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Institute®**

*Professionals Providing
Real Estate Solutions*

*The
Wisconsin
Chapter*

MESSENGER

<http://www.wisai.com>

DECEMBER 2016

PRESIDENT'S COLUMN

Dominic Landretti, MAI, AI-GRS

Dear Members –

As a Chapter, we have achieved the 2016 goals set for the year by improving the effectiveness, strength, and presence of our members. The Condemnation and Year in Review Symposiums, both held at major universities, provided excellent content and were well attended. Our recent residential offering in Wisconsin Rapids received positive feedback and requests for additional residential classes. Further, the Residential Appraisal Practice Group was established and continues to gain momentum. In addition, our USPAP offerings were well attended thanks to our newest approved instructor, Steve Stiloski. In spite of future political challenges, plans for the Chapter have already begun to make 2017 another successful year.

Thank you for the opportunity to serve as president of our great chapter.

Happy Holidays,
Dominic Landretti, MAI, AI-GRS

2016 NEW DESIGNATIONS

Sandra Anderson, MAI, AI-GRS
 Kyle N. Driscoll, MAI
 David Greenhaigh, MAI
 Scott C. Kallenberger, MAI
 Leah Dauer Murphy, MAI
 Dean Poirier, SRA
 Brian J. Richardson, MAI
 Kathryn P. Thompson, MAI, AI-GRS
 David Wagner, MAI AI-GRS
 Wanda K. Wood, SRA, AI-RRS

BOARD MEETING MINUTES

November 9, 2016

Dominic Landretti called the meeting to order at 5:01 pm at the office of Wisconsin Association Management, 11801 West Silver Spring Drive, Milwaukee, WI.

Members Present

Dominic Landretti, Cheryl Dodson, Angela Kwasny, Katie Thompson, Curt Kolell, Kevin Duffman, and Rick Larking were in attendance. Joining the meeting on teleconference were Cherie Laffin and Hank Schneider.

Secretary's Report

Minutes from the August 10, 2016 board meeting were approved.

Motion made by Katie Thompson
 2nd by Curt Kolell

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2016 OFFICERS & DIRECTORS

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Richfield, WI

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Garrett Warner, MAI(262) 784-7377
Brookfield, WI

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Office Hours:

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

TREASURER'S REPORT

The Chapter funds as of 11/30/16 are:

Primary Checking Account:	\$10,993.16
Money Market Account:	\$52,088.59
 Total funds balance:	 \$63,081.75

Treasurer's Report

Approval of Financials – The financials for October 31, 2016 were reviewed and approved.

Motion made by Katie Thompson
2nd by Angela Kwasny
RAPG (Residential Appraisal Practice Group)

National / Regional Update

Rick Larkin provided an update on the RAPG.

1. The October 2018 Residential offering in Wisconsin Rapids had a good turnout. There were 28 students in class and 14 of those students participated the Valuation Social event the night before the class.
2. Developing a social media platform for RAPG is an area of focus that will benefit the group moving forward. Emails are the main source of communication for RAPG and Rick is working to develop another effective avenue for RAPG to stay in touch.
3. Although the Wisconsin Rapids residential offering was well attended, Cherie Laffin provided feedback that perhaps WCAI may want to move that location in the future such as Wausau or other areas.

Committee Discussion

1. Finance Committee
 - a. Dues and budget discussion was tabled for email discussion for the end of November.
 - b. A verbal expense cap for LDAC was suggested at \$2,000, or max of \$6,000 based on 3 LDAC attendees. Funds allocated for LDAC will be addressed with the 2017 budget.
2. Education Committee
 - a. There is no advanced education scheduled for 2017.
 - b. 2017 offerings – Dates have been set for the April Drone Seminar, May Condemnation Seminar, and October 7 Hour USPAP (2016-2017 version). Other continuing education courses to be scheduled would include a 7 Hour Commercial Course, 7 Hour Residential Course, and the 2017 Year in Review.
 - c. The October 18th Residential class was previously

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addressed in the RAPG update.

- d. Year In Review – The format will include four guest speak along with Katie and Dominic offering introductions and Garrett facilitating a Q&A session.
 - e. Drone seminar pricing was discussed and a fee of \$150 was suggested. The drone seminar will be held on April 21, 2017 and will provide 7 hours of continuing education. Target groups may include ASFMRA, assessors/municipalities, DOT, and WRA (through placing an ad with the WRA’s magazine).
 - f. Discussion was also made regarding including facility
3. Nominating Committee
 - a. No update
 4. Government Relations Committee
 - a. No update
 5. Candidate Guidance Committee
 - a. No update

Old /New Business

1. Katie Thompson noted the first quarter 2017 WCAI board meeting will be held Monday, January 9th. The Past Presidents meeting will be held immediately after the board meeting. The location of the board meeting/Past Presidents has been moved to Moxie Restaurant at 501 E. Silver Spring Drive in Whitefish Bay.
2. Katie Thompson suggested the 2017 WCAI board of directors to be announced in the Journal Sentinel’s People on the Move section.
3. Cheryl Dodson discussed the possibility of WCAI sending a PAC related email to our members to request donations/funds for AI’s lobbying efforts.
4. Cheryl Dodson noted the bylaw changes made by AI in regards to the role of Practicing Affiliates with chapter leadership and chapter committee involvement.

Respectfully Submitted,
Garrett Warner, MAI
Secretary, Wisconsin Chapter of the Appraisal Institute

2017 PROPOSED EDUCATIONAL OFFERINGS

For more information on each offering and
TO REGISTER, please go to:

<http://www.appraisalinstitute.org/education/Wisconsin>

<u>Date</u>	<u>Course/Seminar</u>
January 9, 2017	Past President’s Dinner
April 21, 2017	Introduction to Drone Technology (7hr)
April 21, 2017	Valuation Social
May 18, 2017	Condemnation Symposium (4 Hr)
Spring 2017	Income Approach for Residential Appraisers (7 Hr)
July 18, 2017	Construction Tour (3 Hr)
October 5, 2017	Core Logic/Marshall & Swift Commercial Cost Seminar (4 Hr)
October 24, 2017	USPAP Update (7 Hr)
December 2017	Year-in-Review Symposium (3 Hr)

All seminars/courses (except where noted) will be offered
at WCAI’s 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.

*These events have been proposed and are not finalized.
Additional educational and social events will be
added throughout the year.*



Online Education: Learn at your own pace anytime, anywhere, http://www.appraisalinstitute.org/education/online_education.aspx.

Top-notch Appraisal Institute courses and seminars come straight to your desktop with online education! Learn from any computer anywhere, whenever you have time. It’s easy, convenient and a great way to get the education you want. Check out the current course listing now!

LDAC UPDATE

Submitted by Kevin Dumman, MAI, SRA, AI-GRS



Since the beginning of the 114th Congress, multiple hearings have been held related to “regulatory burdens” on financial institutions. That being the case, it is our view that valuation and, specifically, appraisers need to be included in that review. The House Financial Services Committee’s oversight plan for the current Congress includes appraisal regulation. Appraisal remains one of the most highly regulated professions in the United States, impacting not just mortgage-related appraisals, but appraisers practicing in litigation, tax and financial reporting services, advisory and other valuation services.

Issues of primary concern to professional appraisers include the following:

- **Federal Regulation.** Appraisers are regulated by the States, but also face heavy Federal oversight and constantly evolving standards and qualifications. State appraiser regulatory agencies have been fully operational for many years to where continued direct federal oversight no longer may be necessary.
- **State-by-state Portability.** Appraisers often work in many states and are faced with increasing regulatory obligations, including state-by-state background checks for renewals, reciprocity licenses and temporary practice permits in many situations.
- **Un-level Playing Field.** Where appraisals are not required by Federal law, in many states, valuation services may be provided by a wide range of people who are not held to the same standard as appraisers. Rigid appraisal standards restrain appraisers from providing competing services for which they are the most qualified to perform.
- **“Recipe” Approach to Appraisal.** Some have suggested that appraisal “methods and techniques” should be developed as a set of homogenous rules. Appraisal does not need additional rules as a profession and real estate industry stakeholders deserve better than to have all markets treated the same.
- **Federal Agency “Rules.”** A bevy of rules affecting appraisers have been issued by federal agencies since the passage of the Dodd-Frank Act. Such rules merit Congressional oversight.

Currently, no legislation has been introduced in either the U.S. House of Representatives or the U.S. Senate that addresses the regulatory burdens appraisers face, or to modernize the regulatory structure of the appraisal profession. However, Congressional staff have written

draft legislation and shared it with many different industry groups for their input. Specifically, the Appraisal Institute was asked for input on one such draft that reflects many of the Appraisal Institute’s concerns regarding the appraisal regulatory structure. We shared those concerns with the House Financial Services Committee during testimony in a 2012 hearing. With that in mind, on the backside of this page, are the key principles the Appraisal Institute has shared, and will continue to share, with Members of Congress.

What Can Be Done?

Modernize Appraisal Oversight

- Align appraisal regulation with regulatory structures of other industries, such as insurance and mortgage origination recently enacted by Congress. These regulatory structures address multi-state licensing through technology or a common licensing platform.
- Explore a nationwide platform, or portal, for appraisal practitioners, users of appraisal services, and state regulators to use to process license applications and renewals, thus eliminating redundancies and “red tape.”

Improve Enforcement

- Provide clear audit processes for states’ appraiser regulatory agencies, allowing state regulators to focus on licensing administration and enforcement.
- Improve information-sharing among state regulatory agencies through a common platform.

Improve Appraisal Quality

- Improve appraisal quality by re-engaging highly-qualified real estate appraisers.
- Authorize financial institutions to “raise the bar” when hiring real estate appraisers, utilizing professional appraisal designations that exceed minimum licensing requirements when procuring appraisal services.

Appraisal Standards

- Establish appropriate levels of oversight and reasonable limitations around Congressionally-authorized bodies, consistent with previous Congressional action.

Action Required

House of Representatives: Remind your Representative that appraisal is part of the House Committee on Financial Services’ oversight plan, and the Appraisal Institute and other key stakeholders involved with the residential real estate market, are seeking a hearing on appraisal regulatory burdens to be scheduled.

Senate: Ask your Senators to request that the Senate Banking Committee hold a hearing on appraisal regulatory burdens. The request has broad support among key stakeholders involved with the residential real estate market.

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2015-2016 CASE LAW AND LEGISLATIVE CHANGES

Written by Attorney JJ Rolling

The following are summaries of case law and legislative changes dealing with real estate issues through the Fall of 2016.

Cases

JFM1, LLC v. City of Sheboygan, No. 2015AP1905, unpublished slip op. (Wis. Ct. App. Aug. 10, 2016) (per curiam)

This is a property tax appeal involving the Memorial Mall in Sheboygan. Here, JFM1 challenged the City of Sheboygan's assessments on the mall property from 2010–2013. After a trial to the court but before the court rendered its decision, JFM1 bought the Sears property adjacent to the mall. Then, JFM1 sold the mall and the Sears properties together for redevelopment. On the transfer return, JFM1 allocated 8.3 million of the 10.75 million dollar combined sale price to the mall. This appeal addressed whether to consider the combined sale and its allocation in determining the fair market value of the mall property for tax purposes.

On appeal, the City's first argument was that the circuit court should have considered the combined sale a tier-1 "recent arm's length sale of the property being assessed." JFM1, slip op., ¶ 8. The City said the mall's value could be extracted from the 2015 combined sale by looking at the allocation on the real estate transfer return.

The court of appeals disagreed. The appellate court referred to the Wisconsin Property Assessment Manual, which sets out three-tier hierarchy for assessing property value. Under that system, the best indicator of a property's value is tier-1, "which is a recent arm's-length sale of the property being assessed...." JFM1, slip op., ¶ 6 (citing *Adams Outdoor Adver., Ltd. v. City of Madison*, 2006 WI 104, ¶ 34, 294 Wis. 2d 441, 717 N.W.2d 803). Because the 2015 sale included both the mall and the Sears properties, the court reasoned sale was not of "the property" being assessed. The court warned that discerning what a buyer would have paid for the mall alone would require the court to speculate, undermining the usefulness of tier-1 evidence. Furthermore, since the sale was only possible after JFM1 purchased the Sears property, the configuration dissimilar to the subject property during the years at issue, 2010–2013.

The City's second argument was that the court erred in determining the mall's highest and best use as "a regional mall on an interim basis." The City explained that the 2015 buyer of the combined properties bought them for redevelopment. Thus, it argued, the court should have determined that "redevelopment" was the mall's highest and best use from 2010 through 2013, as well.

But the court of appeals was not convinced. Rather, it concluded circuit court's determination of highest and best use had sufficient support in the record. The appeals court reiterated that the appropriate analysis requires the assessor to consider the highest and best use of the property. That highest and best use must be legal, complementary, and not highly speculative. In the circuit court, experts for both sides had agreed that the highest and best use of the mall property had been as a regional mall. The court of appeals agreed with the circuit court's classification and warned that a contrary finding would have been highly speculative.

Thus, having determined that the combined sale did not provide tier-1 evidence and that the circuit court appropriately determined highest and best use, the court of appeals affirmed the judgment awarding a refund for excess taxes levied on the mall.

Pavlak v. Bechard, No. 2015AP2249, unpublished slip op. (Wis. Ct. App. July 14, 2016) (per curiam)

This per curiam opinion from the Wisconsin Court of Appeals involved homeowners' claims of negligent misrepresentation against two appraisers. As a per curiam opinion, the case has little future use in the courts, it does provide a window into one court's thought process. The situation began in 1999 when the Pavlaks purchased improved property in Waushara County. As part of the purchase in 1999 and refinancing in 2001, the Pavlaks had two separate appraisals of the property. One of the appraisal reports described the foundation as "concrete block" and the other described it as "block." But, in 2013, when they entered into a contract to sell the property, a new appraisal was conducted. This appraisal "correctly stated that the property had a wood foundation." Upon learning this, the buyers then renegotiated the contract for \$20,000 less than the original price. The Pavlaks then sued the two appraisers who had misidentified the foundation, years ago. In the circuit court, one of the appraisers filed a motion to dismiss the complaint; the other filed a combined motion to dismiss and for judgment on the pleadings. The circuit court granted the appraisers' motions, dismissing the complaints and entering judgments on the pleadings. The Pavlaks appealed.

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The issue on appeal was whether the allegations in the Pavlaks' complaint, if taken as true, amounted to valid claims against the appraisers. The court began its analysis by reciting the elements for claims of negligent misrepresentation. It also highlighted that negligent misrepresentation was a species of fraud. As a type of fraud, the statutes required a higher level of specificity when pleading negligent misrepresentation.

The Pavlaks' complaint had not met these requirements. Even if the court were to assume (without deciding) that the Pavlaks' complaint satisfied three of the requirements, the complaint had not specifically connected the appraisers' errors to the damages the Pavlaks claimed. As the court saw it, the Pavlaks had failed "to allege facts indicating what detriment or damages they suffered as a result of the appraisers' misrepresentations."

That is, the court of appeals concluded that the complaint had not offered a specific link between the descriptions of the foundation in 1999 and 2001 to the purchase price in 1999 or the re-negotiated contract in 2013.

As to the 1999 appraisal, the court noted that the complaint failed to show what effect the foundation had on the 1999 purchase price. The Pavlaks' complaint did not show that had they known the foundation were wood, they would have paid less or not purchased the property. And, the court could not discern from the complaint that the Pavlaks paid the appraised value in 1999. Noting these omissions, the court of appeals concluded that the Pavlaks' complaint failed to state a claim for negligent misrepresentation against the appraiser who completed the 1999 report.

The court went the same way with the 2001 refinancing appraisal. The appeals court pointed out that as a refinancing appraisal, the 2001 report would have had no effect on the 1999 purchase price. The court reasoned, "the Pavlaks would have had to allege facts regarding how they relied on [the 2001] appraisal to their detriment." The complaint did not.

Consequently, the court of appeals concluded that the Pavlaks' complaint failed to state a claim for negligent misrepresentation against the appraiser from 2001.

Thus, after dispensing with one more argument, the court of appeals affirmed the circuit court's orders dismissing the complaints and granting judgment to the appraisers.

Legislation

2015 Wisconsin Act 41: Town Zoning Ordinances Affecting Shorelands

Act 41 followed the 2013 Wisconsin Court of Appeals decision in *Hegwood v. Town of Eagle Zoning Board of Appeals*, 2013 WI App 118, 351 Wis. 2d 196, 839 N.W.2d 111 (holding property was subject only to the county's shoreland zoning ordinance and noting that town could have continued to enforce its ordinance only to the extent its restrictions exceeded subsequent county ordinance).

With this Act, the legislature clarified the authority between towns and counties regarding zoning. It authorizes the town to enact zoning ordinances but for where there are county shoreland zoning ordinances over the same land. Where a town's zoning ordinances pre-dates a less restrictive county shoreland zoning ordinance, the town may continue to enforce its more restrictive shoreland rules.

2015 Wisconsin Act 176: Regulation of Rental Property by Local Governments, Landlord Tenant Law, Trespass, and Miscellaneous Changes

This Act makes numerous changes to what rules local governments may impose on real estate.

For example, the Act expands on prior restrictions barring local governments from enacting or enforcing time-of-sale ordinances and requirements. See 2015 Wisconsin Act 55 (time-of-sale). Similar to Act 55, this Act prohibits local governmental units from imposing or enforcing restrictions in connection with a person's purchase or taking title to real property.

Another provision changes the notice and hearing requirements for local governments designating historic landmarks or establishing new historic districts. In the same vein, the Act provides an appeal and review process for decisions of landmarks commissions.

2015 Wisconsin Act 216: Assessor Certification and Technical Changes to Tax Administration

Act 216 removes one of the certification options for assessors. Under prior law, assessors could pass an examination to renew their certification. Now, re-certification requires a sufficient number of training sessions in a given period.

The Act gives the Department of Revenue new options for discipline short of revoking the assessor's certification. Instead, DOR may suspend the assessor's certification or it may require the assessor to take corrective action to avoid revocation or suspension.

In addition to various other technical changes, the Act adds an exemption from filing a real estate transfer return in cases of conveyances solely to designate a TOD beneficiary under Wis. Stat. § 705.15.

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2015 Wisconsin Act 219: Adverse Possession by or Against the State or a Political Subdivision

This Act largely prohibits claims of adverse possession or adverse use against the property of the State or political subdivisions. The Act also bars the State or a political subdivision from using adverse possession against private property. The Act's prohibition applies retroactively to situations where the current occupancy requirements had not been satisfied by March 3, 2016.

2015 Wisconsin Act 358: Managed Forest Law

Wisconsin's Managed Forest Law is the subject of Act 358. See Wis. Stat. §§ 77.80–77.91. Included were a host of changes affecting eligibility in the program, permitted activities on enrolled lands, and how fees and taxes are determined and distributed.

The Act changed to requirements for property to be enrolled in the MFL program. The Act increases the threshold size for eligibility from 10 to 20 acres. However, undersized properties currently enrolled in the program have a one-time opportunity to renew enrollment. The Act also tightens eligibility restrictions by excluding properties with buildings or improvements associated with buildings. Prior rules had excluded properties improved for human residence.

The Act's provisions limit DNR control of land enrolled in the MFL program. For example, DNR may not laws and rules created after an order enrolling land into program as grounds for modifying the order. It also shortens the timeline and limits the scope of DNR's review of notices of intent to cut timber on MFL lands.

The Act also addressed "closed" lands. The Act increases the amount of land an MFL participant may designate as "closed" to the public. The Act allows owners of "closed" lands to give land management professionals access to closed lands and to lease closed lands for recreational activities. The Act also changed the way the DNR collects and disburses fees it collects from owners with "closed" lands.

The Act also modified taxes related to the program. For example, the Act repealed severance and yield taxes for timber harvested from properties in the forest cropland program and the MFL program. Taxes for withdrawing land early have also been changed. The Act dictates that one set of calculations shall be used for "large propert[ies]" (defined in the Act) and another formula will apply to all others. Because the Act has multiple effective dates, practitioners faced with MFL questions should consult the specific portion at issue.

2015 Wisconsin Act 391: Private Property Rights

Continuing the theme of land use de-regulation during the last legislative session was Act 391. The Act provided for a host of changes to land use regulation, especially at the local level.

The Act prohibits municipalities from unreasonably restricting the sale or transfer of title of any interest in real property. It also prohibits counties from enacting development moratoria. Additionally, under the Act, political subdivisions would need to inform residents that they may request written notice of any proposed zoning actions that would affect the allowable use of property.

The Act also makes changes to shoreland zoning and setback regulations. One provision provides that a setback line from the ordinary high-water mark established by a professional land surveyor may be used for purposes of development near a water body, in some situations. Other provisions cover limitations on use of shoreland areas, runoff control structures, and utility equipment.

On the planning side, the Act indicates that conditional use permits issued by political subdivisions do not need to be consistent with their comprehensive plans. And, it adds a higher threshold for down zoning. Local governments need approval by 2/3 of the governing body or landowner approval before they could enact down zoning ordinances.

And, the Act provides direction for courts interpreting zoning regulations. Specifically, the Act indicates that where words or phrases in zoning or shoreland zoning ordinances are subject to multiple meanings, courts must resolve that ambiguity in favor of the free use of private property. Additionally, the Act instructs courts to give no deference to an agency's determination of whether a decision restricts a property owner's free use of the property.

**In Loving Memory
Jeffrey M. Barta**

Jeffrey M. Barta passed away peacefully surrounded by friends and family on Monday, August 8, 2016. He was preceded in death by his father Charles D. Barta, his mother Marcella (Eisenbart) Barta and an infant brother Timothy Barta in addition to his brother-in-law Kevin Dunn and dear friend Daryl Tonn.

Survived by his wife and soul mate of 40 years, Joette. Also survived by his three children; Casey LaConte (Jacob), Alex (Chelsey), and Drea Arn (Kyle) and sister Mary Jo Dunn. Further survived by grandchildren Mason, Jackson, Lincoln, Lainey and a player to be named later this year. Also survived by nieces: Grace Dunn and Parker Sinner and nephew Max Sinner. He also leaves behind brothers-in-law Guy Sinner (Kourtney Birk) and Craig Sinner and sister in law Tracy Sinner (Steve Vnuk) as well as lifelong friends Matt Beres (Sheryl) and Jim Young (Susan) as well as Laurie Tonn. Edward and Diane Sinner will miss their favorite son-in-law as well. His furever friends; Big Willy, Bowser, and Buddy are missing him already. Jeff's passions included first and foremost his family and friends. He also enjoyed Canadian walleye fishing, and now Joette will finally be able to beat his fish count. He also loved Lake Michigan sport fishing, cigars, traveling, whiskey as well as his beloved Green Bay Packers. Jeff was a Green Bay Packer stockholder and had not missed a game in years. His Goooooo Packers cheer will be greatly missed by many at the Nice Ash Packer Parties. Jeff was a lifelong golfer, got a hole-in-one in 2013 and was a part of an elite foursome that was undefeated in the Fisher House of WI golf outings. He was a patient poker player who was willing to share his many skills. He loved the game and kindled an enthusiastic interest in others. In 2012, he finished 21st out of 2, 795 entrants in the 43rd annual World Series of Poker tournament in Las Vegas and took home a nice cash prize. Jeff would tell you himself that it's not about the cards you're dealt but how you played the hand, and he played his hand well, oh so very well.

Jeff was very active in his profession of residential real estate appraisal. He sat on the State of Wisconsin's first Real Estate Appraisal Board and earned the very first designation awarded. He was on the first YAC (Young Advisory Council) committee for the Employee Relocation Council. Jeff earned the Worldwide ERC President's Award as well as the prestigious SCRCP designation. He co-authored the 2001 Worldwide ERC Appraisal Form & Guidebook and the 2010 WERC appraisal guide. He was an early Member and served as President of Wisconsin ERC and as President of RAC, (Relocation Appraisers & Consultants). He was published in Mobility magazine, chaired the appraisal standards board, and received president's award 2001 and 2011. Jeff served as VP, Executive Director and President of The Relocation Center in Milwaukee, President of Mobility Advocates and President of Jeff Barta Valuations. He also worked at the Nice Cigar Bar drinking and smoking up all the profits, schmoozing with their amazing customers and developing their monthly cigar and whiskey pairings.

**In Loving Memory
Franklyn Donald "Frank" Hopp**

Hopp, Franklyn "Frank" Donald Completed his life's journey and entered eternal life on November 25, 2016 at the age of 73. In 1968, Frank married Carole Prudisch (Weiss) and together they created a home in Wauwatosa for the past 48 years. He is survived by two sons, Keith (Elizabeth) Prudisch and James (Kerry) Hopp, and six grandchildren, Laryssa, Michael and Daniel Prudisch and Taylor, Kate and Jamie Hopp. Frank was born in Milwaukee, WI on July 26th, 1943, to Donald and Emilie Hopp. He attended Pius XI High School, St. Mary's College in Winona, Minnesota for two years and attained a Bachelor's Degree in Sociology and Philosophy from Marquette University. He began his teaching career in 1968 at Holy Trinity Grade School and from 1970 to 1984 taught 4th, 5th and 6th grade at 27th Street School. Frank became a Wisconsin Certified General Appraiser in 1977 in association with Realty Valuation Services. In 1995 he opened Hopp Appraisal Services which operated until July of 2016. He has served as a member of the Wisconsin Department of Regulation and Licensing until his time of passing. Frank will be remembered as a devoted husband and as a loving and caring Father, "Papa"/Grandfather. He will also be remembered by his many friends and colleagues as a singularly kind, gentle, unassuming, honest, happy man whose integrity was an example to all who knew him. Visitation will be held Thursday, December 1, 2016 from 4-7PM at Becker Ritter Funeral Home and again on Friday, December 2, 2016 from 10 AM until the Mass of Christian Burial at 11 AM at St. Joseph Catholic Church (12130 W. Center Street, Wauwatosa, WI 53222). In lieu of flowers, memorials may be made to St. Joseph Catholic Church or the charity of your choice. The Hopp Family is deeply grateful to the Oncology Staff at Ascension Elmbrook Hospital, especially Dr. Leena Varkey Maramattom, and nursing staff, Katie, Lacey, Jan, Kathy, Erica and Julie for their very personal and compassionate care.

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Round Table Discussions

Besides the lobbying component, LDAC includes round table breakout sessions to discuss topics impacting our profession. This year's topics included:

Existing: Professional Development – It's your business – Rodman Schley, MAI, from Denver, Colorado. What are ways to build ourselves professionally? Solutions were to become part of an organization by volunteering for committees on the state, regional, and national levels, training, education, getting out of our comfort zone, mentoring, and collaboration. We need to go out of our way to make our designations meaningful to clients and other appraisers alike. A portion of the discussion focused on the potential for having peer review as a way to hold ourselves to a higher standard of work product.

What is the outlook for an SRA in the future? – Byron Miller, SRA, AI-RRS, from Minneapolis, Minnesota. The group focused on the differences in assignments that are normally completed by designated members versus non-designated members. The consensus was designated members have significantly more opportunities with different types of assignments, complexity of assignments, and higher fees and fee structure or salaries within their own companies. The question was raised about what the individual chapters are doing to bring in new members or retain existing members. The three of us from the Wisconsin Chapter explained our newly created Residential Appraiser Practice Group (RAPG). Thanks to our own Rick Larkin, SRA, our chapter is one of only a few in the entire country that are making a concerted effort to attract more residential members.

How can AI support membership to expand services beyond the typical USPAP assignment? – Elaine Liz-Ramirez, MAI, CCIM, from Orlando, Florida. We broke into small groups to discuss different types of assignments that went beyond typical lending work and what hurdles could keep us as appraisers from doing certain work, such as regulations, job duties, experience, and education. The discussion also focused on if and how the Appraisal Institute could expand its educational offerings outside of the normal audience and into other similar professions or organizations.

How could AI increase its market share? – Chris Ponsar, MAI, SRA, from Hawaii. The Appraisal Institute currently captures approximately 50% of commercial appraisers and 10% of residential appraisers. The goal of maintaining and growing market share is to preserve AI and maintain its standard as the class of the appraisal industry. Again we discussed ideas from a Chapter level on what is being done to draw in new members. It was the general consensus that we recommend to the AI Board of Directors to bring back the Affiliate option for membership.

During the closing ceremony, Rodman Schley, MAI, was elected 2017 Vice Chairperson of LDAC and 2018 Chairperson. Brett Weatherbie, MAI, from San Antonio was selected as the Ted Anglyn award winner for outstanding first year participant. The 2017 discussion leaders will be Julie Battaglia, MAI, AI-GRS, Melissa Downing, MAI, Steve Henry, MAI, and Travis Taylor, MAI. All of the discussion leaders selected for 2017 were third year participants in this year's event.

In closing, we would like to thank you for sending us to represent our chapter. LDAC is a unique opportunity to obtain leadership training, network with appraisers from around the country, and lobby on Capitol Hill for important appraisal related issues. Over the past few years our chapter has sponsored three attendees; with a first year, second year, and third year attendee. Anyone interested in attending LDAC for the first time next year may contact Dominic Landretti, MAI, AI-GRS.

REFLECTIONS FROM YEAR IN REVIEW, MADISON - DECEMBER 6, 2016



For the first time, the 2016 Year in Review Symposium was held at the University of Wisconsin – Madison School of Business. The event drew interest from various industries and was well attended. Topics included a walkthrough of the Northwestern Mutual Life office in Milwaukee, a detail of tilt-up construction and associated costs, insight into the multifamily market, and details on the past, present and future of the University Research Park. Thank you to the exceptional speakers:

- * Scott Wollenzien, Facility Construction Manager – Northwestern Mutual
- * Bret Newcomb, President - Newcomb Construction
- * Terrance Wall, President - TWall Enterprises
- * Paul Muench, Associate Director - University Research Park





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