

Philadelphia Metropolitan Chapter

Volume 11 Issue 2

A Message from the President

John Crognale, MAI



John Crognale (L) with National
President Jefferson Sherman (R)

2020 proved to be a very challenging year and I am happy to see it draw to a close. However, it was an honor to serve as chapter president during this time. With the ongoing pandemic, the chapter adapted to continue to provide valuable services to our

members. This was due to the great work and dedication of our officers, board and committee members.

Rick Hideck, MAI adapted our education program to continue to offer appraisal classes in a safe environment. Rick did an amazing job with the transition and he has additional classes planned for 2021. I would like to thank Rick on behalf of the chapter for his great work during this tough time.

Ed Falkowski, MAI continues to lead our Candidate Guidance committee along with Walter Krzywicki, MAI, AI-GRS, Joseph Sisson, MAI and Christin Phillips, MAI. Although in person presentations were suspended due to the pandemic, the committee adapted and continued to present to universities via Zoom. The committee has commenced the process of including Historically Black Colleges and Universities (HBCUs) in their recruitment efforts. Carlo Batts, MAI has volunteered to lead the chapter in this regard.

These are just a few examples of some of the work accomplished this year by our committee members and board. Everyone contributed during the year and their work is greatly appreciated.

Finally, Tiffany Lewis did a tremendous job helping the chapter adapt during these tough times. With so much uncertainty during the year, Tiffany was required to constantly change and update our schedule and programs. She seamlessly transitioned us to virtual meetings and helped set up our virtual learning. She was always available when I needed her to provide immediate updates to the chapter during the shutdown of business. Her scope of work expanded greatly this year and I appreciate all of her help.

I wish everyone a happy holiday and happy New Year!

John

AI National: Professional Standards and Guidance Committee - PSGC

Susan Curran, MAI, AI-GRS

It has been an honor to serve on this Committee for the past three years, under Chairs Paula Konikoff JD, MAI, AI-GRS, and AI Past President Jim Murrett MAI,SRA. Fortunately, I got to attend three January meetings in Chicago, in person, including the “chilly” Polar Vortex meeting of 2019.

PSGC is known as one of the AI “Working Committees” and I have learned a great deal about existing and proposed AI Guide Notes, proposed updates to various definitions and language within the AI Code of Professional Ethics CPE, and AI feedback on new USPAP Exposure Drafts.

The focus early this year was on language changes for the CPE on the terms “Service”, “Valuation Practice” and “Valuer”, proposals for language in Draft AI Guide Note “Consideration of Leases in Fee Simple Valuation”, proposed revisions to draft Guide Note Performing evaluations of Real Property Collateral for Lenders, and AI initial comments on the first USPAP Exposure Draft for the 2022—2023 edition. One concern noted in the proposed USPAP draft is a revision to the Definition of Appraiser: “An Appraiser is expected to comply with USPAP”. AI opposes this statement as it believes that an appraiser may choose to not comply with USPAP if they are performing a role in a valuation service other than being an appraiser.

A few months later, an Anti-Bias Workgroup was formed. This group, including PSGC Committee Member and AI Director of Ethics and Screening Stephanie Coleman MAI, SRA, AI-GRS, AI-RRS, drafted a new Guide Note on Personal Characteristics and Valuation Practice, and new Ethics Rule 1-5 language stating a prohibition on basing an opinion of value, developing an opinion of value, and transmitting a report based, either partly or completely, on personal characteristics or any protected characteristic under applicable law and unsupported conclusions. A new definition of “Personal Characteristics” was also drafted for discussion, and an “Aspirational Code” Workgroup was formed to develop language on professional behavior.

At the November 2020 Board of Directors meeting, the Proposed Amendment to CPE was heard and questions submitted back to PSGC for comment. Also, at this meeting, the Board approved and adopted the Compliance with the Code of Professional Ethics and standards of Professional Practice of the Appraisal Institute. PSGC has not yet submitted the draft Guide Note on Personal Characteristics and Valuation Practice for BOD consideration although this is being considered for the Winter Board Meeting 2021.

It has been a pleasure to serve on the PSGC for AI over the past three years with terrific and dedicated Committee members from all over the US. I have also enjoyed getting to know Stephanie Coleman, a true professional as well as a brilliant and capable asset to AI and all its members and affiliates.

Have a happy December and stay safe and healthy!

Gail Lubeck Scholarship

Susan Curran, MAI, AI-GRS

As you may know, we lost Gail Lubeck MAI last December 19, 2019. To the end she was working and attended a seminar at MCC the previous month in November. She had battled illness for years but was proud of her MAI and kept working as much as possible. Gail was a dedicated Chapter member and for decades enthusiastically attended almost every Chapter event, camera in hand, taking photos including many presentation ceremonies for designations received by current members. She also supported all Chapter women seeking the MAI designation and continued to support the Chapter's other MAI women after earning the honor.

After she passed, two generous chapter members donated funds in her name to set up an education scholarship for women intending to seek the MAI designation. We would like to give the opportunity for those interested to donate additional



funds to this effort, with the goal of awarding one or more recipients at the June 2021 Chapter Picnic at Manufacturer's Country Club. These women must have an association with a Region 6 AI chapter and have an AI affiliation in some way. Please spread the word to any female appraisers in our Chapter about the MAI education scholarship and encourage them to apply in early 2021 when the application is expected to be announced.

We would like to ask those inclined to donate for this effort to support women seeking the MAI. This would have pleased Gail very much. Please note that this scholarship fund will be a one-time award.

Please address any donation checks that you graciously would like to send in to:

Philadelphia Metro. Chapter
88 Glocker Way, # 289
Pottstown, PA 19465

Please write "Scholarship" on the Memo line.

Thank you very much in advance for supporting this Chapter effort. Please contact Susanne Curran with any questions you may have at curranappraisal@gmail.com.

Education Update

Suffice it to say, our educational offerings this year looked very different than our original intentions. We felt extremely fortunate to have offered two courses in January/February before all the mayhem began. After a few months' hiatus, our educational offerings were back on track, this time on virtual platforms. The 2-hour PA State Rules and Regulations seminar was a great indicator of how successful our educational offerings could be on Zoom. From there, we were able to reconfigure our Real Estate Trends seminar to use the Zoom platform as well.

We would like to once again thank this year's education committee for their efforts in making this year's RE Trends seminar a great success! Rick Hideck (Chair), Blair Bates, Anna Daniels and John Pasquarella secured amazing panelists and assisted in all of the testing as we took the program virtual. It is truly amazing how much effort it takes to make virtual education appear effortless!



In 2021, we will offer the following seminars via Zoom. Please be on the lookout for the schedule coming in January 2021.

- 7 Hour USPAP Update
- 2 Hour PA State Rules and Regulations
- 2 Hour NJ State Rules and Regulations
- 3 Hour DE State Rules and Regulations
- 7th Annual Real Estate Trends

For Qualifying and Designation Education, we will be sending a survey to all members at the start of the new year. Please take a moment to fill it out with your educational wants and needs, and also pass it along to any trainees or undesignated members of your offices that may need QE and DE. We will look to offer those classes in person as soon as it is safe to do so.

Government Relations

Chris Bourland, MAI

Various governmental entities have been drafting rules, policies, and procedures throughout 2020 which affect both the way we conduct business as real estate appraisers and how we behave as individual citizens. The mandates often change with little notice, so below is a summary of recent actions that may impact real estate appraisers and our businesses.

Recently, the Pennsylvania Department of Health announced additional rules aimed to hamper the rapid increase of COVID-19 cases and hospitalizations. Effective November 18, 2020, Governor Wolf enacted a universal mask mandate, requiring every individual, age two and older, to wear a face mask when indoors if another person is present. It should be clear that while on property inspections, appraisers must wear masks.

The order also mandates businesses to “require that all people, including their employees, customers... and visitors, wear a face covering and take reasonable steps to enforce the requirement.”



Businesses must also post signs of the masking rules. See:

<https://www.governor.pa.gov/wp-content/uploads/2020/11/20201117-SOH-Universal-Face-Coverings-Order-Update.pdf>

Effective November 23, 2023, Governor Wolf issued a stay-at-home advisory as well as additional orders relevant to real estate appraisers. Governor Wolf ordered remote or telework, unless impossible.

<https://www.governor.pa.gov/wp-content/uploads/2020/11/20201123-TWW-mitigation-enforcement-immunity-order.pdf>

Businesses that maintain in-person activity in their office must implement a temperature screening for all employees before entering the building and refuse entry to anyone with a temperature above 100.4 degrees. Additional cleaning protocols are also required, and businesses should maintain records identifying whether any employees or customers have been in close contact with anyone diagnosed with COVID-19.

If you have an interest in learning more about government relations issues, or if you would like to bring an issue to the chapter’s attention, please email Chris Bourland, MAI at chris@jbvaluation.com

Candidate Guidance Update

Ed Falkowski III, MAI, SRA

Despite the tumult that 2020 has brought with it, the Candidate Guidance Committee has good news to report! First, two of our previous Student Affiliates, both from Temple University, have upgraded their statuses to Practicing Affiliates! Secondly, during our “virtual visit” to Temple back in late October, we were successful in getting three additional students to enroll as Student Affiliates! Temple never ceases to amaze us at the quality students that they produce in the real estate space and we look forward to continuing that relationship for years to come. As always, I am truly fortunate to have the best possible team to work with – Christin Phillips, MAI, Walt Krzywicki, MAI, AI-GRS and Joe Sisson, MAI – without their efforts, support and tremendous presentation skills, the results that we’ve been able to obtain would be nowhere near as successful.

Back in mid-October, I led a “virtual real estate boot camp” at Penn State University which was made possible by the tireless effort of our own Mike Mignogna, MAI, AI-GRS. I was able to present our real estate valuation overview to the students and it was well received by the students and faculty alike. Afterwards, Penn State reached out to several of our members to participate in a PSU job fair. Our chapter President, John Crognale, MAI, reported that there was substantial interest in real estate valuation at the job fair and believes that this will be a very fruitful relationship with

Penn State. We’re hoping that, in a safe and healthy environment, we can take a trip to Happy Valley in 2021 and present to the students in person.

Finally, at the national level, the University Relations Committee (URC) is embarking on its main initiative to get more AI designated appraisers in front of colleges and universities to further educate students about the real estate valuation profession. To that end, the Appraisal Institute is working with The Appraisal Foundation (TAF) and the Appraisal Qualifications Board (AQB) to assist more colleges and universities in navigating the accreditation process for TAF’s “Real Estate Degree Review Program”. As a quick refresher, this program allows students to graduate with substantial amount of licensure qualifying education already completed. Temple (May 2020 – up to 258 hours) and Penn State (April 2020 – up to 258 hours) have recently been accredited and they join Lehigh University (renewed May 2020 – up to 273 hours) as the only Universities in Pennsylvania with AQB accreditation. The URC, in less than a week after the initiative’s launch, already has a university in New York which has expressed interest in going through AQB accreditation and is in advanced discussions with them. I have been tapped to be the primary liaison between the AI and TAF/AQB for this initiative and look forward to really getting this effort going. There is much more to come on this front but we’re certainly off to an exciting start!

2020 Holiday Party and Installation of Officers



Thank you to all who joined us on Wednesday, December 9 for the annual Holiday Party and Installation of Officers. Though we were unable to meet in person, it was nice to at least see so many friendly faces on the computer screen.

We were joined by National Vice President, Jody Bishop, MAI, SRA, AI-GRS who detailed some of the current challenges as well as ambitions for the future.

Though we weren’t able to officially present designation certificates to our newly designated members, we did recognize Nicole Carr, MAI who recently received her MAI.

Once proper thanks had been given to the current officers and Board members, we installed the new officers and board for 2020 which is as follows:

Officers:

President – Bob Myers, MAI

Vice President – Susanne Curran, MAI, AI-GRS

Treasurer- Tim Crann, SRA

Secretary- Carlo Batts, MAI

Directors:

Chris Bourland, MAI

Heather Byrnes, MAI, AI-GRS

Ed Falkowski, MAI, SRA
Heidi Ford, SRA, AI-RRS
Justin Gohn, MAI, SRA
Rick Hideck, MAI
Teresa Hoberg, MAI
Alan Kaplan, MAI
Joseph Sisson, MAI

2020 Officers and Directors

Our Chapter's success is dependent upon our leadership each year and this year's team may be facing the most challenging set of circumstances yet! As always, please feel free to contact the Board with any questions, comments or concerns.

President John Crognale, MAI
icrognale@capvalpartners.com

Vice President Bob Myers, MAI
myersb99@gmail.com

Treasurer Susanne Curran, MAI, AI-GRS
curranappraisal@gmail.com

Secretary Tim Crann, SRA
TimCrann@comcast.net

Directors

Carlo Batts, MAI
Heather Byrnes, MAI, AI-GRS
Chris Bourland, MAI
Anna Daniels, MAI, AI-GRS
Edward Falkowski, MAI, SRA
Heidi Ford, SRA, AI-RRS
Justin Gohn, MAI
Curtis Silva, MAI
Joseph Sisson, MAI

Immediate Past President:

Robert Lagreca, SRA

Committee Chairs

Rick Hideck, MAI - Education
Ed Falkowski, III, MAI, SRA - Candidate Guidance
Carlo Batts, MAI – Publicity
Chris Bourland, MAI – Government Relations
Lou Iatarola, MAI – Harrison Winder Award

One important goal of our annual party is to support the Toys for Tots program in our area. Even though we were not able to bring an actual toy to our holiday party, we would like to continue that giving tradition and encourage members to donate as they may be able at the following link:
<https://www.toysfortots.org/donate/>.



Employment Opportunities



To post opportunities on the website or in the newsletter, contact Tiffany Lewis with information about the position you have available (contact@aiphilametro.org). We are happy to post on our site.

Licensed/Certified Appraiser Wanted!

Valucentric is a fast-growing appraisal firm owned by appraisers with W2 staff in 20+ states with an opportunity for Certified/Licensed/Trainee Residential Appraisers.

The Valucentric TEAM works collaboratively, providing industry-leading technology for efficient research and analytics vital for our high standards of quality reporting. The superior resources we offer, along with extreme respect for all TEAM members, make Valucentric an extraordinary working environment!

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