

Philadelphia Metropolitan Chapter

Volume 6 Issue 1

A Message from the President

James L. Klementisz, Jr., MAI, SRA



As the 2015 Chapter President, I would like to take this opportunity to thank you the chapter, for giving me this opportunity to serve in this capacity. It is truly an honor to be able to serve alongside some of the best and brightest in the profession.

As I serve in this role, I am reminded of all of the people that have helped me along the way in this profession. I am extremely grateful for those people that believed in me and encouraged me to become active in the Appraisal Institute and pursue both the MAI and SRA designations. Without this mentoring and encouragement, I would not have achieved either of these. I say this because I think it is imperative that each of us think back and remember those people who have helped us along the way and what it meant to us as young professionals. I challenge everyone in this organization to take this role of mentor seriously and help train the next generation of appraisers in not only the technical aspects of the profession but also in what it means to be a professional. We must be aware of the value our designations hold in the market and do everything in our power to keep that brand strong. How we act and conduct our business affects all other designated members. We have chosen to be part of this great organization, but with that come increased responsibilities. Continuing to convey this message to the next generation of appraisers, by not only our words but also by how each of us conducts our business, will strengthen our brand and continue our recognition as the leaders in the industry.

Several of our chapter members have recently been honored and awarded for their service and dedication to the profession. Louise Jeffers was honored with the Region VI Volunteer of Distinction award and Mike Mignogna was nominated for the 3rd Director position for Region VI. Couple that with the Lifetime Achievement award that Reaves Lukens received at the 2014 National Meeting in Austin, and it not hard to see why this chapter is so highly regarded. Each of these individuals has worked tirelessly over the years to make not only our chapter, but our profession, better. Thanks to each of you for your extraordinary service.

LDAC 2015

Sue Curran and Ed Falkowski will be representing our chapter at the 2015 LDAC in Washington D.C. to be held May 20 – 22. Sue currently serves on the board of directors and chairs the public relations committee. In addition, Sue holds the MAI designation and is a national instructor for AI. Ed Falkowski is a recently designated SRA member and is the chair of the Candidate Guidance Committee.

1st Quarter Board Meeting

The 1st quarter Board of Directors meeting was held on January 28, 2015. At this meeting we passed the Antitrust Policy and Harassment and Discrimination Policy and appointed Jim Dougherty (Board appointment) and Don Reape (Presidents appointment) to the nominating committee.

General Membership Meeting

The general membership meeting was held on March 19 at Manufacturer's. At this meeting, the members selected two new members, Baker Bell and Denise Blasdale, to serve on the nominating committee. This committee is responsible for identifying three new board members for 2016 as well as the 2016 Secretary. After the meeting, Sue Curran presented a two hour seminar entitled "Land Analysis". The meeting was well attended with attendees receiving two hours of continuing education credit. Thank you Sue for a great presentation!

In an effort to try and expand our social events, we are exploring the possibility of having the 1st Annual Golf Outing in September. An email will be forwarded to the membership once more information becomes available.

Thank you again for this great opportunity to lead this chapter through 2015 and I look forward to a strong year for all our members.

New Designations

Congratulations to our newly designated members! Official presentations will be made at our Chapter Picnic on June 25 (details forthcoming).

Susan L. Field, MAI
John Hosey, MAI



Spring Seminar: Real Estate Trends

The Philadelphia Metro Chapter is proud to present our Spring Seminar: Real Estate Trends. Come learn from and share ideas with the trend setters of the industry. This seminar will be presented with 4 panel presentations on the following topics:

- Residential Update
- Construction Update
- Real Estate Tax Update
- Banking Update

TRIPLE DIP!!!

Continuing Education Credits:

- Appraisal Institute
- PA State Board of Real Estate Appraisers
- PA Real Estate Broker (pending)
- Delaware Real Estate Appraisers (pending)
- New Jersey Real Estate Appraisers

Public Relations Committee Update

Susanne Curran, MAI
Committee Chair

The 2015 Public Relations Committee comprises Susanne Curran MAI and Edward Falkowski III SRA. This year's PR effort is targeting improvements to the existing Chapter website, Facebook page, and Twitter feed plus adding a new Chapter LinkedIn page. Looking to the future, the set-up, ongoing maintenance, and hosting of these media will be documented to aid future Board members working on Public Relations. The current goals include improving the Search Engine Optimization of the website, its graphics layout, adding relevant links, improving Chapter communication and attracting more potential clients seeking appraisal services, as well as connecting with potential new chapter members and Candidates for designation.

Three years ago, former Chapter President Louise Jeffers started an initiative setting up the website and other media with the help of web consultant, Tom Hokenson. Tom also works on other major chapter websites such as the North Texas Chapter, home of current AI President Lance Coyle MAI. Tom has several interesting ideas for our site. Also a review of several major Chapter websites around the US compiled by Susanne Curran has yielded lots of ideas for giving our website more appraisal pizzazz, while still keeping it within the requirements of AI National.

In the Fall of 2014, Tom set up Google Analytics for our website. The resulting data will help us pinpoint modifications which will maximize existing web traffic as well as the sectors to be improved by SEO upgrades. This data just arrived today and promises to be fascinating.

Another goal is to add a "Career" focus across our social media. This is for highlighting Real Estate Appraisal as a career and describing its benefits, requirements, various job types, and lifestyles that go with the jobs. Ideally, our website would also be linked to the Career areas of university websites. Ed Falkowski, who is also the Candidate Advisor for our Chapter, can help us sharpen this "Career" focus.

As for "Tweets", the committee is still learning more about this. Our group needs followers, interesting messages and Chapter members with smartphones and Tweeting skills. Very high level leaders increasingly "Tweet", such as Pope Francis, who will be visiting Philadelphia this coming September. Based on that and other events, one topic for tweets could be the many great features of the Philadelphia area, such as entertainment, history, architecture, the scenic rivers, the shore and our proximity to New York and Washington DC, all of which help give Philadelphia real estate its value. That plus RE investment trends and major sale, lease and development activity should provide plenty of high-level yet trendy topics to Tweet about.

The PR Committee welcomes all ideas, comments, and help with achieving our stated goals this year. Please contact Susanne at curranappraisal@gmail.com or Ed Falkowski at falke@arhughes.com.

Candidate Guidance Committee

Ed Falkowski, SRA
Committee Chair

My name is Ed Falkowski, SRA and I have the distinct honor of being the Chair of the Candidate Guidance committee, a Candidate Advisor and a Candidate for Designation all in one! I have found a real passion for fostering the development of appraisers in this business and the Institute's Candidate for Designation program is the perfect medium for such development.

I have a variety of goals for the Candidate program including: helping to pair candidates with local advisors, encouraging enrollment in the candidate/advisor programs and spreading the word about the Appraisal Institute to those not already affiliated with it. Together with a quality Candidate Guidance committee, I believe that we have a promising year ahead of us!

If you are a current/prospective candidate or advisor, you will be hearing from me on multiple occasions as I want to be as hands-on as I can possibly be. However, I want to hear from you, too! Please feel free to reach out to me with questions, concerns, suggestions, complaints, etc. regarding the Candidate Guidance program. My contact information is: 610-238-0238 x203 (office) or falke@arhughes.com.

Upcoming

Educational

Offerings

April 8-11: Basic Appraisal Principles

April 16: 7 Hour USPAP (8:30 am -4:30 pm)

April 16: 2 Hour PA State Rules and Regulations (5-7pm)

April 21-25: Advanced Market Analysis, Highest and Best Use

April 30- Spring Seminar: Real Estate Trends

May13-16: Basic Appraisal Procedures

October 6-11: Adv. Concepts and Case Studies

Nov. 4-7: General Appraiser Income 1

Registration is available for all courses at the following site:
<http://www.appraisalinstitute.org/education/PhiladelphiaMetro/>



Career Opportunities

Those looking for local positions in the appraisal field should always remember to check our Chapter website for postings at <http://aiphilametro.org/jobs-listings/>.



To post opportunities on the website, contact Tiffany Lewis with information about the position you have available (contact@aiphilametro.org).

2015 Officers and Directors

The following is a list of Chapter officers and Directors for this year.

President	James Klementisz, Jr., MAI, SRA jklementisz@marketvaladvisors.com
Vice President	Paul Quinn, MAI, AI-GRS pquinn@lqres.com
Treasurer	Reaves C. "Trip" Lukens, MAI, SRA tlukens@valbridge.com
Secretary	Craig Gleason, MAI gleason17@verizon.net

Directors

Martin Anderson, MAI, SRA, AI-GRS
Baker Bell, MAI
John Crognale, MAI
Susanne Curran, MAI
Cathy Donley, MAI
James Dougherty, SRA
Erin Hannan, MAI
Robert Myers, MAI
Donald J Reape, MAI, SREA

Immediate Past President:
John B. Ciminera, SRA