



## A Message from 2016 CCAI President, John McMahon, SRA

Dear Chicago Chapter Colleagues,

The past six months has been extremely rewarding for me to serve as president of the Chicago Chapter of the Appraisal Institute. The educational offerings for 2016 have been focused on the 2016-2017 USPAP seminars. CCAI provided 19 offerings in 9 different locations. Our goal was to provide more geographically desirable locations away from our education center.

On April 11 and 12, the Region III meeting was held in Chicago. The meeting was attended by Lance Coyle, MAI, and SRA immediate past president. Lance provided the region with a presentation on the state of Appraisal Institute. In general, he indicated that AI National still faces financial pressures but through cost saving measures have been able to grow their reserves.

The LDAC (Leadership Development and Advisory Conference) was held on May 25-27 in Washington DC. This year the chapter attendees were Ivette Collins, MAI; Andrew Hartigan, MAI; Martin Casey, MAI; Michael Hobbs, SRA; and Christopher Fudacz. Some of the attendees shared their thoughts on the conference on pages 13-15.

The annual golf outing was attend by approximately 90 golfers on Tuesday, June 21. Thanks to the efforts of Dan Berenschot, MAI, and Sam Louise, the attendees enjoyed a beautiful day of golf, sunshine, food, and fun. The chapter's ability to host an event like this, is dependent on the generosity of our sponsors. Thank you to all of our golf outing sponsors. Info on the event including our list of sponsors are on pages 21-22.

It is with great honor I congratulate our newly designated members in reaching their goals of earning their designations . Please check out pages 2 and 3 to see their names. We also have an area highlighting some of these members on pages 5-7.

CCAI prides itself on offering timely and quality educational seminars. We are in the process of completing a property tax appeal seminar which will be offered in the fall of 2016. The details of this seminar will be announced shortly.

I have had the opportunity to speak with several classes with a focus being on being an active member of CCAI. The strength of our organization falls directly on the shoulders of those members willing to get involved. The level of one's participation may vary greatly but it all starts with attending a lunch/dinner meeting or an event. We have two upcoming events which will provide an opportunity to network and socialize. On August 11 CCAI will be hosting a 2 hour dinner boat cruise. September 8 will be our second annual day at the races at Arlington Park Race Track. Additional information about these events is available at [www.ccai.org](http://www.ccai.org).

I welcome your ideas comments and constructive criticism. I wish you all continued health and prosperity.

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### **Newly Designated Members**

The Chicago Chapter is proud to announce the following newly designated Members (since those noted in the December 2015 newsletter).

Adrian M. Schaid, SRA

Hans Fritz Eugene, MAI

Elizabeth Gulis, MAI

Travis M. Campbell, MAI

Martin Casey, MAI

Neil J. Linehan, MAI

David M. Ragan, MAI

Patrick A. Kleszynski, MAI

Brian M. Masterson, SRA

Vincent V. Lance, SRA

Andrew J. Menck, MAI

Anthony S. Chan, MAI



### **Newly Designated Members**

The Chicago Chapter is proud to announce the following newly designated AI-GRS & AI-RRS Members (since those noted in the December 2015 Newsletter.)

John S. Orin, MAI, AI-GRS

Michael J. Kelly, MAI, AI-GRS

Joseph C. Magdziarz, MAI, SRA, AI-GRS, AI-RRS

Brian P. Guimon, SRA, AI-RRS

Maureen B. Sweeney, SRA, AI-RRS

Daniel R. Berenschot, MAI, AI-GRS

Interested in the Appraisal Institute Review Designations? Here is more information from the AI website

<http://www.appraisalinstitute.org/airesources/review-designations/>

See the site for links to FAQs, a requirements chart, and an explanation of alternative path for designated members.



## **Congratulations to Joe Webster, MAI**

CCAI Member, Joseph M. Webster, MAI, is the winner of the 2015 Swango Award! Mr. Webster had his article, “A Discussion of Excess Land Concepts and Theory” published in the Spring 2015 issue of *The Appraisal Journal*. To read the article go to: [http://www.myappraisalinstitute.org/webpac/pdf/TAJ2015/TAJ\\_SP15\\_p103-112\\_Feat1\\_ExcessLand.pdf](http://www.myappraisalinstitute.org/webpac/pdf/TAJ2015/TAJ_SP15_p103-112_Feat1_ExcessLand.pdf)

Joe Webster, MAI is an appraiser with the firm Webster & Associates, Inc. Their offices are located in Urbana and Decatur. Mr. Webster’s practice focuses on appraisal of commercial, industrial, special-purpose, and multi-family residential properties. He is an Illinois certified general appraiser and holds a Bachelor of Science in Finance and a MBA from Southern Illinois University-Carbondale.

The Swango Award is presented by The Appraisal Journal’s Editorial Board for the best article by a practicing appraiser. The topics are either residential, general, technology related, or for original research of benefit to real estate analysts and valuers. The Editorial Board judges the articles based on their usefulness and if they can address the concerns faced by practicing appraisers. To learn more about this award, please go to: [http://www.myappraisalinstitute.org/webpac/pdf/TAJ2016/TAJ\\_Spr2016\\_oov-x\\_Awards\\_ForWeb.pdf](http://www.myappraisalinstitute.org/webpac/pdf/TAJ2016/TAJ_Spr2016_oov-x_Awards_ForWeb.pdf)

Pictured:

Joe Webster, MAI—2015 Swango Award  
Winner





## **Get to know some of our Newly Designated Members**

**Martin Casey, MAI** earned a Bachelor of Arts degree in Business Finance, Investments and Financial Institutions from the University of Illinois in Urbana-Champaign, Illinois. Martin started his appraisal career in 1997 and currently owns and operates Casey & Company and manages his team of 4 commercial appraisers that exclusively review and appraise commercial property. Martin is licensed to appraise in 9 states. His extensive experience includes review and valuation for all types of commercial property including retail, office; multi-family; industrial; land (including agricultural and residential subdivisions); religious facilities, gas stations, poultry farms, veterinary clinics, funeral homes and hotels/motels. Outside of appraising, Martin has been a signed music recording artist (Epic Records), has released 7 records and has toured the world. His new album was recorded at the legendary Quad Studios on Music Row in Nashville with Aerosmith producer Marti Frederiksen and will be released in the Summer of 2016!

**Elizabeth Gulis, MAI**, is a Senior Commercial Appraiser with PF Appraisals in Chicago. Liz began her appraisal career with PF Appraisals in 2005 as a residential appraiser. For the next seven years Liz became skilled at appraising many different types of residential properties including single family houses, condominiums, coops and 2-4 unit apartment buildings. However, Liz's specialty area was appraising custom, high-end, single family homes and condos in the Lincoln Park and Lakeview neighborhoods of Chicago.

In 2012 Liz decided to take on a new challenge and became a full-time commercial appraiser with PF Appraisals. Over the past four years Liz has prepared valuations on various types of properties, including mixed-use, multi-family, retail, office and broken condominium projects. She also has experience in diminution in value analysis, as well as land lease analysis. In January of 2016, Liz earned the MAI designation from the Appraisal Institute and has expanded her role to include appraisal review and client management.

Prior to becoming an appraiser, Liz worked in client service and product management for a consumer demographic company. She earned a Bachelor of Business Administration from the University of Michigan and is an avid follower of Michigan sports. Liz resides in Chicago with her German shepherd, Zoe.

Pictured:

Liz Gulis, MAI with Joe Wallace, MAI





## **Get to know some of our Newly Designated Members**

**Travis Campbell, MAI** an Associate with National Property Valuation Advisors, Inc., has been active in the commercial real estate industry since 2001 and currently provides valuation services to institutional clients. Prior to joining NPV Advisors, Mr. Campbell served as project manager for the Richardson Building Lofts redevelopment in downtown Newark, New Jersey, overseeing the acquisition, financing, and construction of this 67-unit adaptive reuse LEED residential building. Before that, Mr. Campbell led master planning efforts of the transit-oriented Belmar Seaport Village by analyzing the feasibility for mixed-use buildings within the 1.8 million square foot downtown plan. He began his career in New York, coordinating construction documents and AE activities for national retail tenants. Mr. Campbell is skilled in analyzing financial statements, performing in-depth market research, and conducting due diligence. In his valuation assignments, he prepares complex models utilizing cash flow software. Mr. Campbell has written appraisal reports on institutional quality office, retail, multifamily, industrial, & development assets throughout the U.S.

**Patrick A. Kleszynski, MAI** graduated from Illinois Wesleyan University in 2006 with a Bachelor of Arts degree in Sociology. He began working for his father at Associated Property Counselors, Ltd. in 2008 where he began his training in the appraisal field. While continuing the educational path towards his designation he assisted and completed residential and commercial assignments for financing and litigation projects, including multi-family, mixed-use, retail, office and industrial properties. He is a Certified General Real Estate Appraiser in Illinois and Indiana. Patrick is very appreciative for the mentors and educators who have worked with him along the way and he looks forward the opportunities that come with obtaining his MAI.



Pictured: Dale Kleszynski, MAI & his son, Patrick Kleszynski, MAI



Pictured: CCAI President, John McMahon, SRA & Travis Campbell, MAI



## **Get to know some of our Newly Designated Members**

**Maureen Sweeney, SRA, AI-RRS** has been appraising in Chicago since 1989. She is a member of the Illinois Real Estate Appraisal Administration and Disciplinary Board, an AQB Certified USPAP Instructor, a Certified Distance Education Instructor, a National Instructor with the Appraisal Institute, and the seminar developer/instructor for *Appraising Condos, Co-ops, and PUDs* for the Appraisal Institute. Maureen is an Expert Witness and has court experience in the Circuit Court of Cook County and the United States District Court Northern District of California, San Jose Division. She was awarded 2011 Distinguished Service Award from the Chicago Chapter of the Appraisal Institute. Maureen is a graduate of the University of Illinois at Urbana-Champaign with a BA in Speech Communications and is an honorary alumni member of Rho Epsilon.

**Brian Masterson, SRA** recently celebrated his 20<sup>th</sup> year as an appraiser. During his career he has appraised everything from parking spaces to dog kennels, with several houses, condos, and industrial and office buildings thrown in along the way. Brian has personally trained and supervised more than 20 appraisers and spent several years as the chief review appraiser for Illinois' largest sub-prime lender. He has served on the Board of Directors of the Illinois Coalition of Appraisal Professionals, spent time as an advisor to the Federal Bureau of Investigations' Mortgage Fraud Task Force, the Chicago Department of Housing and Economic Development, been awarded the Employee Relocation Council's CRP Designation, and is a FEMA certified disaster inspector. Along with heading up his own firm, Brian is also a staff appraiser for AL Wagner Appraisal Group and the Gorman Group, two of the industry's most respected residential and commercial appraisal firms. Brian was born and raised on the south side of Chicago and currently resides in Frankfort, Illinois, where he is raising two teenage daughters, Riley and Megan, as well as a dog, a cat, and a rabbit named Rosie.



Pictured: Chip Wagner, SRA,  
with Maureen Sweeney, SRA, AI-RRS and Brian Masterson, SRA



## **2016 Installation & Awards Dinner—January 8, 2016**

The 2016 installation dinner was held on Friday, January 8 at the Hyatt Lodge in Oak Brook. Over 130 members and their spouses attended. Since the dinner was after the busy holiday season, it provided a wonderful opportunity for us to reconnect with colleagues and to honor the hard work of our fellow members. The following members received service awards at the Installation Dinner:

**Alex Meade, MAI, AI-GRS** – Herman O’Walther Award  
**Rich deVerdier, MAI, SRA, AI-GRS** – Distinguished Service Award  
**Victoria Pierce, MAI, AI-GRS** – Scipio “Skip” Del Campo Award  
**Tim Rooney, MAI, SRA** – Heritage Award  
**Dave Binz, SRA** – President’s Award  
**Karen Emerle, SRA** – President’s Award  
**Mark Krause, MAI** – President’s Award  
**Smedmore Bernard** – President’s Award  
**Kerry Jorgensen, MAI** – Instructor Hall of Fame

**Tom Rodgers, MAI, SRA** and **Joe Wallace, MAI** both received Volunteer of Distinction awards for January 2016 and December 2015 respectively.

A list of installed officers and directors for 2016 are on the following page. To view the photos from this event, go to: <http://bit.ly/292mUpa>



Pictured: 2016 CCAI President, John McMahon, SRA



## **2016 Officers & Directors—**

### **OFFICERS:**

President: - John McMahon, SRA  
President Elect - Peter Poulos, MAI  
Vice President: - Jeremy Walling, MAI  
Treasurer - Kevin Byrnes, MAI  
Secretary - Rich deVerdier, MAI, SRA, AI-GRS

### **DIRECTORS:**

Dave Binz, SRA [2017]  
Robert Colantonio, MAI [2018]  
Dan Crawmer, MAI, AI-GRS [2017]  
Karen Emerle, SRA [2018]  
Jim Kutill, MAI [2017]  
Ken Konrath, MAI [2016]  
Alex Meade, MAI, AI-GRS [2016]  
Victoria Pierce, MAI, AI-GRS [2016]  
Mark Whitsitt, SRA [2018]

### **REGION REPRESENTATIVES:**

Brian Bacon, MAI, SRA - [2016]  
Smedmore Bernard, Candidate for Designation – [2017]  
Kelvin Byrne, MAI – [2017]  
Kent Steele, MAI – [2017]  
Peter Helland, Candidate for Designation – [2017]  
Doug Jirka, Candidate for Designation – [2016]  
Richard Knitter, MAI – [2016]  
Joe Magdziarz, MAI, SRA, AI-GRS – [2016]  
Peter Poulos, MAI [2016]  
Randy Raynor, SRA - [2017]  
John McMahon, SRA - President

### **ALTERNATE REGION REPRESENTATIVES:**

Bruce Darata, MAI – [2016]  
John Hereford, Practicing Affiliate – [2016]  
Michael Lloyd, MAI – [2016]  
Cameron Rex, MAI – [2016]  
Andrew Richter, MAI – [2016]  
Bill Stronks, MAI [ [2016]  
Peter Tibble, MAI - [2016]  
Sue Ulman, MAI [2016]



Pictured: 2016 CCAI President, John McMahon, SRA with 2016 Appraisal Institute President, J. Scott Robinson, MAI, SRA, AI-GRS



## **Conditions of the Chicago Market**

*March 10, 2016*

The annual “Conditions of the Chicago Real Estate Market” seminar took place at the Chapter Education Center on March 10, 2016, with over 100 people in attendance.

The presenters, all well received, were:

**Asha Bangalore**, The Northern Trust Company – Economist

**Jeff Bramson**, HFF, and **John Abuja**, Marcus & Millichap – Office market

**Alderman Tom Tunney (44<sup>th</sup> Ward)**, City of Chicago – Government

**Lee Kiser**, The Kiser Group, and **Jason Stevens**, KIG CRE – Multi-family market

**Derrick Almassy** and **Keely Polczynski**, CBRE – Retail market

**Robert Bach, Joe Klosterman, Tyrell McGee, Brian Carroll, Adam Marshall, Mike Prost**, Newmark Grubb Knight Frank – Industrial market

**Ted Mandigo**, Horwath HTL – Hotel market





## **Conditions of the Chicago Market—continued**

This year we assembled experts in both neighborhood and institutional investment categories in order to broaden our review of the market. Our *economist* provided a dynamic exposition of national factors driving today's market trends, including an exposition of real disposable income since 2008, household net income as a percentage of GDP since 1955, and other economic topics relevant to real estate.

The *office market* presentations situated Chicago within a national office investment market. Our *government* speaker focused on the development of the 44<sup>th</sup> Ward.

The *city retail* presentation included a large number of sale and rental transactions illustrating market conditions in the West Loop, Central Loop, East Loop, North Michigan Avenue, River north, and Fulton Market submarkets, with highly detailed mapping to show new tenancies and developments.

The *suburban/institutional retail* presentation focused on market fundamentals of supply and demand, then specific retailers with expansion and contraction plans. One interesting chart displayed a number of major retail chains with majority ownership by private equity firms. Cap rate compression for a range of retail property types was illustrated, and several case study investment sales were examined, as the "Haves" and the "Have Nots."

The *institutional side of the multi-family segment* showed us what sorts of deals institutional investors are looking for, and analyzed real estate fund growth by investment strategy: Value Added, Opportunistic, Debt, Distressed, Core, and Core-Plus. A look at the development pipeline concluded that projected deliveries were in line with the historic average. Finally, the CBD business climate with many new corporate relocations to the downtown area was discussed for its impact on multi-family residential demand. The *neighborhood multifamily* presentation included detailed examinations of eight recent apartment building transactions from the far north side down to the Woodlawn neighborhood.

The *industrial market* panel brought us up to date on several of the most important Chicago submarkets and highlighted several key transactions, both for industrial space and industrial land. Finally, our *hotel* expert showed us current CBD trends in supply and demand, discussed current proposed projects, and considered trends in demand segments, capital sources, and local geographic penetration. Our attendees received a concise and detailed examination of conditions in the Chicago real estate market from some of its most active market participants.

**Kevin Byrnes, MAI** and **Ron DeVries, MAI, SRA** were the chairs for this year's Conditions seminar. Pictures from the event are at this link: <http://bit.ly/28Y2lnu>

To access the presentations from the event, please go to <http://www.ccai.org/2016-conditions-seminar.php>



## **Recent Transit-Oriented Development in Chicago—Doing the Deals**

*February 25, 2016*

**Jim McKenzie**, Vice President of Acquisitions for Centrum Partners LLC, real estate broker, and long-time member of the Chicago Association of Realtors, spoke about recent and current transit-oriented projects in Chicago developed by Centrum Partners, LLC, a locally-based firm that specializes in residential, retail, office, industrial, and hospitality developments in Chicago, its suburbs, and beyond. These included the newly-opened Wicker Park Commons, a Jewel/Lowe's anchored center on Milwaukee Avenue; and many current projects in locations such as River North, Lakeview, the 606, and Old Irving Park. Jim discussed aspects of these projects including real-life commercial acquisition issues across a range of stakeholders--property owners, buyers, consumers, lenders, neighborhood groups, and government.

The luncheon took place at Wildfire in the River North neighborhood of Chicago, and three designation certificates were presented. Chapter President **John McMahon, SRA**, presented **Travis Campbell, MAI** with his **MAI** certificate; **Joe Wallace, MAI**, presented his employee **Elizabeth Gulis, MAI** with her **MAI** certificate; and former Chapter President **Tim Rooney, MAI, SRA**, presented his long-time friend **Brian McNamara, MAI, SRA** with his **SRA** certificate. During the luncheon Chapter President John McMahon presented former Chapter President **Sharon Bagby, SRA**, with a gift in appreciation from the Chapter.

To view more photos, go to CCAI's Google+ page—<http://bit.ly/28Y3tYv>



Pictured: Gail Lissner, SRA with Guest Speaker, Jim McKenzie



## **LDAC 2016**

### **Andrew Hartigan, MAI – 3<sup>rd</sup> Year – Chicago Chapter**

This year's LDAC event proved to once again exceed all expectations. For my 3<sup>rd</sup> and final opportunity, I had the honor of representing appraisers nationwide and contributing to our collective voice both in the breakout sessions with one another as well as on Capital Hill. The breakout sessions continued to challenge our traditional thought and force us to think outside of the box when it comes to the future of our profession. These discussion groups brought many different walks of life with many different opinions together. Conflicting opinions presented themselves and at times it became extremely controversial. In the end, we rose above our differences and were able to provide valuable feedback to the senior level so that they could be better informed as to the proper direction to take the AI. As for the visitations on Capital Hill, this once again turned out to be a most valuable experience. Not only were we walking through the same halls as many of our leaders of this country have done throughout the years, but having the opportunity to fulfill our civic duty in this capacity is priceless. I entered the program after speaking to past participants who spoke highly of the overall experience. In hind-site, I can now say that I will cherish my contributions to this program for the rest of my life... and yes it is true that I believe I got more out of the program than the program got out of me. Thank you to all of the participants who made the last 3 years of this program such a success.



Pictured left to right:  
Michael Hobbs, SRA  
Christopher Fudacz  
Ivette Collins, MAI  
Martin Casey, MAI  
Andrew Hartigan, MAI



## **LDAC 2016**

May 25-27, 2016

**Christopher Fudacz**, 2<sup>nd</sup> year – Chicago Chapter

The Leadership Development and Advisory Council ("LDAC") met May 25th through May 27th in Washington, D.C., to discuss topics oriented toward the short- and long-term future of the Appraisal Institute, including lobbying Senators and Representatives to modernize existing laws and regulations which would benefit the appraisal community.

A total of 102 appraisers from across the country participated. This year's discussions involved the SRA designation, increasing the Appraisal Institute's market share while simultaneously dealing with a diminishing supply of Candidates, regulations imposed on appraisers which limit our ability to use our skills with emerging valuation issues, and professional development opportunities for designated and non-designated members of the Appraisal Institute.

Byron Miller, SRA, AI-RRS, RRA, from Minneapolis, had participants contemplate the types of appraisals that designated and non-designated SRA members could potentially complete. MAI- and SRA-designated participants reiterated that there is considerable value in obtaining the designation, be it transitioning away from commodity assignments, higher fee splits within their organization, better fees, and/or generally more complicated and professionally rewarding appraisal assignments.

Chris Ponsar, MAI, SRA, from Honolulu, discussed the benefits of instituting or furthering outreach efforts to bring more appraisers into the Appraisal Institute, including examples of roundtables, luncheons, and after-hours events being done at various chapters, as well as a recommendation to the Executive Leadership in attendance aimed at reinstating the prior "Associate" level of membership.

Elaine Liz-Ramirez, MAI, CCIM, from Orlando, created groups tasked with discussing existing regulations, progressive post-designation education offerings, exploring regulations which preclude appraisers from certain revenue streams, and branding efforts to expand knowledge of the Appraisal Institute into other related organizations.





## **LDAC 2016**

### **Christopher Fudacz, 2<sup>nd</sup> year – Chicago Chapter**

Rodman Schley, MAI, from Denver, focused on ways to make our "initials" matter, ways to inspire more members to participate, ways to diversify the profession, and ways to bring new and existing members up to the highest level of skill and professionalism. Peer review was a major topic of debate, with proponents and opponents agreeing that a system for providing constructive criticism is necessary.

The Chicago Area Chapter participants planned three meetings. Unfortunately, with the Memorial Day weekend, most politicians, and even some staffers, were on vacation; however, we were able to meet with three staffers. All of the Congressmen/staffers stated they would advocate for changes that would help, rather than further restrict, the appraisal community, with the caveat that the forthcoming presidential election will dictate the volume and direction of regulations going forward.

It was truly an honor represent the Chicago Chapter in my second year as an LDAC participant. The major difference between this year and last year was my level of participation. In my first year as an LDAC'er I was timid, acting more as an observer, hesitant to add to the discussions as I was intimidated by the caliber of talent in each group - you really are among the best and the brightest in the industry. This year I took it upon myself to be more engaged; having an opinion in each of the discussion groups and really peeling-back the layers of the issues that we are facing, both as a professional body and industry as a whole. I noticed that I was more comfortable in speaking with the Senators' and Representatives' aides, and as a group I feel that we left a strong and positive impression on each individual that we met with. Our lobbying efforts focused on streamlining the regulatory burdens we are faced with from state-to-state, pushing for a central database with appraiser's credentials and backgrounds. The energy-level at the conference this year was a step-up from last year, which is saying a lot. Thank you again for this amazing opportunity!





## **Dinner Meeting in East Peoria, IL—Energy Efficiency & Green Buildings**

*April 27, 2016*

This dinner meeting took place at the Par-A-Dice Hotel in East Peoria, and was well attended. Our speaker was **Todd Abercrombie**, President of EverGreen Home Energy Consultants, Inc.

Mr. Abercrombie discussed an overview of energy efficiency, green building, and home performance. He discussed how energy efficiency impacts construction of new and existing buildings in both residential and commercial markets; mechanisms that are moving the market including building codes, certifications, and utility programs; and what the near future looks like for building codes and the move toward zero energy buildings.

To view more photos, go to CCAI's Google+ page—<http://bit.ly/294VtZa>



Pictured: Todd Abercrombie addressing downstate Illinois members.



## **Lunch Meeting in Rosemont— Mortgage Conditions & Issues in Chicago**

*May 26, 2016*

Our guest speakers at this event were **Amy Michalak** and **Nathan Britsch**. Amy is Senior Account Manager for the Chicago Metro, Iowa and Nebraska areas at Radian Guaranty, and also the current President of the Illinois Mortgage Bankers Association. Nathan is Vice President for Compliance at Perl Mortgage. Together they provided valuable information about the current mortgage climate in the Chicago metro area, on topics including:

- Mortgage origination trends
- Risk assessment
- Borrower FICO scores
- Loan to value ratios
- Mortgage programs
- Appraisal issues

The luncheon took place at Carlucci in Rosemont, and several designation certificates and scholarships were presented. We also approved the 2017 slate of Chapter officers, directors, regional reps, and alternate regional reps. Former Chapter President **Dale Kleszynski, MAI**, presented his son **Patrick Kleszynski, MAI** with his **MAI** certificate; former Chapter President **Chip Wagner, SRA**, presented his long-time friend **Brian Masterson, SRA** with his **SRA** certificate; and Chapter Director **Ken Konrath, MAI** presented former Chapter President **Brian Guimon, SRA, AI-RRS** with his **AI-RRS** certificate. Chapter Secretary **Rich DeVerdier, MAI, SRA, AI-GRS** presented scholarship awards to **Charles Brigden, James Smith, SRA, Chris Glenday, SRA, and Nenad Trichkovski**.



Pictured: President John McMahon, SRA with Guest Speakers, Nathan Britsch and Amy Michalak.

To view more photos, go to CCAI's Google+ page—<http://bit.ly/296JNqA>



## **Illinois Government Relations Update**

Report by CCAI Secretary & Chair of Government Relations, **Rich deVerdier, MAI, SRA, AI-GRS**

In 1993, the Chicago Chapter of the Appraisal Institute invited several professional appraisal organizations to join in forming a political action group for the appraisal industry in Illinois; subsequently, the Illinois Coalition of Appraisal Professionals (ICAP) was established to be a unified voice for Real Estate Appraisers in Illinois.

As a benefit, all Designated members of the Chicago Chapter of the Appraisal Institute are members of ICAP. This year ICAP's Board of Directors is led by Chicago Chapter member Mike Morris, MAI, ARA. Mike has been working hard to ensure the voices of Illinois appraisers are heard. As part of ICAP's effort to fulfil its mission to promote the appraisal profession and its image to the general public in 2016 ICAP introduced 2 new bills (HB5880 & HB5881), in addition to HB 3333 which was introduced in in the spring of 2015. A summary and the status of all of ICAP's bills are as follows:

**ICAP's bill HB 3333** establishes an Appraisal Management Company Recovery Fund.

The AMC recovery fund will provide restitution to each State certified general real estate or residential real estate appraiser who has suffered monetary loss for fees that have gone unpaid to appraisers in certain circumstances. On May 31, 2016 HB 3333 passed both Illinois houses, it will be sent to the Governor within 30 days, at which time he has 60 calendar days to sign it, or to return it with his veto.

**ICAP's bill HB 5880** prohibits the deduction of any amount from the reasonable and customary fee paid to an appraiser for any costs, fees, or other expenses incurred solely by the appraisal management company. The last action on this bill was on April 5, 2016 when it passed the House Business & Occupational Licenses Committee with a vote of 10-0.

**ICAP's drafted HB 5881** to ensure that the fee paid to an appraiser is shown separately from the fee paid to an appraisal management company. This bill would require the separation of appraisal fees & AMC fees on Illinois disclosures and would alleviate consumer confusion and increase transparency. The Last action was April 8, 2016 when it was re-referred to the Rules Committee.

To help promote these bills, and to provide assistance in other State regulatory, legislative, and/or administrative matters concerning the appraisal profession in 2016 ICAP hired a new lobbyist, and on May 4<sup>th</sup>, 2016 ICAP held its 2<sup>nd</sup> annual lobby day in Springfield. **ICAP's 2016 Lobby Day** included a lunch, Capitol tour, meetings with key representatives and a reception. During the Lobby Day legislative briefing ICAP met with the new IDFPD Director Kreg Allison, along with Kari Selinger (IDFPD - Director's Office), Brian Weaver (Appraisal and AMC Coordinator) and Mary Bates to discuss and analyze issues that are affecting Illinois appraisers.



## **Illinois Government Relations Update—continued**

ICAP is a collective voice for appraisers in Illinois and on February 26, 2016 **ICAP commented on the appraisal threshold issue.** In a letter written to the Board of Governors of the Federal Reserve System, the Office of The Comptroller of the Currency and the Federal Deposit Insurance Corporation; ICAP stated that “there is no evidence that raising the appraisal threshold would increase the safety and soundness of real estate lending practices.” ICAP recommended that the Agencies “continue to operate with consumer protection as its prime directive and urged the agencies to resist any calls to increase the appraisal threshold.”

To establish and maintain contact with Illinois regulators ICAP attended **The IDFPR's first Turnaround Town Hall Meeting on February 24, 2016.** ICAP collected its member's feedback during a January 11th Membership Survey and discussed its membership's issues with the IDFPR during the Town Hall Meeting. The majority of the feedback ICAP received was regarding appraisal independence along with customary and reasonable fees. During the meeting, ICAP asked the Department “what steps has it taken (or is it planning to take) to ensure that appraisal management companies comply with the appraisal independence standards” and “what steps had the Department taken (or is it planning to take) to conduct a survey of fees for appraisal services.” ICAP continues to work with the IDFPR to ensure appraiser independence and to complete a fee study for the appraisers in Illinois.

In order to represent the interests of its members in affairs at the national level **ICAP surveyed its membership regarding the potential changes to the Appraisal Qualification Board (AQB) criteria.** ICAP relayed its membership's positions in a letter written to the AQB regarding the potential changes to the criteria. In an effort to support the maintenance and improvement of the Uniform Standards of Professional Appraisal Practice, ICAP drafted a letter in response to the first exposure draft to the proposed changes to the 2018-2019 USPAP.

On June 9, 2016 **ICAP met with Heidi Henning, Managing Director- Business Specialties, at National Association of Realtors (NAR)** as a way to foster and promote the appraisal profession. NAR is reporting that the recent changes to the FHA's handbook, on appraisals, require appraisers to take on home inspection-type duties to ensure standards are met and consumers can mistake the role of the appraisal for a home inspector. ICAP conducted a membership survey (with over 1,100 respondents) and reported the survey results and recommendations to Ms. Henning at the meeting.

Last year, the **Chicago Chapter was awarded the Appraisal Institute's prestigious State Government Relations Award.** The Appraisal Institute's State Government Relations Award recognizes the most active chapter or region in state government relations. In 2016, ICAP continues to promote the appraisal profession and its image to the general public attending every Illinois State Board meeting, every meeting of the Association of Appraiser Regulatory Officials (AARO), and every meeting of the Appraisal Foundations Advisory Council (TAFAC).



## **Illinois Government Relations Update—continued**

ICAP is one of the nation's oldest and largest coalitions of professional appraisers. To continue its purposes to educate and communicate with the members of the appraisal profession ICAP holds three annual update seminars which qualify any Illinois licensed or certified attendee seven hours of continuing education from Illinois, Wisconsin, Missouri, and Michigan. ICAP's remaining seminars, Lisle (August 1<sup>st</sup>) and Springfield (July 18<sup>th</sup>) will include a continental breakfast, lunch, and giveaways. Tickets for ICAP's summer seminars can be purchased online at <http://www.icapweb.com>. ICAP is anticipating strong demand for its seminars and attendance will be limited. It is critical that attendees register well in advance to reserve their spot.

ICAP's annual seminars are industry recognized educational events dedicated to inform and positively impact the appraisal profession while bringing appraisers and appraisal service providers together. If you are not a member of ICAP or want to learn more, please visit ICAP's website at [www.icapweb.com](http://www.icapweb.com).



ICAP Officers, Directors, and members attend Lobby Day in Springfield.



ICAP Lisle Seminar at the Sheraton Hotel



## **CCAI Annual Golf Outing**

*June 21, 2016*

Silver Lake Country Club of Orland Park once again hosted our annual golf outing, which attracted about 90 chapter members. We had perfect blue-sky weather in the 80s with moderate humidity, helping our scramble-format groupings to achieve several below-par gross scores. The low gross foursome included Chapter President **John McMahon, SRA, Michael Micenko, Terry Smith, and Michael Grimes** with an 8 under par score of 63.

Our long-time golf outing chair, former Chapter President **Dan Berenschot, MAI**, oversaw a flawless event once again, bringing our members together in one of our Chapter's most traditional social gatherings. Old friends and colleagues caught up with one another while rubbing shoulders with newer members. Dan called for a moment of silence to honor the memory of one of our extended family who just passed away, **Duckie Opelka**, wife of **F. Gregory (Greg) Opelka, MAI, SREA, SRPA, SRA**. Greg Opelka has many friends in the Chapter, having served it for many decades; he was international President of the Society of Real Estate Appraisers in 1980. Duckie and Greg's daughter **Maureen Surin** was with us; during the round Maureen kept track of the longest putt and closest to the pin attempts at the 18<sup>th</sup> hole, and with measuring tape in hand did look like the child of an appraiser!

In addition to an enjoyable day of golf, Silver Lake served its usual tasty fare as we listened to live music from the **Four Closures**, had some refreshing beverages, and then won some good raffle prizes ranging from golf towels to bottles of wine all the way up to a Samsung 40" smart TV, won by **John Konrath**. Afterwards some of us made our way out to the terrace or to the club bar for more conversation and camaraderie, winding up another fine day of golf and friendship.

View more photos at: <http://bit.ly/290vsY5>



Pictured: Low Gross Foursome: Michael Micenko, John McMahon, Terry Smith, and Michael Grimes



Pictured: 2014 Golf Outing photo of Duckie & Greg Opelka



## **CCAI Annual Golf Outing– Continued**

We would like to give a special Thank You to our sponsors!  
We truly appreciate your generosity and support!

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PF Appraisals  
Polach Appraisal Group  
The Private Bank  
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Pictured: The Golf Outing Committee—  
Dan Berenschot & Sam Louise



Pictured: John Konrath—winner of the  
flat screen TV



## **Get Involved!**

### **Homegrown Seminars**

The Chapter welcomes homegrown seminars -- seminars that are developed here in Chicago by our own members.

Some examples in recent years include our annual Conditions seminars (commercial and residential), the "Downtown Chicago Architecture & Geography Tour" developed by **Joe Wallace, MAI** and **Tom Rodgers, MAI**, the "Appraising Condos, Co-ops, and PUDs" seminar developed by **Maureen Sweeney, SRA**, and the "Worldwide ERC® Relocation Appraising" seminar developed by **Chip Wagner, SRA**.

Currently, Kevin Byrnes, MAI; Andrew Richter, MAI; and James Smith, SRA are working on a Property Tax Seminar for the Fall. We encourage our members who have an inclination towards instruction and are knowledgeable in specific areas to develop a homegrown seminar. We need you to help take something from concept to reality. The seminar can be 4 hours or 7 hours long. You can put together a panel to discuss a relevant topic such as the Chief Appraiser Panel or the AMC Panel we held in the past few years. LA and Mary Jane can assist you with your ideas and sorting out the details.

### **Newsletter**

Do you have a topic you would like to write about for the CCAI Newsletter? Editors, Kevin Byrnes, MAI and Mary Jane Lukas are looking for contributors!

Thank you to the contributors in this issue:

Rich deVerdier, MAI, SRA, AI-GRS

Andrew Hartigan, MAI

Christopher Fudacz

John McMahan, SRA



Pictured:

Bank Reviewer Seminar  
Panel from September  
2015. Developed by  
George Collins, MAI  
and John McMahan,  
SRA



## **CCAI Scholarship Winners for 2016**

### **March 1—Spring:**

Nenad Trichkovski - Roland Rives Scholarship

Catherine Muvirimi—Diversity Scholarship

James Smith, SRA—Crommelin Scholarship

Christopher Glenday, SRA—Crommelin Scholarship

Charles Brigden - Schroeder Scholarship

### **September 1—Fall:**

Application Deadline is September 1, 2016 for the Trainee Scholarship, Diversity Scholarship, and Crommelin Scholarship. Interested in applying for a scholarship? Find out more information by going to <http://www.ccai.org/scholarships.php>

The Appraisal Institute Education Trust also provides scholarships. To view and apply for AI Scholarships, please visit: [www.aiedtrust.org](http://www.aiedtrust.org)



Pictured: Crommelin Scholarship winner—James Smith with Rich deVerdier, Scholarship Committee Chair



## **2017 Officers & Directors—**

### **OFFICERS:**

President: - Peter Poulos, MAI  
President Elect - Jeremy Walling, MAI  
Vice President: - Kevin Byrnes, MAI  
Treasurer - Rich deVerdier, MAI, SRA, AI-GRS  
Secretary - Kenneth Konrath, MAI

### **DIRECTORS:**

Dave Binz, SRA - [2017]  
Robert Colantonio, MAI - [2018]  
Dan Crawmer, MAI, AI-GRS - [2017]  
Bruce Darata, MAI - [2019]  
Barton DeLacy MAI, AI-GRS - [2019]  
Karen Emerle, SRA - [2018]  
Jim Kutill, MAI - [2017]  
Kent Steele, MAI - [2019]  
Mark Whitsitt, SRA - [2018]

### **REGION REPRESENTATIVES:**

Alexandra Meade, MAI, AI-GRS - [2018]  
Smedmore Bernard, Candidate – [2017]  
Kelvin Byrne, MAI – [2017]  
Peter Helland, Candidate [2017]  
Christine Lach, MAI – [2018]  
Cameron Rex, MAI – [2018]  
Holly McQuestion, Candidate – [2018]  
Randy Raynor, SRA [2017]  
Peter Poulos, MAI - President

### **ALTERNATE REGION REPRESENTATIVES:**

Mike Elder, MAI – [2017]  
Salvatore Louise, Candidate – [2017]  
Adam Vince, MAI – [2017]  
Andrew Lines, MAI – [2017]  
Gordana Bauhan, Candidate – [2017]  
Anthony Uzemack, Candidate - [2017]



Pictured: 2017 CCAI President, Peter Poulos, MAI with Linas Norusis, MAI at the May Luncheon at Carlucci's.



**Upcoming Education & Events—to view our entire schedule, go to:**  
**[www.appraisalinstitute.org/education/chicago](http://www.appraisalinstitute.org/education/chicago)**

<b>Date</b>	<b>Education</b>	<b>Location</b>	<b>Price (AI/Non-AI)</b>
July 5-8	Basic Appraisal Procedures	Chicago	\$450/\$475
July 7-8	Application & Interpretation of Simple Linear Regression	Chicago	\$290/ \$325
July 25-26	15 Hour National USPAP	Chicago	\$340/\$390
July 27-28	Advanced Residential Applications & Case Studies/ Part 1	Chicago	\$290/\$325
July 29– August 2	Advanced Residential Report Writing/ Part 2	Chicago	\$450/\$475
August 3	Supervisory Appraiser/ Trainee Appraiser Course	Chicago	\$115/\$140
August 3	Illinois Supervisor/ Trainee Seminar	Chicago	\$85/\$110
August 8-12	Review Theory—General	Chicago	\$745/\$1,065
August 11	Lake Michigan Dinner Boat Cruise	Chicago	\$99
August 15-18	General Appraiser Report Writing & Case Studies	Chicago	\$450/\$475
August 15-19	Advanced Income Capitalization	Chicago	\$745/\$1065
August 22-25	General Appraiser Market Analysis and Highest & Best Use	Chicago	\$450/\$475
August 22-26	Quantitative Analysis	Chicago	\$745/\$1065
September 8	Day at the Races	Arlington Heights, IL	TBD
September 16	Business Practices & Ethics	Chicago	\$125/\$150
TBA	Nuts & Bolts of a Tax Appeal	Chicago	\$175/\$200



## **Job opportunities & 2016 Sponsors**

Are you looking for a new job opportunity?

View new openings on the CCAI website—[www.ccai.org/jobsboard.php](http://www.ccai.org/jobsboard.php)

Or you can post your own advertisement for FREE on the CCAI Website at:

[http://www.ccai.org/jobs/find\\_jobs.php](http://www.ccai.org/jobs/find_jobs.php)

You may also send your resume to the Chapter office to be given out to possible employers. If you are interested, send your resume to: [maryjane@ccai.org](mailto:maryjane@ccai.org)

Are you hiring appraisers? You may post positions for FREE by going to:

[http://www.ccai.org/jobs/find\\_jobs.php](http://www.ccai.org/jobs/find_jobs.php) Or you may contact Mary Jane —[Maryjane@ccai.org](mailto:Maryjane@ccai.org) with your ad.

### **Thank you to our 2016 Corporate Sponsors:**

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LaQuinta Inns & Suites

### **And Thank you to our 2016 Member Sponsors:**

George F. Collins, MAI

David W. Binz, SRA

Richard J. Binder, MAI, SRA

Interested in becoming a sponsor or sponsoring an event, please go to: [www.ccai.org/sponsors.php](http://www.ccai.org/sponsors.php) or contact Mary Jane — [maryjane@ccai.org](mailto:maryjane@ccai.org)

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