

A Message from the President

Bob Myers, MAI



First, let me thank everyone for the opportunity these past few years to serve on the Chapter Board, and especially for the opportunity to now serve for a year as the President of our chapter. It is an honor and a privilege to be able to work with so many of our

talented members who are unselfishly giving of their time. I would like to especially thank the many members who have been working both tirelessly and with distinction on behalf of our chapter at the local, regional, and national levels; I am truly in awe of your contributions.

To say the least, since our last newsletter in December, we have all experienced the continuation of unprecedented events and times, both professionally and personally. As of the writing of this newsletter, our local states have returned to business as usual at least legally, and so here is hoping for a return to normalcy.

That said, the past 15+ months have been very challenging from the perspective of our profession, and addressing the real estate markets and valuation has been and will likely continue to be a difficult (yet rewarding) endeavor for us as appraisers. But we are also dealing with ongoing challenges for our profession at-large (diversity, equity, and inclusion; unconscious bias; recruitment, education, and training; and regulatory hurdles, to name a few of the high-profile topics).

As you will see in this newsletter and elsewhere, we have Chapter members tackling these issues head-on and doing excellent work, serving as leaders not only locally but nationally. And the Appraisal Institute's national leadership team has taken a proactive approach to being part of the solutions to the challenges at hand. We should all be proud to be a part of this great organization which is making herculean efforts in dealing with the pandemic, social issues, and the many other pressing and important issues facing our industry.

So please take a few minutes and read this newsletter, visit the Chapter website, and please attend our long overdue in-person gathering on September 28, 2021. I hope you will reach out to myself and the other members of your Chapter Board and committees, to not only ask questions, but to

also offer your insight and volunteer your own efforts to the cause of continually improving our profession, no matter how daunting the difficulties of the day.

Gail Lubeck Memorial Scholarship

Susan Curran, MAI, AI-GRS

The Philadelphia Chapter is pleased to announce the Gail Lubeck Scholarship, available to women associated with the Appraisal Institute in the Philadelphia Chapter or in Region VI overall as a Candidate for the MAI designation or a Practicing Affiliate working toward designation.

In honor of the late Gail Lubeck MAI, a tireless, positive advocate for all Chapter members but especially for women pursuing the MAI designation, our Chapter received unsolicited donations to remember Gail, and those were substantially added to when the Scholarship initiative was approved by the Chapter Board and publicized over the past year. The deadline for donations was April 1, 2021.

The Scholarship guidelines and application are drafted and are being finalized. The expected timing is a release of the Scholarship initiative and application by July 1 and an application deadline of September 15. The scholarships will be awarded at the Chapter Picnic meeting at Manufacturer's Country Club on Tuesday, September 28, 2021. Gail's daughter Karen and former employer Barry Ludwig, and others will remember Gail with a few words at that event. All Chapter members, others considering joining our Chapter, and of course, all who knew Gail are invited to attend this most anticipated first "in person" Chapter meeting in 18 months!

Our Chapter is seeking potential applicants for the Gail Lubeck Scholarship! Please publicize this initiative to any female appraiser pursuing the MAI designation as a Candidate or a Practicing Affiliate within the Region VI area. The Region includes New Jersey, Pennsylvania, Delaware, Maryland and Washington DC.



For any questions, please contact Tiffany Lewis, Chapter Executive Director, at contact@aiphilametro.org or Susanne Curran MAI, AI-GRS, Chapter Vice President and Chair of the Gail Lubeck Scholarship Committee at curranappraisal@gmail.com.

2021 Chapter Elections

On June 29, 2021, the Chapter met for a brief General Membership meeting via Zoom. During the meeting, the Chapter heard updates on the National and Regional proceedings provided by Region VI Chair, Richard Wolf, MAI. News regarding government relations and the CPREA was presented by Mike Mignogna, Justin Reis and Chris Bourland.

After updates were given, the official slate from the Nominating Committee was put to a vote. The vote was unanimously in favor of approving the following board members and officers. Positions marked with an * were newly voted at the meeting.

Officers:

President – Susanne Curran, MAI, AI-GRS

Vice President – Tim Crann, SRA

Treasurer- Carlo Batts, MAI

*Secretary- Justin Gohn, MAI, SRA

Directors:

Ed Falkowski, MAI, SRA

Heidi Ford, SRA, AI-RRS

Rick Hideck, MAI

Teresa Hoberg, MAI

Alan Kaplan, MAI

*Mark Kenney, MAI

Joseph Sisson, MAI

*Mark Tekerian, MAI

*David Wilk, MAI

Education Update

This year presented a slew of new challenges for the education committee. Never knowing what the restrictions would be at any given time period, we managed to plan a great deal of virtual education in the early months, and we are now able to offer in person classes again.

Being a recertification year for appraisal licenses in PA and other states, continuing education was the primary focus. In addition to the mandatory 7 Hour USPAP Update, 2 Hour PA Rules and Regulations and 2 Hour NJ Rules and Regulations courses, we were also able to offer Land Valuation: Tips and Trends, and Xtreme Appraising: Valuing CRE in a Down Market. These CE seminars were all offered virtually.

As per usual, the pinnacle of our education offerings was the 7th Annual Real Estate Trends seminar, featuring experts from our region, as well as all over the country. Since we were offering it virtually and it is very difficult to spend a full 7 hours on a Zoom call, we were able to break it down into more tolerable 3.5-hour chunks. In addition to

Sessions A and B, this year, we were able to add a Session C which focused on interesting topics and speakers geared towards residential appraising. We had a wonderful turnout for this added session and hope to be able to continue to offer education opportunities for our residential appraisers.

With restrictions lifting, we are thrilled to be back in person for education! Our first in person seminar will be a great session of Condemnation Appraising: Principles and Applications being taught by Vince Dowling on September 22-24 in King of Prussia. We hope to see a lot of folks there to enjoy in-person education once more.

Upcoming Education

September – Delaware Rules and Regulations (Date TBD)

Sept. 22-24, 2021 – Condemnation Appraising: Principles and Applications – King of Prussia, PA

October – Business Practices and Ethics (Date TBD)

October- General Review Theory (Dates TBD)



University Relations Update

Ed Falkowski III, MAI, SRA

Like most aspects of life over the past ±15 months, the COVID-19 pandemic has certainly “altered” our approach to University Relations. While we are very much looking forward to going back to various campuses in the Fall to resume in-person presentations, we made best efforts to keep the train rolling forward.

Temple University, as many of you know, has been our longest-standing relationship. The URC has certainly benefited from a strong relationship with David Wilk, MAI, CRE, FRICS, the Director of the Real Estate Program for the Fox School of Business at Temple, as well as our previously forged relationship with the Temple Real Estate Organization (TREO). As the spring time is generally the URC’s “slow time” with regards to university outreach efforts, we have maintained our presence at Temple by keeping in touch with TREO members both past and present as well as being present in several TREO meetings/presentations. My discussions with TREO representatives have resulted in a unanimous excitement for our live and in-person return to Alter Hall in the Fall! Also, the URC has worked with several TREO members in getting placed with local real estate appraisal firms and this continues our success from prior years!



Multiple chapter members have inquired about our connections with Penn State University and I have been coordinating with them regarding any/all interest that PSU graduates may have in the space of real estate valuation. They too are looking forward to hosting us live in the Fall on the heels of our success at their virtual “boot camp” last Fall and with the level of interest that our chapter has shown in hiring/recruiting their students. As a reminder, both Penn State and Temple have been accredited by the AQB and both schools allow graduates to have a majority of their Qualifying Education (QE) hours upon graduation – what a great benefit!



have a contact there, please let us know and we'll be happy to introduce ourselves!

Conservation Easements Updates

Vice President Susanne Curran MAI, AI-GRS has been extremely active in the area of conservation easements. She served as the sole Review Appraiser/Consultant supporting the US Senate Finance Committee's Comprehensive report into over 660 conservation easement syndication fraud cases over a three-year investigation centered in the Southeast US. The Senate Finance Committee Report of August 2020 is attached, as is Susanne's Appraisal Review Report, also published by the US Senate Finance Committee. Following this investigation, a new joint Legislative Bill was proposed: "The Charitable Conservation Easement Program Integrity Act", which enjoys bi-partisan support and is expected to become law. This legislation was highlighted in the Appraisal Institute's "Valuation" publication on P, 27 of the 3Q4Q 2020 issue. The three-year investigation prior to the Senate Report revolved around a single appraiser responsible for his report that Susanne reviewed, and he was also responsible for hundreds of other inflated appraisal reports. Claud Clark III turned in his appraisal certification in May 2019.

Senate Finance Committee

Report: <https://www.finance.senate.gov/imo/media/doc/Committee%20Print.pdf>

Susanne Curran Consulting Appraisal Review report: <https://www.finance.senate.gov/imo/media/doc/Exhibit%2029%20-%20AREAB%20-%20Investigation%20Summary%20-%20Claud%20Clark,%20III.pdf>

Exhibits: <https://www.finance.senate.gov/imo/media/doc/SFC%20-%20Syndicated%20Conservation-Easement%20Transactions%20Exhibits%202.pdf>


Valuation Magazine Q3Q4 2020:

https://www.valuation-digital.com/valuation/q3_4_2020/MobilePagedArticle.action?articleId=1651544&Im=1619006792000#articleId1651544

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.

 We have also stoked the fire at Lehigh University. I was tapped to be a mentor in their long-standing Collins Family Scholarship Real Estate Capstone competition. After several years of being a judge, I found that being “on the other side of the table” was equally as rewarding and forged good bonds with students, judges and Lehigh faculty. In fact, Lehigh has recently reached out to me about being a part of a “virtual speaker series” that they will hold in the fall and they are very excited about promoting their AQB accreditation as well. Of course, while we enjoy any and all mediums to reach the students, we will be further inquiring about visiting campus live as we feel that’s where we are “maximally productive”!

Additionally, work is well underway to reach out to Historically Black Colleges and Universities (HBCUs) in an attempt to broaden the URC’s outreach and to offer a very viable career alternative to additional Universities and Colleges. This effort is being led by our own Carlo Batts, MAI and I have linked him with several members on the AI National University Relations Committee on which I sit to help foster additional ideas and strategies. Anyone who is interested in this endeavor is encouraged to contact both Carlo and me!

Speaking about the AI National University Relations Committee, we are really making solid progress on multiple fronts. The committee is led by Ryan Zink, MAI of Tampa, FL. In my professional career, I don’t know that I’ve ever met anyone who does as much for the AI as he does. It’s truly inspiring! He has helped in our efforts for recruiting new Universities to get AQB accredited, our HBCU initiatives, the new AI University ambassador program as well as multiple other initiatives which are getting off of the ground.

Again, I know that nothing has been “typical” since the beginning of the pandemic and Walt, Christin, Joe and I would like nothing more than to resume our in-person discussions with these (and other) Universities. We truly feel that the appraisal profession is a viable career opportunity and we’re seeing positive results from our efforts (namely new entrants into the appraisal workforce and, ultimately, the Appraisal Institute!). Finally, if you know of a University/College which has either an established or burgeoning real estate program/degree/minor/etc. and you

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	Bob Myers, MAI myersb99@gmail.com
Vice President	Susanne Curran, MAI, AI-GRS curranappraisal@gmail.com
Treasurer	Tim Crann, SRA TimCrann@comcast.net
Secretary	Carlo Batts, MAI c.batts@rhappraisals.com

Directors

Heather Byrnes, MAI, AI-GRS
Chris Bourland, MAI
Edward Falkowski, MAI, SRA
Heidi Ford, SRA, AI-RRS
Justin Gohn, MAI
Rick Hideck, MAI
Teresa Hoberg, MAI
Alan Kaplan, MAI
Joseph Sisson, MAI

Immediate Past President:

John Crognale, MAI

Committee Chairs

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