

Metro New Jersey Chapter Newsletter



2018 President's Letter

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Upcoming Meetings & Events

- Members, Candidates, Affiliates Social—June 27, Millers Ale House, Woodbridge
- Women's Council Project Team—July 25, Seasons 52, Edison
- Fall Meeting September 13, Holiday Inn Clark
- Fall Conference—October 26, Holiday Inn Clark
- Holiday Dinner and 2019 Installation—December 13, Maggianos, Bridgewater

[Visit our website for details](#)

The first half of the year is almost over and we are getting ready to start the second half. A 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 our 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 lender requirements and guidelines presented by former Chapter President Chuck Beyer & Michael Pratico, Jr.. This topic helped shed light on typical appraisal pitfalls and ways to avoid them.

The next event was our TopGolf charity fundraiser in March; where over 40 golfers and non-golfers enjoyed a night of good food, drinks and driving range games, even though the event had to be rescheduled due to a bad snow storm. The donut holes desert with flavor injectors were

alone worth the trip. The event itself raised over \$2,700 for the 11th Hour Rescue, a dog and cat rescue based out of North-



ern New Jersey. Check out the pictures from the event on the Chapter's website.

The 82nd Princeton Conference was held on April 20th and was another smashing success. A big thank you to Jennifer Barany, MAI, SRA & Christopher Otteau, MAI, AI-GRS for co-chairing the event as well as committee members Susan Landau, Gregg Manzi-one, MAI Joseph Murray, Jr., MAI, SRA & Matthew Ross. I'd also like to thank Jim Murrett, MAI, SRA, Appraisal Institute National President for making the trip to join us.

Finally, a thank you to our sponsors which include the following:

Gold Level Sponsors: McKirdy Riskin Olson Della Pelle, Meehan Valuation, Otteau Group, Valbridge Property Advisors, Progress Capital and new Gold Sponsor, FTI Consulting.

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82nd Annual Princeton Conference

Thank you to our Sponsors!

Gold Sponsors



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Upcoming Events:

- **Chapter Members, Candidates and Affiliates Social**—June 27—Miller’s Ale House, Route 9, Woodbridge—5—8 pm
- **Chapter Women’s Council**—July 25—Seasons 52, Edison, NJ
- **Dinner Meeting ~ September 13**—2 CE hours—Holiday Inn Clark
- **Fall Conference ~ October 26**—Holiday Inn, Clark, NJ—7 CE hours

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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 Chapter 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 Chapter newsletter.
- 1 complimentary guest at the Princeton Conference.

Tier 3 Sponsorship - \$300 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 Chapter newsletter.

For Complete Sponsorship Program and Application, please visit our website at www.ai-newjersey.org

Sponsorships are available all year, contact the chapter office for more information.

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2018 Princeton Conference Speakers



Jeffrey Otteau



Assemblyman, Craig Coughlin, Esq.



Dr. James Hughes, PhD



Al Chanese, MAI, Kevin Polston, Ralph Zucker and Peter Coccoziello, Jr.



Timothy Grenier, Michael Sommer, Chris Murhpy, Esq., Jake Pine, and Franklyn Ore



Timothy Grenier and Franklyn Ore



Peter Reinhart, Esq.



Elizabeth Leheny and Bruce Steadman



David Nuse

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2018 Princeton Conference



Jennifer Chanese Barany, MAI, SRA, conference co-chair



James Meehan, MAI, AI-GRS, 2018 chapter president



Christopher Otteau, MAI, AI-GRS, conference co-chair



Susan Landau, conference committee member



Dr. Hughes, PhD & Joe Murray, Jr., MAI, SRA, conference committee member



Michael Hedden, MAI, Raja Waran, MAI and AI National President, Jim Murrett, MAI, SRA



Peter Cocziello, Jr., Kevin Polston, James Meehan, MAI, AI-GRS and Ralph Zucker.



AI Chanese, MAI, Jennifer Barany, MAI, SRA, Assemblyman, Coughlin, Esq., and Jim Murrett, MAI, SRA



Christopher Otteau, MAI, AI-GRS and Jeff Otteau

June 2018

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Course Schedule [Register Here](#)

COURSE	DATE	LOCATION	COST	INSTRUCTORS
Advanced Market Analysis and Highest & Best Use	August 6—10	Holiday Inn Clark Clark, NJ	\$800/candidates \$1100/full price	Larry Wright, MAI, SRA, AI-GRS
Supervisory/Trainee Appraiser Course	TBD	TBD		Joseph Palumbo, SRA
Uniform Standards for Federal Land Acquisitions	September 14 & 15	Raritan Valley Community College Branchburg, NJ	\$350/ AI \$395/ non AI	Brian Flynn, MAI, AI-GRS
Solving Land Valuation Puzzles	October 2	Raritan Valley Community College Branchburg, NJ	\$185/AI \$200/ non AI	Vincent Dowling, MAI, SRA
7-HOUR USPAP UPDATE	December 7	Hampton Inn Woodbridge, NJ	\$260/ AI \$300/ non AI Includes 2018-2019 USPAP book	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.



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Metro NJ Chapter Benefits

Max Neuberger Memorial Scholarship 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.

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.

Legal Pages:

Dear Chapter Member:

For several years, our chapter has placed a two-page advertisement in the New Jersey Legal Pages. Metro NJ Chapter members can take advantage of this advertising at cost. The 2019 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 15th**.

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Chapter Member Meeting opportunities

Members, Candidates, Affiliates, Trainees, Social:
Wednesday, June 27th, 5 –8 pm, Millers Ale House, Route 9 Woodbridge, NJ.
Contact the chapter office for more information, metronj@ai-newjersey.org.

Metro NJ Chapter Women’s Council:
Meetings to begin in July. Please contact the chapter office for more information.

Congratulations to our new Designees!



Brian Chester, MAI, AI-GRS receives his AI-GRS certificate from James Meehan, MAI, AI-GRS.



Michael Hedden, MAI presents Raja Waran, MAI with his MAI certificate.



Erin Taffera, SRA, AI-RRS receives his AI-RRS certificate from James Meehan, MAI, AI-GRS.



Michael Pratico, Jr. , AI-GRS presents Brian Hicks, SRA, AI-RRS with his AI-RRS certificate.

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

More Info



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Top Golf Fundraiser - Raised \$2,926 to benefit Eleventh Hour Rescue

Thank you to our Sponsors

Bay Sponsors:

ADD Systems
Meehan Valuation
Nationwide Consulting Co.
Pyramid Associates
Scott Hanna
Sterling DiSanto & Associates
Wade Appraisal, LLC

Golfers:

Al Chanese, Susan Chanese, Jennifer Chanese Barany, Ron Chiarello, John DeFoe, Nina Dyer, Steve Eberling, Matt Englehardt, Mark Edwards, Dina Hanlon, Patrick Josephs, Susanne Lyons-Josephs, Roger Keyser, Paul Lee, Ryan Lee, Ed Marashlian, Henry Camejo, James Meehan, Kristen Meehan, Robert Meehan, Dan Mistichelli, Larry Mistichelli, George Paras, George Sopko, Russ Sterling, Mark Sussman, Anthony Timpano, Gary Wade, Laura Whitaker, Logan Whitaker, Joe Wisniewski, Lauren Zborovancik, Florence Zeszotarski, Jason Zeszotarski

Donators:

Joe Cimiluca
Bob DiFalco
Debra Miller



The chapter has raised over \$46,000 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

Avon 39, the Walk to End Breast Cancer & Team Whitaker

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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

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Other Helpful Email Addresses:

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[Candidates](#)

[Prospective Members](#)

Appraisal Founda- tion:

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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

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David Glaser, MAI

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John J. Musnuff, MAI

John P. Wilson, MAI, AI-GRS

Daniel C. Webb, MAI

Cynthia Xu, MAI

Past President: Joseph C. Baldoni, MAI

Committee Chairs:

Candidate Guidance: Carol E. Angle, SRA & Jennifer Barany, MAI, SRA

Education: John P. Wilson, MAI, AI-GRS

Fall Conference: George J. Sopko, MAI and Daniel C. Webb, MAI

Princeton Conference: Jennifer Barany, MAI, SRA & Christopher J. Otteau, MAI, AI-GRS

Social Media: Jennifer 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 2019. Contact the chapter office at metronj@ai-newjersey.org for more information.



Michael Pratico, Jr., AI-GRS and Chuck Beyer, MAI, SRA, AI-GRS speak at the Metro NJ Chapter Membership meeting.

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President's message continued from page 1

Silver Level Sponsors: Ard Appraisal Company, Columbia Bank, Nationwide Consulting Company.

Bronze Level Sponsors: Stavitsky & Associates, Provident Bank and Greenbaum Row Smith & Davis.

The Princeton Conference began with a State of the Markets by Jeffrey G. Otteau where an in-depth presentation as to current trends in the office, retail, industrial and residential markets. This session was then followed by Assemblyman, Craig Coughlin, Esq. who discussed Legislation affecting NJ Real Estate. Dr. James W. Hughes, PhD discussed the cyclical economic trends effecting the nation and the tri-state area. The afternoon sessions were all panel discussions regarding a wide range of issues. The first of these sessions was geared towards suburban development. This discussion was moderated by our very own Al Chanese, MAI and panelists included Kevin Polston, Ralph Zucker and Peter Cocozziello, Jr. The speakers discussed large scale redevelopment projects they are currently involved in and the challenges of bringing their concept to reality. The next session focused on Urban Development which was moderated by Michael Sommer and panelists included Franklyn Ore, Tim Greiner, Chris Murphy, Esq. and Jake Pine. This topic brought the discussion to urban redevelopment with a focus on Newark and the Amazon effect. Finally, the last session of the afternoon involved another panel discussion, this time on the re-purposing of military bases. The discussion was moderated by Peter S. Reinhart, Esq. and panelists included Elizabeth Leheny, Bruce Steadman, and David Nuse.

Later in April, the Chapter's Vice President and I were off to the Region VI meeting in Lancaster, Pennsylvania. Stephen Wagner, MAI, SRA, AI-GRS, AI president elect provided an overview at the national level, while Ryan Hlubb, MAI, SRA and Mike Mignogna, MAI, AI-GRS 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 Thursday, September 13, 2018 at the Holiday Inn Clark and our Fall Conference on Friday, October 26, 2018.

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

Thank You

James L. Meehan, MAI, AI-GRS

2018 Metro New Jersey Chapter President

jmeehan@meehanvaluation.com