



**Appraisal
Institute™**

*Professionals Providing
Real Estate Solutions*

*The
Wisconsin
Chapter*

MESSENGER

<http://www.wisai.com>

OCTOBER 2006

PRESIDENT'S COLUMN

Detlef H. Weiler, MAI

Thanks to the hard work of the board and committee members, the chapters' finances will again be positive for the year. The recent self storage economics seminar, held in conjunction with the Wisconsin Self Storage Association, was a success. It was well attended and provided practical information for use in appraisals of these facilities. The Year in Review Seminar is coming up in November, to be followed by a social hour. I hope to see you there.

The Appraisal Institute is again asking members to fill out their Member Profile, as only 37% have done so. In addition to providing a free business marketing opportunity, it allows for member to member networking and referrals. On a related matter, members who wish to serve on national committees are reminded that both the Member Profile and Leadership Registry must be completed. Finally, for Associates seeking the MAI designation, changes were recently adopted for experience requirements. No initial level submission is required. Instead, final level experience totaling 4,500 hours will be required. Furthermore, Advisory Reviews are available at any time prior to submission for final level experience credit.

It was also noted by the Appraisal Institute that governmental agencies are now enforcing the requirement of "Yellow Book" (Uniform Standards of Federal Land Acquisitions) education for appraisers who perform work for the government. This course is in the process of being offer by the chapter.

It has been a rewarding experience serving as chapter president over the past year. Elections for new chapter officers will be coming up shortly, and I would encourage everyone to become involved in the chapter.



BOARD MEETING MINUTES

July 12, 2006

Detlef Weiler called the meeting to order at 5:15 p.m. at the office of Wisconsin Association Management, 11801 West Silver Spring Drive, Milwaukee, WI

Members Present

Detlef Weiler, Steve Stiloski, Chris Ruditys, Ann Davis, Bill Dreyer, Pat Wilborn, Angela Kwasny, Michael Brachmann.

Secretary's Report

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

Treasurer's Report (Ruditys)

Total assets as of June 30, 2006 were \$86,298.22, representing an increase of \$14,020.73 over June 30, 2005. Net income through June 30, 2006 totaled \$14,756.20. Given the healthy

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Office Hours:

8:00 a.m. - 5:00 p.m. Monday - Friday

TREASURER'S REPORT

The Chapter funds as of 9/30/06 are:

Primary checking account:	\$8,912.33
Money market account:	\$15,998.97
CD	\$55,145.79
 Total funds balance:	 \$80,057.09

BOARD MEETING MINUTES

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financial status of the chapter Ruditys' suggested moving some funds into CD's for a better rate of return.

Stiloski made a motion to move \$25,000 the M&I Money Market account into CD's with staggered maturities. The motion was 2nd by Kwasny and approved by the board. WAM staff is to review our CD options.

Education Report (Stiloski)

Karen Scott proposed that WCAI develop a seminar to aid those appraisers entering the profession that need guidance with their submissions for education credit. The quality of experience submissions has reportedly been deteriorating in recent years. The potential exists to provide a positive impression of AI with the DR&L as well as the possibility of new members.

Education programs in 2007 will focus on the new AQB requirements that will be effective January 1, 2008. Course offerings include: Basic Income Capitalization, General Applications, Apartment Appraisal and the Sales Comparison Valuation of Small Mixed-Use Properties.

Other seminars under consideration include: Multiple USPAP offerings, AI Reports, a Mortgage Fraud Seminar and a Condo Co-Op PUD (Possibly scheduled yet in 2006 prior to the realtors offering)

The year-in-review planning committee meeting will be held on a date to be determined. The committee encourages participation and all are welcome to attend. Items to be discussed is the location of the event, a downtown facility or the WAM facility.

There was discussion on sending complementary copies of "The Appraisal of Real Estate" to Circuit Court Judges in the

four county metro-Milwaukee area. An attempt will be made to further narrow the list of potential recipients.

National Update

Steve Stiloski will represent the Chapter at the Pan-Pacific Conference in San Francisco.

Dryer made a motion to appropriate funds for Doug Stangohr or Chris Ruditys to attend the AI Executive Staff Panel. It is an event where executive directors can exchange idea's. second by Stiloski.

AI will be celebrating its 75th Anniversary with an event in Las Vegas. The position of Vice President is to be voted on at the September meeting.

National is financially sound and in the black.

There is discussion of an increase in experience requirements to 4,500 hours.

Regional financials will be handled by National

Legislative Update

There were no legislative updates reported.

Other Business

Stiloski made a motion to approve Steve Vitale as Nominating Committed Chairman in the absence of the past president. Second by Kwasny with Wilbourn abstaining.

Steve Vitale needs names for the nominating committee.

Adjournment

The meeting was adjourned at 6.24 p.m. (Motion Weiler, 2nd Wilbourn)

Respectfully Submitted
Michael Brachmann

Secretary, Wisconsin Chapter of the Appraisal Institute

MAPMAKER, MAPMAKER, MAKE ME A MAP

By Heather M. Grider - *Rockford Map Publishers, Inc.*

Maps. You can find them on the Internet, at the gas station and in just about every bookstore and shopping center. Maps seem so commonplace and readily available that you rarely think about the work that is necessary to create them and how important of a role they play in the success of your appraisal business.

The mapping industry has come a long way over the last decade with the integration of new technology. The pen, ink and artist's hand have been replaced with computers, GIS software and the tech savvy cartographer. Though the method of production has changed, the goal has remained the same: to provide quality mapping solutions and to always strive to be progressive, professional and profitable. This has been part of Rockford Map Publishers' mission statement since its founding in 1944 and most likely rings true for map publishing companies across the nation.

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2006 UPCOMING COURSES & SEMINARS

Date	Course/Seminar
October 27	<i>Condominiums, Co-ops and PUD's (7 Hours)</i>
November 29	<i>Year-in-Review Seminar (3 Hours)</i>

*To register for these educational offerings, please visit the Appraisal Institute's website at 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.

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

CLASSIFIEDS

Commercial Appraiser Positions available with Bussen Company in Madison, Wisconsin. Qualified candidates should have previous experience and possess a good understanding of DCF analysis, Argus, Word and Excel. Excellent writing and grammar skills required. Compensation commensurate with experience. E-mail resume to abussen@bussencompany.com.

MAPMAKER, MAPMAKER, MAKE ME A MAP

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Map production is a labor intensive, time consuming and expensive process. Because of these factors and the uniqueness of each map to its maker, the publisher will register its maps with the Library of Congress to protect them under Federal Copyright Law. Copyright law protects maps just as it does music, books and computer programs. It restricts reproduction of a work, in any form, by anyone other than the publisher, printer or producer.

The restrictions set by copyright are not meant to be a hindrance to the user. They are designed to ensure the owner of the work is recognized and, in the case of maps, to open up opportunities for those who are properly licensed with the copyright holder. How can a license "open up opportunities?" Well, let's take a look at the appraisal field.

Appraisers will purchase plat books or other maps to use as reference tools in the field. But what if they would like to include a copy of a map in the appraisal report to pinpoint the location of the *Subject and its Comparables*? They could scan or make

a photocopy directly from the map. Another option would be to print a map from an electronic or CD-ROM format. But, you can only scan, print, photocopy or digitally reproduce the maps *legally* with permission granted from the publisher. Most publishers will have a license program in place to allow for such reproductions thus "opening up opportunities" to make your job a little easier and aid in the success of your business.

The next time you look at a map, take a minute to appreciate the publisher's hard work. If you would like to reproduce the map for any reason, contact the publisher. Publishers are always anxious to learn more about their customers and can explain how they can help "open up" business opportunities through their license programs and products.

To learn more about Federal Copyright Law, visit www.loc.gov.

About the Author: Heather M. Grider is the Operations & Licensing Manager for Rockford Map Publishers, Inc. (www.rockfordmap.com) and has served with the company since 2002. She earned her B.A. in Communication from Western Illinois University in 1999.



Wisconsin Chapter of the Appraisal Institute

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