

Metro New Jersey Chapter Newsletter



2018 President's Message

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Upcoming and Events

[Register Here](#)

Upcoming Meetings & Events

- Membership Meeting
February 22
- Top Golf
March 21
- Princeton Conference
April 20

[Visit our website for details](#)

2018 President's Letter

I am truly honored to be the President of the Metro New Jersey Chapter for 2018 and I am appreciative of the confidence that has been shown in me for this position. Being the first Appraisal Institute chapter in the entire county, there is so much history and tradition associated with our chapter, I am humbled that I have the opportunity to play a role in our continued success. I will do my best to represent and lead the Chapter in the same exemplary manner as all of the past Presidents.

I want to congratulate the 2017 president Joseph C. Baldoni, MAI, for a job well done, and I want to thank my fellow 2018 officers for their continued support and assistance in the coming year. **Vice President Dan; Treasurer Gary, MAI; and Secretary Chris;** all have been actively involved in our chapter for the past several years, and will be a tremendous asset to me when serving my term. I also want to thank the board for this coming year, as well as all of those who have volunteered to serve on the various committees. This is a team effort and cannot be done alone. Last but not least, I want to thank Debra Miller, our Executive Director. Debra puts her heart and soul into our Chapter, and she is truly one of the best in the industry. I've seen firsthand just how instrumental she is both at the chapter and regional level and look

forward to another successful year with her on our side.



The Chapter's structure enables it to provide services so that its members are afforded quality educational courses, guidance and assistance that meet their expectations, reflects an organization that has a stated purpose and offers benefits on their behalf. In order for this to occur, The Chapter functions with the volunteering of time and effort by members to serve in various positions and capacities. It is this level of giving of their time from their busy work days and family obligations that has made this Chapter a strong and leading organization, and able to meet membership expectations. To keep our Chapter strong, I ask everyone to get involved, this can include having junior appraisers come to our gatherings or by supporting the chapter via sponsorships. In fact, if you plan on attending any of our conferences, like Princeton or the Fall Conference, for a few dollars more than the cost of attendance, you can be a sponsor and receive free admission.

For the coming year we are beginning the process of partnering with Monmouth University in what I hope

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Thank you to our 2017 Conference Sponsors! Gold Sponsors



McKIRDY
RISKIN
OLSON
DELLAPELLE
ATTORNEYS AT LAW



OTTEAUGROUP
Bringing CLARITY to Real Estate



Progress Capital | The Funding Source

Silver Sponsor



Upcoming Events:

- Membership Meeting ~ February 22—2 CE hours
- Top Golf Fundraiser to benefit *The 11th Hour Animal Rescue*~ March 21
- 82nd Annual Princeton Conference—April 20—7 CE hours

Get Involved and join the Board of Directors and Committee Chairs to plan the events and programs for 2018. E-mail the chapter office at metronj@ai-newjersey.org if you would like to get involved.

Metro New Jersey Chapter Newsletter



Get company recognition, attend the Princeton Conference, and promote your company thru advertising throughout the year on our website, newsletters, broadcast mailings and conference brochures & signage.

Sponsorship Program

Tier 1 Sponsorship (Session/Lunch) - \$1000 annual fee for 1 year of the following:

Recognition and announcement at a Session or Lunch,

Sponsor recognition on Social Media.

Banner/Logo on chapter's website Sponsors Page and Meeting Page.

*Company Logo on Princeton and Fall Conference broadcasts.

Company Logo on Princeton and Fall Conference brochures.

Recognition at Princeton and Fall Conferences; sponsor sign.

Recognition in 2 newsletters.

2 complimentary guests at the Princeton Conference.

Tier 2 Sponsorship - \$500 annual fee for 1 year of the following:

Company Logo on chapter's website Sponsors Page and Meeting Page.

*Company Logo on Princeton and Fall Conference broadcasts.

Company Logo on Princeton and Fall Conference brochures.

Recognition at Princeton and Fall Conferences; sponsor sign

Recognition in one Chapter newsletter.

1 complimentary guest at the Princeton Conference.

**For Complete Sponsorship Program and Application, please visit our website
at**

www.ai-newjersey.org

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2017 Fall Conference Speakers and new Designees



Joe Cimiluca, MAI and Gina Giordano, J.D., Deloitte



Deloitte speakers, Charles Ruby, and Jackie Hakimian, J.D. with Joe Cimiluca, MAI



Diego Hodara, Titanium Realty CEO



Dan Webb, MAI and Economist, Ryan Severino



Joe Cimiluca, MAI and Anne Strauss-Wieder, NJTPA



Brian Rader, Esq. and Bruce Jones, MAI



James Meehan, MAI, AI-GRS presents Joe Wisniewski, MAI with his MAI certificate



Ron Chiarello, MAI presents Joe Murray, Jr., MAI, SRA with his MAI certificate

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2017 Holiday Dinner and Installation of 2018 BOD



Russ Sterling, MAI, AI-GRS
Master of Ceremonies



Joe Baldoni, Jr., MAI
2017 Chapter President



James Meehan, MAI, AI-GRS
2018 Chapter President



2018 Board of Directors



2018 Officers: Christopher Otteau, MAI, AI-GRS, Gary Wade, MAI, Dan Mistichelli, MAI, SRA, AI-GRS, and James Meehan, MAI, AI-GRS



Russ Sterling, MAI presents Industry Service Award to Joe Palumbo, SRA



Joe Baldoni, Jr., MAI presents Mike Damato award to Christopher Otteau, MAI, AI-GRS



James Meehan, MAI, AI-GRS, Mike Damato, and Christopher Otteau, MAI, AI-GRS

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2017 Holiday Dinner and Installation of 2018 BOD



AI Chanese, MAI presents daughter Jennifer Barany, MAI, SRA with both designation certificates



Chanese Barany family



Jen Barany, MAI, SRA, Marty Chanese, Mike Damato, and Susan Chanese



Russ Sterling, MAI, Peter Reinhart, Esq. Alison, and Chris Otteau, MAI, AI-GRS



Jon Brody, MAI, Mike Damato, and Barry Krauser, MAI



Tom Olson, Esq. and Victor DiSanto, MAI



Joe Wisniewski, MAI and James Meehan, MAI, AI-GRS



Dan Mistichelli, MAI, SRA, AI-GRS, Tracy Mistichelli and John DeFoe, MAI

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2017 Holiday Dinner and Installation of 2018 BOD



Jon Brody, MAI, Mike Damato and Harry Riskin, Esq.



Daria D'Agostino, MAI



Joe Baldoni, Sr., MAI, Al Chanes, MAI and Michael Nwosu, SRA



Bob Heffernan, SRA and John Musnuff, MAI



Mary Jo and Joe Cimiluca, MAI



Linda and Joe Palumbo, SRA



Joe Baldoni, Jr., MAI and Katie Baldoni



Joe Baldoni, Sr., MAI and Brian Chester, MAI



William Watras, SRA

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Course Schedule [Register Here](#)

COURSE	DATE	LOCATION	COST	INSTRUCTORS
15 Hour USPAP	March 9 & 10	Holiday Inn Clark Clark, NJ	\$265/ AI \$290/ non AI	Joseph Palumbo, SRA
Advanced Income Capitalization	March 19—23	Holiday Inn Clark Clark, NJ	\$800/candidates \$1100/ full price	Larry Wright, MAI, SRA, AI-GRS
7-HOUR USPAP UPDATE—includes 2018-2019 USPAP book	April 26	Holiday Inn Clark Clark, NJ	\$260/ AI \$300/ non AI	Joseph Palumbo, SRA
Review Theory General	May 14—18	Holiday Inn Clark Clark, NJ	\$800/candidates \$1100/full price	Susanne Curran, MAI, AI-GRS
Business Practices & Ethics	June 14	Holiday Inn Clark Clark, NJ	\$185/AI \$195/ non AI	Joseph Palumbo, SRA
Advanced Market Analysis	December 3—7	Holiday Inn Clark Clark, NJ	\$800/candidates \$1100/ full price	Larry Wright, MAI, SRA, AI-GRS
7-HOUR USPAP UPDATE—includes 2018-2019 USPAP book	December 6	Holiday Inn Clark Clark, NJ	\$260/ AI \$300/ non AI	Joseph Palumbo, SRA

The chapter is offering courses by request. If you or someone you work with need a specific course or would like the chapter to offer a seminar or hot topic, please email Debra at metronj@ai-newjersey.org.



Online Education:
Learn at your own pace anytime, anywhere.
Visit appraisalinstitute.org/online for a list of classes!



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Chapter & Region Scholarships

METRO NEW JERSEY CHAPTER

MAX NEUBERGER MEMORIAL EDUCATIONAL FUND

The Metro NJ Chapter (Chapter #1 of the AIREA) Board of Directors established the Max Neuberger Memorial Scholarship Fund 30 years ago. Max Neuberger, MAI, a former Chapter President, National Vice President, and tireless supporter of the Appraisal Institute was an advocate for education and a leader and mentor for the early-designated members of NJ Chapter #1.

The fund is supervised by the Metro New Jersey Chapter's scholarship committee. This year the Scholarships will be offered for Qualifying or Advanced Education Courses in the amount of the registration fee not to exceed \$1,000. **The deadline to submit an application is April 1st.**

You must be a chapter member to be eligible. If you are interested in future scholarships, please contact the chapter at metronj@ai-newjersey.org. [Download Scholarship Here](#)

Noeline Fuller Region VI Scholarship:

Noeline M. Fuller, MAI, SRA, was a member of the Metro New Jersey chapter of the Appraisal Institute. She displayed an unyielding commitment to service both at the Chapter and Regional level. Her involvements and affiliations include:

- First woman to become president of the New Jersey Chapter #1 of the American Institute of Real Estate Appraisers
- Director of Region VI of the Appraisal Institute
- Education Liaison for Region VI of the Appraisal Institute
- Leadership Development and Nominating Committee for Region VI
- Recipient - Metro NJ Chapter President's Award (2006)
- Recipient – Metro NJ Chapter Lifetime Achievement Award (2007)



Noeline M. Fuller passed away in the summer of 2008. In her memory, region VI created a scholarship to encourage more women and minority appraisers to actively pursue the Appraisal Institute designations.

Deadline to submit application for scholarship is April 1st.

For more information email metronj@ai-newjersey.org.

[Download Scholarship Here](#)

Metro New Jersey Chapter Newsletter



Congratulations to our new Designees!

New MAI and SRA:

Jennifer Chanese-Barany, MAI, SRA
Joseph A. Murray, Jr., MAI, SRA
Joseph Wisniewski, MAI



New AI-GRS and AI-RRS:

Robert C. Heuner, MAI, AI-GRS
Erin Taffera, SRA, AI-RRS



The Designated Difference
Begin or continue your pursuit for designation today!

More Info

AI®

AI Scholarships for Education

AI Education Trust Scholarship Opportunities

Are you aware of Appraisal Institute Education Trust Scholarships to help with completing your courses for designation?

- Appraisal Institute Education Trust AI Course Scholarship
- Appraisal Institute Education Trust Minorities and Women AI Course Scholarship
- Appraisal Institute Education Trust Candidate for Designation Scholarship

Candidates are eligible to receive one scholarship per calendar year.

Learn more about AIET Scholarship options at www.aiedtrust.org or email

educationtrust@appraisalinstitute.org.

Capstone Schedule for the rest of the year:

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The Chapter Gives Back and Closing Remarks from 2017 Chapter President

The Metro New Jersey Chapter has made donations to the Somerset County Food bank collecting 26 bags of food at the Princeton and Fall conferences.

The chapter also donated \$1,000 to the AI relief fund to assist appraisers who were impacted by the hurricanes this year.

This year's fundraiser at Top Golf raised \$4,072 to benefit Avon 39, the Walk to End Breast Cancer and Team Whitaker.

And, finally the Board approved decreasing dues for designated members in 2018 after meeting our goal to set aside money for Government Relations.

The 2017 year was quick for me as the President, seems like just last week I was planning the details of my Installation Dinner and now I am getting ready to attend my outgoing. The year had our usual events; the Spanish Tavern meeting and Princeton and Fall Conferences, as well as a joint meeting with IRWA which was very informative and a new event at the recently opened Top Golf in Edison. Special thanks to Christopher Otteau, MAI, AI-GRS and Tom Lenahan, MAI for chairing the Princeton Conference and Joseph Murry, Jr. MAI, SRA and Joseph Cimiluca, MAI for chairing the Fall Conference. All four did an excellent job.



One of the highlights of the year for me was the Top Golf charity fundraiser. A new event for the chapter and a deviation from the traditional Golf Outing or Somerset Patriots game in years past. This event, with 50+ golfers and non-golfers, proved to be a lot of fun for chapter members and their guests, while raising money, over \$4,000, for a worthwhile cause, Avon 39 the Walk to End Breast Cancer. I'm looking forward to attending this event again in 2018.

The chapter was represented at two regional meetings this past year, one in Providence, RI in the spring and the other in Bethlehem, PA in the fall. In addition, Gary Wade, MAI represented the chapter in Washington, DC at the annual LDAC (Leadership Development and Advisory Council) conference. I encourage anyone and everyone to attend LDAC at some point, it is a rewarding experience.

I'd like to thank everyone who volunteered with the chapter in some way or another this year. Our chapter is one of the stronger chapters across the country and that's due to the members volunteers, and of course our Executive Director, Debra Miller. If you want to get involved, reach out to James Meehan, MAI, there's always a need for volunteers.

I'd like to wish next year's officers, James Meehan, MAI, AI-GRS, President, Dan Mistichelli, MAI, SRA, AI-GRS, Vice President, Gary Wade, MAI, Treasurer and Christopher Otteau, MAI, AI-GRS Secretary along with the Board of Directors, the Committee Chairs and Debra Miller all the best in 2018.

Thank You

Joseph C. Baldoni, MAI

Metro New Jersey Chapter Newsletter



Chapter Office

Metro NJ Chapter
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Bridgewater NJ 08807
Phone: 732-560-0072

[Email](#)

[Website](#)

Find this on the website::

- Government Relations—Latest Information & Actions
- Latest Candidate Guidance News
- Fundraisers/Sponsors
- Picture Gallery
- Scholarship News
- Speaker Presentations from the latest conference
- Newsletters

National Office

Appraisal Institute
Phone: 800—756-4624

[Email](#)

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[Candidates](#)

[Prospective Members](#)

Appraisal Founda- tion:

[Website](#)

2018 Board of Directors

President:: James L. Meehan, MAI, AI-GRS
Vice President: Daniel Mistichelli, MAI, SRA, AI-GRS
Treasurer: Gary M. Wade, MAI
Secretary: Christopher J. Otteau, MAI, AI-GRS

Jennifer Chanese-Barany, MAI, SRA
Joseph H. Cimiluca, MAI
David Glaser, MAI
Joseph A. Murray, Jr., MAI, SRA
John J. Musnuff, MAI
Daniel C. Webb, MAI
John P. Wilson, MAI, AI-GRS
Cynthia Xu, MAI

Past President: Joseph C. Baldoni, MAI

Committee Chairs:

Candidate Guidance: Carol E. Angle, SRA
Education: John P. Wilson, MAI, AI-GRS
Fall Conference: George J. Sopko, MAI and Daniel C. Webb, MAI
Princeton Conference: Christopher J. Otteau, MAI, AI-GRS & Jennifer Chanese-Barany, MAI, SRA
Social Media: Jennifer Chanese-Barany, MAI, SRA and Cynthia Xu, MAI
Government Relations: Mark Dunec, MAI

Get Involved and join the Board of Directors and Committee Chairs to plan the events and programs for 2018.

Appraisal Institute FYI

The Appraisal Institute will be implementing a new registration system in the near future for all education and events which includes chapter specific events such as meetings and conferences. No one can be registered without having first created an AI username and password. If your office registers staff that are not AI members have the person who is going to the event create a user name and password: Go to the AI website, www.appraisalinstitute.org click Log In and follow directions to set up; Students, AI or non AI, must have completed this task to have access to various items on the website and the Knowledge Center. If someone cannot remember their password when registering, they can retrieve through the national website Log In.

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will become a long term relationship. Christopher Otteau and I will be working on an intercollegiate competition with Monmouth University involving a feasibility study. Our hope is to tap the chapter for the judges needed to determine the winner. Further, partnering with Monmouth University for our conferences should allow us access to their extensive speaker list and student body. In exchange, Monmouth University should be able to place a number of interns and graduating students with firms in our chapter.

As you are aware with the new governor set to take power, we may be faced with a challenge from the New Jersey Association of Realtors, (NJAR), in the form of legislation at the State level to permit Realtors, Brokers and Licensees with the ability to provide BPO/CMA, (Broker Price Opinions/Certified Market Analysis), for clients in lieu of a real estate appraisal. They tried to get this bill passed in 2013 but was vetoed by then Governor Christie. Similar actions in other States have been approved and will require that we remain vigilant to such actions.

For the coming year, Mark Dunec, MAI, will Chair the Government Relations Committee and with his knowledge of the legislative process and his desire to see that the appraisal profession and its mandated requirements are adhered to, as provided in the "law", will be an enormous benefit to the Chapter. I know that Mark and the Committee members will be watching for any and all proposed legislation that may affect us.

On a national level the Appraisal Institute is providing leadership and forward thinking for an ever changing world. An example of this is with the new chapter finance system which we are a beta chapter for. Based on my experience with the chapter finances and demonstration of the new system by national, it appears that the new system will be beneficial in the way we invest our reserves and pay our bills.

And like the past years, we have several conferences and other events plan for the 2018 year. This year's Princeton conference will be on Friday April 20th at the Princeton Marriott and as always will have a number of rock solid speakers. Hopefully with the inclusion of Monmouth University we can start appealing to a younger audience. We'll also have our Fall Conference on Friday October 19th at the Holiday Inn in Clark. There will be a number of other meetings and seminars throughout the year where educational credits can be earned. Our next seminar, will be the Membership Lunch Meeting at the Spanish Tavern on Thursday February 22nd. In continuing with our extremely successful Golf Outing, we are going to hold another this year at Top Golf in Edison on Wednesday March 21st. Our charity this year is the 11th Hour Rescue, a non-profit animal rescue group.

In closing, I want to once again thank all of those who have volunteered their time for the upcoming year. I'm looking forward to spending time with our members and getting to know new ones. With the help of the Officers, Committee Chairpersons and Committee Members, I am confident that the coming year will be a success for the Chapter. I wish you all a very Happy and Prosperous New Year!

James L. Meehan, MAI, AI-GRS

2018 Metro New Jersey Chapter President