



IOWA CHAPTER
of the Appraisal Institute

IOWA Chapter News
June 2011



FROM THE PRESIDENT

Heather Wren, SRA

I hope this finds you happy, healthy, and...busy! As we are nearing the midpoint of the year, it is a good time to pause for a moment and smell the burgers on the grill. The Iowa Chapter has been bustling with activity, most notably within educational offerings, regional meetings, and outreach to associates within the chapter.

Under the guidance of Rich Hughes, educational chair, assisted by Wayne Hennessey, once again our chapter has a variety of educational opportunities throughout 2011. Rich Hughes has done an outstanding job for many years selecting timely and topical educational offerings. True to this pattern, an upcoming late addition to the 2011 educational line-up is *The Uniform Appraisal Dataset from Fannie Mae and Freddie Mac* seminar. This seminar will help appraisers with the new reporting requirements going in to effect September 1. This is another example of how the chapter is responding to and meeting the needs of the membership and appraisers throughout our chapter. As always, if there are specific courses or seminars you would like to see our chapter offer, please let Rich or Wayne know. Also, don't forget to use your \$50 chapter classroom educational credit at one of our many offerings – one of many benefits of your membership.

Your chapter is also active at the regional and national level. The latest regional meeting was held this spring in St. Louis, MO. Our regional representative, Gary Weckerlin; our off-going national board member, Kevin Pollard; and I attended the two rounds of meetings. A particular issue was raised by our group in response to updates required by nationals to our Chapter Bylaws. These updates and changes are to maintain consistency with the national bylaws. The concern raised was regarding the requirement to have a short term limit of the Educational Chair. A review of the changes proposed to bylaws by the chapter board of directors, and the review spearheaded by past-president Chris Jenkins, caused the board great concern when we saw this provision. As a small chapter, one of many small chapters throughout the country, we feel it is unreasonable to require constant turn-over and change within our educational committee. So, we have brought this issue to the attention of the national leadership and will keep the chapter updated on how the matter unfolds. Our next regional meeting is right around the corner in Las Vegas in August, so if you have any questions or concerns to share, now is the time. This is another example of how your chapter is responsive to and engaged with the regional and national level of the organization.

Outreach to our chapter associates and to those members on a path toward designation is also of great importance to the group. If you are in one of these two groups, you have likely (or will soon) receive a call or a note from a fellow chapter member. It's important as a chapter to continue to meet the needs of all of the membership, designated, associate and affiliate.

If you have any suggestions, comments or solutions to a concern, please don't hesitate to be a part of the process. Let your voice be heard and help make your chapter vibrant and responsive to the needs and goals of our group.

Wishing you a safe, happy and prosperous summer!

FROM THE CHAPTER VICE-PRESIDENT

Rochelle Dietiker

I began my appraisal career in 1999 and have been a member of the Appraisal Institute since 2000. Since joining the Appraisal Institute, I have been able to take advantage of its many benefits. Some of which have included attending the Leadership, Development, and Advisory Council meeting in Washington D.C.; networking opportunities; use of the Lum Library; and the quality educational offerings.

Another benefit I have received is the opportunity to have worked with an MAI designated appraiser since the start of my career. The knowledge and experience he has shown and displayed over the years is second to none. About five years ago, I took (and passed) the comprehensive exam, and successfully submitted my experience hours for review. Since that time, life and work took over and I did not make any progress toward completing the demonstration report. About a month ago that changed. I am currently working on this final requirement and hope to have the designation by the end of 2011. The next couple of months will be a struggle, but my goal is within reach and I am determined to see it through.

With that said, I want to stress to you that membership in the Appraisal Institute is worth it! I know it seems like an arduous battle at times. I live it every day as well. Some days, work and home life take their toll. I have a family that is involved in many activities, and other interests that I pursue as well. But at the end of the day, I know my appraisal career has benefited from my association with the Appraisal Institute.

During these hard economic times, I understand that we are all looking for ways to minimize expenses. But I want to stress that maintaining your Appraisal Institute membership is worth it! If you are a member in need of the Business Practices and Ethics course, I want to remind you to check the Appraisal Institute website (www.appraisalinstitute.org) for in-class offerings, or sign up to take the online course. Recently, I and 14 other members of the Iowa Chapter took on the task of contacting every Associate in the Chapter. These calls are currently on-going and are meant to remind Associates that there is support out there, no matter the question. However, I want to take this chance to tell every member (Associate or Designated) that there are people here to assist you. Please do not hesitate to contact any one of the Board members of the Iowa Chapter with any questions you might have. We can be reached via the Chapter website which is www.aiofiowa.org.

Lastly, I want to remind each member to use the \$50 discount voucher for Iowa Chapter Appraisal Institute class/seminar offerings. The voucher code can be used once during the 2011 calendar year for in-class qualifying or continuing education only (not for on-line courses or packaged courses). If you have questions contact Rich Hughes or Wayne Hennessey for information on how to use this benefit.

Thank you and enjoy your summer!

FROM THE EDUCATION CHAIR

Rich Hughes, MAI, SRA

We are approximately half way through this year's educational program with a number of excellent courses and seminars coming up. Probably the most important seminar effecting residential appraisers is the "Uniform Appraisal Dataset" seminar scheduled for July. This is a joint effort by Fannie Mae and Freddie Mac to standardize and improve data quality to benefit the entire mortgage industry and the new reporting requirements are scheduled to be implemented by September 2011. The Uniform Collateral Data Portal, a new method of

transmitting appraisal reports will also be introduced. Alan Hummel, SRA and Dick Koestner, SRA will be the instructors. Be sure and sign-up early.

For Continuing Education, this was the last year for the 7-hour “Effective Writing Seminar” that was required by the state’s Appraisal Board. We thank Karen Oberman, SRA for writing the seminar, and Ranney Ramsey, MAI for instructing it. Their involvement was a tremendous help to the Iowa Chapter. With that requirement ending in July 2012, it enables us to offer additional seminars to fulfill your continuing education requirements.

There are several new seminars that have been tentatively scheduled for next year concerning the appraisal of “green” residential and commercial properties and spreadsheet modeling. All have received good feedback from attendees.

This September’s seminar is “The Lending World in Crisis; What Clients Need Their Appraisers to Know Today” with Jim Amorin, MAI. This is a very timely topic.

November’s end of the year program at the Amanas will be the financial crisis at the national and state level having to do with the income and property tax situation and their affect on real estate values.

This year we held several seminars in a new location in Cedar Rapids to accommodate more attendees and the feedback was that the “food” was very good. So you’ll probably see more seminars conducted at this location.

For Qualifying Education, there are two excellent courses scheduled in August that apply to both residential and general appraisers. “Real Estate Finance, Statistics & Valuation” taught by Ted Whitmer, MAI and “General Sales Comparison Approach” taught by Mark Rattleman, MAI and Ranney Ramsey, MAI. Even if you don’t need qualifying education hours, either one of these courses would be good to attend and update your appraisal knowledge. Just remember Ted teaches at Texas A&M, so don’t wear a Texas Longhorn shirt to class.

If you need additional continuing educational hours don’t forget the on-line seminars available through the Appraisal Institute.



Top-notch Appraisal Institute courses and seminars come straight to your desktop with online education! Learn from any computer anywhere, whenever you have time. It’s easy, convenient and a great way to get the education you want. [Check out the current course listing now.](#)

FROM THE TREASURER

Ranney Ramsey, MAI

The Profit & Loss Statement through 5/7/2011 shows total revenue of \$61,775. Most of this revenue comes from educational offerings. Only about 24% of the revenue is from chapter dues. Total expenses are \$40,503 year to date. Most of these expenses are related to educational meetings [59%].

However, gifts and scholarships account for \$5,250. This expense item includes our annual support of the UNI Foundation and undergraduate scholarship.

We are budgeting a small loss [\$15,810] this year in order to fund the voucher program to support the chapter and associate member's education expenses. Funding this program also serves to use excess reserves that the chapter has been fortunate enough to accumulate over the last several years. Be sure to use your voucher before the year's end. If you have questions contact Rich Hughes or Wayne Hennessey for information on how to use this benefit.

FROM THE PUBLIC RELATIONS CHAPTER COMMITTEE

Gene F. Nelsen, MAI CCIM
Co-Chair

University of Northern Iowa Real Estate Education Program Advisory Council met April 13th in Cedar Falls. The Council discussed possible additions to the Council. The number of majors in real estate stands at 148 and there are 29 students pursuing a real estate minor. Scholarships were awarded the students for the next academic year. Travis Nissen was awarded \$950 from the Iowa Chapter of the Appraisal Institute. I am also proud to announce that Don Guarino and Jacob Pabst each received \$1,000 scholarships from Nelsen Appraisal Associates, Inc. In all, over \$25,000 in scholarships were awarded the students.

Iowa Chapter of CCIM has occupied much of my time this year, as its president. This has been a very involved and rewarding experience. Next meeting is in July. CCIM has been seeking out joint events, and I would love to get the Appraisal Institute and CCIM Iowa chapters together for some education and/or social activities.

The *15th Annual Commercial Real Estate Expo* will be held October 4, 2011 at the Sheraton West Des Moines. The Expo features 12 breakout sessions and three professional speakers, including Dr. Ernest Goss, Economics Professor at Creighton; Steve Siemans, CSP, of The People Builder; and motivational speaker Bill Rancic, known best as the original Apprentice from the Donald Trump program. The event is typically attended by 250 commercial real estate practitioners including brokers, appraisers, bankers, attorneys, and property managers.

As some of you may know, I have been recently appointed by the Governor to the Iowa Real Estate Appraiser Examining Board for a three year term. I want to thank Mike Lara, MAI for his years of service, including Chairmanship, of the Board. In my first few meetings it has become clear to me what an asset Mike was to the Board, and also how much he will be missed. I'm also glad to announce that Judy Zwanziger, SRA from our chapter, is the newly elected Chair!

MEMBER NEWS

New Associates

We welcome the following Associates who have joined our Chapter since December 2010:

Cliff R. Carlson	Associate General
Mike Hoffman	Associate Aspiring
Jeremy C. Cribb	Associate General
Cody John Seeley	Associate General
Brad Bohl	Associate General
Sam Schumacher	Associate General
Paul Eckhoff	Associate General
Thomas R. Van Buer	Associate General

Shawna A. Neal	Associate Residential
Jessica M. Mills, MAI	Newly Designated
Chad Martindale	Associate Residential
Jillisa M. Ingham	Associate Aspiring
Marlena LeBlanc	Affiliate
Travis Ryan Cronbaugh	Associate Residential
Daniel Richard Remer	Associate General

If the Chapter can be of help to any of you, please contact your Residential Associate Chair, Katherine Cox, SRA, at kathy@messmerappraisal.com or 563-323-3384 and/or your General Associate Chair, Dane Anderson, MAI at daneanderson@iowaappraisal.com or 515-283-0146. Good luck to all of you in your path to an exciting and prestigious designation.

Member News

Jessica M. Mills, MAI received her designation since our last Newsletter. Congratulations Jessica.

Members on the move include:

- Curtis J. Bedwell transferred to the Hawaii Chapter.
- Karen Oberman, SRA resigned her membership.
- Mark D. Lenius resigned to seek a new career.
- Pamela J. Housman resigned to enjoy retirement.
- Seth Gelkes resigned to enter a new profession.

We are sorry to lose these members, but wish them well in their new endeavors.

Deceased Members

One of our former members, Harry Winegar, MAI passed away. He was active in the appraisal field and in our organization until he retired in the late 90’s.

Current Chapter Membership

The current Iowa Chapter membership breakdown is:

<u>Category</u>	<u>MAI</u>	<u>SRA</u>	<u>SRPA</u>	<u>Undeclared</u>	<u>Other</u>	<u>Total</u>
Designated	58	38	5	0	0	101
Associates	96	37	0	4	0	137
Affiliates	0	0	0	0	5	5
Total						243

The Iowa Chapter offers many benefits and welcomes new members. For information on the Iowa Chapter visit our web site www.aiofiowa.org.

IOWA CHAPTER - 2011 EDUCATIONAL CLASSES

We are half-way through our educational classes. Enrollment on these classes totaled:

Thinking Outside the Box	71 Students
USPAP Update	211 Students
Report Writing	<u>197 Students</u>
TOTAL ENROLLMENT	479 Students

Educational classes remaining for 2011 include:

Date	Seminar	City	Site	Instructor
July 15, 2011	The Uniform Appraisal Dataset from FannieMae and Freddie Mac	Des Moines, IA	Botanical Center	Alan Hummel, SRA
July 20, 2011	The Uniform Appraisal Dataset from FannieMae and Freddie Mac	Davenport, IA	Best Western Steeple Gate	Dick Koestner, SRA
July 22, 2011	The Uniform Appraisal Dataset from FannieMae and Freddie Mac	Sioux City, IA	Downtown Holiday Inn	Dick Koestner, SRA
Aug. 22-23, 2011	RE Finance, Statistics & Valuation	Des Moines, Iowa	Country Suites & Inn	Ted Whitmer, MAI
Aug. 24-27, 2011	General Sales Comparison Approach	Des Moines, Iowa	Country Suites & Inn	Rattleman & Ramsey
Sept. 16, 2011	Lending World in Crisis	Cedar Rapids, Iowa	Longbranch - Best western	Jim Amarin, MAI
Nov. 18, 2011	Novemberfest	Amanas	The Financial Crisis	

Online Classes

During the first quarter of 2011, thirty-two students participated in online classes offered through the Appraisal Institute's online classes. To enroll for these classes, go to the Iowa Chapter web site at www.aiofiowa.org. Support our Chapter by taking advantage of these offerings.



Online Education: Learn at your own pace anytime, anywhere. Top-notch Appraisal Institute courses and seminars come straight to your desktop with online education! Learn from any computer anywhere, whenever you have time. It's easy, convenient and a great way to get the education you want. [Check out the current course listing now.](#)