



Appraisal News



Northern California Chapter of the Appraisal Institute

Roland Burchard, MAI



President's Message

Chapter Off And Running At Start of Year 2000

GREETINGS AGAIN FROM WALNUT CREEK. You should be interested to know that your Chapter is off and running well as we begin 2000. If you missed the Installation 2000 Celebration you really missed a great celebration party. The company of friends was great, the food and surroundings were splendid, and the music was outstanding. Put it on your calendar to come next year, especially those of you who have missed a few. It really shows your support for the people who run this chapter, and who do it so well. Thanks again to Winnie Farwell, MAI, and her committee, for putting on a great show.

Your Board of Directors has met already and the Chapter had a sold out Fraud Seminar in January in Pleasanton. Please sign up **EARLY EARLY EARLY** for all seminar, course, and 2-hour workshop offerings, as well as the Chapter Luncheons and Dinners. Early sign ups help us plan effectively. Please do your part in completing applications early and respond to the Chapter office. It **REALLY REALLY** helps us plan better.

Ever since the Chapter mergers began, there has always been some residual confusion as to the Hub vs. Subchapter functioning. Well, this year we have tried to **SIMPLIFY** things by going to one Chapter Program per month. We will simply call each program **"THE CHAPTER MEETING AT..... PLEASANTON, NAPA, FRESNO, MONTEREY, STOCKTON,"** or wherever it is located. We will be offering CE hours at each meeting and one day Seminars around the meeting dates too. As you will see on "Looking Ahead" (page 8), there will be meetings on the third Thursday of each month except October (Fall Conference), and December (no meetings planned now). We are doing this to emphasize that we want to strongly encourage the **entire membership** to come to all or as many of the Chapter Meetings as they can. We will, of course, retain the Subchapter Structure for planning and representation purposes as each will be responsible for at least one Chapter Function. If

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FEBRUARY CHAPTER WORKSHOP & DINNER MEETING Thursday, February 17

- Location:** Sinbad's Restaurant
Pier 2 — The Embarcadero
San Francisco
- Directions:** 415/781-2555
- Parking:** Complimentary Valet
- BART/Muni:** Exit Embarcadero Station
- Workshop:** 4:00pm — 6:00pm
- Topic:** *LoopNet and Real Estate Resources on the Internet*
- Social:** 6:00pm
- Dinner:** 7:00pm
- Topic:** *The San Francisco Residential Market*
- Presenter:** William Bradford, ReMax Real Estate
- Price:** AI Members Non-Members
- Workshop Only:** \$ 37 \$ 42
- Dinner Only:** \$ 37 \$ 42
- Both:** \$ 37 \$ 42

Reservations & Payment:

Advanced reservations are required to ensure adequate seating and workshop materials. Simply fax a completed copy of the address portion of this newsletter to the Chapter Office at 415/398-4259 by Tuesday, February 15. Cancellations without penalty must be received by noon on Tuesday, February 15. Cancellations received after noon on February 15, and "no-shows" will be charged unless we are able to re-sell your reservation. Reservations received after the cut-off date and walk-ins cannot be guaranteed. Payment will be collected at the door. We reserve the right to substitute speakers under circumstances beyond our control.

About the Workshop:

LoopNet is the leading provider of Commercial Real Estate Data over the Internet. Founded in 1995 and located in San Francisco, LoopNet offers the power of Internet networking and unparalleled exposure for commercial real estate listings for free via its web site at www.loopnet.com. User friendly search screens allow for searches based on many parameters, such as location, property type, square footage, etc. Find out how to effectively use this powerful resource to increase your productivity and save time with data collection by attending this workshop. Other resources such as population and employment statistics and median home prices will also be discussed. Approved for 2-hours of OREA (#99754C551) and SBE continuing education credit. An application for 2-hours of Appraisal Institute continuing education credit has been submitted. Attendees seeking CE must arrive by the 4:00pm start time. Partial credit is not available.

Please observe registration deadlines.

See "President," page 2

Hello, Newly Designated Members!

New members are reminded to send their "Member Profile" to the Newsletter Editor, c/o Sean O'Reilly, SRA, Hamilton-Ricci & Associates, 930 Montgomery Street, Suite 300, San Francisco, CA 94133, upon notification of receiving your designation. All profiles should be submitted on disk. In addition, a professional quality black and white, wallet-sized photo should accompany your submission.

All profiles are printed on a first come, first printed basis. Isn't it time that you are recognized for your achievement? Submit your profile today!

President

from front page

Subchapters want to do more meetings, they can. I will be at all of them and I look forward to seeing you all there too!

I really want you all to support your Chapter with your presence at these monthly meetings. I promise that you will enjoy the rewards of renewing friendships, catching up, networking with new folks, and encouraging membership. See ya'll at Sinbad's in San Francisco on February 17.

Speaking of membership, the Associates Program was held in Pleasant Hill on February 9th. It was a great day to participate with other Associates looking to complete their requirements for designation soon. Attendees were encouraged and received tips on finishing their Demonstration Report, taking the comprehensive, and getting those last hours of experience reviewed. I am really encouraged by the number of folks I saw actively working on their demonstration reports and seriously looking to finish up this year or soon. I encourage all associates to be inspired to finish the race. Seeing the designations awarded to many of you who deserve it is something I look forward to, and I know many of your members and associates are working to help you do that... Good Luck.

Please calender ahead for the upcoming Course and Seminar offerings. We are looking to offer a **Vineyard Valuation Seminar in Napa on April 14**. I guarantee you it will be a sellout so get your applications in early.

Lastly: designated members — remember to encourage your associates to come to the Chapter Functions, Seminars, Courses, etc. I encourage you to

See "President," page 8

Member On the Move

Robert F. Farwell, MAI

Cushman & Wakefield, Inc.
One Maritime Plaza, Suite 900
San Francisco, CA 94111-1603
415/397-700 FAX 415/773-3560
robert_farwell@cushwake.com

New E-Mail Address

John Hillas, SRA

jhillas@pacbell.net

Welcome Transfers

Morris J. Angell, MAI (from Utah)

Morris Company, PC
2820 Scott, Suite 21
San Francisco, CA 94123
415/202-0543 FAX 415/202-0543
morrisangell@compuserve.com

Diane Nowak, MAI

CB Richard Ellis
350 Sansome Street, Suite 840
San Francisco, CA 94104
415/986-7258 FAX 415/986-6862

Congratulations Newly Designated Members!

Peter J. Doherty, MAI

All Bay Valuation
1091 Industrial Boulevard, Suite 200
San Carlos, CA 94070
650/654-5185 FAX 650/654-5188

Richard L. Kurz, MAI, SRA

Richard Kurz Appraisals
263 Central Avenue
San Francisco, CA 94117-2030
415/252-5688 FAX 415/252-9328

Jason Mitchell Maderis, MAI

Jones, Lang, LaSalle
One Front Street, Suite 2600
San Francisco, CA 94111
415/395-4950 FAX 415/982-2040

Semi-Retired Status Granted

James W. Crandall, MAI, SRA



Informed Members Are Connected

The Chapter has a group e-mail that allows only members of the Northern California Chapter to exchange information at the click of a button. This is a great way to hear about newly scheduled education offerings, to find comparables or an answer to an appraisal question. If you would like to get connected, send an e-mail to Lisa@NorCal-AI.org. We are looking for 100% member participation.

Appraiser News Debuts Online

For those of you too anxious to wait for the mail, the National Office is pleased to provide the following publications and information online. Be sure to visit the following sites to receive up-to-date information regarding the Appraisal Institute and your profession.

Go to the Web site's homepage:
www.appraisalinstitute.org/ano/front.htm

Browse new initiatives regarding the Education Network:
www.appraisalinstitute.org/ano/indnews_tops.htm

Get the most current update on the Commercial Database Project:
www.appraisalinstitute.org/ano/indnews_features.htm

Members in the News

Appreciation is extended to the following members who represented the Appraisal Institute at two recent conferences sponsored by the California Assessor's in San Jose and Concord: **Dawn Molitor, SRA, Martha Renard, SRA, Neil Lefmann, MAI, Craig Owyang, MAI, Karen Mann, SRA, Roland Burchard, MAI, Neal Lacativo, SRA, Winnie Farwell, MAI, Pete Bargy and Mike Dunn, MAI.**

Good Teamwork!

Thank you to **Jan Woolsey, MAI, Charmaine Cheuk and President Roland Burchard** for putting together a great workshop and dinner meeting in January. Team work!

Great Ambiance

Due to the efforts of **Winnie Farwell, MAI, Alison Teeman, and Janis Lassner, SRA**, a good time was had by all who attended the 2000 Installation Celebration at Crow Canyon Country Club. Attendees enjoyed the beautiful ambiance, good food, and great company as they danced the night away!

Report: National Board Meeting

Hello, I am Bruce Jolicoeur. Along with David Hamilton and Allen Safer, I serve as your representative from Region 1 to the AI Board of Directors.

Following is a brief summary of motions, directives, and activity at the December, 1999, BOD meetings in Chicago. Please call if you have any questions, concerns, or ideas that we, as your representatives, can bring forward to "national."

New Initiatives Planned to Help Members Expand Their Business

The Appraisal Institute Board of Directors met Dec. 7-8 during the 1999 December Meetings in Chicago. The Board meeting followed several days of National Committee meetings with nearly 300 volunteers nationwide. Many of the new initiatives focus on helping you to expand your businesses into new areas, demonstrating the designated difference to your current and prospective clients, determining the relevancy of what you do in light of changing marketplaces and streamlining the process for our associate members to become designated. I represented you to the General Appraiser Council as Chair, which also provided our Region with a fourth representative on the Board of Directors. The following brief overview is intended to give you a flavor of the issues and the motions acted upon at the Board of Directors meeting. It reflects my observations and those forwarded by the National Offices.

The meetings continued with the generally optimistic atmosphere evident at the summer meetings in Orlando. Committees were charged with looking forward to anticipate both member and market needs and demands. Changes to Regulations No. 1 and No. 2 proposed by the General Appraiser Council and Residential Appraiser Council, respectively, were acted upon at the Board of Directors meeting, as well as other motions presented in the 45-day notice.

■ **Education Network Services** — Helping the chapters of the Appraisal Institute deliver high-quality educational programs initiated and developed at the national office to their local marketplaces. The national office will support this effort with educational materials, highly qualified instructors and special dedicated staff to serve as liaisons with the chapters. Included for 2000 is a new seven-hour course for Appraisal Institute instructors to update their teaching skills, to be held during Valuation 2000, July 10-13.

■ **The Curriculum Committee** will begin a process to "repackage" courses 110, 120, 210, and 220 into time blocks that correspond to state licensure and certification requirements. As currently envisioned, the licensure will offer 90 hours of education which is appropriate to meet all states' requirements. An additional block of courses will move the licensed appraiser to the certification level. This revision is intended to make your Education Network primary education directly competitive with offerings from proprietary schools. The Board of Directors (and the Appraiser Councils) strongly supported this restructuring. By making our education more competitive, we will introduce more appraisers to the Appraisal Institute as they enter the profession.

■ **New Chapter and Member Outreach Initiative** — Chapter presidents and executive directors/secretaries received media training on Dec. 4 in Chicago. Other efforts include ads for individual members, tent cards canceling PMI with slits for members' business cards, tips & techniques for promoting your designation and the Appraisal Institute, and establishment of a National Speakers Bureau with presentations available for qualified speakers to customize. An initial packet of information about this new program and surveys will be sent to chapters from Public Affairs for more feedback.

■ **Expanding Scope and Funding from the Educational Trust Fund** — Moving beyond its traditional role of funding \$50,000 in scholarships for undergraduate and graduate school students, the Educational Trust Fund contributed to a variety of programs that amounted to \$400,000 in allocations for 1999. These progressive programs include funding for minority scholarships, starting up online education programs, providing research and funding for the Education Network Services and

Thoughts As I End My Term...

by Ronald G. Garland, MAI, SRA

As I complete my term on the National Board of Directors and step down from my prior level of Appraisal Institute involvement, I have a few comments. I have been very involved on the National level of the AI for the past seven years serving on various task-forces, committees, and the Board. Many of you who know me well have heard me say that I have given the AI a lot during the past several years, but that I am the winner in all of this commitment. This is a heartfelt opinion. I am impressed with the caliber of our members who do all of the volunteer work of the AI. The intellectual discourse I have experienced, along with the friends and acquaintances I have made has been rewarding, enlightening, and invigorating. I have had the opportunity to work closely with many of the AI's staff members. The opportunity to observe the proficiency, commitment, creativity, and enthusiasm of many of our staff members during some difficult years for the AI has been uplifting and has bolstered my confidence in the state of mankind. The interaction with interesting people has been reward enough for my time and financial commitments of serving the AI.

Change is Here; More to Come

The appraisal industry went through several difficult years in the mid-1990s and certainly future difficult periods should be anticipated. The leadership of the AI needed to analyze not only the changing appraisal services marketplace, but also the underlying changes in the business world which have caused our clients to change their demands for appraisal services. Several things are clear: first, the appraisal industry of the past will not return, second, the form and nature of the appraisal industry will change again soon, and third, the rate of change within the appraisal industry will escalate. One of my personal rewards of AI service is that it has created the opportunity for me to lift my head up from the grind of appraisal work and focus on the changing business world. I am confident that the insight I have gained from contemplating these issues for the AI will assist me personally in positioning myself for the changing appraisal market places.

Board Meetings

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looking into the feasibility of Appraisal Institute CD-ROM projects.

■ **New Educational Vouchers for Associate Members in 2000.** To help associate members take educational programs toward their designations, they will receive \$125 educational vouchers (one in each of the associate's first two years of membership) to be used toward the Appraisal Institute educational offering of their choice. (NOTE: the voucher program is not currently up and running.)

■ **New Research to be Conducted on Both the Residential and Commercial Designations:** Both the Residential and General Appraiser Councils will undertake separate "White Paper Studies" intended to identify emerging trends. The councils will interview representatives from a broad base of client groups to assess their anticipated property analysis needs in the next three to ten years. The results may become the "map" to future designation requirements and associated education. The results from this research will be available by July 2000. We want you to stay in front of the changing marketplace continually. In addition, we will promote two recent independent studies that demonstrate designated Appraisal Institute members earn higher incomes on average and are perceived to provide higher quality work.

2000 National Officers of The Appraisal Institute

The newly elected Vice President of the Appraisal Institute is Thomas Motta, MAI, SRA. The other National Officers are 2000 President Woodward Hanson, MAI, 2000 President-Elect Brian Glanville, MAI, and Bert Thornton, MAI, the immediate Past President.

Deadlines & Guidelines

The newsletter submission deadline is noon on the 5th of the preceding month. All submissions for the March 2000 issue must be received by noon on February 5.

We reserve the right to reject or edit classified ads. Ads are limited to 40 words. A \$40 publishing fee must accompany submission from non-affiliates. Advertising is complimentary for AI members and affiliates. Ads will be printed on a space available basis. The Appraisal Institute assumes no responsibility for the reliability of ads other than to publish them.

Summary of the 2000 Budget

The Appraisal Institute passed a \$16,000,000+ budget. It was balanced when presented. The Board of Directors approved approximately \$60,000 in additional expenditures.

Appraisal Institute continues to strongly support public relations and marketing activities as well as continue its focus on member recruitment and retention, and develop new opportunities for members. To improve cost efficiencies, the national office has decided to outsource its reproduction and print center to Xerox and relocate its warehouse services for publications. The budget provides for enhancing member benefit programs. With the new Education Network Services in place to support the chapters holding national seminars and courses, the Appraisal Institute expects to have less overhead and more earnings within the Education Department.

New Capital Campaign for The Appraisal Institute's Lum Library

Kicked off with a \$200,000 contribution over the past seven years from the Educational Trust Fund, a Capital Campaign now begins to raise \$2 million for the Lum Library. The Capital Campaign from 2000 to 2001 will allow the Lum Library to serve you and the appraisal profession, and to allow it to continue as the premier and largest appraisal library worldwide. Two members launched the campaign with \$10,000 and \$5,000 donations. Individual members are encouraged to contribute.

New Director of Screening Appointed

The Board of Directors appointed Stephanie Coleman, MAI, SRA, of Modesto as the new Director of Screening effective Jan. 1, 2000. She will continue the valuable service of providing advice to members on professional practice problems.

General Initiatives from the Board:

■ Twelve Appraisal Institute chapters have resolved overlapping boundary issues in 1999, while five chapters merged into larger, more cost-efficient chapters.

■ National Membership dues were increased nominally, between 3 to 6 percent depending on membership status, for the first time in two years. Realizing the cost of doing business tends to increase,

the Board of Directors determined it was reasonable to seek small incremental adjustments every few years, rather than large increases after several years.

■ The Appraisal Institute has agreed to explore a relationship with a Web-based environmental appraisal-related information provider.

■ The name of the Young Advisory Council was changed to the Leadership Development and Advisory Council.

■ Designated members may earn Appraisal Institute continuing education (CE) credit for service on national, regional and chapter committee assignments as follows: up to seven hours of CE credit in a single cycle for service on the Chapter Board of Directors or on standing Chapter Committees; up to 14 hours of CE credit in a single cycle for service on the Regional Committees; and up to 20 hours of CE credit in a single cycle for service on the National Board of Directors, standing National Committees and Subcommittees, and National Councils. **NOTE:** A member may accumulate no more than a total of 20 CE hours per cycle for committee service.

■ The General Appraiser Council removed from consideration a motion that would have reduced experience submissions to work product produced in the past five years. Experience submissions remain as work product from the past ten years.

■ The Membership Development and Retention Committee reaffirmed the Appraisal Institute's long-standing policy that only designated members' names be published in the directory and be displayed on the Appraisal Institute's home page.

■ The Membership Development and Retention Committee recommended that designated members be allowed to use the Appraisal Institute's logo on their letterhead and other publications.

Thank you for providing me with the opportunity to serve on the General Appraiser Council over the past three years. I worked closely with some of the finest minds in the organization, dedicated to preserving the values on which the MAI designation was built while assuring that the requirements remain contemporary, appropriate and fair. It has been the greatest experience and privilege of my professional life.

Warmest regards, and may the new year provide you with boundless opportunity.

— Bruce C. Jolicoeur, MAI
Region I Vice Chair

AI's Support Of Increased OREA Fees

by *Dave Kalemba,*
Government Relations,
Sacramento-Sierra Chapter

While the topic has been on the table for some time, many are just now realizing that the California State Government Relations Subcommittee (CSGRSC)—acting on behalf of all California Chapters — co-sponsored the recently passed AB 431, thereby allowing OREA to increase licensing fees effective 1/1/2000. In an organization with conservative tendencies, the natural question, probably intensified with colorful corollary wording, would be, “Why?” The answer requires some background explanation:

■ It must be understood that State licensing is a federal mandate resulting from the passage of the Financial Institutions Reform, Recovery and Enforcement Act of 1989 (FIRREA). The notion that OREA or the function of OREA will go away someday is simply not plausible without Federal intervention — and that is not likely given that state licensing is generally considered successful by regulators and desired by many end users throughout the Nation.

■ It has been known for some time that OREA was facing a significant budget imbalance in the face of declining licensees. The California Legislative Analyst's Office (LAO) acknowledged OREA's budget issues in a report stating, “it appears that the office's current fee structure does not generate revenues sufficient to fund the office's current level of activities”. OREA was placed in the position of submitting a proposal to the Legislature addressing the budget imbalance. Possible solutions would include increased fees, consolidation with another department within Business, Transportation and Housing (BTH), and mandatory licensing. The later of the two would likely have met with significant opposition in both the public and/or private sectors. In the end, a fee increase would have been the likely scenario as the LAO's report continued to note, “if the office's proposal includes a fee increase, the office should provide adequate justification for that increase”. If the CSGRSC had not taken action, the outcome would likely have been fee-increasing Legislation supported by OREA

See “Fees,” page 6

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A Look at 2000 Educational Offerings

- Course 710: Condemnation Appraising - Basic** March 22-23
Instructors: Steve Roach, MAI & Bob Jones, MAI
Location: Sunnyvale Hilton, Sunnyvale
Tuition: \$ 295 Appraisal Institute Members
\$ 385 Non-Members
- Course 720: Condemnation Appraising - Advanced** March 24-25
Instructors: Steve Roach, MAI & Bob Jones, MAI
Location: Sunnyvale Hilton, Sunnyvale
Tuition: \$ 295 Appraisal Institute Members
\$ 385 Non-Members
- Courses 410/420: Standards of Professional Practice —**
Parts A & B March 30- April 1
Instructors: Stephanie Coleman, MAI, SRA & Dawn Molitor, SRA
Location: Petaluma Community Center, Petaluma
Tuition: Parts A *and* B
\$ 375 Appraisal Institute Members
\$ 450 Non-Members
Parts A *or* B
\$ 250 Appraisal Institute Members
\$ 300 Non-Members
- Course 110: Appraisal Principles** April 3-8
Instructors: Craig Owyang, MAI and Cliff Cryer, MAI
Location: Monarch Hotel, Dublin
Tuition: \$ 475 Appraisal Institute Members
\$ 575 Non-Members
- Vineyard Valuation Seminar** April 14
Panelists Include: William Lyons, Jr., Secretary of
Food & Agriculture; Representatives from
Gallo and UC Davis
Location: Kirkland Ranch Winery, Napa
- Federal and State Laws & Regulations Workshop** May 6
Instructor: D. Michael Mason, MAI, SRA
Location: Campbell Community Center

Additional Courses & Seminars Planned for 2000

- USPAP Update Seminar**
Litigation Marketing Seminar
Timberland Seminar
Course 510: Advanced Income Capitalization
Course 430: Standards of Professional Practice - Part C
Course 520: Highest and Best Use
Course 700: The Appraiser as an Expert Witness
Course 705: Litigation Appraising: Specialized Topics and Applications

*To receive advanced notification of these upcoming course offerings,
contact the Chapter Office at 415/398-2876.*

*We reserve the right to cancel or substitute dates, locations and/or
instructors as necessary. Interested attendees are encouraged to register at
least 37 days prior to the offering to help avoid possible cancellation.*



Fees

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and sponsored by an organization that may not have the interest of the Appraisal Institute at hand. Additionally, consolidation into another department may not reduce operating costs, and could even result in a larger fee increase to ensure solvency for the longer term.

■ There is no profession oriented special-fund-licensing agency within BTH or, reportedly, the State system that is not self-funding. Therefore, the notion that OREA should draw from California's General Fund for any budget shortfall is not even remotely plausible, as the precedent would upset the operation of other licensing agencies.

Faced with the above understanding, the CSGRSC took a proactive position and voted to direct our lobbyist, Mike Belote of California Advocates, Inc., to draft up fee-increasing legislation incorporating components that would benefit our membership as well as the California appraisal industry as a whole. Our logic was simple — we propose the legislation, we influence the legislation.

The initial legislation included several items that unfortunately met with significant opposition, and therefore these items never made it above the governor's signature in November. However, the amount of the annual fee increase remained fixed at an average of \$90 per licensee and OREA is required to reduce their operating budget by \$500,000.

In addition, the State Laws and Regulations course requirements is no longer required for renewing applicants.

Were the efforts of the CSGRSC successful? — Absolutely! Not only did the Appraisal Institute maintain a positive relationship with OREA, but consider this; the Department of Finance initially opposed AB 431 on the basis that the fee increase would only solve OREA's budget problems for a few years. In other words, the fee increase was not enough to carry OREA into the mid-term based on their budget and the trend of decreasing licensees. However, OREA agreed to work within the limits of the legislation in hopes that the number of licensees would stabilize or perhaps increase. The CSGRSC's proactive action in sponsoring AB 431 has, in all likelihood, prevented an even higher increase in licensing fees. This is further supported by a letter of appreciation from Jerry Jolly, Acting Director of OREA to CSGRSC Chairman, Harry

Holzauer, MAI, stating the "...our belief is that had the Appraisal Institute not stepped in to sponsor such legislation, the increase might have been greater".

So are California appraisers paying the highest licensing fees in the Nation? No. While we are certainly at the high end of the range, there are states with higher fees. Is this the last OREA fee increase? — Maybe. If the LAO is correct, and the new fees are found to be insufficient in a few years, we will be addressing this issue all over again to include a potential fee increase and other alternatives. The answer will come during 2000 and 2001 as the bulk of the active licenses expire. Will the CSGRSC support another fee increase should renewals and new licenses be insufficient? We will have to cross that bridge if it comes. However, like AB 431, the CSGRSC will consider all options and take the action that is determined to be in the best interest of the Appraisal Institute and its members.

Attention All Members Keep Us Posted

Sometimes the Chapter Office hears through the grapevine that our members have moved, but we would like to read it officially from you! If you have recently moved, received a new phone, fax or e-mail, please submit your updated information *in writing* to the Chapter Office. Your assistance in helping us keep your mailing

and phone information up-to-date is greatly appreciated, plus it allows us to help others get in touch with you.

When making an address change, please indicate if the update represents your business or home address and whether it is your preferred mailing address.

As I End My Term...

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Improving Professional Competency

In recent years as our members nationwide have met, there has been a significant level of discussion about the concept of professional competency. In the early years of USPAP as an industry we have tended to view competency as education and experience. We however all know appraisers who have passed classes and still did not grasp the material, and appraisers who have been making the same technical or logic error for the past 20 years. Other professions, and most upper level corporate management, have much more sophisticated competency standards which consider such additional factors as logical thought processes, critical thinking, and respect of one's peers as an expert. While the future is never certain, I think we will see the AI making significant strides in improving our concept of professional competency. This will both improve the stature of our designations and the industry in total. I will miss being a part of this debate and intellectual exploration.

A Bittersweet Transition

While I look forward to the pursuit of other life ambitions and will be relieved to no longer be under the pressure of my prior commitments, stepping down from my prior AI commitments is a bittersweet transition for me. It has been an honor and a life enriching experience to have represented you.

Surfin' On the Net

Northern California Chapter of AI
<http://www.NorCal-AI.org>

Appraisal Institute (Chicago)

<http://www.appraisalinstitute.org>

The Appraisal Foundation

<http://www.appraisalfoundation.org>

Fannie Mae

<http://www.FannieMae.com>

Office of Real Estate Appraisers

<http://www.orea.ca.gov>

<http://www.orea.cahwnet.gov>

Department of Housing

& Urban Development (HUD)

<http://hud.gov>

The Appraisal Subcommittee

<http://www.asc.gov>

If you have located an informative site for appraisal information, please notify the Chapter Office so we can expand this growing list of on-line information sources.

Agenda for Associate Members

Associate Members Guidance Workshop

If you are an Associate Member of the Northern California Chapter in pursuit of your designation, you could not afford to miss the special Associates' Guidance Workshop held on Wednesday, February 9 at the Pleasant Hill Community Center. Representatives from Membership & Retention, Associates' Guidance and Experience Review were onsite to answer questions and provide the most up-to-date information regarding the designation process.

Stay Up-to-Date

Associate members are encouraged to visit www.appraisalinstitute.org/ano/inside_mbrsrvcs.htm to stay current with all the deadlines that affect their designations.

Comprehensive Exam

The General Comprehensive Exam will take place on Monday and Tuesday, February 28-29 at the Clarion Hotel in Millbrae (just south of SFO). Eligible associate members seeking the MAI designation are encouraged to register ASAP by contacting Rebecca Hiddle at 312/335-4190. Not ready to sit for the February Comp? Plan to save August 28-29 for the next offering in the Bay Area.

Welcome New Affiliate Members

Christine L. Byran

Christine Byran Appraisals
Post Office Box 312
Mt. Shasta, CA 96067
503/926-5788 FAX 503/926-5789

Raymond M. Churton

Churton & Associates
636 - 5th Avenue
San Francisco, CA 94118
415/731-7757 FAX 415/731-1421

Noble Fields

Noblefields School of Real Estate
870 Market Street, Suite 623
San Francisco, CA 94102
415/956-6169 FAX 415/956-4615

Michael R. Teeter

121 Amigo Lane
Walnut Creek, CA 94596
925/314-1034

Welcome New Residential Associate Member

Ted E. Faravelli

Residential Analysis
PMB 348 - 6077 Snell Avenue
San Jose, CA 95123
408/227-1081



Welcome New General Associate Members

Kirk A. Hegemier

1777 Hamilton Avenue, Suite 216A
San Jose, A 95125
408/723-2323

William Wooten

4227 Campton Road
Eureka, CA 95501
707/445-7295

John P. Walsh

Hamilton, Ricci & Associates
930 Montgomery Street, Suite 300
San Francisco, CA 94133
415/788-7722 FAX 415/394-7778

Associates On the Move

Gregg DuBois

Real Estate Appraisal Services
3225 Estate Drive
Stockton, CA 95209
209/952-4830 FAX 209/952-4830

Stephen E. Madden

2900 Standiford Avenue, #16B-290
Modesto, CA 95350
916/551-2761

Roger Miller

Taketa, Miller & Associates
1777 Hamilton Avenue, Suite 202
San Jose, CA 95125
408/264-4032 FAX 408/264-4083

Alan Taketa

Taketa, Miller & Associates
1777 Hamilton Avenue, Suite 202
San Jose, CA 95125
408/264-4032 FAX 408/264-4083

OLA.com Video Available

In prior issues of *Appraisal News* you have read articles about OLA.com, a revolutionary new appraisal program exclusive to Appraisal Institute Members. The On-Line Appraisal Service is an appraisal service you provide to home sellers which is then posted on a unique site on the Internet. The appraisal is posted along with details, photographs, floor plans, etc. about the property. This unique Internet address allows potential purchasers to access the appraisal, and all the information an appraisal contains, in an efficient and cost effective manner.

Following are some intriguing points that you might not be aware of:

- ✓ Liability Insurance Administrators, the Appraisal Institute endorsed E&O carrier, had indicated that they will cover OLA appraisals in their policies;

- ✓ The property seller is the client and before the appraisal is published on the Internet the seller signs a release to remove USPAP concerns regarding confidentiality;

- ✓ All Appraisal Institute members can provide OLA services, but Associate members must have their reports signed by an OLA-licensed designated appraiser as supervisory appraiser in order to be displayed in ola.com;

- ✓ There is no cost to obtain a license to begin providing the OLA service in your market area.

Additional products and services are optional and provided on an ala carte basis including:

- ✓ the OLA Workshop & Videotape;
- ✓ Standard and customized marketing materials on CD-ROM and disk;
- ✓ Website services.

The Chapter Office has a 15-minute videotape entitled "Welcome to the On-Line Appraisal". If you would like to borrow this video from our library contact the Chapter Office at 415/398-2876.



Looking Ahead

- Feb 17 Chapter Meeting
— San Francisco
- March 16 Chapter Meeting
— San Jose
- March 22-23
Course 710
— Sunnyvale
- March 24-25
Course 720
— Sunnyvale
- March 30-April 1 Courses 410/420
— Petaluma
- April 3-8 Course 110
— Dublin
- April 13 Chapter Meeting
— Napa
- April 14 Vineyard Valuation
— Napa
- May 6 Fed/State Laws & Regs
— Campbell
- May 18 Chapter Meeting
— San Ramon
- May 20 Monterey Bay Seminar
— Monterey

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Appraisers Wanted

Commercial Appraiser Position Available with an established Northern California appraisal firm. Come and enjoy the excellent quality of life offered in the growing City of Roseville. Must be certified (general) appraiser and have a minimum of two years experience. Competitive fee split. Mail/fax resume to: P. Richard Seevers, MAI, 2220 Douglas Boulevard, Suite 220, Roseville, CA 95661. FAX 916/782-0482. Phone 916/782-3113.

San Francisco. Commercial Real Estate Appraiser/Reviewer. Primarily review, but some appraisal of commercial and multi-family real estate. Qualifications include 5+ years experience in appraisal and/or review. Must have a thorough knowledge of

President

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pay for an associate's dinner/program. In many ways it is membership that will sustain us in the long run as an organization, and it is truly many of you current associates who will become members whom we will look toward to becoming our future leaders. Thanks for reading... and for your support....

— Roland H. Burchard, MAI
Y2K President

MS Word and Excel. Experience with Argus and/or MS Access a plus. Please forward resume with salary history to: California Federal Bank. At: Pat Gaffaney, 135 Main Street, 5th Floor, San Francisco, CA 94105, FAX 415/904-4623 or e-mail: Pgaffane@Calfed.com.

Commercial Appraiser Position available at a growing commercial firm. Must be thorough, detail oriented, motivated, computer literate and have strong writing skills. State license required. Three plus years experience. MAI or actively seeking designation. Send resume to Jeffrey W. Fillmore, MAI, 4100 Moorpark Avenue, Suite 201, San Jose, CA 95117, phone 408/241-4400 or FAX 408/241-1414.

Seeking Real Estate Appraiser for commercial appraisal assignments, predominantly San Mateo/Santa Clara Counties. Please forward qualifications and references to Craig Owyang, MAI, at 650/595-4073 FAX or craig@owyang.com. No phone calls please.

Appraiser Available

Need Market Rent Survey or Commercial Appraisals? Specialize in commercial property in San Francisco but can work all Bay Area, independently. Call Mary Dalton at 415/397-6053 or 415/621-6205.

Miscellaneous

Free. 40 years of *The Appraisal Journal* plus a dozen other issues. Contact Tom Dum, MAI, at 510/526-0356.



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FIRST CLASS MAIL

Please mark the appropriate boxes below when registering for the February Workshop/Meeting. *Carefully check all that apply.*

I am a: AI Member Non-member
I will attend Feb 17: Workshop Dinner