



Kenneth Konrath, MAI | President Chicago Chapter of the Appraisal Institute



President's Message

CCAI Members,

The coronavirus pandemic has affected all of us to some degree and some more than others. This will pass and pending a black swan event, I am confident the third and fourth quarters will be some of the busiest times we have had in our profession. While treatments and vaccines have yet to be effective, I encourage all of you to take precautions at all times and be mindful of the important role we play in our country's economy.

We as a chapter have overcome some hardships of our own. After a strong January and February in offerings, classroom attendance and chapter luncheon, the pandemic and subsequent shut down of the city threw our operations into a tailspin. After much deliberation, difficult decisions were made that will have positive long-lasting effects on our organization. In order to remain fiscally responsible to you, the members for which this Chapter represents, we renegotiated our lease to lessen our financial burden, we canceled and rescheduled classes, we implemented short term budget reviews and cut every conceivable expense from the chapter's operating statement.

Through June we were successfully able to provide a virtual class and even more outstanding we were able to provide two USPAP offerings in a safe environment which saw attendance for each at over 30 students. We were able generate income from our classroom while maintaining acceptable social distancing through a checkerboard seating pattern and safe social distancing techniques with access to hand sanitizer and face masks. We are positioned to finish the year out strong. It will take all of us to do our part whether it be attending in class offerings, attending social events, attending homegrown seminars or volunteering our time. Our executive director, education chair and board members are some of the best in the country and have done a phenomenal job in working through this pandemic.

I want to personally thank Sarah Walsh, our executive director, for her tireless work ethic, her adaptability to an ever-changing environment and her positive and enthusiastic approach she brings every day. We as a chapter are very fortunate to have found her.

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In closing, over the past 5 years I have been trying to discern why we are and have maintained such a successful chapter over the past 30 years. As 2020 president, I wanted to ensure that we as a board were able to identify what makes us so successful and wash, rinse and repeat. I kept trying to identify something tangible, whether it be through operations, class offerings, instructors, logistics, etc. What I have come to realize is, it is none of these things. It is the people. It is the efforts of scores of dedicated individuals throughout the years that all have donated their time, their talents and their visions. It is the members who support common goals, members that oppose controversial decisions, members who provide words of encouragement. The operations, offerings, instructors, etc are a big part of what we do, but it is not who we are. These things are the results of the hard work and dedication to the profession our members have given to this chapter. For that I want to thank the collective you.

To continue to lead the industry, we are continuously seeking individuals of all shapes and sizes some with leadership qualities some without, some thought provokers, some contrarians, some quiet, some loud. No one person makes the Chicago Chapter, it a collaboration of us all. Our uniqueness makes us great. I encourage those of you who are looking to make a difference to reach out and be a part of something great here at the Chicago Chapter.

Stay well,
Ken Konrath, MAI
2020 Chicago Chapter President

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Newly Designated Members

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



Charles J. Crawmer, MAI
Jacqueline L. Hujar, MAI, AI-GRS
Pedro Davi Jimenez, MAI
Salvatore A. Louise, MAI
Jourdan E. Sullivan, MAI

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



Ibiyinka A. Aboyade-Cole, MAI, AI-GRS
Joseph J. Calvanico, MAI, AI-GRS
John R. Yast, MAI, AI-GRS

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



Warren C. Grover, SRA, AI-RRS



2020 Installation Dinner

On January 17, 2020 the chapter held its annual Installation Dinner. At the dinner the 2020 Board was sworn in and many honors were awarded.

Distinguished Service Award



The Distinguished Service Award is for a member or members of our chapter who have given countless hours of dedicated service to the Chapter. Awarded to Salvatore Louise, MAI (not pictured); Daniel R. Berenschot, MAI, AI-GRS and Peter Poulos, MAI



Skip Del Campo

The “Skip” Del Campo Award is given in recognition of a Member who is judged to have “best exemplified. Selfless leadership and positive influence on the equality, hospitality and good humor of Chapter activities during the past year”. This year’s winner is Matthew M. Magdziarz, MAI, AI-GRS.

Herman O. Walther Award.

This Award is presented to a member or members of the Chicago Chapter who, in the Chapter’s opinion, best promoted its interests and those of the appraisal profession. This year’s winner is Karen Emerle, SRA (not pictured)



Special Events 2020

Midwest Easement Seminar

PRESENTED BY
Joe Batis, MAI

WHEN?
September 18

WHERE?
Chicago, IL

A photograph of a yellow caution sign on a wooden post. The sign reads 'CAUTION HIGH PRESSURE GAS LINE' and features a circular symbol with a gas flame. The sign is set in a field of green grass and yellow wildflowers under a blue sky.

This one-day (7-hour CE) seminar explores the issues of Right-of-Way Agreements and their impact on property value. Although applicable to a wide range of corridor types and uses, the primary focus of the seminar, for demonstrative purposes, is on easement agreements for underground pipelines (natural gas, oil, refined products, etc.).

This 7 hour seminar has been approved for CE in Illinois, Missouri, and Michigan. Pending are Wisconsin and Indiana.

Still to come this year:

Nuts and Bolts Seminar
Conditions Seminar
The Valuation of Water and Wastewater Utility Systems
Chief Appraiser Seminar—General and Residential Seminars
Golf Outing



News from the Illinois Coalition of Appraisal Professionals



ICAP held a virtual Board of Directors meeting on May 13, 2020. All ICAP seminars are postponed with hopes to host these events in the fall. Lobby Day has also been postponed – likely to next year. Our Legislative Committee is working on a draft of a new Real Estate Appraiser Licensing Act due to the current Act expiring December 31, 2021. In lieu of the seminars, ICAP presented a webinar May 14, 2020 with Dr. Michael Ison of Northwestern University discussing the COVID-19 pandemic and offering advice to attendees on how to safely navigate inspections. In addition, our lobbyist John Kamis was introduced and spoke about lobbying and what to expect from the Illinois General Assembly this year and how best to work with the State on the Act rewrite. A second webinar was June 4, 2020 featuring TJ McCarthy and Woody Fincham discussing the use of various SFR forms during the pandemic and market analysis basics for residential members. These webinars are free to all ICAP members. Numerous ICAP email blasts have been sent out reminding members the 7-Hour USPAP update must be completed by June 30th and providing substantive information from TAF and the ASC. ICAP's next board meeting is scheduled for October 7, 2020.

New Requirement for the State of Illinois

Please Note That All Licensed Illinois Real Estate Appraisers Must Complete an additional 1 hour Sexual Harassment Seminar on top of the 28 hours of continuing education every 2 years. CCAI is looking into opportunities to offer this seminar to our AI professionals.

News from the Appraisal Institute

COVID-19

The Appraisal Institute has set up a webpage to help you find information you are looking for on COVID-19, please visit the [AI website](#) for more information. This page includes documents and previously recorded webinars with AI Leadership and the AI Washington, DC office.

The Chicago Chapter has also set up a special page with information just for Illinois appraisers. To learn more [visit the CCAI website](#).



Next Deadline is July 1.

Practicing Affiliate Scholarship - Practicing Affiliates who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the state certification. [Apply Now](#)

Candidate for Designation Course Scholarship - Candidates for Designation who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the MAI, SRA, AI-GRS or AI-RRS designations. [Apply Now](#)

Minorities & Women Course Scholarship - Minorities and women Candidates for Designation who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the MAI, SRA, AI-GRS or AI-RRS designations. [Apply Now](#)

Candidate for Designation Scholarship - Candidates for Designation who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the MAI, SRA, AI-GRS or AI-RRS designation. This Scholarship was developed to cover all designation education needed to complete the Candidate for Designation Program. [Apply Now](#)

AI Board to Consider 2 Candidates for 2021 Vice President in August



The Appraisal Institute Board of Directors will consider two candidates for the position of 2021 vice president at its August 6-7 virtual meeting. The two nominees are Craig Steinley, MAI, SRA, AI-GRS, AI-RRS; and Michael Tankersley, MAI, SRA, AI-GRS, AI-RRS. AI professionals may see information on the candidates' [backgrounds and questionnaires](#) (log-in required).

Written recommendations and comment letters regarding the nominees may be submitted to the Secretary to the Board at aielection@appraisalinstitute.org no later than one week prior to the election, July 29, 5:00 pm CT, to guarantee distribution to the Board prior to the election.





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. 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.

Kevin Carey was awarded the Real Estate Trainee Scholarship. Congratulations Kevin!

\$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.

Nicholas Hilla was awarded the Schroeder Scholarship. Congratulations Nicholas

For more information and application forms, go to <https://www.ccai.org/scholarships>.



Upcoming Education & Events

For the remainder of 2020 we have over 20 education offerings at the Chicago Chapter. Please go to <https://www.ccai.org/education> for a complete listing and links for registration.

August

August 12
Supervisor/Trainee Program
IL Supervisor Trainee Program
Chicago, IL

August 17-18
Real Estate Finance Statistics & Valuation
Modeling

September

September 14-17
General Appraiser Income Approach/Part 1
Chicago, IL

September 14-17
General Appraiser Report Writing & Case
Studies
Chicago, IL

September 18
Midwest Easement Seminar
Chicago, IL

September 21-25
Advanced Income Capitalization
Chicago, IL

September 21-25
Advanced Income Capitalization
Chicago, IL

September 21-25
General Appraiser Sales Comparison
Approach
Chicago, IL

September 28 – October 2
Advanced Market Analysis & Highest
and Best Use
Chicago, IL

**Schedule is subject to change at any
time, please visit ccai.org or email
sarah@ccai.org with any questions.





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: sarah@ccai.org

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



The AI Education and Relief Foundation
is proud to provide scholarships and
emergency assistance.

Find out more
about AIERF today.

[More Info](#)

AIERF Provides Assistance

For those of you who have been significantly affected by the coronavirus, please know that the Appraisal Institute Education and Relief Foundation stands ready to provide emergency assistance.

Originating with the 2005 Gulf Coast hurricanes, the foundation has provided more than \$300,000 in emergency financial assistance to appraisers and other individuals in need – whether due to natural disaster, medical emergency or other emergencies.

The assistance provided by the AIERF is made possible through the generous support of individuals within the real estate valuation profession, so I encourage you to help if you're able.

Learn more about [AIERF](#).

Reflections on COVID-19

By Douglas Jirka, MAI

As an appraisal management officer for a bank, I have been working from home since the lockdown began in mid-March. As to be expected, the economic fallout has affected loan volume; market-wide, most buyers, sellers and developers are holding off activity until the economy sees some level of improvement. Not all, though; we do have clients who are moving forward with transactions already in motion before the pandemic. There is enough to keep us busy, along with other tasks – administrative work kept on the back burner that we now have time to complete, and, especially, working on the pending deployment of a new appraisal management system that has been in the works for some time.

For new appraisal assignments, we have instituted temporary protocols in the wake of the pandemic. We relaxed interior inspection requirements and site visits if air travel is needed. The safety of vendors, customers, property managers, tenants, or other on-site personnel is paramount. Scope of work for new assignments has expanded to include market participant surveys addressing the pandemic's effects on values and marketability, to balance the relative lack of new comparable transactions that truly reflect the impact of the pandemic. This is truly a challenging time to work in our profession. The nature of the crisis itself sidelines market activity, resulting in fewer data points needed most to help measure its impact – a most frustrating environment for an appraiser.

Normalcy will return, even if it will be a new normal. Business will rebound (in my opinion it will likely boom) and we will return to our offices. Now having worked from home for over two months, I miss the buzz of an office shared with a team of smart and busy people, and the hustle and bustle of downtown in the springtime. But these are trifles; I know my good fortune to be able to work remotely in the safety and security of a home in a quiet neighborhood. The worst part is knowing that others are not so healthy or insulated. While there is light at the end of the tunnel, we have to ride it out with the rest of the world, and do our best to help as we are able, even if it is just acting responsibly so as not to further spread the infection.

This past 8th of May, I was listening to the radio. It was the 75th Anniversary of Victory in Europe Day, and the BBC played a recording of Winston Churchill speaking from the balcony of the Ministry of Health in London. They described him as wearing a boiler suit and hat, his trademark wartime attire. Nazi Germany had surrendered to the Allied forces. The crowd cheered, so many people outside, gathered together in solidarity, after their years sheltering themselves from bombs and sending their kids to fight. This is not to compare my experience to their struggle. But hearing their cheers on this old recording, there was a spark of hope, a recognition there is an end to all things. Our current crisis will resolve gradually, so we may not have a single day where someone announces 'it's over' as we stand shoulder to shoulder with our fellow citizens to applaud its end. But one hopes that when all is said and done this shared experience will bring a renewed togetherness. Or, failing that, at least a collective recognition that normality isn't to be taken for granted.

Life in Quarentine

By Christopher Fudacz

I hope this letter finds you safe, healthy and well. After three months of sheltering-in-place and trading the morning commute for a walk down the hallway, it's likely that you have found a new routine. For some, working from home and keeping your circle small might not have caused too much of a disruption, for others, COVID-19 has dramatically changed the way you currently go about daily life. Regardless of which side you're on, stocking-up on food and other essentials (toilet paper), honing your cooking skills and seeing friends and loved ones through a computer screen or your phone may all sound familiar. Bill Murray and 'Groundhog's Day' may come to mind, as it feels like the same day over-and-over.

When things first began to shut down, there was a certain sense of eeriness that set in, the world we knew transformed to this strange place resembling a post-apocalyptic scene out of a zombie movie where no one could go anywhere or touch anything. Empty streets, closed storefronts, a shut-down lakefront and signs everywhere reading "closed due to COVID-19." For many out there, layoffs, furlough and cutbacks are a reality. I hope that this finds you employed, with the working environment altered during these unprecedented and uncertain times.

One good thing is that most of what we do can be completed behind a desk or kitchen table, aside from the physical inspection (if there is work). I'm sure those of you tasked with inspecting have experienced different safety measures taken to ensure that you, the client and the property contact/borrower are eliminating the risk of exposure. For some that means no inspection or exterior inspections, or if you are granted access to the interior, wearing a mask at the very least is a must. Although much has changed, minimizing risk is still at the forefront, which is something that everyone reading this should be able to relate to.

For those of you working as part of a team, you may be relying heavily on conference calls or video chats to stay in touch rather than just swinging by each other's offices or scheduling a quick sit-down meeting. There is a lot of discussion around the future of office versus working from home, with some predicting permanently designated "Work-From-Home" (WFH) employees. Depending on your situation, WFH may be equally or potentially more productive for you with the lack of the commute, for the rest it may increase distractions or remove the ability to learn/teach and establish working relationships with co-workers. Some say this WFH experiment has been a success, with others saying that this isn't a WFH experiment at all; rather, a technology experiment that hasn't failed us. If you take a step back, would you be able to do your job as well as you are currently able to if someone hadn't been available to mentor you and coach you in a workplace setting? Should working from home be a privilege? Will this pandemic ever end (God please, yes!)?

As things open-up in various phases, I hope it brings a greater appreciation for the things in life that we may have taken for granted. I also hope that adjusting to life in quarantine hasn't been too painful, maybe you found a new hobby or made time for an old one, brewed a batch beer, read a book or two, or binge watched a new series on Netflix (Tiger King)? If you have had children at home with you during this pandemic, I will keep you in my prayers and may God bless you. Hopefully Ned Ryerson hasn't tried selling you insurance just yet!

LA's Retirement Party

Thank you to everyone that came out in January to celebrate LA's tenure at CCAI. It was a great time with funny stories and many that have not seen friends in years.



Thank you to Brian
Weaver for the
photos.