

December 2023



Metro New Jersey Chapter

Phone: 732-560-0072  
Email: [metronj@ai-newjersey.org](mailto:metronj@ai-newjersey.org)  
website: [www.ai-newjersey.org](http://www.ai-newjersey.org)

# Metro New Jersey Chapter Newsletter

Joseph Wisniewski, MAI, 2024  
Metro New Jersey Chapter President

It is with great enthusiasm and gratitude that I write to you as the newly installed President of the Metro NJ Chapter of the Appraisal Institute. I am honored to take the reins from Jen Barany. Jen has been one of the most engaged leaders in our chapter and am committed to building on the strong foundation she, and those before, have laid.

I am thrilled to introduce the talented individuals joining me in leadership roles. Katherine Tantan as our Vice President, bringing her expertise and passion to the forefront; Dan Webb will serve as our Treasurer, and Erin Taffera as our Secretary. Their dedication to our chapter's success is truly commendable, and I am eager to work closely with them.

A warm welcome is extended to our new Board of Directors members: Paul Colella, Andrew Beltran, and Karan Shah. Their diverse perspectives and skills will undoubtedly contribute to the continued growth and success of our chapter. I am excited to collaborate with them and our returning board members as we collectively face the challenges and opportunities that lie ahead in 2024.

It was an honor to have the 2023 National President, Craig Steinley, in attendance at our installation dinner—a



testament to the significance of our chapter's work. Mr. Steinley's third visit to our chapter underscores the importance of our local efforts within the broader Appraisal Institute.

Among our upcoming events, looking forward, I am pleased to announce that the Princeton Conference will be held at a new location this year. Even more exciting, our new Appraisal Institute CEO, Cindy Chance, has graciously agreed to speak at the event. This presents a unique opportunity for our members to engage with and learn from a key figure in our industry.

As we continue on this journey together, I am dedicated to finding innovative ways to grow our chapter and overcome new challenges. Your input and involvement are invaluable, and I encourage you to share your ideas and perspectives. Together, let us make 2024 a year of continued success and progress for the Metro NJ Chapter.

Warm regards,

Joe Wisniewski, MAI

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# Thank you to our 2023 Sponsors!

## PLATINUM SPONSORS



## GOLD SPONSORS



## SILVER SPONSORS



Become a Sponsor and get noticed on our website on the Home page, Meetings & Events page and Sponsors Event page ~ Chapter Website, [www.ai-newjersey.org](http://www.ai-newjersey.org)

Contact Chapter Executive Director, Debra Miller at [metronj@ai-newjersey.org](mailto:metronj@ai-newjersey.org)

# Sponsorship Program

Become a Sponsor and get noticed on our website on the Home page, Meetings & Events page and Sponsors Event page ~ chapter website, [www.ai-newjersey.org](http://www.ai-newjersey.org)

## **Platinum Sponsor - \$2,000 annual fee for 1 year of the following:**

- Recognition and announcement at the beginning of the program and at Lunch.
- Sponsor recognition on Social Media.
- Company Logo on chapter's website.
- Company Logo on Princeton and Fall Conference broadcasts.
- Company Logo on Princeton and Fall Conference brochures for in-person events and on Power Point for Virtual events.
- Recognition on Conference sponsor signage in-person and Power Point for Virtual.
- Recognition in Chapter newsletters.
- 3 complimentary guests at the Princeton Conference (value up to \$750).
- Reserved Table for your company at conferences.

## **Gold Sponsor - \$1,000 annual fee for 1 year of the following:**

- Recognition and announcement at the beginning of the program and at Lunch.
- Sponsor recognition on Social Media.
- Company Logo on chapter's website.
- Company Logo on Princeton and Fall Conference broadcasts.
- Company Logo on Princeton and Fall Conference brochures for in-person events and on Power Point for Virtual events.
- Recognition on Conference sponsor signage in-person and Power Point for Virtual.
- Recognition in Chapter newsletters.
- 2 complimentary guests at the Princeton Conference (value up to \$500).

## **Silver Sponsor - \$500 annual fee for 1 year of the following:**

- Recognition and announcement at the beginning of the program and at Lunch,
- Company Logo on chapter's website.
- Company Logo on Princeton and Fall Conference broadcasts.
- Company Logo on Princeton and Fall Conference brochures for in-person events and on Power Point for Virtual events.
- Recognition on Conference sponsor signage in-person and Power Point for Virtual.
- Recognition in Chapter newsletters.
- 1 complimentary guest at the Princeton Conference (value up to \$250).

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## Regional VI News

Happy Holidays! It has been a real pleasure and honor to serve Region VI and all our members this year. A lot was accomplished.

We began 2023 creating the new Residential Appraisal Committee to better serve the needs of our residential community. This committee under the leadership of Adam Johnston, SRA, AI-RRS spent many hours addressing the needs and concerns of our members. Their hard work helped the Board decide to develop a plan to better promote our designations.

We also had to replace our CEO. This process took many months and a lot of hard work by the search committee lead by Jeff Enright, MAI, SRA, AI-GRS and Misty Ray, MAI, AI-GRS. Their work resulted in the selection of Dr. Cindy Chance as our new CEO. Cindy has been taking the opportunity to visit many Chapters, we hope you get to meet her soon. She has a great passion to help us achieve our strategic goals including growing membership and strengthening our education development and delivery.

As you heard in the November issue of Appraiser News Online, the Board authorized the creation of a marketing and awareness campaign that will highlight the value of all Appraisal Institute designations with an emphasis on the SRA designation and the contributions and needs of residential appraisers. Special emphasis will be given to direct marketing and engagement of key users of appraisal services to promote the benefits of hiring AI Designated Members.

Other notable achievements this year include the AI rebranding, modernizing our web site, and developing and implementing AI-PAREA. AI-PAREA is off to a strong start and will be a catalyst in the AI's efforts to assist in broadening the availability of many to enter the valuation profession.

With respect to the rebranding, the National Board approved an organization brand promotion and awareness plan in which all dues-paying Designated Members will have the opportunity to receive a new designation emblem pin or charm that reflects the AI brand redesign. The pins and charms will be available, at no cost, through March 30, 2024. You should be getting a link soon to order your new pin or charm.

As the new year begins, we are excited to welcome Barbara Cantrell Brantley, MAI as the Third Director for Region VI. Barb has been active in the Baltimore Chapter for many years and will bring a wealth of knowledge and experience to her new assignment.

We are also excited to begin the new year with Sandy Adomatis, SRA leading the Board and our team in 2024. The 2024 Executive Committee will be joined by our own Mike Mignogna, MAI, SRA, AI-GRS who was elected to be our national VP in 2024. Mike has served the Philadelphia Chapter and Region VI for many years and will serve as our National President in 2026.

Finally, we hope to see many of your chapter leaders at our in-person joint regional meeting with Region IV in April. Our regions have had a long history of working together and this year they will be leading the meeting at Lake George, New York. Please keep an eye out for the announcement!

Happy Holidays to everyone. We hope the new year brings you joy, happiness and success in all your endeavors.

Joshua D. Garretson, MAI, AI-GRS, AI-RRS Region VI Chair

Donnie Boucher, SRA, Region VI Vice Chair.



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## FUN CHAPTER EVENT ~ FALL 2023



Members and Non-Members gathered at the Burnt Mills Cidery in Bedminster NJ for a Lively discussion of Trial Preparation and Testimony and Trial Tips for Appraisers.

Speakers included two appraisers, Jon Brody, MAI, SRA and Al Chanese, MAI and two attorneys, Tony DellaPelle, Esq. and Tom Olson, Esq.

Attendees enjoyed the Cidery Fall Cider selection, Pizza and snacks in a beautiful outdoor setting. And, 2 hours of CE for Appraisers and Assessors.



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## **Installation of the 2024 Chapter President and the 2024 Board of Directors**

Jospeh Wisniewski, MAI—President  
Katherine Tantanin, MAI—Vice President  
Daniel Webb, MAI—Treasurer  
Erin Taffera, SRA, AI-RRS—Secretary  
Andrew M. Beltran  
Tammy Bucior  
Paul M. Colella  
Thomas J. Grouss, MAI  
Susanne Lyon-Josephs  
Connor F. Montferrat  
Karan P. Shah, MAI, AI-GRS  
Dallas Whitaker, MAI  
Jenifer Barany, MAI, SRA—Past President

**Congratulations to Lifetime Achievement Recipient,  
Michael P. Hedden, MAI!**

**Congratulations to Paul Colella for receiving the Mike Damato  
Award for Chapter Service!**

The Holiday Dinner and Installation is always a special event due to the past presidents that continue to support the chapter by coming to this event and the new appraisers affiliated with the chapter. The chapter was also fortunate to have national AI president, Craig Steinley, MAI, SRA, AI-GRS, AI-RRS, 2024 National vice President, Michael J. Acquaro Mignogna, MAI, SRA, AI-GRS, Past Region VI Chair, Richard F. Wolf, MAI, SRA, AI-GRS and 2024 3rd Director, Barbara Cantrell, MAI in attendance.

Jennifer Marshall, SRA, AI-RRS was a surprise guest who still is part of the chapter, but resides in Florida.

Anthony DellaPelle, Esq., CRE and Thomas Olson, Esq., from McKirdy Riskin Olson DellaPelle were also in attendance as they continue to be big supporters of the chapter.

Victor DiSanto, MAI was Master of Ceremonies and did a great job recognizing our long history and all the members that make this chapter special and Russ Sterling, MAI, AI-GRS Installed the 2024 Officers and Board members with great stories and anecdotes.



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## Holiday Dinner & Installation



Victor D. DiSanto, MAI,  
Master of Ceremonies



Russell K. Sterling, MAI, AI-GRS,  
Installation Officer



Craig Steinley, MAI, SRA, AI-GRS, AI-RRS  
2023 AI National President



Joseph Wisniewski, MAI  
receives the President's Gavel from  
Russ Sterling, MAI, AI-GRS.



Jennifer Barany, MAI SRA receives the  
President's Plaque from Joseph Wisniewski, MAI.

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## Holiday Dinner and Installation of the 2024 Board of Directors



Michael P. Hedden, MAI receives the Lifetime Achievement Award from 2024 Metro New Jersey President, Joseph Wisniewski, MAI



Paul Colella receives the Mike Damato Award for Chapter Service from 2023 Metro New Jersey Chapter President, Jennifer Barany, MAI, SRA



2024 Metro New Jersey Chapter Board of Directors: Vice President, Katherine Tantanin, MAI, Secretary, Erin Taffera, SRA, AI-RRS, President, Joseph Wisniewski, MAI  
Board Members: Paul M. Colella, Karan P. Shah, MAI, AI-GRS, Andrew M. Beltran, Dallas Whitaker, MAI, Thomas J. Grouss, MAI, Connor F. Montferrat, Tammy Bucior, and Susanne Lyon-Josephs



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## Holiday Dinner and Installation of the 2024 Board of Directors



Craig Steinley, MAI, SRA, AI-GRS, AI-RRS, John J. Musnuff, MAI, Richard F. Wolf, MAI, SRA, AI-GRS, & Michael J. Acquaro Mignogna, MAI, SRA, AI-GRS



Anthony DellaPelle, CRE President with Michael J. Acquaro Mignogna, MAI, SRA, AI-GRS, Craig Steinley, MAI, SRA, AI-GRS, AI-RRS, Joseph Wisniewski, MAI, Barbara Cantrell, MAI and Richard F. Wolf, MAI, SRA, AI-GRS



Cushman & Wakefield Team celebrates Paul M. Colella's Mike Damato Award.



Michael P. Hedden, MAI celebrates his Lifetime Achievement Award with family and colleagues.

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## 2024 Education and Events

- 2-Hour program coming in February—Networking and CE event will be available on our website in January.
- 7 Hour USPAP Update—April 28, 2024, location TBD.
- The Appraisal Institute to release *Valuation Bias – The Invisible Fence of Racial Discrimination Course*—the seminar will first be released early 2024 for online delivery and the chapter will be offering in person mid-year.

The chapter is looking for topics and requests for courses. Please email Debra at [metronj@ai-newjersey.org](mailto:metronj@ai-newjersey.org) with your suggestions.

Get information for Appraisal Institute Scholarships, the Appraisal Diversity Initiative and the Education Relief Foundation by clicking this link, [www.appraisalinstitute.org/education/scholarships](http://www.appraisalinstitute.org/education/scholarships).



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# **2024 Princeton Conference at a new location. Meet new CEO, Dr. Cindy Chance**

**SAVE THE DATE**

**88TH ANNUAL PRINCETON CONFERENCE**

**April 12, 2024 ~ 8:30 am—4:30 pm ~ 7 CE hours**

**NJHA Conference and Events Center, Princeton, NJ**

**Special Guest: Dr. Cindy Chance, Appraisal Institute CEO**

## **New Appraisal Institute CEO Highlights Positive Change**

LOUISVILLE, Ky. (Oct. 4, 2023) – Cindy Chance, CEO of the Appraisal Institute, the largest professional association of real estate appraisers, addressed region and chapter leaders here over two days of presentations, breakout sessions and one-on-one meetings as part of the organization's annual Chapter Leadership Program. Participants traveled from around the U.S. to attend this important event and take part in lectures, workshops and leadership training that focused on improving collaboration and expanding the capabilities of the next cohort of Appraisal Institute chapter, region and board leadership.

In her remarks, Chance highlighted the Appraisal Institute's new organizational alignment and its steps toward building a culture of accountability and transparency, continuous improvement, and professional conduct and service. She also announced the first phase of a comprehensive review of the Appraisal Institute's systems and procedures, with the objective of establishing the efficient and effective business processes needed for high-quality member support, services and revitalized educational programming. Chance further added that she looks forward to close collaboration between AI, its chapters and member leaders.

"As I promised when I began this work, I've begun by listening and learning from members and staff alike, and I have taken swift and incisive steps to ensure that the best of the Appraisal Institute is reinforced and expanded," Chance said. "I've realigned the organization to position us together to meet serious challenges and seize new opportunities in line with our strategic objectives."

"My conversations and discussions over these two days provided me with essential feedback and first-hand market context from professionals who care deeply about their work and the future of the valuation profession. We share a passion for appraisal to be better understood and appreciated by the real estate industry and the communities our professionals serve – and I thank the many members who stepped forward to offer their support. I'd also like to once again thank the Bluegrass Chapter and Region for hosting these meetings," Chance said.

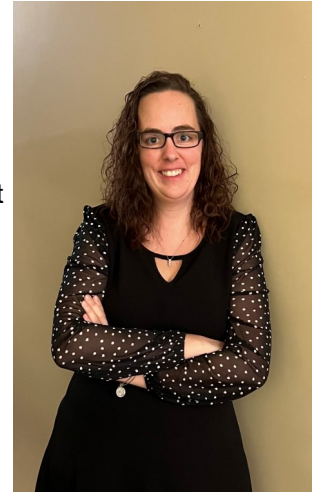


## 2023 Metro New Jersey Chapter President, Jennifer Barany, MAI, SRA

Greetings appraisal colleagues,

In June I shared with you all the activities the chapter accomplished in the first half of the year, and I am pleased to share with you highlights and achievements that defined our chapter's success over the second part of the year.

The COVID-19 pandemic changed the way we live our lives and how we attend events. This change has led to more Zoom events and lower attendance at in-person events. In September we brought back the fall evening meeting after a long hiatus as well as our first in-person board meeting since the pandemic began. A goal as President this year was to try and change the way we hold meetings and think of unique and different ways to spark interest in attending events.



As a result, this year's fall meeting, which was generously sponsored by Columbia Bank, was held at the Burnt Mills Cidery in Bedminster where attendees were able to enjoy a glass or two of a variety of the cidery's delicious ciders while enjoy pizza in their lawn chairs in the cool crisp fall air. The meeting was a fireside chat type of setting with two of our favorite attorneys, Tony DellaPelle and Tom Olsen as well as two of some of the top litigators in our field, Jon Brody, MAI, CRE and Al Chanese, MAI. The four gave a riveting talk about how to perform litigation work and the dos and don'ts of testifying. It was an enjoyable evening of information and good company.

In the beginning of October, the Chapter leadership was on the road again, this time in Louisville, Kentucky for the 4<sup>th</sup> Quarter Joint Region Meeting. Joseph Wisniewski, MAI, Debra Miller and I joined fellow chapter leaders and executive directors for a day of meetings where we heard from our new CEO, Cindy Chance who laid out her vision on moving the Appraisal Institute forward. We can all look forward to the new and exciting blueprint she has for the Appraisal Institute.

At the end of October, we held the 19<sup>th</sup> Annual Fall Conference chaired by Andrew Beltran and Paul Colella. The chairs were joined by Joe Palumbo, SRA, Stephan Puccio, Matthew Englehardt and Sergio Martinez. The committee worked hard to put together five strong sessions with an array of topics and speakers. The sessions were excellent, and the networking opportunities were enjoyed by all.

We closed the year with our annual Holiday Dinner and Installation Ceremony at the Pines Manor in Edison. We were honored to have in attendance 2023 National President Craig Steinley, MAI, SRA, AI-GRS, AI-RRS, 2024 National Vice President, Michael J. Acquaro Mignogna, MAI, SRA, AI-GRS, 2023 Region Past Chair Richard Wolf, MAI, SRA, AI-GRS and special guest Jennifer Marshall, SRA, AI-RRS.

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## **2023 Metro New Jersey Chapter President, Jennifer Barany, MAI, SRA Continued**

The Lifetime Achievement Award was presented to Michael P. Hedden, MAI, a well-deserved award to a chapter past president and beloved instructor. The Mike Damato award, an award near and dear to my heart, was presented to Paul Colella. Last December Paul noted that he would like to get more involved with the chapter and jumped in with both feet in going above and beyond with his outstanding contributions.

Installed as our 2024 Officers are:

Joseph Wisniewski, MAI - President

Katharine Tantinan, MAI – Vice President

Daniel Webb, MAI – Treasurer

Erin Taffera, SRA, AI-RRS - Secretary

Also inducted were our 2024 Board of Directors; Andrew Beltran, Tammy Bucior, Paul Colella, Thomas J. Grouss, MAI, Susanne Lyon-Josephs, Connor Montferrat, Karan Shah, MAI, AI-GRS, and Dallas Whitaker, MAI.

As 2023 draws to a close, it is both an honor and a privilege to reflect on my year as your Chapter President. I want to thank all our members who were sponsors this year for their continued support of the Chapter.

Thank you to Debra Miller, the Board of Directors and John Musnuff, MAI our Immediate Past President for their support of the executive board and the chapter. Thank you to our Past Presidents who are instrumental in their continued guidance and support of the Chapter.

Finally, I want to thank my executive board, Joseph Wisniewski, MAI, Katherine Tantinan, MAI and Daniel Webb, MAI for helping to keep the chapter moving forward.

I look forward to 2024 and have all the confidence that President Wisniewski will continue to lead the chapter forward to new and greater heights.

Happy holidays to you and your families.

Warmest Regards,

Jennifer Barany, MAI, SRA

2023 Metro New Jersey Chapter President

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## Metro New Jersey Chapter 2024 Volunteers

### 2024 Board of Directors

**President:** Joseph Wisniewski, MAI  
**Vice President:** Katherine Tantinan, MAI  
**Treasurer:** Daniel C. Webb, MAI  
**Secretary:** Erin Taffera, SRA, AI-RRS

Andrew M. Beltran  
Tammy Bucior  
Paul M. Colella  
Thomas J. Grouss, MAI  
Susanne Lyon-Josephs  
Connor F. Montferrat  
Raja P. Waran, MAI, AI-GRS  
Dallas Whitaker, MAI

**Past President:** Jennifer Chanese-Barany, MAI, SRA

### **Committee Chairs:**

*Candidate Guidance:* Cynthia Xu, MAI, SRA, AI-GRS & Erin Taffera, SRA, AI-RRS  
*Diversity:* Susanne Lyon-Josephs  
*Education:* Joseph Palumbo, SRA  
*Princeton Conference:* Paul Colella and Connor Montferrat  
*Social Media:* Katherine Tantinan, MAI  
*Government Relations Subcommittee:* Jennifer Barany, MAI, SRA and Paul Colella

**Do you want to contribute ideas for chapter programs such as the Princeton Conference, Fall Conference, Chapter two-hour programs, Educational offerings or the New Jersey Government Relations Subcommittee?**

**Email the chapter at [metronj@ai-newjersey.org](mailto:metronj@ai-newjersey.org) and Get Involved and join the Board of Directors and Committee**

Chapter volunteers work together with support from the chapter officers to make a difference in the chapter, state and the appraisal industry.