

Metro New Jersey Chapter Newsletter



2017 President's Letter

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Upcoming Education and Events

[Register Here](#)

Upcoming Meetings & Events

- Dinner Meeting & 2-hour program
September 21, Holiday Inn Clark
- Fall Conference
October 20, Holiday Inn Clark
- Holiday Dinner and 2018 Installation
December 13, Pines Manor

[Visit our website for details](#)

This first half of the year is over already and we are getting ready to start the second half. A quick recap of the events already. In January we had our annual Chapter Leadership strategic planning meeting, which outlined the chapter's missions and goals for the year and gave the board and committee members a chance to plan in person for the many events.

The Chapter Membership meeting in February at the Spanish Tavern as always was well attended and provided the membership with 2 hours of Continuing Education credits. The topic this year was technology in our industry presented by the chapters own technology guru AI Chanese and as well as Bob Wardlow from Cortland Computer Services, who provides the chapter with IT related services. Timely topic with ransomware and fraudulent email scams prevalent today.

Next event was our TopGolf charity fundraiser in March; where 50 golfers and non-golfers enjoyed a night of good food, drinks and driving range games. The donuts alone were worth going. The event itself raised over \$4,000 for Avon 39, the Walk to End Breast Cancer, Team Whitaker.

Speaking of chapter website, did anyone notice our chapter upgraded their website? National produced a new template for the chapters and in the beginning of this year we switched over. Check it out if you have not, it has more quick useful links to chapter, national and state items.

The 81st Princeton Conference was held on April 28th and the conference was the most attended (200 attendees) in the past few years. A big thank you to Chris Otteau and Tom Lenahan for co-chairing the event as well as committee members Daria D'Agostino, David Glaser, Bettina Sholk, Dan Webb and John Wilson. Also a thank you to Jim Murrett, Appraisal Institute National President-elect. Finally, thank you to our sponsors, Gold Sponsors: McKirdy & Riskin, Investors Bank, Ard Appraisal, Otteau Group, Valbridge Property Advisors and Progress Capital and Silver Sponsor Fleming White.



The event itself began with a State of the Markets by Jeffrey G. Otteau and followed by chapter members Michael P. Hedden, MAI and Phillip V. Karali, MAI on real estate capital market trends and the impact on capitalization rates. The afternoon sessions began with the legal issues effecting the New Jersey Beach communities with Peter S. Reinhart, Esq., Donald M. Moliver, PHD, MAI, CRE, CTA David Apy, Esq. and Anthony F. Della Pelle, Esq., CRE all panelist.

The next session continued the legal issues but moved to Pipeline Easements and presented panelists Anthony F. Della Pelle, Esq., CRE, Michael J. Ash, Esq., and Maurice J. Stack, II, MAI, CRE, FRICS.

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81st Annual Princeton Conference—

Thank you to our Sponsors!

Gold Sponsors



Silver Sponsor



Upcoming Events:

- Dinner Meeting ~ September 21—2 CE hours—Holiday Inn Clark
- Fall Conference ~ October 20—Holiday Inn, Clark, NJ—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.

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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

Legal Pages:

Dear Chapter Member:

For several years, our chapter has placed a two-page advertisement in the New Jersey Legal Pages. The 2018 Edition of the Legal Pages is now accepting copy for their next book, which will be published in September, and our chapter is going to place an ad once again.

In order to be included in the Metro New Jersey Chapter's listing in the Legal Pages, please contact Debra at the chapter office for the form and payment information **by August 18th**.

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2017 Princeton Conference Speakers



James Murrett, MAI, SRA, AI National President Elect



Christopher Otteu, MAI, AI-GRS and Jeffrey Otteu



Thomas Lenahan, MAI



Michael Hedden, MAI, Phillip Karali, MAI and Christopher Otteu, MAI, AI-GRS



Donald Moliver, PhD, MAI, Peter Reihhart, Esq., Christopher Otteu, MAI, AI-GRS, David Apy, Esq., and Anthony Della Pelle, Esq.



Victor DiSanto, MAI, Michael Ash, Esq., Maurice Stack, II, MAI and Anthony Della Pelle, Esq.



Bettina Sholk, MAI and Michael Lahr, PhD

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Course Schedule [Register Here](#)

COURSE	DATE	LOCATION	COST	INSTRUCTORS
Uniform Standards for Federal Land Acquisitions	September 15 & 16	Raritan Valley Community College Branchburg, NJ	\$350/ AI \$395/ non AI	Brian Flynn, MAI, AI-GRS
New Jersey 2-hour Law course	October 5	Holiday Inn Clark Clark, NJ	\$60/ AI \$75/ non AI	Joseph Palumbo, SRA
Quantitative Analysis	December 4—8	Holiday Inn Express East Brunswick, NJ	\$800/candidates \$1100/full price	Larry Wright, MAI, SRA, AI-GRS
7-HOUR USPAP UPDATE	December 7	Hampton Inn Woodbridge, NJ	\$260 AI \$300/ non AI Includes 2018-2019 USPAP book	Joseph Palumbo, SRA
Advanced Land Valuation: Sound Solutions to Perplexing Problems	December 15	Hampton Inn Woodbridge, NJ	\$185/AI \$210/ non AI	Susanne Curran, MAI, AI-GRS

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.
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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 August 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 August 15th.

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

[Download Scholarship Here](#)

June 2017

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

Congratulations to our new Designees!

New MAI:

Nathan C. Florio, MAI

New AI-GRS and AI-RRS:

John E. Eckhoff, MAI, AI-GRS

Christopher J. Otteau, MAI, AI-GRS

Brian D. Hicks, 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:

Washington DC September 11—17, 2017

Synchronous November 6 –12, 2017

June 2017

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Top Golf Fundraiser - Raised \$4072 to benefit Avon 39, the Walk to End Breast Cancer and Team Whitaker

Thank you to our Sponsors

Event Sponsor:

Connie's Music Center

Bay Sponsors:

Accurate Real Estate Valuation
Appraisal Associates, Inc.
Cooney Bovasso Realty Advisors, Inc.
Gagliano and Company
McKirdy & Riskin, P.A. Counselors at Law
Nationwide Consulting Group
Pyramid Associates
Sterling DiSanto and Associates
Wade Appraisal, LLC



Additional Contributions & Players:

Carol Angle
Al Chanese
Jennifer Chanese Barany
Ron Chiarello
Joe Cimiluca
John DeFoe
Bob DiFalco
Scott Hanna and group
Jim Hollasch
Walter Iannacome
Paul Lee
Ed Marashlian and group
James Meehan and group
Debra Miller
Michael Nwosu
Enrico Russo
Grace Ann Shotwell
George Sopko

The chapter has raised over \$40,000 since the first fundraiser in 2005 to support the following organizations:

JDRF (Juvenile Diabetes Research)

CCF (Children's Cardiomyopathy Foundation)

PANCAN (Pancreatic Cancer Research)

FC (Family Connections)

Children's Specialized Hospital

Boy Scouts "Send a Scout to Camp" program for 3 NJ troops

Team Liberty/NJ Sharing Network

Camp Quality of NJ

Family Promise of Passaic County

Metro New Jersey Chapter Newsletter



Chapter Office

Metro NJ Chapter
P.O. Box 6045
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](#)

[Website](#)

Other Helpful Email Addresses:

[Designated Members](#)

[Candidates](#)

[Prospective Members](#)

Appraisal Founda- tion:

[Website](#)

2017 Board of Directors

President:: Joseph C. Baldoni, MAI
Vice President: James L. Meehan, MAI, AI-GRS
Treasurer: Daniel Mistichelli, MAI, SRA, AI-GRS
Secretary: Gary M. Wade, MAI

Joseph H. Cimiluca, MAI
Eugene J. Domowicz, MAI
David Glaser, MAI
Joseph A. Murray, Jr., SRA
John J. Musnuff, MAI
Christopher J. Otteau, MAI, AI-GRS
George J. Sopko, MAI
Dustin Tenenbaum, MAI
John P. Wilson, MAI, AI-GRS
Kevin Y. Wong, MAI, AI-GRS
Cynthia Xu, MAI

Past President: Gregg Manzione, MAI

Committee Chairs:

Candidate Guidance: Carol E. Angle, SRA & Dustin Tenenbaum, MAI
Education: Victor D. DiSanto, MAI
Fall Conference: Joseph H. Cimiluca, MAI and Joseph A. Murray, Jr., SRA
Princeton Conference: Christopher J. Otteau, MAI, AI-GRS & Thomas Lenahan, MAI
Social Media: Jennifer Barany Chanese and Cynthia Xu, MAI
Government Relations: Albert F. Chanese, 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 is implementing a new registration system the end of this year 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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The final topic was presented by Michael L. Larh, PhD, who presented the Economic Overview for the US and the tristate.

Later in May, I was off to the joint Region IV and VI meeting in Rhode Island. Joined by the Chapters Vice President James Meehan and our Government Relations chair Al Chanese. Again, Jim Murrett, provided an overview at the national level, while Ryan Hlubb and Mike Mignogna provided our regional overview. The region meeting was extremely informative and I'd be happy to discuss with anyone interested.

We have many events and classes coming up in the 2nd half of this year, with our Chapter dinner meeting September 21, 2017 and our Fall Conference on October 20, 2017 both at the Holiday Inn Clark

Finally, Region VI Chair, Ryan Hlubb, MAI, SRA shared this important news to the chapter leadership:

"At its June 7-8 meeting in Ottawa, Ontario, the Appraisal Institute Board of Directors received for its consideration recommendations from the Governance Structure Project Team. This is a project team that has spent more than a year and a half considering possible changes to AI's governance structure.

Before any action is taken on these recommendations, members of the Board will be sharing the project team's recommendations with - and receiving feedback from - all Appraisal Institute professionals in the coming weeks, using a variety of means. These potentially will include webinars, meetings, and conference calls led by Board members, national officers and members of the project team. Written materials also will be made available to all AI professionals that explain the project team's recommendations and the background information it considered. The Board will review all input it receives, so all AI members are encouraged to take an active role in this important process. At its August 24-25 meeting, the Board will consider sending any governance structure recommendations to 45-day Notice."

Please look out for information coming from national and a possible chapter conference call for your input later this summer

If you have any questions, comments, concerns feel free to contact me directly.

Thank You

Joe Baldoni, MAI

2017 Metro New Jersey Chapter President