

A Message from the President

Bob Myers, MAI



Happy holiday season and best wishes for a fulfilling New Year to everyone affiliated with our Chapter and your families and friends!

As 2021 is nearing its conclusion, we look forward to 2022. Hopefully trends will ultimately be positive next year on all fronts,

both within and beyond the appraisal profession. While there are a variety of views within our organization on many issues impacting our field, one thing is certain: Change is coming to the appraisal industry and the Appraisal Institute. In fact, significant Change is already underway. So with that in mind, please give thoughtful consideration to getting involved and having an influence on those changes.

As we move into 2022, the Appraisal Institute nationally has already established itself as a proactive thought leader in many emerging arenas of Change, including active involvement by a number of our fellow Philadelphia Chapter members. Notable topics from 2021 which will continue to be important in 2022 include DE&I, University Relations, Appraisal Foundation, PAREA, and CPREA. News will be breaking soon from AI regarding matters ranging from unprecedented university hiring opportunities to “flight simulators” for appraiser training, just to mention a few of the high-profile topics. If any of these references are not familiar to you, perhaps that is all the more reason to take the initiative to become more involved with the Chapter and AI National.

Locally we have seen our membership and Chapter Board become a more diverse organization, including age, gender, and ethnic diversity. We have been able to use technology to improve education and execute the affairs of the Chapter even while we have recently made successful efforts to return to in-person events and classes. Not to mention a warm reception from students on many college campuses, students whom we now see beginning to get involved with AI even at this early stage in their discernment of career choices.

Within this newsletter, on our Chapter website, in the President’s emails from the National President, and at the AI website, you will find much more in the way of details regarding these matters which are only briefly mentioned here. Please avail yourself of all these informational resources, and please do not hesitate to contact me by email with your questions, comments, and concerns.

Lastly, I would like to close by expressing my sincere appreciation for the support and kindness so many of you have extended this past year. It has been a pleasure and a privilege to serve as Chapter President for 2021. Warm wishes for the best 2022 we can imagine!

National Board Update

Richard Wolf, MAI, SRA, AI-GRS
With Ed Falkowski, MAI, SRA

The National Board of Directors has been busy in 2021. We have approved a number of motions that will provide tangible benefits for our members. We have approved and prioritized our strategic plan. In November, we received a “Pathway to Success” Grant from The Appraisal Foundation for the development of a Practical Applications of Real Estate Appraisal (PAREA) program to provide an alternative to the traditional experience requirement. We have already begun work on its development. We are hard at work trying to enhance our Diversity Equity and Inclusion (DEI) efforts. PAREA and the University Relations Committee (URC) are two ways we will accomplish this initiative. Earlier this year, we eliminated the annual fee for student membership in the Appraisal Institute. In 2022, URC will reach out to approximately 100 universities across the country that have real estate majors. URC now is searching for ambassadors for each university. The universities in Region VI are (universities in red already have an assigned ambassador):

Johns Hopkins University

University of Baltimore

Monmouth University

Rowan University

Clarion University of Pennsylvania

Drexel University

Morgan State University

Penn State University

Saint Joseph’s University

Temple University

University of Pennsylvania

George Washington University

Delaware State University – Dover

University of District of Columbia

Howard University

Bowie State University

Coppin State University

University of Maryland – Eastern Shore

Cheney University

The Lincoln University

The Appraisal Institute ambassador will be the first point of contact to the students at the university. The ambassador will inform the students of the appraisal field and the Appraisal Institute. Students will be encouraged to post their resume for an internship and/or appraiser trainee position to the Appraisal Institute website. Each Appraisal Institute member will have access to the resumes. This will provide our members with a pipeline to connect with real estate students interested in becoming a real estate appraiser or analyst.

Our members need to be aware of take advantage of this huge opportunity. Keep in mind that many of the universities have been approved for education credits from the Appraisal Foundation. For example, Pennsylvania State University has been approved for 258 hours towards the 300 hours required to obtain a General State Certification License. Thus, a company that hires a PSU student graduating from the real estate program will have a huge time and education cost savings. This is a paradigm shift in the market. The cost savings allows our members to provide more competitive salaries to prospective hires. As you look toward 2022 plan how you can take advantage of the opportunity!

If you are interested in becoming an Appraisal Institute ambassador for one of these universities, please reach out to Richard Wolf, Region VI Chair, at rwolf@valbridge.com, Joshua Garrettson, Region VI Vice Chair, at joshua.garretson@farmcrediteast.com or Ed Falkowski, University Relations Committee, at ed.falkowski@cushwake.com.

The Appraisal Institute has a bright future and we're looking forward to a prosperous 2022. Best wishes for a happy and healthy holiday season!

Gail Lubeck Memorial Scholarship

As announced earlier this year, the Philadelphia Chapter was thrilled to launch 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.

After a successful application process, including candidates from all of Region VI, the scholarships were awarded to five women at the September Chapter Picnic. This event attracted many of our members who wanted to honor Gail and encourage women in the field, including many of the Chapter's designated women.

In addition to our Chapter members, Karen Lubeck, Gail's daughter attended and was able to hear glowing tributes given by Susanne Curran, Committee Chair and Barry Ludwig. Karen also shared a few words about her mom's dedication to not only the profession, but also the people Gail had helped working with afforc



Above: Karen Lubeck receives memorial plaque from Susanne Curran.



L Photo: Chandra Mast receives scholarship from Susanne Curran. R Photo: Michele Taunton receives scholarship.



As funds remained, we were able to open another round of applications and award an additional two scholarships at the Holiday Party and Installation of Officers.



L- Allyson O'Malley receives her scholarship award from Committee Chair, Susanne Curran. R- Susanne with Allyson and fellow recipient Chandra Mast.

Congratulations to all of the awardees listed below!

September Awardees:

- Michele Taunton
- Emma McWilliams
- Chandra Mast
- Jessica Klauder
- Jessica Mazzetta

December Awardees:

- Kristen Stretz
- Allyson O'Malley

We are beyond thrilled to take these steps in order to advance women in the field, and in doing so honoring the memory of a bold and beloved Gail Lubeck!

Education Update

Rick Hideck, Education Chair

2021 has brought new challenges from the educational standpoint. On the local level, we are "competing" with the National Appraisal Institute as they continue to offer more courses online and synchronously. We will continue to strive to put on in-person courses locally as long as there is demand.

The following link is to a 5-question survey that will help guide the Education Committee with which in-person courses for Qualifying and Designation Education we will bring to the area in 2022.

<https://forms.gle/Ly4Jzaapdq6FwPw5A>

Please take a moment to fill it out with your educational wants and needs. **Please forward the survey link to any trainees or undesignated members that are not members but may be interested in taking courses offered locally.**

We will also be offering our Real Estate Trends Seminar in the Spring, so be on the lookout for dates. Ideas and speakers for Real Estate Trends topics are always welcome. Please email Tiffany at contact@aiphilametro.org if there are any topics you would like to hear about.



A Message From the President-Elect 2022

Susanne M. Curran, MAI, AI-GRS

As we close out 2021 with renewed warnings about gatherings and health risks, I am grateful for our Chapter having successfully gathered the Board of Directors, members, new designees, class attendees from as far away as Alaska



Past, present and future Presidents at the 2021 Holiday party.

and Colorado, annual chapter award winners, other honorees and their families together in person several times over the last six months. Most recently, 55 attendees celebrated at the annual Holiday Party and Officer Installation event on December 1 at Sandy Run Country Club in Oreland, Montgomery County. After a one-year suspension of this event, it was a joy to catch up with so many appraisers and past Presidents enjoying the camaraderie.



Retired Marine and Toys for Tots representative addresses the crowd.

In addition to the typical agenda, the Chapter again donated to the Toys for Tots campaign and also welcomed guests including two of our newest members, and two of the seven scholarship awardees for the Gail Lubeck Memorial Education Scholarship. MAI Candidate, Brendan Wewer and John Vincent stepped up to represent the

Chapter by making an appraisal presentation to Temple University Real Estate students "on the fly" without the help of University Relations Chair Ed Falkowski, MAI, SRA due to a scheduling conflict. Brendan and John did a great job representing our Chapter! Also, Allyson O'Malley and Chandra Mast, attended as Scholarship Recipients of the Gail Lubeck Scholarship. Also attending as an esteemed guest was Joshua Garretson, MAI, AI-GRS, AI-RRS, Region VI Vice Chair and member/past President of the Southern NJ Chapter. Our indispensable Chapter Executive Director, Tiffany Lewis was recognized for her 11 years of service to our chapter. Thank you, Tiffany, for all you do!

Major congratulations are due to four new MAI Designees who were awarded their certificates at this event, several of whom waited up to 2 years for their presentations of certificates: Maureen Fox, MAI; Brendan Grike, MAI; Joanna Witte, MAI; and David Koczirka, MAI. Well Done!



Top L: Maureen Fox receives her MAI from her husband Mike. Top R: Brendan Grike, MAI presented by Paul Quinn and Mike Lagreca. Bottom L: Joanna Witte, MAI presented by Rick Hideck. Bottom R: David Koczirka receives MAI from Richard Wolf.

Major congratulations are also extended to the winners of the two Annual Chapter Awards:

Felice Rocca Award, Presented by Jim Klementisz, MAI:
Awarded to David Wilk, MAI

Harrison-Winder Award, Presented by Lou Iatrola, MAI,
SRA: Awarded to Trip Lukens, MAI, SRA



L-David Wilk receives Rocca award from Jim Klementisz, Committee Chair. R- Trip Lukens receives Harrison-Winder award from Lou Iatarola, Committee Chair.

Chapter Leadership Update

Thank you very much to outgoing President Bob Myers, MAI for your time and service to our Chapter over the years of rising through the officer posts, attending the National AI conference this year and regional meetings, attending the AI LDAC event, and serving on the Board in various capacities. Over the past two years of COVID uncertainty and changes, Bob provided a steady and insightful voice of reason in Board discussions on events, classes, budgeting, balancing finances etc. Bob's leadership and contributions are much appreciated. Also, a sincere thank you is extended to two outgoing Board of Director members for their time and service to the Chapter: Chris Bourland, MAI (also Government Relations Committee Chair) and Heather Byrnes, MAI, AI-GRS. We welcome Mark Tekarian, MAI; Mark Kenney, MAI and David Wilk, MAI as they join the Board.

The 2022 Chapter Officers and Board of Directors are:

Chapter President: Susanne M. Curran, MAI, AI-GRS
Chapter Vice President: Tim Crann, SRA
Chapter Treasurer: Carlo Batts, MAI
Chapter Secretary: Justin Gohn, MAI, SRA

2022 Board of Directors:

Ed Falkowski, MAI, SRA; Heidi Ford, SRA, AI-RRS; Rick Hideck, MAI; Teresa Hoberg, MAI; Alan Kaplan, MAI; Mark Kenney, MAI; and David Wilk, MAI.



Installation of Officers, L to R Susanne Curran, Tim Crann, Mike Mignogna (Installing official), Carlo Batts, Justin Gohn, Rick Hideck, Teresa Hoberg, David Wilk.

PLEASE NOTE: all members of our Chapter, including Candidates and Practicing Affiliates are welcome to attend Chapter Board meetings in person or via Zoom

Committee Members: Anyone interested in serving on a committee with the Chapter Board next year, including Education, Government Relations, Public Relations, University Relations, and Candidate Guidance, please contact me at curranappraisal@gmail.com.

Regional and National AI Update:

First of all, thank you to Chapter member, Richard Wolf, MAI, SRA AI-GRS who presently serves on the AI National Board of Directors and as Region VI Chair, which includes New Jersey, Connecticut, Pennsylvania, Delaware, Maryland and Washington DC. Thank you also to member Mike Mignogna, MAI, SRA, AI-GRS, who currently serves on the AI National Board. Thank you for your time and service.

A prior newsletter in 2020 detailed many Chapter members who have served on National AI Committees including Trip Lukens, MAI, SRA; Brian O'Donnell, MAI; Maureen Mastroiemi, MAI and others. Presently serving on National Committees are Ed Falkowski, MAI, SRA on the University Relations Committee and myself, appointed to my second Committee, the Professional Practice Compliance and Enforcement Committee. Please locate Main Search Bar then "About Us", "AI Leadership Opportunities," "Leadership Registry" on the AI website. Fill out "Leadership Registry" by mid-year every year (approximately June) to be considered for a National Committee.

Chapter Engagement

Going forward into 2022, I presented some ideas for Chapter Engagement events which I hope will build on our successful "live" events and classes in 2021. These could involve outdoor walking tours of certain neighborhoods and real estate projects, rooftop deck happy hour, and other ideas coming soon! Please feel free to share any ideas for Chapter Engagement events in 2022.

Education Update

The Chapter successfully offered the AI courses General Appraiser Market Analysis, Highest and Best Use, Review Theory-General, and Business Practices and Ethics in person within the past six months. Thank you to Valbridge Property Advisors of King of Prussia for the use of their large conference room facility for these in-person offerings. Also offered were USPAP 7 HR Update/virtual, PA 2 HR Regs, Delaware 2 HR Regs/virtual, Land Valuation/virtual, and our very successful annual Real Estate Trends seminar in three virtual sections, including a residential component. Thank you to Tiffany Lewis for obtaining the approvals and setting up all of the AI Courses, and also thank you to Education Committee Chair, Rick Hideck and his Education Committee for their continued great work on setting up the Real Estate Trends presentations.

Conclusion and Request

I look forward to working with the Officers, the Board, the Executive Director, and Chapter Members on adding Chapter Engagement events and generating feedback and ideas. Please contact me next year with your thoughts and ideas. To echo the sage words of Bob Myers, it is an honor and a privilege to be serving as Chapter President next year.



2022 President Susanne Curran with her daughters as she is installed.

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. To view all opportunities currently listed, please visit <https://aiphilametro.org/job-listings/>.

LAT or Certified General Appraiser Wanted:

Real Estate Appraisal firm seeks a LAT or certified general appraiser. Practice focused on litigation and conservation/preservation easement donation appraisals

Please send resumes to Joe De Marinis:
joed@clarionsamuels.com

Review Appraiser Wanted:

Customers Bank has an immediate opening for a Review Appraiser in our Credit Department. As the Review Appraiser, you assume the responsibility of ensuring that Customers Bank is in receipt of credible regulatory and policy compliant third-party reports regarding real property taken as collateral.

Interested parties should contact Dawn Leip at dleip@customersbank.com or Amy Riordan at ariordian@customersbank.com.

Full description located here:

<https://aiphilametro.org/job/review-appraiser/>

Experienced Commercial Real Estate Appraiser Wanted:

Commercial real estate appraising is finally catching up with the 21st century and WestRock Appraisal Services, Corp. has been a leader in that evolution since 1987. With almost 35 years of experience and licensed in 17 states WestRock is on a growth track and we are looking for review appraisers to help us in our growth initiative.

As an experienced appraiser you will bring the following:

- 5+ years of experience in Commercial Real Estate Appraisal
- Certified General Appraiser license in any state (active license(s) only)
- Experience with appraising: multifamily/apartments, retail, office (vacant land and hotels a definite plus)
- Your own computer and high-speed internet including Microsoft Word and Excel

This is a 1099 Contractor position that will allow you to:

- Leverage your experience
- Work 100% remotely
- No field work required

For questions or to submit your resume contact Barry Eizik at (973) 937-8762 x 127 or email: beizik@westrockappraisal.com

Officers and Directors

We are so grateful for another year of excellent leadership amid abnormal circumstances! Thank you to the Officers and Directors of 2021. As always, please feel free to contact the Board with any questions, comments or concerns.



(From L to R)
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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