



**Appraisal
Institute***
Professionals Providing
Real Estate Solutions

MetroNewYork Quarterly

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The Metropolitan New York Chapter

February 2005

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2005 Installation Dinner A Success

President Pomykacz Calls for an Agenda of Diversity and Greater Exposure

Full Text of President's Message on Page 2

Honors and Awards

Special recognition was given to two of our most noteworthy chapter members. 2004 President Sciannameo presented a Special Recognition Award to Metro New York Chapter stalwart Fred DePascale for his long term, consistent dedication and loyalty to the Chapter through his efforts and participation with the Educational Program.



Fred DePascale and Daniel Sciannameo



Steven Schleider and Joel Leitner

Chapter Secretary Joel Leitner presents the 2004 Person of the Year award to Steven Schleider for years of outstanding leadership and service in the advancement of our chapter and the appraisal profession. A grateful Chapter sends its thanks.

THE METRO NY CHAPTER OF THE APPRAISAL INSTITUTE *Presents.....*

Appraisals and Real Estate Lending: What Every Banker Should Know

Explore how appraisals should be used in the loan and underwriting process. This seminar will provide an overview of capitalization techniques, discounted cash flow analysis and market analysis. Clues to credit risk buried in appraisal reports and the appraisal's role in evaluating loan repayment risk will also be covered. Friday, February 25, 2005. **7 HOURS OF CONTINUING EDUCATION CREDIT.**

Details and registration form on last page...

Breakfast Meeting & Seminar - "Site To Do Business"

March 24, 2005, (Thurs, Registration: 8am / Meeting: 8:30am - 10:30am) Cost: \$45 / pp. Association of the Bar of the City of NY, 42 W. 44th St., NYC. Guest Speaker: Immediate Past National President; Gary Taylor, MAI, *To register, please contact the chapter office at 866-966-3710.*

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Details on Last Page

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Michael A. Raganelli, MAI
Editor

Comments, questions, or suggestions?
raganelli@earthlink.net

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President's Message

Building Momentum, Better Service, More Value

We move into 2005 with high expectations for our businesses and our Appraisal Institute. The economy is progressing steadily, interest rates are at all-time lows and are not expected to rise dramatically, and the real estate industry continues to compete very favorably with other sectors. The Appraisal Institute has begun a series of long-awaited broad restructurings in governance and education that will greatly improve our agility as an organization, while preserving our renowned values. In our Chapter, where Institute business has been well attended to for years thanks to the efforts of numerous member volunteers, we begin the year with considerable momentum.

In 2005, our Chapter will be maintaining and enhancing our foundation activities, such as education, seminars and events. Furthermore, we shall be taking the next steps toward providing better services for and producing higher value to our members, with several new strategies and initiatives. This year, we will focus on generating value for our members by creating new and improved networking opportunities through a series of proposed objectives. Our plans include maximizing high profile meetings and events, organizing joint seminars, meetings and events with other allied professional organizations, starting a diversity initiative, forming a client services committee, and other internal strategies and initiatives.

These and other future Chapter goals are presented in full in the President's plan, which will soon be posted on our web site. Here's the summary version.

Networking and Exposure Opportunities through Diversification

Over the last decade, the ratio of clients to consultants within AI has declined dramatically. Thus, the ability of the Appraisal Institute to provide networking opportunities between clients and service providers has been greatly reduced. The ratio continues to be too low. Furthermore, the Chapter remains largely an organization designed to designate and service appraisers who write for real estate lending purposes. Today, a simple glance at our membership directory will indicate a substantially larger variety of employment types and purposes. Today, there are fewer appraisers at banks and insurance companies, and more fee appraisers providing a wider range of services.

This year we will emphasize networking opportunities that can be found in resolving the diversity issues of age, employment and practice type. Our Diversification Strategy will be to bring in, and offer exposure to:

1. Greater diversity in appraisal employment types and appraisal practice types; more consulting activities.
2. Greater diversity in member types, particularly younger members, especially our younger clients.
3. Maximize the number of networking opportunities for our members through meetings with groups other than the Appraisal Institute, where prospective clients can be found.
4. Offer education, seminars and events on diverse topics and practices to our members in order to attract clients and prospective clients to the Chapter.
5. These will also improve our member's exposure to new and emerging practice opportunities.

Opportunities through the Division of Volunteer Labor

Many of the important activities and strategies to be completed or developed in 2005 will be assigned to different individuals or project teams, which are in turn expected to work jointly with multiple other individuals or project teams to accomplish greater goals. The strategic goal is to spread the responsibilities around, and not to have multiple responsibilities assigned to one volunteer member. For example, our Chapter has committees for education, for seminars, and for events. In 2005, our Chapter will also have several project teams with strategic initiative mandates, such as diversity, joint meetings and sponsorship. When the education, seminars or events committees plan activities, the diversity, joint meetings and sponsorship project teams will work jointly and individually with each committee to maximize their respective strategic mandates. The diversity team may develop a seminar for accountants or woman in real estate with the seminars group, while simultaneously working on joint programs with other organizations with the events committee. The benefits of a matrixed division of labor include; an increased attention on strategic initiatives, a reduced workload on traditional committees and project teams, a growth in membership involvement, greater networking opportunities, and an advanced capacity to handle diversification.

Opportunities from Having More Fun

The Appraisal Institute has long been known for its credible reputation in top quality education, programs and designations. Our education and designations are clearly superior in the market. While there is always room for improvement, we have an opportunity to exceed our expectations by simply focusing appropriate efforts on one major aspect of our programs that we hitherto have not been known for; having fun. Without reducing the high value of our education and designation, we hope to add an element of appropriate entertainment to our programs. In 2005, we shall attempt to hold one event, unrelated to appraisal, for our members and community; i.e. ball game, museum, or purely social event like a night at a comedy club. We extend an invitation to all members to help in the organization and planning of upcoming events, bringing our Chapter to the top of its game as we carry out this year's new strategies and initiatives to better our businesses and our Appraisal Institute.



Technology Beat

by Al Gabberty, SRA

Google Desktop

Over the last three years "Google" has become an integral part of my life online, saving me countless hours by finding that small bit of information which helps me tie my reports together in a neat little bundle. Well, the folks over at Google have done it again and this time they made my life a little easier when I'm not online.

Google has introduced a neat little product called "Google Desktop". Essentially, google desktop indexes all the files on your local machine or network so that they can easily be retrieved. This includes all Word, Excel and PowerPoint presentations as well as e-mail messages contained in Outlook or Outlook Express. Images are also indexed and available for a search but only with their file name.

Google catalogs each word, number or character in every document or file on your hard drive so that you can retrieve the data with minimal effort and does away with the need to manually organize your files.

Immediately after downloading the program, the application starts to catalog all the information making the search for information painless. Best of all, Google desktop only indexes your hard drive when the computer is not being used thereby taking nothing away from its performance. If you're like me and have a tremendous amount of information stored on your hard drive but don't have the patience for organizing the data, then this product is for you. The application is free of charge.

For more information and to download Google desktop, go to www.google.com

- Reminder to Members -

Update Your Online Information

People can't hire you if they can't find you! Do yourself a favor and check to see that your online information is current! Visit:

www.aimetrony.com

Writers Wanted!!!!

Do you have the inclination to be published? Do you have something to say? Got an idea for a column or a blog? Let us know. **MetroNewYork Quarterly** is looking for contributors. Issues, stories, advice, letters to the editor, if you have it, we will consider it for publication.

Your Metro New York Chapter wants to hear from you and is interested in what you have to say. If you are interested, please contact Mike Raganelli, MAI at:

raganelli@earthlink.net

Education Calendar

The Metro New York Chapter of the Appraisal Institute offers courses jointly with Baruch College at The Steven L. Newman Institute, located at 137 E. 22nd Street in Manhattan. **To register for any of the below courses, please call 646-312-5000.**

2005 Winter/Spring Course Schedule

(R1) Basic Appraisal Principles, Feb 18, 19, 25, 26, (Fri/Sat 8:30am - 5pm) Cost: \$495 plus \$20 registration, Instructors: James MacCrate, MAI & Joseph Petrocine, MAI.

(R2) Basic Appraisal Procedures, Mar 11, 12, 18, 19 (Thurs/Fri 8:30am - 5pm) Cost: \$495 plus \$20 registration, Instructors: Fred DePascale, SRPA and David Bradley, MAI

Course AQ1; Fair Housing / Fair Lending, Apr 16 & 17, (Sat/Sun 8:30am - 5pm) Cost: \$295 plus registration Instructors: Robert Smith, MAI & Frank Notaro, MAI

(G1) Course 310 - Basic Income Capitalization, March 31 - May 10 (Tues/Thurs 5:45pm - 9:20pm), No classes week of Apr 25th. Cost: \$595 plus registration fee. Instructors: Helen Peng, MAI & Robert Smith, MAI

Course 400 - 7 Hour USPAP Update, April 15, 2005 (9am - 5pm) Location: The Real Estate Board of New York, 570 Lexington Ave., NYC, Cost: \$195. Instructor: To Be Announced. *This course will not be offered jointly with Baruch College. To register, please call the chapter office at 866-966-3710.*

Course 410 - 15 Hour USPAP, April 2 & 3, 2005 (Sat/Sun 8:30am - 5:30pm), Baruch College - The Steven L. Newman Institute, 137 E. 22nd St., NYC. Cost: \$295 plus \$20 registration fee. Instructor: David Scribner Jr., Ph.D., MAI

(G3) Course 550 - Advanced Applications, February 24, 25, 26, March 3, 4, & 5, (Thur/Fri/Sat 9am - 3:30pm) Cost: \$695 plus registration. Instructors: David Scribner, Jr., Ph.D., MAI & Fred DePascale, SRPA.

Case Studies in Commercial Highest and Best Use, April 29, 2005, (Friday - Registration 8:30am / Seminar 9am - 5pm). Cost: \$225, Instructor: Vincent Dowling, MAI. *See last page for registration form.*

WELCOME NEW ASSOCIATE / AFFILIATE MEMBERS

Associates:

Yamil N. Arocho

Gloria Giacinto

Jean Hao

Genevieve Kelly-Sanders

Michael J. Malinowski

John H. Morris, III

Robert E. Porto

Mitchell J. Richter

Robert B. Zapp

Edward D. Faustini

Joseph J. Giordani

Ryan Heater

Jonathan S. Koren

Victor Marino

Liticia R. Padilla

Dan D. Redburn

Irene Sokoloff

Affiliate:

Patrick C. Panico

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The New York Metro Chapter thanks and acknowledges the sponsors of the 2005 Installation Dinner:

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As a part of the President's Diversity and Exposure mandate, the New York Metro Chapter is making a concentrated effort to expand our newsletter mailing list to include leaders in business and industry outside of the realm of the chapter. This concentrated marketing campaign is being undertaken to raise our Chapter's profile to a wider potential client base.

We are offering you the opportunity to take advantage of this exposure by advertising your business or firm in the newsletter. For more details, contact the editor at:

raganelli@earthlink.net

ADMISSIONS

For questions on the Admissions process, please contact Chair: Matthew Mondanile, MAI, tel: (212) 841-7680 or via e-mail at :

matthew_mondanile@cushwake.com

"APPRAISALS AND REAL ESTATE LENDING: WHAT EVERY BANKER SHOULD KNOW"

Friday, February 25, 2005

Registration: 8am / Seminar 8:30am – 4:30pm

The Real Estate Board of NY, 570 Lexington Ave., NYC
Cost: \$225 / Instructor: John McChesney, MAI

NAME _____
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Please complete this coupon and mail to Metro NY Chapter of the Appraisal Institute, 60 E. 42nd St., Suite 1166 (include suite #), New York, NY 10165. Checks should be made payable to Metro NY Chapter of the Appraisal Institute. No cancellations accepted after Feb. 11, 2005

"CASE STUDIES IN COMMERCIAL HIGHEST AND BEST USE"

Friday, April 29, 2005

Registration: 8:30am / Seminar 9:00am – 5:00pm

The Real Estate Board of NY, 570 Lexington Ave., NYC
Cost: \$225 / Instructor: Vincent Dowling, MAI

NAME _____
COMPANY _____
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