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MetroNewYork Quarterly

The Metropolitan New York Chapter

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NOVEMBER LUNCHEON MEETING

**“Open for Business – the InterContinental
Hotel in the New Times Square”**

**With Guest Speaker David Rothenberg,
COO of Tishman Realty Corporation**

Date: Wednesday, November 3, 2010

**Location: The InterContinental Hotel
300 West 44th Street, NYC**

**Time: Registration – 11:30am
Luncheon & Program: Noon – 2pm**

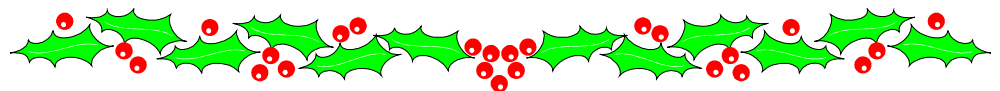
Cost: \$75

**2 Hours of CE Credits have been applied for to the states of
NY, NJ and the Appraisal Institute**

To reserve, please contact the chapter office at 866-966-3710



SAVE THE DATE FOR THE ANNUAL HOLIDAY PARTY & INSTALLATION DINNER



Date: Tuesday, December 14, 2010

Location: The Prince George Ballroom, 15 E. 27th Street, NYC

Time: 6pm – 10pm

Cost: \$200

Cocktails ~ Hors d'oeuvres ~ Dinner ~ Music

Make your reservations early!

Contact the chapter office at 866-966-3710

President's Message

On September 14th the chapter held a FREE Associate Cocktail Party in DUMBO Brooklyn. Jed Walentas of Two Trees Management spoke to members about the adaptive re-use and the birth and growth of a hip neighborhood. Great job by Sharon Locatell, MAI for coordinating this event.

A sold out crowd attended the chapter's 10th Annual September Conference held on September 27th at Club 101. Over the past decade, we have hosted a veritable who's who of real estate pundits, luminaries and leadership from all facets of the industry. We have addressed current events and issues from virtually every area of real estate. This year's event acknowledged the imminent beginning of a new decade in the 21st Century. Pamela Liebman, CEO of the Corcoran Group, Glenn Rufrano, CEO of Cushman & Wakefield, Inc. as well as former New York Governor Eliot Spitzer, addressed where we, as an industry and city, are today and they provided their distinct and incisive perspectives with regard to what the new decade will bring. A special segment was included in this year's conference consisting of appraisers who have used their experience to launch successful careers as developers, investment sales brokers, capital market professionals, CMBS underwriters and international lenders. Thank you to Stephen N. Benjamin (The Dermot Company), John M. Carrick (Principal Global Investment - PrinREI), Timothy Mackey (Elliott Associates), Maureen R. Munroe (Citi Community Capital), Steven J. Powel (Situs Real Estate Services), Dale Reynolds (Morgan Stanley), William Shanahan (CB Richard Ellis), and Meggan Walsh (Bank of Ireland), for participating in this event.



The evening before the conference I learned that long time member and past chapter president, Alexander G. Hesterberg, MAI, was awarded the first Life Time Achievement Award from the Appraisal Institute.

My personal thanks to John Busi, MAI for coordinating and MC'ing our signature event. Steve Schluder, MAI also contributed his excellent interview skills with Pamela Liebman. No event can ever be successful without the contribution and commitment of Connie Puccio, our chapter executive director. Finally, thanks to the members that supported this important and iconic event.

Our last luncheon meeting for the year will be held on Wednesday, November 3rd, featuring guest speaker David Rothenberg, COO of Tishman Realty Corporation. The topic will be "Open for Business - The InterContinental Hotel in the New Times Square".

Following that event will be the annual Holiday Party and Installation of Officers being held this year on Tuesday, December 14th at the Prince George Ballroom. So be sure to mark your calendars and save the date.

I am pleased to announce that the Metro NY Chapter has donated \$1,000 for the Hance Family Foundation, set up by Warren Hance to honor the memories of his three daughter, Emma, Alyson and Kate, who died in a tragic car accident in 2009.

The summer was not without turmoil. In addition to preparing for the September Conference, the Board of Directors, with the assistance of Alex Hesterberg, MAI and Brian Corcoran, MAI addressed the matter with our National leadership and our relationship with The Appraisal Foundation. Hopefully, this matter will be resolved shortly.

Thanks again to the Annual Sponsors and the Sponsors of the September Conference.

See you in November !

Kenneth Wong, MAI
2010 Chapter President



10th Annual September Conference was a huge success with a sold out crowd in attendance.

Thank you to the Sponsors of the September Conference:

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EDUCATION SCHEDULE

To register for any of the below courses or seminars, please contact the chapter office at 866-966-3710.

OCTOBER:

Course: Appraisal Curriculum Overview

Date: October 27th - One Day Residential Course - \$195

October 27 & 29th - Two Day Commercial Course - \$295

Location: Association of the Bar of the City of NY, 42 W. 44th St., NYC

Instructor: David Scribner Jr., Ph.D., MAI

NOVEMBER:

Course: Basic Appraisal Principles (R5) -

Date: November 1, 2, 8, 9, 15 - (9am-5pm)

Location: Assoc. of the Bar of the City of NY, 42 W. 44th St., NYC

Instructors: Joseph Petrocine, MAI & Fred DePascale, SRPA

Tuition: \$495

DECEMBER:

Course: Business Practices & Ethics

Date: Monday, December 6th - (9am-5pm)

Location: Assoc. of the Bar of the City of NY

Instructor: David Scribner Jr., Ph.D., MAI

Tuition: \$195

JANUARY:

Course: Basic Appraisal Procedures

Date: January 13 - 27, 2011- (9am-5pm)

(January 13, 14, 20, 21, 27)

Location: Assoc. of the Bar of the City of NY, 42 W. 44th St., NYC

Instructors: David Scribner Jr., Ph.D., MAI and Fred DePascale, SRPA

Tuition: \$495

FEBRUARY:

Course: 7 Hour USPAP Update

Date: Wednesday, February 9, 2011- (9am-5pm)

Location: Assoc. of the Bar of the City of NY, 42 W. 44th St., NYC

Instructor: Paula K. Konikoff, JD, MAI

Tuition: \$195

Course: Business Practices & Ethics

Date: Thursday, February 17, 2011 - (9am-5pm)

Location: Assoc. of the Bar of the City of NY, 42 W. 44th St., NYC

Instructor: Paula K. Konikoff, JD, MAI

Tuition: \$195

MARCH:

Course: Real Estate Finance, Statistics & Valuation Modeling

Date: March 9 & 11, 2011 - (9am-5pm)

Location: Assoc. of the Bar of the City of NY, 42 W. 44th St., NYC

Instructor: David Scribner Jr., Ph.D., MAI

Tuition: \$295

Course: General Appraiser Sales Comparison Approach

Date: March 31 - April 8, 2011 - (9am-5pm)

(March 31, April 1, 7, 8)

Location: Assoc. of the Bar of the City of NY, 42 W. 44th St., NYC

Instructors: David Scribner Jr., Ph.D., MAI and James R. MacCrate, MAI

Tuition: \$595

MAY:

Course: General Appraiser Site Valuation & Cost Approach

Date: May 4 - 13, 2011, 2011 - 9am-5pm

(May 4, 6, 11, 13)

Location: Assoc. of the Bar of the City of NY, 42 W. 44th St., NYC

Instructor: David Scribner Jr., Ph.D., MAI and James R. MacCrate, MAI

Tuition: \$595

JUNE:

Course: General Appraiser Income Approach Part I

Date: June 6 - 15, 2011 - 9am-5pm

(June 6, 8, 13, 15)

Location: Assoc. of the Bar of the City of NY, 42 W. 44th St., NYC

Instructor: Fred DePascale, SRPA and Robert Smith, MAI

Tuition: \$595

*Please note that students must bring a copy of the USPAP booklet with them to class. The booklet is no longer provided. To purchase a copy of the 2010-2011 USPAP booklet, please log onto the Appraisal Foundation link:

<https://netforum.avectra.com/eweb/Shopping/Shopping.aspx?Cart=0&Site=taf>

Leadership Development & Advisory Council 2010 Meetings (LDAC)



Eric P. Haims, MAI, MRICS was selected to serve for the third time as a representative from the Metropolitan New York Chapter of the Appraisal Institute by the Chapter President, Kenneth Wong, MAI and the Board of Directors to attend this year's Leadership Development & Advisory Council (LDAC) held by the Appraisal Institute in Washington, DC on May 5-7, 2010. Eric had previously attended the LDAC council in 2006 and 2007. This year represented the 40th annual meeting of the Council.

The purpose of LDAC is to assemble both associate and designated members from the various Appraisal Institute chapters from around the country in order to meet in four different discussion groups in order to provide recommendations to both the Appraisal Institute's Strategic Planning Committee and the National Board of Directors on various discussion topics. This year's discussion topics were the following:

- "Self Promotion and Growing the Appraisal Institute's Presence"
- "Elevate and Advance the Appraisal Institute to our Clients"
- "Planning for the Future: Demand for Appraisal Services"
- "Getting to the Designation Finish Line"

LDAC also provided the attendees with the ability to lobby representatives of Congress and Senators regarding the issues of

Financial Regulatory Reform and Small Business Administration Appraisal Threshold. In regards to Financial Regulatory Reform, LDAC members thanked members of the House for supporting H.R. 4173 and explained how important is it to retain the appraisal reform provisions in any House-Senate Conference Committee on financial regulatory reform. LDAC members urged our Senators to include the House passed bipartisan appraisal reforms in the Senate's financial reform legislation, S. 3217. In regards to Small Business Administration Threshold, LDAC members asked House members to oppose raising the SBA appraisal threshold from \$250,000 to \$400,000 if H.R. 3854, the Small Business Financing and Investment Act, passes the Senate and moves to a House/Senate Conference Committee. LDAC members urged our Senators not to raise the SBA appraisal threshold when the Senate considers reauthorization of the Small Business Administration (currently pending in the Small Business Committee).

In summary, LDAC is a great experience and I highly recommend it to the future leaders of our Chapter. The best thing about LDAC was the ability to meet associate and designated members of the Appraisal Institute from around the county and share experiences and stories about appraising in your market.

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