

# Iowa Chapter of the Appraisal Institute Newsletter



## Transition

First let us thank our outgoing president, David Binner, MAI for his service to the Chapter. Mr. Binner was instrumental in guiding the Chapter through a time of transition keeping a keen eye on our fiscal situation. In our



recent history, our Chapter has seen a transition in leadership as well as a shift in the education environment requiring a transition in the fundamental nature of the curriculum offered by this Chapter. When asked David said, “I just want to thank the Chapter for the opportunity to serve and we are in a solid financial position.” David was a key player in making our transition a success.

Recently, we completed our fiscal year 2017, a successful period for the Chapter with strong cash flow. The Board of Directors continues to monitor the budget, and are happy to have authorized movement of a portion of last year’s remaining cash to our money market account in an effort to build reserves.

This last year we concentrated on home grown classes due to better operating margins, which is aiding in the recovery of our reserves. Also aiding in this effort are Keith and Shauna Gehring, SRA, who have done a wonderful job in monitoring our financial performance. For the 2018 roster of offerings, please see the end of this newsletter.

Our Chapter’s relationship with National is also in transition. Over the course of the last year, National issued a proposal to restructure chapter finances and more recently the Governance Structure Project Team offered its recommendations. Potential changes include the sunseting of the regions and a realignment of the chapters. Resistance to the changes resulted in the resignation of Fred Grubbe, CEO. The Chapter leadership will continue to monitor these transitions.

# NEW 2018 IOWA CHAPTER OFFICERS & BOARD MEMBERS

**President: Tasha Gould, MAI**

**V.P: Jeremy Keller, SRA, AI-RRS**

**Sec/Treasurer: Jake Folger, SRA**

**Directors: Mickey Neilly (candidate); Eric Jennings (candidate); Robyn Marshall, MAI**

**Regional Rep: Bob McGivern, SRA**

At our recent Oktoberfest our new slate of officers and directors were inducted. We look forward to another successful year under the direction of our new chapter leaders.



## Chapter Education

In the past year, we delivered an excellent roster of classes intended to satisfy continuing education needs or refine your current practice. The following offerings for the coming year are presented with the same goals. **ALL** continuing education credits have, or are in the process of being approved for Iowa and Illinois Appraisers and Iowa Realtors for the courses. In addition, the course schedule is designed to provide continuing education for both the general and residential appraiser. Visit of webpage to see approval and class schedules.

Click here: <http://www.aiofiowa.org/Education/>

# 2018 Education Schedule

## **March** (\$185)

19<sup>th</sup> USPAP: Iowa City – 7 HRS Instructor: Vincent Dowling, MAI

21<sup>st</sup> USPAP: Sioux City– 7 HRS Instructor: Vincent Dowling, MAI

23<sup>rd</sup> USPAP: Des Moines– 7 HRS Instructor: Vincent Dowling, MAI

## **April** (\$150)

11<sup>th</sup> Hot Topics & Myths in Appraiser Liability- Des Moines; 7 HRS Instructor: Peter Christensen

12<sup>th</sup> Hot Topics & Myths in Appraiser Liability-Iowa City; 7 HRS Instructor: Peter Christensen

## **May** (\$180)

2<sup>nd</sup> Raising The Appraiser IQ: Iowa City– 7 HRS Instructor: Ted Whitmer, MAI, AI-GRS

3<sup>rd</sup> Raising The Appraiser IQ: Des Moines– 7 HRS Instructor: Ted Whitmer, MAI, AI-GRS

4<sup>th</sup> Raising The Appraiser IQ: Sioux City– 7 HRS Instructor: Ted Whitmer, MAI, AI-GRS

## **June** (\$180)

6<sup>th</sup> Managing Unusual Appraisal Assignments: Iowa City– 7 HRS: Instructors: Shawn Wilson, MAI / Joni Herndon SRA  
7<sup>th</sup> Managing Unusual Appraisal Assignments: Des Moines– 7 HRS: Instructors: Shawn Wilson, MAI / Joni Herndon SRA

## **September** (\$195)

7<sup>th</sup> The Discounted Cash Flow Model: Concepts, Issues and Application: Cedar Rapids– 7 HRS  
Instructor: Doug Potts, MAI, AI-GRS

## **November** (\$120)

9th Novemberfest / Annual Social: Des Moines – 4 HRS

Click here: <http://www.aiofiowa.org/Education/>

# 2017 LDAC Report



LDAC is amazing. If you've ever participated, you already know this. If you haven't, let me tell you about one of the best experiences of my professional life.

The Leadership Development Advisory Council takes place each spring in Washington DC. 100 appraisers from all fifty states and the entire Appraisal Institute Executive Board come together to talk about the biggest issues facing individual appraisers, the Appraisal Institute, and the appraisal industry in general.

The conference consists of three main components; the group discussion sessions, the lobbying trip to Capitol Hill and the after-hours networking sessions... yes, the after-hours sessions are at the bar, and they are official. Don't try to fight it. Just be smart, have fun and make friends. Trust me.

I could type volumes on what we discussed in the group sessions, but I think it's better to cut to the point of what these sessions are. They're a chance for us out here on the front lines to be face to face with the people at the very top of the Appraisal Institute to try to work things out together. Over the course of two and a half days, I met and had conversations with each and every member of the executive board and appraisers from across the country. Despite my loose claim to being a valuation expert, I simply cannot put a value on those conversations and the new friendships they've led to.

The lobbying trip to Capitol Hill is always on the second day. By now everyone's been through a few discussion groups, at least one after-hours networking session, and a complete pre-trip briefing (by an *actual* lobbyist). Overall confidence is usually high by this point. We all head over to the Hill, talking points in hand, and meet face to face with our Senators and Representatives. One could easily turn a cynical political eye here. I've questioned it myself. But that's the entire point of the trip, to go and question it, to go and sit face to face with your elected official and talk business. There is no substitute for this kind of communication.

If I could sum it all up in one thought, it is this: Spending this time, surrounded by the absolute best and brightest minds in our industry, sharing thoughts, ideas and philosophies, giving and receiving feedback of all types, has been the single most positive experience of my professional life. I now have a group of friends, colleagues and business contacts that stretches, literally, from Hawaii to New York.

I have been Iowa's lone representative for the past two years. This is the perfect opportunity to step up Iowa's presence on the national stage. Who else wants to be heard at the highest level next spring?

**Jake F Folger, SRA**

# Member News

**We would like to recognize newly designated members:**

Clinton C. Cota, SRA

Kyle P. Corcoran, MAI

Charles Gohr, MAI, AI-GRS

Adam Klassen, MAI

Lucas Wanninger, MAI

Robyn M. Marshall, MAI, AI-GRS

Amy J Kintzle, MAI

Karen C. Olson, MAI

Levi Freedman, MAI

**We would like to welcome new candidates:**

Austin Hayward

Rory Heim

Sarah Marie Lol

Kyle Randall Pedersen

Douglas Steinkamp

**And finally, we welcome our new affiliates:**

Kendal Cosgrove

Tyler W. Gornick

Joel D. Hansen

Sydney Rhodes

Clint Claser

Shaun Ward Taylor

Questions: Shauna Gehring, SRA

Executive Director of the Iowa Chapter of the Appraisal Institute

[Email: iachap@yahoo.com](mailto:iachap@yahoo.com)

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