



**IOWA CHAPTER  
of the Appraisal Institute**

***IOWA Chapter News  
November 2006***



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## **FROM THE PRESIDENT**

Gregory P. Lynch, MAI

As my year as president draws to a close, here are some items that should be of interest to all of us.

We welcome a new MAI, Bryon Tack who is a commercial appraiser for the Polk County Assessor's Office.

We have two members, Dick Koestner and Dennis Loll who have been approved as residential instructors. Congratulations to both of them.

We passed a budget predicting a deficit, but with Rich Hughes at the helm of our Educational offerings, we feel confident that he will once again magically turn the deficit into a surplus.

Our Region just completed the fall meeting that was hosted by Robert Grace, SRA and the Great Plains Chapter in Oklahoma City. Gary Weckerlin, MAI, Kevin Pollard, MAI and I attended the meeting. It was extremely informative as Bruce Kellogg, MAI (past national president) gave a presentation on the Appraisal Institute's accomplishments this year.

One point that Mr. Kellogg stressed was the need to fill out the membership profile on the National website. This is found on national website under Members Only, then click Member Profile Setup on left hand column. (Home>Members Only >Member Profile Setup). This has proven to be beneficial to the members who have already completed it.

He also mentioned that Governance Restructure was implemented in 2005, which caused a reduction in the number of Committees, in turn creating a greater need to place the right people in the right positions on all levels of the organization. To aid in this process, the Appraisal Institute has added the "*Leadership Resource Registry*" page on the "Members Only" page on the "*Home*" page of our National website (Home>Members Only>Leadership Resource Registry). If any of you are interested on serving at the National level, please visit this site and register. The qualifications needed for each position are shown there.

I just want to remind our Chapter of Kevin Pollard's involvement on the Regional and National level. He is the third Director of Region 2, and thus is in line to be the Chair of the Region in 2009. When he becomes First Director in 2008, he will automatically become a member of the National Board of Directors. He is also on the National Finance Committee. His prior chapter involvement and current national involvement are a tribute to his dedication and leadership with the Iowa Chapter and National AI. Thank you Kevin.

I also want to thank Casey Cook for allowing the Board to use his conference room a number of times. It has saved the Chapter a lot of money we would otherwise have had to spend for a meeting site. Gary Caldwell has

also done a good job of keeping the Board informed on governmental issues. We must keep abreast of what's happening at the state level.

It has been a privilege to serve as your President during 2006, and I have been blessed by the support and leadership demonstrated by the Committee Chairs, Board Members, and Regional Representatives (as well as the Past-President). Wayne and Sonja Hennessey are also a big part of our success, and deserve our deepest thanks.

I hope that all of you have had a successful 2006, and continue to be willing to make a contribution to the Iowa Chapter in 2007. The leadership in our Chapter has been strong in the past, and I'm sure that the new Chapter Officers will continue the tradition of providing our members with the most professional service available. Dennis Loll is the incoming President for 2007, with Kevin Burggraaf serving as Vice-President, and Bob Blincow taking the helm as Secretary/Treasurer. Heather Wren and Rochelle Wolfe are joining the Board of Directors.

Please don't hesitate to contact myself, a member of the Board of Directors, Committee Chairs, or your peers with concerns, questions, or comments. You can visit our Web Site at [www.aiofiowa.org](http://www.aiofiowa.org) to check and update personal information, and sign up for course offerings. I have enjoyed the past year of service to the Chapter, and look forward to the coming year.

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**FROM THE VICE-PRESIDENT AND  
CHAIR OF THE MEMBERSHIP RECRUITMENT  
AND RETENTION COMMITTEE**

Dennis L. Loll, SRA

Can you believe another year is almost gone?

I think we have had a great year as a Chapter. We had excellent numbers at our educational offerings and I think the members are positive about the future.

I'm excited with the opportunities we have before us! I believe we are in position to make significant advances as both professionals and as an organization.

What opportunities do you have in your appraisal business? I believe there are many. There is a great amount of uncertainty in the real estate market at the present time. Further, a real effort is being made to stop mortgage fraud. Lenders and users of appraisal services are increasing their standards and using more diligence selecting quality, honest and professional appraisers. Therefore, I believe it is going to be a positive for members of the AI who are the best professionals in the marketplace. Second, the Appraisal Institute, as a whole, is seeing increases in its stature and becoming increasingly recognized as the leader in the appraisal industry.

How can you make next year one to remember? I have a few suggestions.

I have found that the more I give to this organization the more I get in return. Maybe I should have already known this. As a student, my teachers always said the more you put into your studies, the more you would get from the class. My pastor told me the more effort I put into my marriage, the more I would get out of it. So it shouldn't come as a surprise that as I give my time to this organization, the more I get in return. During my first eight or so years in this organization, I attended very few meetings; I didn't serve on any committees or serve in

any leadership position. Needless to say I got very little in return from the AI. During the past six years or so I have been regularly attending local meetings, gone to LDAC two years, attended regional meetings, instructor training, and just recently returned from chapter leadership training in San Francisco.

Each one of these meetings and training seminars has helped me become a better appraiser. Not only do I feel like my clients are seeing me in a more professional light, but I feel I am setting myself apart from my competition and getting greater self satisfaction from my chosen profession.

With this said, I am suggesting to you to get involved with the Iowa Chapter. Don't worry that you don't have 20 years of appraisal experience, don't worry that you are not designated. My advice to you is to get involved. Right now as you are thinking about it, email me at [deni618@hotmail.com](mailto:deni618@hotmail.com) and let me know you are interested in getting involved in the Iowa Chapter. You will be glad you did. I want to make 2007 the year of growth for members of the Iowa Chapter. I want the organization to grow in numbers and I want to see all of our members grow as professionals. Lets work together to make 2007, a year of growth.

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### **FROM THE SECRETARY/TREASURER**

D. Kevin Burggraaf, M.S., MAI

The Iowa Chapter is in good financial standing as of the date of the writing. The Chapter continues to maintain a solid financial reserve. Last year, the directors budgeted an estimated shortfall for 2006 of \$8,060, and it appears the yearend results will be close to their projections.

Since the Chapter is financially sound, the directors have maintained membership dues without any increase for 2007. This year, the Chapter received revenue from educational offerings and on-line offerings, which is a boost for the Chapter budget.

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### **FROM THE INCOMING REGIONAL REPRESENTATIVE**

Gary G. Weckerlin, Jr., MAI

On November 3-5, I attended the Region II Meetings in Oklahoma City as a substitute for outgoing Regional Representative Karen Oberman, SRA. Other attendees from our chapter included Greg Lynch, MAI (Chapter President) and Kevin Pollard, MAI (Incoming Regional Director).

A Chapter President's meeting was held on Saturday morning, which was attended by Greg Lynch. The General Session was attended by all three of us and began Saturday afternoon with a brief update on the Appraisal Institute by Immediate National Past President Bruce Kellogg, MAI. The meeting focused on membership recruitment and retention, education and the events surrounding the upcoming Appraisal Institute's 75<sup>th</sup> Anniversary Celebration, which will be held July 15-22, 2007, at Caesar's Palace in Las Vegas.

After various committee reports, there was a discussion of the 45-Day Notice of Proposed Amendments to Appraisal Institute Bylaws and Regulations. The material was titled Board of Directors Continuity. Essentially, it says that the Appraisal Institute should enhance the training of and the transition process for, incoming National Directors. While many of the proposed amendments are already in place within our region (Third Regional Director, automatic succession, etc.), it was felt that some of them would result in increased bureaucracy at the national level, which our region did not favor.

The region also discussed changes to The Appraisal Institute's Mission and Vision Statement to coincide with a pending Board of Directors decision of whether or not we should become a multi-disciplinary organization. That is, should the Appraisal Institute expand its mission statement to cover valuation generally, not simply as real estate? The majority of the region was in favor of the Appraisal Institute exploring the concept of becoming a multi-disciplinary organization.

The Saturday evening social was held at the National Cowboy Hall of Fame and National Heritage Museum. This is an incredible place and a must see for anyone visiting the Oklahoma City area.

Sunday morning began with more committee reports and nominations were accepted for formation of the next Nominating Committee. Closing remarks were then given by Regional Chair Anne Johnson, MAI, SRA.

I look forward to serving as your Chapter Regional Representative for the next three years. It is important that everyone take some time to familiarize themselves with the issues affecting our organization and then convey those thoughts to your representatives. With Kevin assuming the role of Third Regional Director next year, it is an opportune time for our chapter to make its voice heard.

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## **EDUCATION OPPORTUNITIES - FROM THE EDUCATION CHAIR**

Richard W. Hughes, MAI, SRA

### **Educational Offerings for 2007**

The 2007 educational schedule for the chapter has been completed with expanded offerings for both continuing and qualifying educational programs. The quarterly, continuing education seminars have been introduced nationally within the past 6-12 months and are of some very pertinent topics. Working with the Nebraska Chapter, we have also scheduled several qualifying education course for both residential and commercial appraisers. For more information, refer to the Iowa Chapter website [www.aiofiowa.org](http://www.aiofiowa.org) for dates and locations.

Additional educational offerings are available via the on-line courses/seminars system from the Appraisal Institute and use of this system has increased substantially. Chicago continues to add new topics and update the existing material. Since many of the offerings do require testing to obtain credit, the education committee will arrange for a proctor in your immediate area. So don't hesitate using this system.

Educational opportunities provided outside of the Iowa Chapter are always available and one you should consider is next year's 75<sup>th</sup> anniversary celebration (July 14-22) in Las Vegas. The national meeting will include a variety of new seminars and activities that appeal to all Appraisal Institute members. As we get closer to those dates, I'm sure Chicago will have the schedule with times and locations posted on their website.

Finally, as of October of this year the Iowa Chapter has been included in the new Online Registration System. Starting in December of last year the Appraisal Institute has been rolling out Online Registration System (OLRS) to various chapters with the goal of being completed by the end of 2006. For the Iowa Chapter this means starting with our March seminars you will register on-line and the seminar's material will be mailed to you directly. Look for instructions on how to use OLRS on our website next year.

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## FROM THE GOVERNMENT RELATIONS CHAIR

Gary Caldwell

In May, I attended the Washington Appraisal Summit in Washington, D.C. It was an excellent opportunity to get updated on the Appraisal Institute's legislative agenda and listen to discussions on real estate licensing and enforcement trends. Most importantly, there were sessions on coalition building and how to make the most of dealings with legislators and the legislative process. As with all AI events, it was great to make new contacts and pick-up useful tidbits that will help me perform my legislative duties more efficiently. National AI has increased the support available to chapters for legislative issues and to offer assistance in coalition building among chapters.

During last year's legislative session, the Iowa Senate unanimously passed a bill submitted by Senator Jack Hatch which requires "registration" of persons not all ready regulated by the Iowa Real Estate Examination Board who perform any real estate valuation services. However, it was passed near the end of the session, not giving the House the time they felt was necessary to study the bill prior to allowing it to pass out of the house committee to which it was assigned.

Later this month I will be attending a joint meeting of the Iowa Appraisal Advisory Committee and Iowa Citizens for Community Improvement, the same groups that formed a coalition to lobby for last year's bill. The purpose of the meeting will be to gear up for the next legislative session.

The Iowa Attorney General's office showed an interest in the registration bill last year to help fight predatory lending. In initial contacts with Iowa Citizens for Community Improvement this year, it appears the AG's office may be getting more involved and there may be substantial changes to the bill. The predatory lending issue keeps gathering momentum and the AG's office is looking hard for ways to crack down through their office IN ADDITION to using the Exam Board. In the mean time, if you are not following USPAP and are trying to "help out" your lender/clients with high valuations – DON'T! Stay tuned.

Please feel free to contact me at [caldaprs1@mchsi.com](mailto:caldaprs1@mchsi.com) if you have any questions or issues that you would like to raise. Also, volunteers for the Government Relations Committee are encouraged to climb on board.

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## FROM THE PUBLIC RELATIONS CHAIR

Gene Nelsen, MAI

The University of Northern Iowa Real Estate Education Program Advisory Council met October 11 in Cedar Falls. Topics at this semi-annual meeting were centered on continued funding of the program. It is likely that a contingent within the Des Moines Area Association of Realtors will once again attempt to re-route funding the Iowa Association of Realtors had ear-marked for the UNI Real Estate Program.

In an effort to prepare for the possible eventuality that the members of DMAAR are successful in this mission in the upcoming legislative session or future sessions, the UNI Real Estate Education Program (REEP) has been conducting interviews with potential candidates with the ability and willingness to contribute to the program operation in a sustainable endowment. The conversations have been somewhat successful as there have been several organizations commit to a significant portion of the need. However, with the anticipated continued

growth and success of the program, more funds are needed. Please contact me with contribution commitments or merely ideas for generating income for the program.

The 10th Annual Commercial Real Estate Expo was held in West Des Moines October 3. Several of our members were in attendance at the all day program which featured an inspiring talk on *Characteristics of Effective Leadership* by Jason Jennings, author of *"Think Big, Act Small"* and *"It's Not the Big Than Eat the Small, It's the Fast that Eat the Slow"*, both New York Times best sellers. Thanks to Ranney Ramsey, MAI of our chapter, who provided an excellent break-out session on the effect of market "bubbles" on values of commercial properties. I served as Moderator of the annual Finance Panel discussion. The Expo was well-attended with nearly 350 attendees this year. We have already had a planning meeting for next year's Expo, so you have ideas for new topics and presenters, let me know in the coming months.

The CCIM Iowa Chapter has been having interesting 3-4 hour education programs this year at various venues, including the new Des Moines Public Library facility. The next event will be a real estate mandatory ethics course. Call me if you are interested in attending and I will be glad to get the details to you. Also, any interested in memberships.

The Iowa Commercial Real Estate Association has been having monthly breakfast meetings to exchange information and have speakers on real estate related topics. The most recent of these was held November 2nd at Des Moines Golf and Country Club. These meetings are attended by appraisers, assessors, bankers, attorneys, real estate agents, property managers, and others associated with the commercial real estate industry. I would be glad to forward information regarding upcoming meetings to interested parties

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## MEMBER NEWS

### New Associates

The Iowa Chapter welcomes several new members who joined our chapter since the March of this year. They are:

Jerry Brookshire, Associate General	The Olson Group
Jessica Ballou, Associate General	Principal Real Estate Investors
Seth Gilkes, Affiliate	Aegon USA Realty Advisors, Inc.
Tim Evans, Associate General	American Real Estate, Ltd.
Patrick Bodenheimer, Associate General	Rally Appraisal, Ltd.
Maryjane "Molly" Joss, Associate General	Aegon USA Realty Advisors, Inc.
C. J. Bereskin, Associate General	

We are pleased to welcome these new associates. If the Chapter can be on help to any of the associates, please contact your Residential Associate Chair, Judy Zwanziger, SRA at [jzwanziger@mchsi.com](mailto:jzwanziger@mchsi.com) or 515-061-7895 and/or your General Associate Chair, Bob Blincow, MAI at [Blincow.bob@principal.com](mailto:Blincow.bob@principal.com) or 515-246-7002. Good luck to all of you in your path to an exciting and prestigious designation.

### Transferees to our Chapter

Mike Campbell, MAI, has joined our Chapter. Mike moved from the North Ohio Chapter and is employed by Aegon.

David Nebel (associate general) has also joined our Chapter. He transferred from the Inland NW Chapter and is employed by Hertz Appraisal Company.

Bill Morris, MAI, has moved back to Iowa from the Nevada Chapter. He is employed with Landsafe Appraisals out of Plano, Texas

**Members on the Move**

Robert Clark, MAI has moved to Oregon and Mike DeHass, MAI has moved to Kansas. We are sorry to see these members move from our Chapter, but congratulations on your new positions.

**UPCOMING EVENTS**

**FHA AND NEW FORMS**

**7 HOURS**

**Davenport, IA – March 29, 2007**

**Des Moines, IA – March 30, 2007**

**NATIONAL USPAP UPDATE**

**7 HOURS**

**Davenport, IA - May 7, 2007**

**Des Moines, IA – May 8, 2007**

**Sioux City, IA – May 11, 2007**

**SMALL HOTEL/MOTEL VALUATION**

**7 HOURS**

**Davenport, IA – June 14, 2007**

**Des Moines, IA – June 15, 2007**

**ADVANCED APPLICATIONS**

**40 HOURS**

**Des Moines, IA – July 12 - 17, 2007**

**MARKET ANALYSIS AND THE SITE  
TO DO BUSINESS**

**7 HOURS**

**Cedar Rapids, IA – September 14, 2007**

**BUSINESS PRACTICES AND ETHICS**

**7 HOURS**

**Des Moines, IA – October 19, 2007**

**NOVEMBERFEST IV**

**Amana, IA – November 16, 2007**