraisal Institute Members; \$30 for Non-Members

9:30 AM **Board of Directors**  
11:30 AM **Networking**  
12:00 PM **Lunch & Chapter Meeting**  
**Installation of 2019 Chapter Officers and Directors**  
**Special Speakers Stephen Wagner, MAI, SRA, AI-GRS**  
**2019 President of the Appraisal Institute**

NAME \_\_\_\_\_

NICKNAME (FOR BADGE) \_\_\_\_\_

FIRM \_\_\_\_\_

STREET ADDRESS \_\_\_\_\_

CITY/STATE/ZIP \_\_\_\_\_

PHONE: (\_\_\_\_) \_\_\_\_\_

EMAIL: \_\_\_\_\_

AI MEMBER TYPE: \_\_\_ DESIGNATED \_\_\_ ASSOCIATE \_\_\_ AFFILIATE \_\_\_ NON-MEMBER

PAST CHAPTER PRESIDENT \_\_\_ YES/NO

FORM OF PAYMENT: \_\_\_\_\_ CHECK ENCLOSED PAYABLE TO GLCAI

\_\_\_\_\_ VISA \_\_\_\_\_ MASTERCARD \_\_\_\_\_ AM/EX \_\_\_\_\_ DISCOVER

CARD # \_\_\_\_\_

EXPIRES: \_\_\_\_/\_\_\_\_ CCV \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

Please fill out the above and fax it to 888-587-5381 OR Call 810-364-5640.

**ANALYZING OPERATING EXPENSES: THE MICHIGAN EXPERIENCE**

Instructor: David Rice, MAI, CAE, CMAE4  
Thursday, December 6, 2018  
Detroit Marriott Livonia  
17100 N. Laurel Park Drive  
Livonia, MI 48152  
8:00 a.m.—4:30 p.m.

This program was developed and is administered by the Great Lakes Chapter. Attendees are eligible to receive 8.0 hours of Appraisal Institute continuing education credit. They will also receive 8 hours continuing education credit for the State of MI Appraisal License and 8 hours for Assessor Certification.

This eight-hour seminar provides foundation and practical market information for Michigan appraisers and assessors facing valuation issues on income-producing properties. It is targeted to certified general appraisers and MAAO and MMAO assessors with a background in the development and application of the income approach. Participants should bring and be familiar with the operation of a calculator (HP12C or equivalent) as the seminar is structured around multiple case problems.

This seminar explores the analysis of actual operating expenses for income producing properties including apartments, retail, industrial and office properties. Participants will use the information to develop supported and defensible reconstructed operating statements.

Operating expense categories including fixed, variable and reserves for replacement are reviewed in detail. Understanding the implication of Proposal A, and potential reassessment is illustrated with several sales. Reserves for replacement as a property ages are presented graphically for several properties. Understanding and applying units of comparison including limitations on its use are presented.

Understanding the proper use of nationally published data sources and methods to refine that data to local market conditions. Several case studies are presented to demonstrate sound appraisal practice

You may fax ahead to (888) 587-5381 to start the registration process.

**SEMINAR TUITION:** \$175 member/\$200 non-member. Tuition fees include all instruction, material, coffee, tea and lunch.

If you are paying with credit card please fill in the information below:

Visa, MasterCard, Am/Ex and Discover \_\_\_\_\_ Card number \_\_\_\_\_  
Expiration \_\_\_\_\_ CCV# \_\_\_\_\_

Billing Address of Card \_\_\_\_\_

**REGISTRATION INFORMATION (please print)**

Full Name \_\_\_\_\_

Nickname for Badge----- \_\_\_\_\_

Appraisal Institute Member:  MAI  SRPA  SREA  SRA  RM  
 Associate Member  Affiliate Member  Nonmember

Company Name \_\_\_\_\_

Company Address \_\_\_\_\_

City/ State/Zip Code \_\_\_\_\_

Office Phone ( ) \_\_\_\_\_ Office Fax ( ) \_\_\_\_\_

Home Phone ( ) \_\_\_\_\_ E-Mail \_\_\_\_\_

◇ If you have a disability and may require some accommodation, please check here; please notify us in writing at least two weeks in advance to allow sufficient time to arrange for reasonable accommodations.

SIGNATURE \_\_\_\_\_ DATE \_\_\_\_\_

MICHIGAN APPRAISER LICENSE# \_\_\_\_\_

LICENSE TITLE \_\_\_\_\_

(L-Limited, SL-State Licensed, CR-Certified Residential, CG-Certified General)

## SEPTEMBER CHAPTER MEETING



Jeff Genzink, MAI presents Brian Sinclair, MAI, with his MAI Certificate.



Chapter President, Alan Johns, MAI presents Terry Oetzel, MAI with the Appraisal Institute "Volunteer of Distinction Award".



Our afternoon Speaker Ron Seigneur, MBA, ASA, CPA, CVA, CFF, CGMA and Alan Johns, MAI.

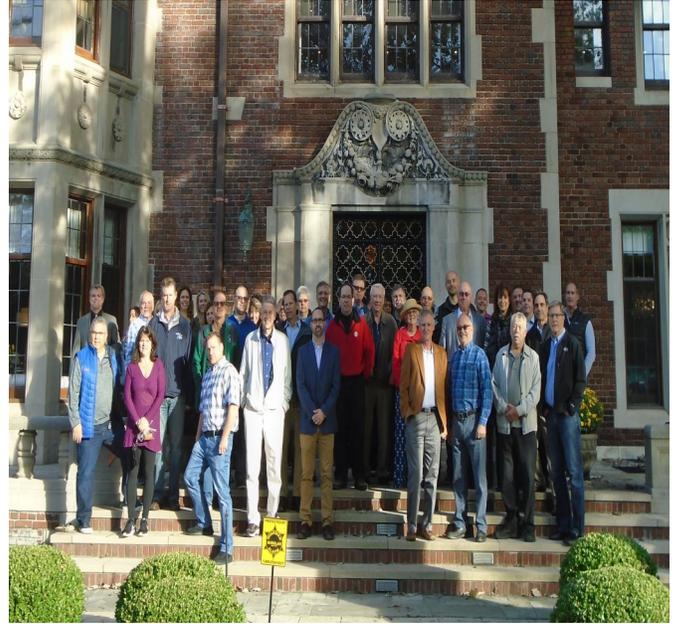


We offered 8 hours of continuing education: AM: "West & Central Michigan Commercial Property Review" & PM- "Emerging Issues in the Cannabis Industry".

## DETROIT BUILDING TOUR



Dan Bittner, SRA addresses the tour on the bus ride to the Charles Fisher Man



The Charles Fisher Mansion was the first stop on the Detroit Building Tour



Dan Bittner, SRA, Special Lunch Speaker, Tom Wilson, President & CEO of Olympia Entertainment and Don Wieme, MAI



One of the groups from the Little Caesars Arena Tour.

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**2018 Economic Summit**



**Paul Traub, Senior Business Economist. Federal Reserve Bank of Chicago-Detroit Branch**



**Sue Mosey, Executive Director, Midtown Detroit, Inc.**



**Alan Johns, MAI with David Maturen, State Representative, District 63, and Ryan Lake, MAI**



**Ryan Lake, MAI with Tyler Rossmassler, Director of Economic Development, Flint and Genesee Chapter of Commerce and Alan Johns, MAI**

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## 2018 Economic Summit Con't



Commercial Panel: Peter Rogers, Paul Debono, Arthur Itkis and Jason Gardner



Residential Panel: Adam Waechter, Allison Fishwick, Kendra McConnell-Hurd, Austin Black and Doug Shaw



Another great turn out with 67 in attendance.

## **2019 Great Lakes Chapter Officers**

### **BOARD:**

<b>President</b>	<b>Ryan T. Lake, MAI</b>
<b>Vice President</b>	<b>Daniel J. Bittner, SRA</b>
<b>Treasurer</b>	<b>Ryan T. Korth, MAI</b>
<b>Secretary</b>	<b>Sharon B. Harbin, MAI, SRA, AI-GRS</b>

### **DIRECTORS:**

<b>Jared S. Bennett, MAI</b>	<b>Brenda D. Makarov, MAI</b>
<b>Edward E. Bowen, II, SRA, AI-RRS</b>	<b>John A. Meyer, SRA</b>
<b>Brandon L. Ellis, MAI</b>	<b>Patrick L. Millard, SRA</b>
<b>Alexander J. Groves, MAI</b>	<b>Kenneth R. Siegle, MAI</b>
<b>Brian S. Kirksey, MAI, SRA</b>	<b>Andrew E. Sill, MAI</b>
<b>Robert J. Lentz, MAI</b>	

### **REGION III REPRESENTATIVES:**

**Daniel J. Bittner, SRA (1 year term)**  
**William P. Fowler, MAI**  
**Jeff C. Jozwick, MAI**  
**C. Edward Larson, MAI**  
**Kern G. Slucter, MAI, SRA**

***Note: Chapter President is automatically a member of the Regional Representatives and is required to attend Regional Meetings.***

### **REGION III ALTERNATE REPRESENTITIVES – (ALL ONE YEAR TERMS)**

**Brent R. Davis, SRA**  
**Shaun B. Toupin, MAI**  
**David B. Mielnicki, MAI, SRA**  
**Patricia A. Mohritz, SRA, AI-RRS**  
**Brenda D. Makarov, MAI**

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### **2018 Nominating Committee:**

**Paul R. Arnold, MAI, Immediate Past President, Chair**  
**James T. Hartman, MAI**  
**J. Hans Schwab, SRA**  
**Susan P. Shipman, MAI**  
**William B. Wooley, MAI**

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## Calendar of Events 2018-19– Great Lakes Chapter A.I.

CALL: (810) 364-5640

Or register on-line at: [www.appraisalinstitute.org/education/GreatLakes](http://www.appraisalinstitute.org/education/GreatLakes)

December 6, 2018	<b>ANALYZING OPERATING EXPENSES: THE MICHIGAN EXPERIENCE</b> Instructor: David Rice, MAI 8 Hours CEC	Detroit Marriott Livonia Livonia
December 7, 2018	<b>CHAPTER MEETING (NOON)</b> Installation of 2019 Officers Special Speaker: Stephen Wagner, MAI, SRA, AI-GRS Appraisal Institute 2019 President	Detroit Marriott Livonia Livonia
February 7, 2019	<b>IGNORANCE ISN'T BLISS: UNDERSTANDING AN INVESTIGATION BY A STATE APPRAISER REGULATORY BOARD OR AGENCY</b> Special Speaker: Craig Steinley, SRA, AI-RRS 4 Hours CEC	Holiday Inn Gateway Centre Flint
February 7, 2019	<b>FLINT ECONOMIC SUMMIT</b> Special Speakers: TBA 4 Hours CEC	Holiday Inn Gateway Centre
February 7, 2019	<b>CHAPTER MEETING (Evening)</b>	Holiday Inn Gateway Centre Flint
March 1, 2019	<b>7 HOUR USPAP UPDATE 2018-19</b> Instructor: Micheal Lohmeier, MAI, SRA 7 Hours CEC	Flagstar Bank Troy
March 1 2019	<b>MICHIGAN LAWS AND RULES</b> Instructor: Micheal Lohmeier 2 Hours CEC	Flagstar Bank Troy
March 2019	<b>VALUATION BY COMPARISON: RESIDENTIAL ANALYSIS AND LOGIC</b> Instructor: Mark Ratterman, MAI, SRA 7 Hours CEC	Lansing
April, 2019	<b>COMMON QUESTIONS BY RESIDENTIAL APPRAISERS</b> Instructor: TBA 7 Hours CEC	Flint
May 2, 2019	<b>7 HOUR USPAP UPDATE 2018-19</b> Instructor: 7 Hours CEC	Crowne Plaza Grand Rapids
May, 2 2019	<b>MICHIGAN LAWS AND RULES</b> Instructor: 2 Hours CEC	Crowne Plaza Grand Rapids
May, 2 2019	<b>CHAPTER MEETING (Evening)</b> MICHIGAN ECONOMY 2019 Special Speaker: Dr. Paul Isely Seidman College of Business Grand Valley State University 2 Hours CEC	Crowne Plaza Grand Rapids

## Calendar of Events 2018-19– Con't

CALL: (810) 364-5640

Or register on-line at: [www.appraisalinstitute.org/education/GreatLakes](http://www.appraisalinstitute.org/education/GreatLakes)

May 3, 2019	<b>ANALYZING OPERATING EXPENSES: THE MICHIGAN EXPERIENCE</b> Instructor: David Rice, MAI 8 Hours CEC	Crowne Plaza Grand Rapids
May 2019	<b>LAND VALUES IN TRANSITION—MICHIGAN</b> Instructor: David Rice, MAI 7 Hours CEC	Flagstar Bank Troy
May 2019	<b>15 HOUR NATIONAL USPAP</b> Instructor: Rachel Massey, SRA, AI-RRS 15 Hours (14 Classroom, 1 Hour Exam)	Lansing
June 6, 2019	<b>DETROIT BUILDING TOUR Cork Town</b> 4 Hours CEC	Detroit
June 13, 2019	<b>7 HOUR USPAP UPDATE 2018-19</b> Instructor: Micheal Lohmeier, MAI, SRA 7 Hours CEC	Holiday Inn Gateway Centre Flint
June 14, 2019	<b>MICHIGAN LAWS AND RULES</b> Instructor: Micheal Lohmeier, MAI, SRA 2 Hours CEC	Holiday Inn Gateway Centre Flint
June 7, 2019	<b>BUSINESS PRACTICES AND ETHICS</b> Instructor: Micheal Lohmeier, MAI, SRA 7 Hours CEC for A.I. and 4 Hours CEC for State of MI	Holiday Inn Gateway Centre Flint
September 12, 2019	<b>CHAPTER MEETING (Noon)</b>	Lansing
October 4, 2019	<b>GREAT LAKES CHAPTER 2019 ECONOMIC SUMMIT</b> 8 Hours CEC	Auburn Hills
December 5, 2019	<b>LAND VALUES IN TRANSITION—MICHIGAN</b> Instructor: David Rice, MAI 7 Hours CEC	Livonia
December 6, 2019	<b>CHAPTER MEETING (Noon)</b> Installation of 2020 Chapter Officers	Livonia

**WATCH FOR ADDITIONAL CLASSES TO BE ADDED THROUGHOUT THE YEAR.**  
**DATES AND TIMES ARE SUBJECT TO CHANGE!!!**



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