



**Appraisal  
Institute™**

*Professionals Providing  
Real Estate Solutions*

*The  
Wisconsin  
Chapter*

# MESSENGER

<http://www.wisai.com>

APRIL 2006

## PRESIDENT'S COLUMN

### Detlef H. Weiler, MAI

This year's Education Schedule mailing should have been received by all. It includes many opportunities to fulfill our continuing education needs. The offerings also include Appraisal Institute courses required for those seeking their designations. Thanks go to the education committee for all their hard work. As noted on the mailing, the courses are all being held at the Wisconsin Chapter office in Milwaukee, which includes a new state of the art training facility. It's a great improvement over the typical hotel meeting room, and cost savings have allowed for reductions in seminar fees. As noted in the April seminar flyer, the chapter is also offering a member mileage discount available for those outside the Milwaukee area.

While still some months off, USPAP 2006 will be effective 7/1/2006, and extend through the end of 2007. The major changes are the new Scope of Work Rule, and the elimination of the Departure Provision. The Departure Rule was reportedly found to be confusing to clients, and had limited applicability. The new Scope of Work Rule is intended to provide broad flexibility in allowing the appraiser to determine the appropriate scope of work required for a credible appraisal, and to fully disclose the scope of work that was performed. New Advisory Opinions (AO-28 and AO-29) were added to further illustrate the Scope of Work Rule requirements. Detailed information regarding USPAP 2006 is available at the Appraisal Foundation website [www.appraisalfoundation.org](http://www.appraisalfoundation.org).

On a related note, the Appraisal Institute has created a web page the better inform members of the new 2008 AQB requirements. It is accessed via the "become an appraiser" button on the AI homepage (upper left hand corner). It includes the AQB criteria as well as available AI resources. Specific education packages can be found at [www.appraisalinstitute.org/career](http://www.appraisalinstitute.org/career).

Other new AI resources include an appraisal blog and podcasts. Access is available at the AI online education web page. Also, AI is piloting 3 Shared Interest Groups (SIGs) in 2006, to allow appraisers to share ideas and knowledge via networking, online forums, newsletters etc. Planned groups include Technology and Appraisal Practice, Valuation in the Government Sector, and Valuation and Legal Services. The Government SIG is to begin May 2006, with others to follow.

Finally, the Appraisal Institute is looking for members to serve as experience screeners. Screeners review the associates work for experience credit, and also provide important feedback about their work. It's a good opportunity to give back to the profession, and help associates on the path to their designation. A free 3 hour training seminar is required, for which continuing education credit is awarded.

I hope to see you at the upcoming educational offerings.

## BOARD MEETING MINUTES

February 29, 2006

Detlef Weiler Called the meeting to order at 3:34 p.m. at the office of Wisconsin Association Management, 11801 West Silver Spring Drive, Milwaukee, WI

### Members Present

Detlef Weiler, Steve Stiloski, Chris Ruditys, Tim Warner, Ann Davis, John Anderson, Bill Dreyer, Angela Kwasny, Tom Swan, Pat Wilborn, Larry Nicholson, Bruce Perchick, Michael Brachmann.

### Secretary's Report

The minutes were approved as published in the newsletter. (Motion Kwasny, 2nd Warner)

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## 2006 OFFICERS & DIRECTORS

### President

Detlef Weiler, MAI .....(920) 432-5541  
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### Vice President

Tom Swan .....(920) 361-2940  
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### Treasurer

Steven Stiloski, MAI .....(262) 677-9092  
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### Secretary

Mike Brachmann .....(262) 251-4848  
Menomonee Falls, WI

### Past President

Wade E. Graves, Ph.D., MAI .....(262) 942-7210  
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### Directors

John Anderson .....(920) 437-1717  
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Ann R. Davis, MAI .....(414) 476-9449  
Wauwatosa, WI

Bill Dreyer, SRA .....(262) 784-2452  
New Berlin, WI

Larry Nicholson, MAI .....(262) 369-5400, x24  
Hartland, WI

Bruce Perchik, MAI.....(608) 274-4141, x14  
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Tim Warner, MAI, SRA.....(262) 784-3985  
Brookfield, WI

Pat Wilborn, MAI .....(262) 284-1970  
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### Associate Liaisons

Angela Kwasny.....(262) 782-1902  
Brookfield, WI

Mike Brachmann .....(262) 251-4848  
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### Chapter Office / Executive Director

Christopher T. Ruditys.....(414) 271-6858  
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[www.wisai.com](http://www.wisai.com)

**Office Hours:**  
8:00 a.m. - 5:00 p.m. Monday - Friday

## TREASURER'S REPORT

The Chapter funds as of 3/31/06 are:

Primary checking account:	\$7,289.60
Money market account:	\$50,229.07
CD	\$30,145.79
<b>Total funds balance:</b>	<b>\$87,664.46</b>

### BOARD MEETING MINUTES

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#### Treasurer's Report

Total assets as of December 31, 2005 were \$71,542.02, representing an increase of \$15,803.68 over December 31, 2004. Net income through January 31, 2006 totaled \$13,146.94. Total assets as of January 31, 2006 were \$84,688.96. Competing education sources were cited as the primary reason education income fell short of expectations. The board approved the 2005 financials (Motion Dreyer, 2nd Kwasny)

The board reviewed the financial statements for January 2006. Projected education income was questioned, but given the quantity and quality of the offerings, and ensuing discussion, the financials were accepted. (Motion Warner, 2nd Dreyer).

#### Education Report

The education committee submitted a well rounded list of thirteen course and seminar offerings for 2006. The emphasis on national courses is intended to assist associate members both locally and regionally in an off licensing year.

Concerns were expressed over the URAR course offering, being that the form's use was required as of January 1 of 2006, and the contention that most residential appraisers have already attended this course. No objections were made to the offering at prior board meetings and consideration will be given to canceling the course if warranted by low attendance. The education committee reiterated that no one is excluded when developing course offerings and all recommendations are welcome.

All national course offerings will be held at the WAM facilities on Silver Spring Drive. Discussion ensued regarding the lack of education offerings in out-state locations. Reasons cited for the elimination of these offerings were based primarily on low attendance. The consolidation of offerings at the WAM facilities increases cost savings to the chapter for facilities charges, and for attendees in the form of preferred room rates at the adjacent Amerisuites Hotel.

A mileage rebate was proposed as a means to off-set transportation expenses for out-state members. Discussion continued that offerings should be made state wide rather than offer the mileage rebate. The rebate is considered by some to be marginal at best and not likely a factor in an attendee's decision to attend. Proponents believe the

rebate represents a recognition by the Chapter of its out-state members and its efforts at the inclusion of these members.

A motion was made (Warner) to approve the mileage rebate (2nd Kwasny). The vote was eight in favor, four opposed with Dreyer requesting to be recognized as opposed and Stiloski requesting recognition as in favor. The mileage rebate was approved.

The board approved the education report. (Motion Kwasny, 2nd Warner)

#### 45 Day Notice

The highlights of the 45-Day Notice of Proposed Amendments to the Appraisal Institute Bylaws, Regulations and Guide Notes were read by President Weiler. Clarifications on the highlights were made by board members as they were able with little discussion.

The board approved the 45-Day Notice which will be forwarded to Regional and on to National. (Motion Kwasny, 2nd Warner)

#### Meeting Schedule

The next WCAI board meeting was scheduled on May 11, 2006 at the WAM Office. Meeting coincides with the Condemnation Seminar.

The fall meeting will be determined at the convenience of President Weiler.

The winter meeting will be November 29 or 30th 2006, and will coincide with the Year-in-Review seminar.

#### Other Business

Larry Nicholson raised the issue of the Wisconsin Department of Regulation and Licensing and their desire to have a referral system in place to assist licensed and certified appraisers when questions regarding appraisal practice arise. Envisioned is a type of "mentoring" program in which a call to the local chapter of the Institute or other professional appraisal organization, can direct an appraiser in need, to a list of volunteers in place to field these inquiries.

This was followed up by Ruditys who spoke of the number of calls WAM logs pertaining to DRL experience requirements. The primary problem facing aspiring appraisers who have completed their education requirements, is their inability to obtain experience hours. If established appraisers and firms are unable/unwilling to train the appraisers of the future, the viability of the profession may become an issue.

Extensive discussion ensued which overlapped and encompassed both the "mentor" and experience issues. The issue's raised included:

Should only members be allowed access to any AI mentor program, is marketing a mentor list necessary, is this a state issue or an AI issue, and after 90 hours of education prospective appraisers have no guarantees of employment.

Ruditys suggested the creation of an ad hoc committee on the mentor

and experience issues. No action was taken by the board.

Tom Swan raised the issue that the chapter was still looking for nominations of a candidate for the LDAC Meetings. Angela Kwasny was nominated and accepted the nomination under the condition that a back-up named. Pat Wilborn accepted the nomination as back-up. The nominations were approved by the board. (Motion Dreyer, 2nd Brachmann)

#### Adjournment

The meeting was adjourned at 5:27 p.m. (Motion Stiloski, 2nd Brachmann)

Respectfully Submitted  
Michael Brachmann

*Secretary, Wisconsin Chapter of the Appraisal Institute*

## 2006 UPCOMING COURSES & SEMINARS

Date	Course/Seminar
April 17-20	*Principles (30 Hours)
April 24-27	*Procedures (30 Hours)
April 25	Appraisal Scope of Work: Burden or Blessing? ABA/AI Telephone Briefing (2 Hours)
May 2-3	*RMA & HBUS (15 Hours)
May 4-5	*USPAP (15 Hours)
May 11	Annual Condemnation Seminar (4 Hours)
June 29	Self Storage Economics & Appraisal (7 Hours)
July 12-15, 17-18	Course 520: Highest & Best Use and Market Analysis (40 Hours)
October 11-12	Real Estate Finance, Statistics and Valuation Modeling (15 Hours)
November 29 or 30	Year-in-Review Seminar (3 Hours)

\*To register for these educational offerings, please visit the Appraisal Institute's website at [www.appraisalinstitute.org](http://www.appraisalinstitute.org)

All seminars/courses will be offered at WCAI's **new state-of-the-art facility** located at 11801 W. Silver Spring Drive, Suite 200, Milwaukee, WI 53225.

**QUESTIONS?** Please call the WCAI office at (414) 271-6858 or visit [www.wisai.com](http://www.wisai.com).

*Specific dates and locations will be published as they become available and registration forms will be sent out prior to all offerings.*

**REAL ESTATE APPRAISERS REGULATORY DIGEST**

The Real Estate Appraisers Regulatory Digest is posted on the Wisconsin Department of Regulation and Licensing's website.

The direct link is:

<http://drl.wi.gov/boards/app/digest/20060100.pdf>

The Digest can also be found by visiting the Real Estate Appraisers Board here: <http://drl.wi.gov/boards/app/index.htm> and then clicking on Regulatory Digest. Feel free to provide this link to anyone that may be interested in seeing the Digest and are looking to be state certified.

**CLASSIFIEDS**

**EXPERIENCED COMMERCIAL REAL ESTATE APPRAISER**

AccuVal Associates, Inc. is seeking full-time, experienced commercial/industrial real estate appraisers to complement our staff of real estate, machinery & equipment, inventory, business valuation and intangible appraisers. Unique opportunity to grow real estate practice currently bursting at the seams! Appraisers will work on complex industrial and commercial properties throughout North America. Positions are based at AccuVal's international headquarters in Mequon (Milwaukee), WI or Rosemont (Chicago), IL. Approximately 30% travel required.

Requires minimum of 3 years experience, related college degree and Certified General

License. Experience with MS Office, strong general computer knowledge, excellent oral and written communication skills a must. Excellent salary and benefits. Continuing education and designation coursework paid. Submit resume and work sample to [kwalls@accuval.net](mailto:kwalls@accuval.net).

**SENIOR REVIEW APPRAISER**

Major commercial mortgage investment group seeks MAI appraiser to review outside written appraisal reports for a national portfolio of diverse income-producing properties. A six figure compensation package, including comprehensive benefits package, and relocation assistance, will be offered. Position located in high quality-of-life Midwest community. Interested candidates should forward a detailed resume as a Word Document, including most recent compensation level, to: [chrisgroup@charter.net](mailto:chrisgroup@charter.net). Christopher Group Executive Search

**COMMERCIAL REVIEW APPRAISER**

National financial institution is seeking a state licensed or certified appraiser to review commercial appraisal reports for proper appraisal techniques, methodology, value conclusions, and regulatory compliance. Responsibilities include bidding, tracking, reviewing, reporting, discussing pertinent issues with fee appraisers, and communicating the results of the appraisal review. Requires excellent communication, analytical, and writing skills in addition to a good understanding of commercial real estate. Please email resume and salary requirements to [michael.pissare@usbank.com](mailto:michael.pissare@usbank.com).

There is a current opening on the Wisconsin Department of Regulation & Licensing **REAL ESTATE APPRAISAL APPLICATION REVIEW COMMITTEE**. Currently, several members of the Appraisal Institute serve on this committee; however, members do not need to be MAI's or SRA's, only state licensed or certified. Any interested parties should contact Tim Wellnitz no later than April 14, 2006 at: Tim Wellnitz, Bureau Director, Bureau of Business & Design Professions, Department of Regulation & Licensing, [Tim.Wellnitz@drl.state.wi.us](mailto:Tim.Wellnitz@drl.state.wi.us), 608-261-4486.



**Wisconsin Chapter of the Appraisal Institute**

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**IMPORTANT NOTE:** If you have a newsletter article or member news to share, please submit your items to Heather at the chapter office (E-mail: [heather@wamilc.net](mailto:heather@wamilc.net) or Fax: 414-464-0850) for insertion in the next issue.