



A Message from 2018 CCAI President, Kevin Byrnes, MAI

Dear Chicago Chapter Colleagues,

One of our great accomplishments this year is designating 31 members with the MAI or SRA. We also had six members receive the AI-GRS designation and two receive the AI-RRS designation.

Our next Chapter meeting will be at the Hyatt Lodge in Oak Brook on Friday, January 11, 2019 for our Installation and Awards Dinner. Join us to install our 2019 officers; I will be handing out awards to some of our members. If you have not registered for the dinner yet, please go to: https://www.myappraisalinstitute.org/education/more_info.aspx?id=46546.

2019 is the first Illinois renewal year to require CE logged by June 30. As in past years we are offering a wide selection of courses and seminars to help you achieve your necessary hours; to find them, please go to <https://www.ccai.org/education>.

2018 has been a year in which we have been preparing for major transitions; the Appraisal Institute is now requiring every chapter to join its Chapter Financial Management and Administration Policy (CFMAP) by the end of 2020, so we have been taking steps to make sure that we are appropriately informed for this change. 2019 will also be the last year of service for our legendary Executive Director, L.A. Anderson, who has informed us that she will retire in January 2020, so 2019 will be a year to celebrate LA!

I would like to thank our 2018 Corporate Sponsors: BBG; CBRE; Collins Real Estate Advisors LLC; Cushman & Wakefield; IRR-Chicago; JLL; The Herbert H. Landy Insurance Agency; NPV Advisors; Praedium Valuation Group; Lee & Associates; and our 2018 Member Sponsors: David W. Binz, SRA; and Michael Hobbs, MAI, SRA. We appreciate your support! We look forward to working with our 2019 Sponsors! If you are interested in becoming a sponsor, it is not too late. Contact L.A. at la@ccai.org.

I hope everyone has a wonderful and safe New Year, and I will see you at the Installation Dinner. Thank you for the opportunity to serve you.

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Newly Designated Members

The Chicago Chapter is proud to announce the following newly designated MAI Members.



Robert D. Becker, MAI
 Peter D. Helland, MAI
 Mark Munizzo, MAI
 Jacob Johnston, MAI
 Nicholas T. McGinn, MAI
 Donald A. Hall, MAI
 Kari A. Kreiter, MAI
 Anne F. Gompel, MAI
 Paul Finch, MAI
 Jorge Carlos Paredes Sanchez, MAI
 Robert J. Anton, Jr, MAI
 Rebecca Rae Franklin, MAI
 Craig A. Schumacher, MAI
 Robert A. Tafaro, MAI
 Randall L. Neff, MAI, SRA
 Robert S. Huth, MAI
 Ibiyinka A. Aboyade-Cole, MAI
 Brent Baldwin, MAI
 Kyle James Bryant, MAI
 William C. Cantrell, III, MAI
 Shillah Enayat, MAI
 Douglas B. Jirka, MAI
 Erik J. Lekberg, MAI
 Antonino Salvatore Mule, MAI
 Theofanis Nicholas, MAI
 James T. O'Leary, MAI
 Nenad Trichkovski, MAI
 Gary J. Wager, MAI



Newly Designated Members

The Chicago Chapter is proud to announce the following newly designated SRA, AI-GRS, and AI-RRS Members.



SRA MEMBERS

Glenn D. Brandt, SRA
Jonathan Michie, SRA
Dennis F. Smith, SRA

AI-GRS MEMBERS

Martin Casey, MAI, AI-GRS
Bradley R. Braemer, MAI, AI-GRS
Thomas P. Lowery, MAI, AI-GRS
John W. Von Santen MAI, AI-GRS
Donald A. Hall, MAI, AI-GRS
Jill C. Linder, AI-GRS

AI-RRS MEMBERS

John Y. Paslawsky, SRA, AI-RRS
John G. McMahon, SRA, AI-RRS



Special Events 2018

February 20, 2018—Chapter Luncheon Meeting

At our first luncheon of the year, we heard from **Mark Layne** of Insite RE, Inc., where he is a cell tower siting specialist. He spoke to us on “Real Estate Aspects of Cellular Tower Siting,” where we learned of site selection/location requirements for cell towers in the Chicago area; leasing arrangements for cell tower sites; the design of cell towers; the process of zoning entitlements for cell towers; and then were presented with a case study illustrating siting, lease, design, and zoning entitlement for a cell tower in the Chicago area.

March 1, 2018—Associates Night

Our member **Smedmore Bernard** organized a well-attended and informative Associates Night that attracted a crowd of 40 or more to our Education Center where we heard from **Kreg T. Allison**, Director of the Division of Real Estate for the Illinois Department of Financial and Professional Regulation as well as from some of our sponsors, including past Chapter President **Gary DeClark, MAI**. Among the attendees was past President of the Chicago Association of Realtors **Frank Williams**. This event gave our Associates as well as people just approaching the appraisal profession a chance to network and get more information to guide their futures.

April 4, 2018—Conditions of the Chicago Real Estate Market

The annual “Conditions of the Chicago Real Estate Market” seminar took place at the Chapter Education Center with about 100 in attendance. The presenters, all well received, were:

Kara Breems, City of Chicago Dep’t. of Planning and Development – Affordable housing policy

Derrick Almassy and **Sean McCourt**, CBRE – Retail market

Dan Maslauski, Cushman & Wakefield – Office market

Ted Mandigo and **Ric Mandigo**, TR Mandigo & Company – Hotel market

Geoff Kasselmann and team, Newmark Knight Frank – Industrial market

Mary Ludgin, Heitman – Economist

David Bradley, **Dean Giannakopoulos**, and **John Bailey**, Marcus & Millichap – Multi-family market

Once again attendees received a wide-ranging examination of conditions in the Chicago real estate market from some of its most active market participants.

Kevin Byrnes, MAI and **Sara Chambers, SRA** were the chairs for this year’s Conditions seminar. To access the presentations from the event, please go to the Chapter website under the “Events” tab.



Special Events 2018

April 5, 2018—Joint Meeting in Champaign, Illinois

Thanks to the organizing efforts of **Dan Crawmer**, MAI, Associate Director of Real Estate Planning and Services, University of Illinois, we enjoyed a joint meeting of central Illinois commercial real estate professionals including the Appraisal Institute, CCIM, and Institute of Real Estate Managers, an event sponsored by IREM Central Illinois Chapter 78, Ramshaw Real Estate, and Busey Bank. An hour of networking included conversations with **Roger E. Cannaday**, Associate Professor Emeritus of Finance at the University of Illinois and long-time researcher/teacher of real estate valuation topics; **Sofia G. Sianis**, an adjunct instructor at the University of Illinois who now teaches Professor Cannaday's class on valuation; and several Rho Epsilon students in the University's Real Estate and Urban Land Economics program. We sat down to dinner and then heard **Bruce Walden**, Director of Real Estate Services, University of Illinois, speak to us about "The University of Illinois's Public – Private Capital Projects in Chicago and Champaign."

April 26, 2018—Job Fair at Northern Illinois University, DeKalb, Illinois

Chapter President-Elect **Rich DeVerdier**, MAI, SRA, AI-GRS and Chapter Secretary/Treasurer **Dave Binz**, SRA, both alums of Northern Illinois University, organized a job fair at NIU, which was facilitated by a local faculty member and attended by about 25 students. Other appraisers at the event were Chapter President **Kevin Byrnes**, MAI; ICAP President **Ken Mrozek**, MAI, SRA; and **Jeff Jacobson**, MAI, SRA. Brief presentations were made by the appraisers followed by a Q&A session for the students in an event that we would like to replicate in the future.

May 15, 2018—Brewery Valuation

Over 100 members of our chapter, thirsty for knowledge about a specialized area of valuation, gathered at Revolution Brewing's location on N. Kedzie Avenue in Chicago for a multi-disciplinary examination of today's brewery industry and how breweries are valued. This very successful event was organized by our 2018 Chapter President-Elect and 2019 President, **Rich DeVerdier**, MAI, SRA, AI-GRS. Our first speaker was **David Barnett**, Senior Research Analyst, JLL Chicago, who spoke about market analysis factors, delineating the liquor industry segments and then diving into the craft brewing segment, noting the tremendous five-year growth at microbreweries in particular, but also at regional breweries, brewpubs, and contract breweries, and then showing the segmentation of Chicago breweries, with microbreweries and brewpubs leading the way in number of locations, followed by large and regional brewing locations. **Peter A. Moegenburg**, MAI, President of Moegenburg Research, Inc. in Milwaukee, provided an overview of real estate valuation for breweries, including consideration of the real estate/business value continuum, site considerations, improvement considerations, and then walked us through model valuations by the cost, sales comparison, and income capitalization approaches. Next, **James C. Knightly**, Machinery & Technical Specialties, Ernst & Young, spoke about the identification and valuation of brewery equipment, including an overview of the brewing process to show how different types of equipment fit into the operation. (Continued next page)



Special Events 2018

May 15, 2018—Brewery Valuation (cont'd.)

Dan Daitchman, Valuation Services, Great American Group, guided us through an overview of business valuation for breweries, with historical trends in enterprise values and EBITDA multiples and a list of recent brewery transactions (as going concerns). Dan continued by showing us how branding acts as a value driver; what the revenue sources and cost centers are for a brewery; and then provided model income, market, and sum-of-the-parts approaches to valuation. After the spoken presentation, **Josh Deth**, Owner/Brew Master at Revolution Brewing, gave us all a guided tour of the brewing operation. The educational component was followed by great camaraderie and a highly contested bags tournament. This will long be remembered by attendees as a fun, instructive, and successful event.

May 30, 2018—Chapter Luncheon Meeting

Our May luncheon saw the election of our 2019 slate of Chapter officers, directors, region representatives, and alternative region representatives. Then for a presentation about “The Obama Presidential Center and Real Estate in Woodlawn” we were joined by **Kelly O’Brien**, Executive Director of the Chicago Central Area Committee, and four members of the CCAC Young Leaders committee: **Malek Abdulsamad**, real estate broker with Compass; **Andrew Broderick**, AICP, Senior Planner with Perkins & Will; **Kerrie Mistry**, Architect and Urban Designer with Lothan Van Hook DeStefano Architecture; and **Dawveed Scully**, Senior Urban Designer with Skidmore Owings & Merrill LLP (SOM). Chapter President **Kevin Byrnes**, MAI also contributed. Our members heard about the latest status of the proposed Obama Presidential Center (OPC), including its impacts on local linkages and relation to other developments, such as a proposed new 18-hole golf course using part of Jackson Park; community issues over land use, including potential gentrification in Woodlawn related to the OPC; recent land and rental pricing in Woodlawn; recent public/private developments in Woodlawn; and finally, how contemporary planners see potential land uses on 63rd Street in Woodlawn.

June 19, 2018—Chapter Golf Outing

This event took place at Silver Lake Country Club in Orland Park, which has been our regular venue for some years, and was very well attended, with a wide array of prizes provided by **Charles G. Argianas**, MAI and his firm, Argianas & Associates—thanks, Chuck! It was a beautiful, sunny day as we played 18, and then returned to the clubhouse to hear the music of the **Four Closures** and enjoy food, drink and fellowship in what has long been one of the foremost social events of the year for our chapter, all directed and organized so capably by **Dan Berenschot**, MAI.



Special Events 2018

October 10, 2018—Chapter Luncheon Meeting

For our last luncheon meeting of 2018 we were privileged to hear attorney **Amanda Oliver**, a principal with the law firm of Weiss-Kunz & Oliver, speak to us on “Real Estate and Appraisal Issues in Family Law”. The presentation contained many points applicable to appraisers as expert witnesses in general: the need to have an up-to-date c.v.; to be familiar with one’s past publications and work history; the types of property one appraises, the scope of your education, how to testify at deposition, and how to testify in both direct and cross-examination at trial.

CFMAP—Coming Soon

In late 2016 the Appraisal Institute unveiled a new Chapter Financial Management and Administrative Policy (CFMAP) that would have the national office handle all the bookkeeping, accounting, and bill payment functions for chapters; the policy as then formulated also required chapters to pool their reserves with National. This was met by considerable pushback from the Chicago Chapter as well as larger chapters around the country, and as a result, National pulled back and left the matter open for commentary. In mid-2018 National announced that the pooling of reserves would be optional, not mandatory; but joining CFMAP would become mandatory with all chapters to be in the program by the end of 2020. As a charteree of the Appraisal Institute, we must comply.

We have had a number of conversations in 2018 with **Beata Swacha**, the CFO of the Appraisal Institute, and Beata has also visited us for one Chapter Board of Directors meeting and one meeting with Chapter officers and our Executive Director, **L.A. Anderson**. We have made, and will continue to make, all appropriate efforts to see that the program is implemented to our advantage in 2019, in order to realize the promised benefits of greater efficiency and the freeing of our staff’s time to devote to more member services.

As of November 2018, 24 chapters have transitioned to CFMAP with 9 more in the pipeline. According to a recent survey by the Appraisal Institute, 72% of executive directors and chapter officers responding to the survey rated CFMAP as “very good” or “good.” 75% of chapter treasurers report time savings or efficiencies from using CFMAP. The main hurdles seems to be the time required to learn the new systems, the perceived complexity of the instruction manuals, and learning the computer interface, which seem to be typical in adopting a major new computer-driven system. Due to the size of our chapter, National will take us in alone, without any other chapters during our intake period.

The main perceived critical concern from chapters that have not entered CFMAP yet (cited by 35%) is “loss of control over chapter finances.” Under CFMAP, chapters are required to establish their own budgets and make their own decisions over which vendors to hire, which expenses to incur, what kind of education to run, and so forth; CFMAP as put forth by National is basically a clerical system. For more information, see the [CFMAP Update – November 2018](#). Of course, we will keep you up to date as we move into the implementation of this system.



Scholarships

The Chicago Chapter of the Appraisal Institute provides \$500 scholarships to foster diversity, to encourage trainees to become candidates for designation, and to assist candidates for designation in taking courses needed for the MAI, SRA, AI-GRS, or AI-RRS designations. The Appraisal Institute also has an Education Trust that helps members with research and other initiatives. These scholarships are summarized below.

\$500 Diversity Scholarship

This scholarship program was developed to encourage and assist Minorities and Women who have shown intent to become a Candidate for Designation of the appraisal Institute or pursue the Appraisal Institutes SRA or MAI, AI-GRS or AI-RRS designations. Application due dates are March 1st or September 1st.

\$500 Real Estate Trainee Appraiser Scholarship

This scholarship program was developed to encourage and assist licensed Real Estate Trainee Appraisers who have shown intent to become a Candidate for Designation of the Appraisal Institute. Application due dates are March 1st or September 1st.

\$500 Crommelin Scholarship

The Crommelin Scholarship is available to Candidates for Designation who belong to the Chicago Chapter of the Appraisal Institute that are pursuing either the MAI or SRA designation. Jacques B. Crommelin was a Member of the Appraisal Institute, holding both the MAI and SRA designations. Mr. Crommelin believed in the value of education and had great respect for the education programs provided by the Chicago Chapter after completing his appraisal education in Chicago. The Crommelin Scholarship, funded posthumously, was established to assist in the efforts of the Chicago Chapter in continuing to provide quality education to appraisers and help associates along their designation paths. Application due dates are March 1st or September 1st.

\$500 Schroeder Scholarship

The Schroeder scholarship program was developed to encourage and assist members of the Chicago Chapter of the Appraisal Institute who are Candidates for the MAI Designation. James J. Schroeder, MAI was a member of the Chicago Chapter who devoted many of his years teaching appraisers. During his tenure, he held numerous committee chair and officer positions including President of the Chicago Chapter in 1979. He also received awards for his excellence such as, the Heritage Award (1997), the Skip Del Campo Award (2000) and the Gregory Opelka Award (2003). The Schroeder Scholarship was developed to honor Mr. Schroeder in continuum. Application due date is March 1st.

Our 2018 Trainee Scholarship recipient was **Charles Critchelov**. For more information and application forms, go to <https://www.ccai.org/scholarships>.



Upcoming Education & Events

In 2019 we have over 50 education offerings at the Chicago Chapter. Please go to <https://www.ccai.org/education> for a complete listing and links for registration.

CCAI 2019 Installation Celebration

On January 11, 2019 we will install our 2019 President, **Rich DeVerdier, MAI, SRA, AI-GRS**, our other chapter officers, directors, regional representatives, and alternative regional representatives, in a social setting that will exceed your expectations.

The celebration includes passed hors d'oeuvres, a cocktail hour, a three-course meal, and an open bar throughout the event.

CCAI's Installation Celebration is the premier annual event which honors the Chapters leadership team who serves its 900+ members. Enjoy an evening of networking with some of the most respected, influential leaders and decision makers in the Chicagoland area.

Special honorees include Scholarship award winners, President's award winners, the Scipio "Skip" del Campo Award, as well as Distinguish Service Awards.

Take advantage of the free door-to-door transportation to the event provided by Uber courtesy of **Hilco Valuation Services**.

Grab a free professional headshot for your website in the photo booth courtesy of **Lee and Associates**.

Stephen S. Wagner, MAI, SRA, AI-GRS, 2019 President of the Appraisal Institute (National) will be in attendance and will provide the induction ceremony.

Live music will be provided by the **Four Closures**.

Save time, money, & ensure that you have a safe place to stay after the event by staying at the Lodge. To receive the block discount make sure to mention the Appraisal Institute.

Valet services and free onsite parking will be available.

January 11, 2019 | 6 p.m - 11:30 p.m.

The Hyatt Lodge at McDonald's Campus 2815 Jorie Blvd, Oak Brook, IL 60523 (630) 568-1234

Individual Tickets (Real Estate Appraisers) - \$90
\$45 each for each guest ticket.

Contact LA Anderson at (312) 616-9400 to register your guest.



Job opportunities & Sponsors

Are you looking for a new job opportunity? View new openings on the CCAI website:

<https://www.ccai.org/jobs-board.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: la@ccai.org

Are you hiring appraisers? You may post positions for FREE by going to the jobs board link above, or you may contact L.A. Anderson (la@ccai.org) with your ad.

Thank you to our 2018 Corporate Sponsors:

BBG

CBRE

Collins Real Estate Advisors LLC

Cushman & Wakefield

IRR-Chicago

JLL

The Herbert H. Landy Insurance Agency

NPV Advisors

Praedium Valuation Group

Lee & Associates

Thank you to our 2018 Member Sponsors:

David W. Binz, SRA

Michael Hobbs, MAI, SRA

If you are interested in becoming a sponsor or sponsoring an event, please go to: <https://www.ccai.org/sponsors#becomesponsor> or contact L.A. — la@ccai.org

Online Education: Learn at your own pace anytime, anywhere. Top-notch Appraisal Institute courses and seminars come straight to your desktop with online education! Learn from any computer anywhere, whenever you have time. It's easy, convenient and a great way to get the education you want. [Check out the current course listing now!](#)

A banner for online education with a blue background. On the left is a circular icon of a laptop. The text reads: "Online Education: Learn at your own pace anytime, anywhere. Visit appraisalinstitute.org/online for a list of classes!" On the right is the Appraisal Institute logo, which includes a stylized bar chart and the text "Appraisal Institute* Professionals Providing Real Estate Solutions".

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