



# Appraisal News

## Northern California Chapter of the Appraisal Institute

### Monterey Bay Seminar Celebrates 41 Years

This year's Monterey Bay Seminar will be held Saturday, May 20<sup>th</sup> at the Monterey Institute of International Studies. Topics include:

- ▶ **HIGHEST & BEST USE OF THE PLANNING DEPARTMENT**  
David Lewis, ASA, SR/WA  
Sonoma County Right of Way Section Manager, Santa Rosa, CA
- ▶ **ATYPICAL SKILLS FOR ATYPICAL ASSIGNMENTS**  
James Finnegan, SR/WA  
Sr. Vice President,  
Western Division  
Universal Field Services, Inc.  
Sacramento, CA
- ▶ **CLAIM ALERTS! APPRAISER'S PROFESSIONAL LIABILITY**  
Robert C. Wiley  
President and Owner  
Liability Insurance Administrators (LIA)  
Santa Barbara, CA
- ▶ **APPRAISAL HOT BOTTOMS & FAQs**  
*Panel Presentation:*  
James Finnegan, David Lewis,  
Robert C. Wiley, James Tesso  
and Larry Levy, SRPA, SRA

For registration information, visit [www.mbas2000.org](http://www.mbas2000.org) or e-mail inquiries to [mbas2000.org](mailto:mbas2000.org).

#### INSIDE

Members in the News .....	2
Designated Member Info .....	3
Education .....	3
Looking Ahead; Classifieds .....	4

### THURSDAY, APRIL 13

**April Chapter Workshop & Lunch Meeting**

- Location:** Napa Valley Marriott  
3425 Solano Avenue  
Napa
- Directions:** 707/253-7433
- Parking:** Complimentary
- Workshop:** 10:00am  
**Topic:** *Appraisals for Estate Tax Purposes*
- Presenter:** Kyle Martin, IRS Tax Attorney
- Lunch:** 12:00pm  
**Topic:** *American Center for Wine, Food & the Arts*
- Presenter:** Kal Edwards, Community Relations Advisor  
Ellen Russell, Development Officer
- Price:** AI Members    Non-Members
- Workshop Only:** \$25                      \$30
- Lunch Only:** \$25                      \$30
- Both:** \$25                              \$30

#### 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 925/932-7754 by Monday, April 10. If attending the lunch meeting, please be sure to indicate your meal preference (Chicken or Four Cheese Ravioli). Cancellations without penalty must be received by noon on Monday, April 10. Cancellations received after noon on April 10, 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:** Appraisals for estate purposes is a growing market in the San Francisco Bay Area, with both residential and commercial valuations needed for estate tax, donations, estate planning and trusts. Our speaker Kyle Martin will cover benefits and pitfalls to estate planning and will present an overview of estate tax regulations, emphasizing real estate valuation. He will discuss examples of appraisals that were effective and ineffective in helping clients with their tax returns and estate planning goals. This workshop is approved for 2-hours of OREA CEC (#98754C513); an application for 2-hours of

See "April Meeting," page 2

**Mark Your Calendar**  
**50<sup>th</sup> Annual Fall Conference**  
Thursday,  
October 19  
San Francisco Marriott

**AI Chapter Office Moves**  
**The Chapter Office Has Relocated to...**  
Olympic Plaza  
1243 Alpine Road, Suite 102  
Walnut Creek, CA 94596  
925/932-7753  
FAX 925/932-7754

Scot Fipps, MAI,  
presents 1999  
Central  
California  
President  
Timothy J.  
Simon, MAI,  
with this  
President's  
Plaque on  
December 14.



## Members in The News

Special appreciation is extended to the following members who helped with the transition of the Chapter Office from San Francisco to Walnut Creek: **Roland Burchard, MAI, Dennis Musante, and Neil Lefmann, MAI, SRA.** Without their assistance, the office would not have been operational on Monday after our Saturday move. Many thanks!

Thank you to **Bill Range** and **John Kirby** for putting together an informative 2-hour workshop and lunch presentation at the March Chapter Meeting held at the Capital Club in San Jose. Gratitude is also expressed to **Greg Stephens** who made all of the facility arrangements.

Thank you to Examinations Chair **John Merget, MAI, Dorothy McDonald, MAI, Dean Strupp, MAI, Bob Basila, MAI, and Patrick O'Malley, MAI,** for proctoring the February Comprehensive Exam. Their commitment puts a number of chapter associate members a little closer to receiving their designations!

Kudos to **Martha Renard, SRA,** for designing the web page for the Monterey Bay Seminar. Be sure to visit it at [www.mbas2000.org](http://www.mbas2000.org).

Do you appraiser movie theaters? If so, you will want to check out the new text "The Business of Show Business: The Valuation of Movie Theaters" co-authored by chapter members **Arthur E. Gimmy, MAI, and Mary G. Gates, MAI.** To order a copy of this text call 888/570-4545.

### **Deadlines & Guidelines**

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



## April Meeting

from page 1

AI CEC has been submitted. Partial credit is not available. Those seeking CEC must arrive by the 10:00am start time.

### **About the Lunch Topic:**

Twelve acres on the banks of the Napa River are planned for an international cultural museum and education center that celebrates the unique contribution America has made to food and wine in association with the arts and humanities. The American Center broke ground in June 1999 on an 80,000 sf cultural and educational facility, restaurant, interactive gardens and a 500 seat outdoor amphitheater. Our speakers will present a preview tour video, and discuss the planned improvements and their potential affect on downtown Napa and the North Bay.

In addition during lunch, **David Hamilton, MAI, SRA,** Region I Chair, will give an update on the Appraisal Institute. Come with your questions.

*Please observe registration deadlines.*

## 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!

## Members On the Move

### **Martin E. Benson, MAI**

Benson & Company  
123 Mariner Green Court  
Corte Madera, CA 94925  
415/927-7442  
FAX 415/924-8484

### **Susan M. Burnett, MAI**

Goldrush Consulting, Inc.  
13311 Clairepointe Way  
Oakland, CA 94619  
510/336-0052  
FAX 510/336-0069  
susanburnett@goldrushconsulting.com

### **James F. Joyce, MAI**

Bank of the West  
1450 Treat Boulevard  
Walnut Creek, CA 94596  
925/975-3921  
FAX 925/937-1052

## New Phone Number

### **Bruce Hahn, SRA**

925/932-4044

## 2000 Edition of USPAP Available

Significant revisions are contained in the new 2000 edition of USPAP, which is now available for purchase from The Appraisal Foundation. Revisions were made to the Ethics and Competency Rules, Definitions, Standards Rules 1-2, 2-4 (Real Property Appraisal Development and Reporting); Standard 3 (Real Property Appraisal Review); Standards 7 & 8 (Personal Property); and Standards 9 & 10 (Business Valuation).

A new Advisory Opinion (A0-19) on Unacceptable Assignment Conditions is also included in the new edition. Edits were made to the existing Statements and Advisory Opinions to ensure consistency within the document. Other new features include consecutive line numbers for reference and a more detailed index. To purchase copies, contact The Appraisal Foundation's publications department at 202/624-3056.

E • D • U • C • A • T • I • O • N



## A Look at 2000 Educational Offerings

### Vineyard Valuation Seminar

**Sold Out**

April 14

Panelists Include: William Lyons, Jr.,  
Secretary of Food & Agriculture, plus representatives from the  
lending & financial community and growers/owners

Location: Kirkland Ranch Winery, Napa

Tuition: \$165 Appraisal Institute Members  
\$195 Non-Members

### USPAP Update Seminar

May 5

Instructor: D. Michael Mason, MAI, SRA

Location: Campbell Community Center

Tuition: \$105 Appraisal Institute Members  
\$130 Non-Members

### Federal and State Laws & Regulations Workshop

May 6

Instructor: D. Michael Mason, MAI, SRA

Location: Campbell Community Center

Tuition: \$70 Appraisal Institute Members  
\$85 Non-Members

### Course 120: Appraisal Procedures

May 8-13

Instructors: Craig Owyang, MAI, and Harry Holzhauer, MAI, SRA

Location: Best Western Novato Oaks, Novato

Tuition: \$475 Appraisal Institute Members  
\$575 Non-Members

### Right of Way Acquisition Problems:

#### Case Law & Case Studies Seminar

May 19

Panelists: Richard J. Wylie, David W. Skinner, Daniel Muller,  
Craig T. Fries, James H. Finnegan SR/WA, and Richard Rypinski

Location: PG & E Learning Center

### Course 700: The Appraiser as an Expert Witness

June 8-9

Instructor: Nancy Mueller, MAI

### Course 310: Basic Income Capitalization

June 19-24

Instructors: Craig Owyang, MAI, and Gary DeWeese, MAI

Location: Fort Mason Center, San Francisco

### REITs and the Role of the Real Estate Professional

July 21

Instructor: Gary S. DeWeese, MAI

### Course 520: Highest & Best Use

August

Instructors: Gary S. DeWeese, MAI, and Joe Vella, MAI

### 50<sup>th</sup> Annual Fall Conference

October 19

Location: San Francisco Marriott

## Additional Courses & Seminars Planned for 2000

### Going Concern Seminar

### Litigation Marketing Seminar

### Timberland Seminar

### Course 510: Advanced Income Capitalization

### Course 430: Standards of Professional Practice - Part C

### Course 705: Litigation Appraising: Specialized Topics and Applications (early 2001)

To receive advanced notification of these upcoming course offerings,  
contact the Chapter Office at 925/932-7753.

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.

## New Continuing Education Procedures For Designated Members

In December 1999, the Board of Directors approved a change to the way that you report continuing education hours taken from organizations *other than* the Appraisal Institute.

For the year 2000 and beyond, members are to record all "non-Appraisal Institute" continuing education hours in an official CE logbook, which you will receive from us shortly. Members must also maintain written proof of completion of such programs. All programs taken after January 1, 2000 from non-Appraisal Institute education providers must be recorded in the log, regardless of the date when your continuing education cycle begins.

You will no longer need to submit URCEC forms to the Appraisal Institute, except for programs that you took prior to December 31, 1999. URCEC forms received for programs taken after December 31, 1999 will not be processed, and non-Appraisal Institute programs will not be noted in your membership record until you turn in your CE log at the end of your five-year cycle. Such programs will no longer appear on your periodic status reports.

The Appraisal Institute will continue to record on your status report education programs that are sponsored by an Appraisal Institute Education Network Provider (national office, region or chapter). You will not need to record such education in your CE log. However, you may want to maintain a complete record of CE programs for your files.

At the conclusion of your five-year cycle, you will be required to submit your CE logbook. The number of hours reported in your logbook plus the number of hours taken from the Appraisal Institute during your cycle must total 100 or more under the current requirement. The 100 hours must include the required Standards of Professional Practice Course/Exam.

As part of this new process, a significant percentage of members will have the records supporting their log entries reviewed. If you are selected, you will need to submit all documentation evidencing completion of the qualifying education programs sponsored by other organizations and recorded in your CE log. The Appraisal Institute's national office will conduct the review.

See "Procedures," page 4

## Looking Ahead

- April 3-8 Course 110  
— Dublin
- April 13 Chapter Workshop/  
Meeting  
— Napa
- April 14 Vineyard Valuation  
— Napa **SOLD OUT**
- May 5 USPAP Update Seminar  
— Campbell
- May 6 Fed/State Laws & Regs  
— Campbell
- May 8-13 Course 120  
— Novato
- May 18 Board Meeting  
— San Ramon
- May 18 Chapter Meeting  
— San Ramon
- May 19 RofW Acquisition  
— San Ramon
- May 20 Monterey Bay Seminar  
— Monterey
- June 8-9 Course 700  
— TBA
- June 15 Chapter Meeting  
— Stockton/Modesto
- June 19-24 Course 310  
— San Francisco

## 2000 Chapter Officers

### PRESIDENT

**Roland H. Burchard, MAI**

Roland H. Burchard & Associates  
1350 Treat Boulevard, Suite 280  
Walnut Creek, CA 94596  
925/935-9200 FAX 925/935-3095  
e-mail: burchard@pacbell.net

### VICE PRESIDENT

**Craig A. Owyang, MAI**

RE Appraiser/Consultant  
1640 Laurel Street  
San Carlos, CA 94070-5217  
650/595-8615 FAX 650/595-4073  
craig@owyang.com

### TREASURER

**Karen J. Mann, SRA**

Mann & Associates  
3100 Mowry Avenue, Suite 205  
Fremont, CA 94538  
510/790-2345 FAX 510/790-1826  
karen@mannappraisal.com

### SECRETARY

**Neil A. Lefmann, MAI**

N.A. Lefmann Associates  
1626 West Campbell Avenue  
Campbell, CA 95008  
408/379-3100 FAX 408/379-3602

### CHAPTER OFFICE

1243 Alpine Road, Suite 102  
Walnut Creek, CA 94596  
925/932-7753 FAX 925/932-7754  
www.NorCal-AI.org

### Library Hours by Appointment

*Executive Director*

**Lisa M. Estes**

e-mail: Lisa@NorCal-AI.org

*Administrative Assistant*

**Jenny Greene**

e-mail: Jenny@NorCal-AI.org

## Appraisers Wanted

**Commercial Real Estate Appraisal Position.** National firm has openings in its Bay Area Office for experienced appraisers wishing to get involved with large institutional grade properties. Strong analytical & writing skills are a must. Willing to pay very attractive splits for strong applicants. Call or fax resume to Brad Paul, MAI, of Joseph Blake & Associates. Phone 925/974-0330 or FAX 925/974-0338.

**Extremely Busy Peninsula Firm** established in 1944 is seeking commercial and residential appraisers. Highest fee split paid. Fax qualifications and references to 650/365-5681.

## 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.*

## Probate Referee Examination

Applicants for appointment must possess threshold academic and/or relevant professional experience in order to take the examination and be considered for an appointment. Applicants must meet the following criteria: bachelor's degree plus at least 75 hours in appraisal/valuation classes or 4,000 hours of experience within a four year period appraising real and/or personal property or certified as an appraiser by the California Office of Real Estate Appraisers, the Appraisal Institute or the American Society of Appraisers or an attorney with a minimum of 5 years as a member of the California State Bar or Certified Public Accountant with a minimum of 5 years as a licensed CPA in California. Interested persons should call Cooperative Personnel Services at 916/263-3624 and request an application for the position of Probate Referee.

## Procedures, from page 3

You should have received your official CE log via regular mail around the end of February. If you have questions, please contact the Appraisal Institute Information Center via e-mail at [info@appraisalinstitute.org](mailto:info@appraisalinstitute.org) or at 312/335-4140.



1243 Alpine Road  
Suite 102  
Walnut Creek, CA 94596

925/932-7753 FAX 925/932-7754

**FIRST CLASS MAIL**

**P**lease mark the appropriate boxes below when registering for the April Chapter Meeting. *Carefully check all that apply.*

I am a:  AI Member  Non-member  
I will attend April 13:  Workshop  Lunch  
Lunch Selection:  Chicken  Cheese Ravioli