



Appraisal News

Northern California Chapter of the Appraisal Institute

JUNE CHAPTER WORKSHOP & DINNER MEETING Thursday, June 15

Location: The Brick Oven Restaurant and
 Kelley Bros. Brewing Co.
 112 East Yosemite Avenue
 (East of Main Street)
 Downtown Manteca

Directions: 209/825-1727

Parking: Complimentary

Workshop: 3:00pm

Topic: *San Joaquin and Stanislaus
 Counties Annual Real Estate
 Update and Forecast*

Presenters: **Marty Hess**, Retail,
 Prudential California Realty
Wendy Coddington, Multi-
 Family, Colliers International
Shelly Cannon-Keeley, Office,
 CB Richard Ellis
Kevin Dal Porto, Industrial,
 CB Richard Ellis
Glenn Race, Residential,
 Prudential California Realty
Randy Edwards, ARA,
 Edwards Appraisal Service

No-host Social: 6:00pm

Dinner Topic: *The Production Home Market
 in the Central Valley*

Presenter: **Dave Capel**, The Meyers Group

Price: AI Members Non-Members

Workshop Only: \$35 \$40

Dinner Only: \$35 \$40

Both: \$35 \$40

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, June 12. Guests staying for dinner will have a choice of Beef Tri-tip, St. Louis Ribs, BBQ Chicken or Grilled Salmon. Cancellations without penalty must be received by noon on Monday, June 12. Cancellations received after noon on June 12, 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.

See "Chapter Meeting," page 3

Mid-Year 2000: State of The Chapter Update

Roland Burchard, MAI



President's Message

Greetings from Walnut Creek

As of the middle of the year I can report to you that the state of the Chapter is good. Although the year seems to be flashing by for me, I can say that major parts of the Board of Directors' visions and goals for the year have been achieved, or are near completion:

- (1) We moved the Chapter Office to Walnut Creek to better serve our members long term. More people have dropped by the office in the first few months than in many past years in San Francisco. Look for an Open House after the July 20th Chapter Lunch Meeting at Scott's in Walnut Creek. Everyone is encouraged to come by and enjoy your new office.
- (2) The Member and Associate Directories are in the last stage of development and are due out in late July.
- (3) We are moving forward with a database program upgrade that will allow chapter staff to better serve our members by enhanced tracking, expedited mailings, better organization of files on education, budgets, etc.
- (4) We have put on a number of quality courses and seminars year to date

See "President," page 3

INSIDE

Fall Conference	2
LDAC	2
Agenda for Associates	4
Members in the News	4
Education	5
Classifieds	6

Mark Your Calendar

**50TH ANNUAL FALL
 CONFERENCE
 EXHIBITOR & CAREER FAIR**
 Thursday, October 19
 San Francisco Marriott

FABULOUS NETWORKING
 OPPORTUNITY

12 Timely Breakout Sessions

- Smart Growth
- Understanding Retail Real Estate
- Assessor Appeals
- Technology Update
- GIS
- Design for Maintainability
- Market Adjustments
- Regression Analysis for Appraisers
- Understanding a Title Report
- Institutional Investors
- Residential Problem Solving
- Scams & Flips

See page 2 for more details.

A Look at the 2000 Annual Fall Conference

Be sure to mark your calendar to join us for the 50th Annual Fall Conference which will once again be held at the San Francisco Marriott. Last year the conference reached record attendance of over 570! Attendees will choose from 12 timely breakout sessions, in addition to visiting the Exhibitor/Career Fair. A special post-conference reception is being planned.

Below and in future issues of *Appraisal News* you will find information about the breakout sessions:

Residential Adjustments - Upgrade Skills to Upgrade Clients

As the residential appraisal industry changes, appraisers will have to be certain that they can provide analyses that broker-opinions and automated valuation models cannot provide. Appraisers who expand their practices beyond the traditional lender clients, will have to continually upgrade their valuation skills to satisfy more astute and commanding users of appraisal services. This session will concentrate on specific methods appraisers can use to derive adjustments in one-to-four unit residential appraisal assignments. Attending appraisers will walk away with tools that can be applied daily.

Understanding Retail Real Estate

What factors make retail real estate so different from other land uses? Why is retail real estate so much more difficult to evaluate and appraise? How do sales influence rents and values? What about outside influences such as catalog sales and e-commerce? And how do demographics fit into the valuation picture? Hear from a specialist in retail site selection, market analysis and valuation about current and future trends, as well as the particulars you need for more accurate valuation in this specialized area.

Using Geographic Information Systems (GIS) to Keep Pace With the Changes in the Real Estate Industry

The real estate industry is undergoing profound changes. Real Estate professionals in order to survive and prosper, will increasingly have to be information-intensive, computer-capable, Internet-connected and Geographic Information Systems (GIS)-savvy. GIS essentially uses "location, location, location" to assemble, analyze, and present all the supply-side, demand-side, regulatory, and other data bases that affect the performance and prices of properties. This session will address such basic questions as: What is a GIS? Who is using the technology? For what purposes? How do I get started on or expand my GIS vis-à-vis software, hardware, data, personnel, and so forth on my desktop computer and on the Internet? In short, how can I use GIS to gain and maintain a competitive advantage in the real estate industry?

Watch for the conference brochure later this month to take advantage of early registration discounts!

President

concluded from page 3

and this year has been really fun for me and many of you who have so stated the same at the monthly meetings or seminars.

Soap Box Time

So, for all you appraisers out there, both experienced and younger appraisers, help this great Chapter leave a legacy of service. For those who have not stepped up into leadership roles, be prepared. The time is coming when you will be asked — but even before that, step up to volunteer.

For now, I look forward to seeing you at Shon Kelley's Brew Pub in

Manteca on June 15.

And take some time off in July to attend Valuation 2000 in Las Vegas. Many of us are going; the more the merrier.

Best wishes for a continued great 2000 to each of you.

— Roland H. Burchard, MAI
President, Northern California Chapter

Chapter Office seeks small conference table & chairs for new office. If you have a set to sell or donate, please contact the Chapter Office with specifics at 925/932-7753.

Leadership Development and Advisory Council (LDAC) 2000

(Formerly known as YAC)

In March, your chapter was represented in Washington, D.C., by Bruce Hahn, SRA, Craig Owyang, MAI, Claudia Carleton, Karen Mann, SRA, and Jan Kleczewski, MAI. About 90 other Appraisal Institute members and your chapter representatives explored and debated over a two-day period subjects which are pertinent to our profession, our chapters, our leadership and our own practices. The mix of residential and general members was great and the opportunity to listen and learn was just as evident as the sharing of our own views and opinions.

The subjects of our debate were as follows:

- ▶ Enhancing the Appraiser-Client Relationship
- ▶ Cultivating New Leaders
- ▶ Co-Branding
- ▶ Business Opportunities Outside of Market Value

Each round of discussion was divided into two-hour segments. Although two hours was adequate to get general ideas and recommendations to the Board, each of your chapter representatives contributed a lot, and each agreed that we learned even more. It was wonderful to recognize that folks from all over the country have similar concerns, and discussion in each session was lively.

During the afternoon of the first day, we attempted to have a group photo on the steps of Capitol Hill (as typically done in the past) however, the weather was not cooperating. A torrential rain-fall provided a creative and soggy experience for the one and a half block walk. No one was spared and now each of us has a new understanding of "drip-dry clothing."

While attempting to "dry out," we were able to meet with Senator Barbara Boxer's office, Senator Diane Feinstein's office, Congresswoman Barbara Lee, Fortnery "Pete" Starks's office, and Tom Campbell's office. Our charge was to alert our representatives of upcoming legislation which contains compromising verbiage. We requested that each of them support the legislation but to beware of the verbiage which could compromise

See "LDAC," page 5

Chapter Meeting

from page 1

About the Workshop:

This will be a patio event at the beautiful new Brickyard Oven Restaurant and Kelley Bros. Brew Pub in Manteca. Dress casual, and plan on having fun will receiving pertinent information on the local real estate market. The patio is enclosed, shaded and comfortable, but we may relocate inside if too hot.

Join us for the fourth Annual Real Estate Update and Forecast, which has historically been well received. In recognition of the quality and quantity of information in the past years, the program has been expanded from two to three hours. The longer time period will prevent time overruns, and allows for a new market segment which will be introduced to the forum. Topic areas include retail, multi-family, office,

industrial, and residential. We are very excited about the addition of an expert in the Central Valley Agricultural market. This program neared sell-out capacity last year. Early registrations are highly recommended. Applications for 3-hours of OREA, AI and SBE CEC have been submitted. Those seeking CEC must arrive by the 3:00pm start time.

About the Dinner Topic:

The dinner speaker will be Dave Capel with The Meyers Group, a market reporting and analysis firm that tracks the new-home market. Mr. Capel will discuss trends in the production home market within the Central Valley which includes San Joaquin, Stanislaus and Merced Counties.

Prior to the featured speaker will be a brief business meeting which will include introduction of guests, short reports from Chapter, Regional and National leadership, and a brief look ahead to our fall event. Another meeting will be held in the Central Valley this fall in either September or No-

vember. It too will include a continuing education workshop prior to the social and dinner meeting. Therefore, we will devote a brief amount of time in June to a roundtable discussion on "What do you want from your subchapter?". This will be your chance to provide comments and suggestions as to how frequently we should meet, where we should meet, and what types of programs we should pursue. We will also take nominations for 2001 Vice Chair and Advisory Board members to assist 2001 Chair Bill Bambas, MAI. Member attendance and participation is vital. Comments and suggestions received in advance will be appreciated and can be kept confidential/anonymous, if desired. Thoughts and recommendations can be forwarded to John Hillas, SRA, 1300 Tenth Street, Suite G, Modesto, CA 95354; 209/569-0451 FAX or jhillas@pacbell.net. Comments and suggestions can also of course be introduced at the meeting.

Please observe registration deadlines.

President

from page 1

with more to come; Courses 550, 710, 720, 410, 420, 110, and 120, all with fairly good results. Our seminars on Vineyard Valuation, Fraud, USPAP, Federal and State Laws, and Right of Way Acquisition Problems (New Technology and the Appraiser), were all quite excellent. Not only were they timely, but they were held in great locations, had excellent turnouts, and proved to be both informative and fun. If you didn't make our early 2000 offerings, be sure to take advantage of the rest we have scheduled for the remainder of the year. Sign up early for the upcoming REIT Seminar written and presented by Past President Gary S. DeWeese, MAI. We have been selling out early on a number of the seminars; don't get left behind.

- (5) The monthly newsletter has gone out with timely updates of events at the local and national level.
- (6) We held an Associates Guidance all day workshop in February to encourage those of you who are still seeking your designations.
- (7) Lastly, the monthly meetings have been fairly well attended, people are networking, having fun, and

receiving CE credits for some great workshops. Do not miss the June offering at Shon Kelly's Brew Pub in Manteca: it's gonna be fun, too!

As I look around at the many events, I am really enjoying the year and I am heartened to see more young folks and new members attending the functions and helping your chapter fulfill its responsibilities. Many of you are working on your demonstration reports for submission this year. To you people I say, "*Carpe Diem* – Go For It." It will be well worth the time you are devoting to it. Call your brethren also writing their reports and encourage each other and pump each other up. That is part of your service.

So I can say we are all looking forward to the second half of the year and the State of the Chapter is good. But, I still believe we all can do more to help our Chapter fulfill its responsibilities. What do I mean? We need to corporately and individually encourage the associates along their tracks but especially those at the end where it involves a lot of work and study. It is part of our legacy, and service of our members, to encourage these folks. So I again encourage each of you to come to the next monthly meeting, seek out the associates you know and give them your words of encouragement. Tell them why you achieved your designation. Most of us did it because: (1) it helps our view of self worth or our own self esteem; (2) it brings recognition by

our peers; (3) it helps in networking and getting referrals; (4) long term, it helps our careers — no doubt. Again, I say *Carpe Diem*.

I have also been noticing that a number of you have recently started your own businesses. I applaud you who have done this, I want to encourage you on your journeys, and I sympathize with you as I started my own firm many years ago, too. As I was once in your shoes, I know the thrill, the anxiety, and the hard work it takes to succeed as an individual appraiser or small fee firm. But in the midst of your staking out your new business, I must state emphatically that you should always take time for service to your profession.

As we begin to line up committees for 2001, think of where you can fit in and help out your chapter. Giving back to your profession, I believe, is an obligation we all took on when we entered this profession. We have all prospered from the profession and are all needed to keep the Chapter running; to offer education, to encourage people to get the designations, to educate the public, etc. So, in the midst of your new schedules, take time for giving back to the profession. I have always noted in my 21 years in the appraisal profession that the rewards of service far outweigh the costs. Those benefits and obligations to serve were part of the equation as to why I got my designation. One of the best rewards is simple social interaction

"President," page 2

Agenda for Associate Members

General Associates' Guidance

Jeff Fillmore, MAI – Chair
408/241-4400

Residential Associates' Guidance

Bruce Hahn, SRA – Chair
925/932-4044
appraser@pacbell.net

James Marbry, SRA – Vice Chair
800/657-2400 x237

In addition, feel free to contact the Member Services Department at the National Office. The professionals who staff this department, are experts in helping to determine your needs and can help put you on the path toward designation.

Comprehensive Exam

Rebecca Hiddle
312/335-4190

Katie Powell
312/335-4187

Associate Records

Dorothy Williams
312/335-4172

Experience Review

Marilyn Moore
312/335-4173

Harriet Kudlacik
312/335-4157

Status/Demo Reports

Jim Jones
312/335-4191

Nancy Morales
312/335-4177

Margaret Latimore
312/335-4174

Associates on the Move

William T. Dunlap
Apartment Appraisal Specialists, Inc.
9620 Davona Drive
San Ramon, CA 94583-3704
925/828-9456
925/828-9308 FAX
dunlapwt@aol.com

A Glimpse at Next Month's Chapter Meeting

July Chapter Lunch & Workshop
Thursday, July 20

Location: Scott's Restaurant
Walnut Creek

Lunch: 12:00pm

Presenter: Representative from ABAG

Workshop: 1:30pm
Topic: *Mid-year Commercial Update*

Presenter: Various Bay Area Brokers

Watch for registration information in next month's *Appraisal News!*

Attention Members: Keep Us Posted

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.

Members On the Move

Jeff Enright, MAI
Enright & Company
24 E. 25th Avenue, Suite 3
San Mateo, CA 94403
650/357-1619
650/357-1627 FAX
jenright@msn.com

Sally Fraser, MAI
Curtis-Rosenthal, LLC
222 Kearny Street, Suite 306
San Francisco, CA 94108
415/677-4100
415/677-4102 FAX
sfraser@curtisrosenthal.com

Lena Garland, SRA
Garland & Associates
1455 Oliver Road, Suite 290
Fairfield, CA 94533
707/429-8660
707/429-1655 FAX

Ronald G. Garland, MAI, SRA
Garland & Associates
1455 Oliver Road, Suite 290
Fairfield, CA 94533
707/429-8660
707/429-1655 FAX

Gerald F. Hansen, MAI
Hansen & Co., Inc.
Post Office Box 2687
Hollister, CA 95024-2687
831/638-9800
831/638-0352 FAX
hansen_co@yahoo.com

Michele McDonell, SRA
California Federal Bank
290 "B" Street, Suite 210
Santa Rosa, CA 95401
707/544-5476
707/579-5964 FAX

Susan W. Parry, SRA
California Federal Bank
290 "B" Street, Suite 210
Santa Rosa, CA 95401
707/544-5476
707/579-5964 FAX

David Rosenthal, MAI
Curtis-Rosenthal, LLC
222 Kearny Street, Suite 306
San Francisco, CA 94108
415/677-4100
415/677-4102 FAX
drosenthal@curtisrosenthal.com

Jennifer Segal, MAI
Curtis-Rosenthal, LLC
222 Kearny Street, Suite 306
San Francisco, CA 94108
415/677-4100
415/677-4102 FAX
jsegal@curtisrosenthal.com

* * * * *

Members in the News

Thank you to **President Roland Burchard, MAI**, who assembled a fabulous panel of speakers for the recent *Bay Area Single-family Housing Trends Workshop* and *Bay Area Multi-housing Trends* dinner presentation in Napa. Both programs were well attended and attendees received important and timely information.

May was a busy month for **President Burchard** as he also arranged for a fabulous panel of RofW experts and served as the moderator for the *Right of Way Acquisitions* Seminar that neared sell-out capacity. Feed-back on this program was excellent!

Thanks to the following members who set their alarms extra early to assist with registration at recent course and seminar offerings: **Michele McDonell, SRA, Howard Levy, Loren Leavitt, MAI, John Merget, MAI, and Nick Dunlop.**

Richard M. Betts, MAI, SRA, was one of several Appraisal Institute members who testified before the House and Senate Congressional Committees on H.R. 3327, the "Cabin User Fee Fairness Act of 1999."

E • D • U • C • A • T • I • O • N



A Look at 2000 Educational Offerings

- Course 700: The Appraiser as an Expert Witness** June 8-9
 Instructor: Nancy Mueller, MAI
 Location: Monarch Hotel, Dublin
 Tuition: \$295 Appraisal Institute Members
 \$395 Non-Members
- Course 310: Basic Income Capitalization** June 19-24
 Instructors: Craig Owyang, MAI, and Gary DeWeese, MAI
 Location: Fort Mason Center, San Francisco
 Tuition: \$515 Appraisal Institute Members
 \$615 Non-Members
- REITs and the Role of the Real Estate Professional** July 21
 Instructor: Gary S. DeWeese, MAI
 Location: Monarch Hotel, Dublin
 Tuition: \$175 Appraisal Institute Members
 \$205 Non-Members
- Data Confirmation & Verification Methods (tentative)** Late July
 Instructor: Nancy Mueller, MAI
 Location: Central Valley (Modesto or Stockton)
- Course 520: Highest & Best Use (date change)** August 2-4 & 7-9
 Instructors: Gary S. DeWeese, MAI, and Joe Vella, MAI
 Location: Monarch Hotel, Dublin
 Tuition: \$625 Appraisal Institute Members
 \$725 Non-Members
- Feasibility Analysis and Highest and Best Use — Residential Properties** August 18
 Location: Sheraton Four Points, Fresno
- 50th Annual Fall Conference** October 19
 Location: San Francisco Marriott

See page 2 for details

Additional Courses & Seminars Planned for 2000

- Litigation Marketing Seminar
 Timberland Seminar
 Going Concern Seminar (*postponed to early 2001*)
 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 or jenny@norcal-ai.org.

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.



(More) Appraisers Wanted

Seeking Real Estate Appraiser for commercial appraisal assignments, predominately 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.

LDAC

from page 2

the appraiser's analysis. Your chapter "team" handled the "ad-lib" of a professional presentation and came away from the afternoon with new friendships, dry clothes, sore feet and a renewed appreciation of the democratic process. One of the additional benefits of this group meeting with the representatives of our area was to advise them that when they have questions or issues which relate to banking, valuation, etc. that we are available as resources. Additionally, we impressed to them the close proximity of the Appraisal Institute's lobbyist, Don Kelly, who is located in the Appraisal Institute's Washington DC office.

I can gladly report that the national leadership of this organization attended the meetings and was receptive to our suggestions and even our criticisms. In fact, I can honestly say that the current Executive Board of the Appraisal Institute is the most positive and cohesive group I've seen during the last 8 years of my active participation on the National level. Their level of energy and enthusiasm was uplifting and encouraging.

The next person that I meet who expresses concern about this organization, I am going to encourage to participate in LDAC. Each of us can find something to complain about, but until you have contributed or attempted to assist in "fixing" the problems, your complaint is not effective. So be aware: I will be listening to who's complaining... and those people will be my nominees for next year's attendance at the Leadership Development & Advisory Council.

Each of your representatives wishes to thank the Chapter for encouraging us to attend and participate in this event. It will be an experience that we will not soon forget.

— Karen Mann, SRA

Update from National

ABNet: As of late March, efforts continue to bring together a group of investors to establish an Internet-based appraisal order, management and delivery entity. According to EVP John Ross, although there has been good investor interest, deals like this take time. If successful, the newly recapitalized entity will be used to bring specialty assignments to members around the country.

Looking Ahead

- June 8-9 Course 700
— Dublin
- June 15 Chapter Meeting
— Manteca
- June 19-24 Course 310
— San Francisco
- July 20 Chapter Meeting
— Walnut Creek
- July 21 REIT Seminar
— Dublin
- July TBA Data Confirmation
— Stockton/Modesto
- Aug 2-4 & 7-9
Course 520
— Dublin
- Aug 17 Chapter Meeting
— Fresno
- Aug 18 Feasibility/HB Use
— Fresno
- Sept 21 Chapter Meeting
— Pleasanton

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, SRA

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

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

Deadlines & Guidelines

The newsletter submission deadline is noon on the 5th of the preceding month. All submissions for the July-August 2000 issue must be received by noon on June 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.

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.

Appraisers Wanted

Part time site inspector needed. Los Angeles consulting firm needs local professional to take over inspections of our client condominium associations for capital budget development purposes. Flexible scheduling. Training provided. 12-year history serving SF area clients. Reply to Robert at Rnordlund@ReserveStudy.com.

The Reitman Group has an opening for a trainee in our Palo Alto office. No previous financial or real estate experience is necessary. Excellent verbal and written communications skills a must! Knowledge of Microsoft Word and Excel a plus. If you are interested in becoming an appraiser, and working in a dynamic environment, please fax your resume to 650/843-0744 or call us at 650/843-0740.

Real Estate Tax Analyst, in the San Francisco Office of Arthur Andersen, LLP. The successful candidate will learn all aspects of property tax consulting, from property tax law to appraisal and valuation for tax purposes. The ideal candidates will possess: BS or Masters Degree in business or related fields, 2-5 years of commercial property appraisal experience, strong oral and written communication skills, strong computer and analytical skills. For consideration, please send or e-mail your resume and salary requirements to: Mr. Roderick D. Penalosa (roderick.d.penalosa@us.arthurandersen.com), Arthur Andersen LLP, 101 Second Street, Suite 1100, San Francisco, CA 94105 or FAX to 415/543-1827. EOE M/F/D/V.



1243 Alpine Road
Suite 102
Walnut Creek, CA 94596

925/932-7753 FAX 925/932-7754

FIRST CLASS MAIL

Please mark the appropriate boxes below when registering for the June Chapter Meeting. *Carefully check all that apply.*

- | | | |
|------------------------|---------------------------------------|---|
| I am an/a: | <input type="checkbox"/> AI Member | <input type="checkbox"/> Non-member |
| I will attend June 15: | <input type="checkbox"/> Workshop | <input type="checkbox"/> Dinner |
| Dinner Selection: | <input type="checkbox"/> Beef Tri-tip | <input type="checkbox"/> St. Louis Ribs |
| | <input type="checkbox"/> BBQ Chicken | <input type="checkbox"/> Grilled Salmon |