

Philadelphia Metro. Chapter

MESSAGE FROM THE PRESIDENT

By Susanne Curran, MAI, AI-GRS

Welcome Spring!

I am happy to report that the state of the Philadelphia Chapter as of early 2022 is highly active, as evidenced by Chapter members participation in judging national university real estate case competitions and participating in a market intelligence presentation, and our Chapter Education Committee presentations, especially our Annual Chapter "Real Estate Trends" seminars, this year presented "in person" as well as virtual via Zoom.



The Chapter has also continued to approve educational scholarship awardees for the Gail Lubeck MAI Memorial Educational Scholarship for Commercial Women Appraisers. Through continued generous donations, applications continue to be accepted for the Gail Lubeck Scholarship. Also, the Chapter is increasingly adding Student Affiliates from our network of colleges with AI-approved Education Programs. Please keep in mind that our Chapter educational presentations help support Chapter Dues and the Chapter 'bottom line'. Because 2021 was a license recertification year for PA and NJ, Chapter finances were solid based on great educational presentations with strong member support. We would like to keep that trend going in 2022 via strong member support for our Chapter education program. See below for current classes and thank you very much to the Education Committee members.

Recent Chapter activities include a March 24 gathering at Manufacturers' Country Club, where the Chapter held a short "in-person" Membership Meeting and presented 2 hours of CE plus a happy hour with really great hors d'oeuvres and hot sandwiches. This event had excellent turnout. Thank you to everyone who attended. See two photos below.

Newsletter Highlights

Message from the President

Upcoming Education & Events

Education News

Gail Lubeck Scholarship Update

University Relations Update

Support for Michael Mignogna for National VP





Chapter Presidents: L TO R: Mike Mignogna, Jack Coyle
Susanne Curran, Bob Moore, J. Brian O'Donnell

Our next scheduled "in person" Chapter gathering will be a Board Meeting/June Chapter Picnic in person on June 22 at Manufacturer's Country Club.

Nominations for Chapter Board of Directors and Chapter Secretary are open NOW! Full details are available on the last page of this newsletter.

Our Current Board members and officers are:

President: Susanne M. Curran, MAI, AI-GRS

Vice President: Tim Crann, SRA

Treasurer: Carlo Batts, MAI

Secretary: Justin Gohn, MAI

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; Joe Sisson, MAI; Mark Tekirian, MAI; and David Wilk, MAI.

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

ATTENTION- HAPPENING NOW: VOTE NOW FOR AI VP CANDIDATE AND PHILADELPHIA PAST PRESIDENT MICHAEL ACQUARO-MIGNOGNA MAI, SRA, AI-GRS !! THIS IS VERY IMPORTANT as the AI VP is in line to ascend to AI PRESIDENT!! Deadline for votes/letters of support is May 6, 2022!! Please see the attached Letter Format pre-addressed to Joan Barngrover to email to AI National before the DEADLINE!

It is very important to vote for Mike- for the first time in a long time, or ever, ALL the Candidates for AI VICE PRESIDENT are from the EAST COAST!- which will split the vote. We want the Philadelphia Chapter to send the best candidate to the Board of Directors as the future AI PRESIDENT!!



L to R: Dave Curran, Megan Lewis, Mike Barth

I can't use TOO MANY exclamation points here! Mike has served on the National Board of Directors for years and presently chairs the prestigious AI Audit Committee and provided service on other AI Committees.

I have known Mike Mignogna MAI, SRA, AI-GRS for many years. I have reviewed Mike's work on a complex assignment for a large lender, and worked directly on a consulting project with him. I am very familiar with the extremely high quality and thoroughness of his appraisal work, and his high skill level. Mike established his own very successful regional appraisal firm and is known for his diligence and attention to complete and correct methodologies for the most complex of assignments. His clients include those which require the highest level of credibility and confidence in the analysis. In my opinion, Mike is also highly ethical, independent yet down-to earth, and works very well with other organizations and interests. Mike is a graduate of the University of Pennsylvania, has judged a number of major college real estate case competitions, made presentations to assessors, is experienced in court testimony, and has trained many good appraisers. In my opinion, Mike has the right temperament necessary to lead the Appraisal Institute and keep it at the top of the appraisal profession as the national thought leader organization despite ongoing changes and challenges.

Locally, Mike has served the Chapter in many ways including initiating and working with the Coalition of Pennsylvania Real Estate Appraisers (CPREA- all PA Chapters) which cohesively fought off an attempt by the PA Realtors to achieve legislative permission for its members to write real estate appraisals. Mike helped prevent that outcome and will take his experience in negotiation and advocacy for the Appraisal Institute to the positions of AI VP and AI President. Please VOTE by signing and emailing a letter for Mike Mignogna!!

Conclusion and Request

I am delighted be working with the Officers, Board, Executive Director, and Chapter Members on adding Chapter Engagement events and generating feedback and ideas. Please consider joining the Board or applying to serve as Chapter Secretary. Please contact me with your thoughts and ideas to benefit our Chapter.

Upcoming Education & Events

Mark your calendars for these upcoming Chapter Education Offerings and Events! Full details will be available on the Chapter website and distributed through email.

May 9-13, 2022- Quantitative Analysis, King of Prussia

May 20, 2022 - Real Estate Trends: Session B - Virtual and In person

June 7-10, 2022- General Appraiser Site Valuation and Cost Approach, King of Prussia

June 22, 2022- Board of Director's Meeting/ Annual Chapter Picnic and Elections, Manufacturers' Golf and Country Club

September 22, 2022- Joint Chapter Meeting and seminar at Top Golf, Mount Laurel NJ.

October 2022- USPAP, In Person. Date TBD.

Fall 2022- CE/Social Event, Center City

Education Update



As things begin to look and feel a little more normal, we are offering the best education possible both in person and virtually.

On April 29, we were able to offer the 8th Annual Real Estate Trends: Session A via Zoom and hear from six highly respected speakers. The 3.5 hour seminar flew by as we were presented timely data on the Industrial Market, Hotel Market and AirBnB's.

Session B will be offered concurrently, both in person and virtually on Zoom. This will allow our members to receive CE credit that best fits their preferences. When registering, please note that it is listed as two separate sessions and make sure to register for the correct one.

Topics for Session B include:

- Economic Update
- Developers' Update
- Residential Value Change

We are also offering several Qualifying and Designation Education courses this year. If you are working with appraisers who need this education, they may not be AI Members and may not know that these classes are being offered in person in the area. Please share with them so we can continue to bring classes to the area. We hope to add a few more in the fall, as well!

Gail Lubeck Scholarship

We are continuing to accept applications for the Gail Lubeck Memorial Scholarship for Commercial Women Appraisers.

The newest Scholarship recipients are Rachel Dalton of our Philadelphia Chapter, and Katie Bainbridge and Maria Nucci of the Southern NJ Chapter.

Scholarship funds are still available! If you know of a female MAI Candidate or Practicing Affiliate working toward the SCGREA or a brand new appraisal trainee looking to start her AI education toward commercial appraisal (located within Region 6), please contact Susanne Curran at curranappraisal@gmail.com.

University Relations

By Ed Falkowski, MAI, SRA

The Philadelphia Chapter's University Relations Committee (URC) presented to the Temple Real Estate Organization (TREO) on Wednesday, March 30. As you may know, the URC has made this trip to Temple annually since 2015. We came with fresh content, "throwables", as well as several chapter members who have expressed interest in attending to both "see the URC in action" and to meet the TREO members. We also presented on April 5th (Millanova) and April 27th (Penn State).

On the National URC front, I was tapped to be the 2022-2023 URC Vice Chair in addition to being the primary liaison between the AI's URC and TAF/AQB for their Degree Review Program. On that front, I have recently assisted with a school in Florida to complete their application for AQB accreditation (school name withheld while AQB is reviewing their application) and I am working with two Universities in Missouri in a similar manner (applications not yet submitted). Ideally, upon completion/approval, these Universities will have a majority of the hours approved for appraisal licensure – what a great benefit to both the students and their prospective employers!!

Finally, I was provided a list by the AI of universities/colleges which has confirmed the number of enrollees in the AI's Student Affiliate program and the Universities that they attend. The two Universities where we/I have been very active (Temple for years and Baruch where I was an Adjunct Professor in the fall) were T-2nd and 4th places, respectively, for total current Student Affiliates!!! In addition, it was reported on a recent national URC call that 72 new students have enrolled nationally since the Student Affiliate program waived their fee last November. This is real progress... BUT WE NEED MORE!!! For all of our chapter members out there, if you know of a University which we "should be in front of" and if you have a contact at that University, please let me know – we are happy to take it from there!

Leaders Wanted!

The Chapter Nominating Committee is current seeking those interested in leadership positions for 2023.

The Nominating Committee will be selecting three Directors and a Secretary.

This is wonderful opportunity to get involved and help shape the future for the Philadelphia Chapter of the Appraisal Institute. If you are interested in serving at either position, please send resume and statement of interest letting the Committee know for which position you would like to be considered. All materials should be sent to Tiffany Lewis at contact@aiphilametro.org by Friday, May 13, 2022.



2022 Officers and Directors of the Phila. Metro. Chapter

President

Susanne Curran, MAI, AI-GRS

Vice President

Tim Crann, SRA

Treasurer

Carlo Batts, MAI

Secretary

Justin Gohn, MAI, SRA

Directors

Edward Falkowski, MAI, SRA

Heidi Ford, SRA, AI-RRS

Rick Hideck, MAI

Teresa Hoberg, MAI

Alan Kaplan, MAI

Joseph Sisson, MAI

David Wilk, MAI

Mark Kenney, MAI

Mark Tekirian, MAI

Regional Representatives:

Tim Crann, SRA

Susanne Curran, MAI, AI-GRS

Bob Myers, MAI

Carlo Batts, MAI

May 6, 2022



Mr. Rodman Schley, MAI, SRA
Chair, 2022 National Nominating Committee
c/o Ms. Joan Barngrover, Secretary
Appraisal Institute Board of Directors

Dear Rodman,

Thank you for your continued time and effort to support the Appraisal Institute as Immediate Past President and in many other capacities.

This letter is to convey my support for selecting Michael Acquaro-Mignogna MAI, SRA, AI-GRS as the 2023 Appraisal Institute Vice President. Mike has served the Appraisal Institute at the Chapter, State, Region and National level. He also helped form a state-wide coalition of the four Pennsylvania Chapters who continue to cooperatively self-fund and work cohesively to block a persistent challenge by local Realtors seeking permission to prepare appraisal reports. This diligent and effective effort has been on-going for years.

Mike developed and manages his own regional, multiple-office appraisal firm, which is well-respected. Mike is well-known for being highly ethical, highly analytical, and dedicated to producing the best-quality multi-disciplinary appraisal work possible. He provides expert testimony and is a good communicator. He has been selected to judge national collegiate real estate case competitions, trains good appraisers, and is committed to maximizing the continued success of AI in the future. Mike will work to respond to and pro-actively intercept challenges to AI's professional reputation, its expertise, its members, and its Body of Knowledge.

He is down-to-earth and personable, and has the right temperament and measured approach to handle the challenges.

Please nominate Michael Acquaro-Mignogna MAI, SRA, AI-GRS as the Appraisal Institute 2023 Vice President. Thank you for your time and effort on the nomination process.

SIGNATURE