

PHILADELPHIA CHAPTER

AMERICAN SOCIETY OF APPRAISERS

SEPTEMBER 2001

PRESIDENT'S MESSAGE

Fellow Chapter Members and Friends:

I hope that everyone has enjoyed a pleasant and profitable summer. As the season changes, we can look forward to another rewarding year of professional development, networking and fellowship.

I would like to welcome Kimberly Ohanian aboard as our new Executive Secretary. We all look forward to working together. Kim replaces Lorraine Bednarek who resigned last year after many seasons of dedicated service. Thanks and best wishes, Lorraine!

Serving with me as executive officers this year are:
Sam Luceno, First VP and Program Committee Chair
Charles Dixon, Second VP and Advancement Chair
John Ohanian, Third VP, Admissions Committee Chair
and Mentor Program Director
Seth Weiss, Secretary/Treasurer
Kimberly Ohanian, Executive Secretary

We look forward to working with the Chapter Board of Directors to provide informative meeting and educational programs. Building upon the efforts of the national office, we also plan to reach out to members of the Internal Revenue Service and other governmental agencies to attract new membership,

I would also like to acknowledge the efforts of Seth Weiss in developing our Chapter's Website and Susan Golashovsky as our newsletter editor. Lastly, I also want to thank our immediate Past President Barry Slosberg for ably representing our Chapter at the annual meeting in Pittsburgh and for his dedication to our Chapter.

We hope to see many of you at our first meeting Wednesday, October 3, at Williamson's on City Line.

Best Regards,
Mark Penny, President

COMMITTEE NEWS

Admissions Committee

- One applicant has been interviewed and approved: Leland Snow (MTS). His assigned mentor is Andrew Comly, ASA.
- Three others applicants are awaiting phone interviews: Dorrance Reese (PP), Amanda Altman and Terry Clark (BV).

Advancements Committee

Chairman Charles Dixon reports that there is one Advancement Candidate, Robert M. Haas, Jr. (BV). His mentor is John Ohanian, ASA.

Program Committee

Chairman Sam Luceno will be submitting his list of speakers and topics for the upcoming year. This list will help you mark your calendar for topics important to you!

Scheduled Meetings

October 3, 2001

Williamson's Restaurant - City Line Ave.
Board of Directors-4:00 P.M.

5:30 P.M. Cocktails; Dinner 6:00 P.M.

Presentation Topic:

Effective Expert Witness Testimony

Presenter: James Travis Laster of Richards,
Layton & Finger, P.A.

Wilmington, Del.

Wednesday, October 3, 2001

Wednesday, November 28, 2001

Wednesday, January 16, 2002*

Wednesday, March 20, 2002

Wednesday, May 15, 2002

*Breakfast Meeting

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DOT.COM CORNER

BV: www.investext.com Provides market, industry and trade association research and statistics.

www.reportgallery.com With over 2,000 annual reports in its database, you may be able to find you're looking for and download the information within minutes!

PP: www.si.edu Smithsonian Institute's site which has put together selected bibliographies on various research projects such as makers marks on ceramics, glass and metals.

www.thepotteries.org offers information on English potters, their marks and their products.

We are looking for all disciplines to share their dot.com sites. Please forward your favorite sites to the Editor.

Your Chapter Officers

If you ever have any questions or ideas to share:

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Philadelphia Chapter

Kim Ohanian
Executive Secretary
(215) 721-9230
FAX: (215) 721-9236

Ask George...

George D. Sinclair, MAI, FASA, will answer your questions relating to the appraisal industry. He will utilize his expertise with assistance from the Philadelphia and International ASA members. Send your questions to "Ask George", Keystone Appraisal Company, 2009 Chestnut St., Phila., PA 19103 or you can FAX 215-564-6561, phone 215-564-2070 or e-mail Keyappco@aol.com

Q. I have been asked to pay a fee in order to be included on a lender's approved appraisers list. Is this ethical?

A. According to the Appraisal Standards Board, it would be ethical provided that the appraiser discloses the payment of that fee in the appraisal report. The *Management* section of the Ethics Rule of USPAP states that: "The payment of undisclosed fees, commissions, or things of value in connection with the procurement of appraisal, review, or consulting assignments is unethical". However, the real property appraiser must be aware that the Certified Real Estate Appraiser Law, Act 98 of 1990, prohibits such payments.

Section 11, *Disciplinary & Corrective Measures*, states that the Board may deny, suspend or revoke certificates, or limit or reprimand a certificate holder for a violation of this practice which is covered by Article 14 which reads as follows:

"Contracting for or accepting compensation for appraisal services in the form of a commission, rebate, division of brokerage commissions or any other similar form."

Upcoming Programs for Advanced Valuation Studies (BV)

The Center for Advanced Valuation Studies, 1330 N. Dearborn Parkway—Suite 602, Chicago, IL 60610 has registration forms available for the following programs.

Track I – Advanced Valuation Issues and Applications

Cost of Capital (2 days) Nov. 29-30, 2001; Dec. 6-7, 2001, Jan 10-11, 2002.

The Public Guideline, Company Method (2 days) Oct. 11-12, 2001, Nov. 29-30, 2001, Dec. 6-7, 2001, Jan. 10-11, 2002.

Discounts & Premiums (2 days) Nov. 29-30, 2001, Dec. 6-7, 2001, Jan. 10-11, 2002.

Within that same timeframe, they also offer:

Track II Best Practices: **The Valuation of Family Limited Partnerships**

Track III Transactions and Corporate Finance: **Merger & Acquisition**

Valuation and Structuring

Track IV Analytical Tools: **Real Options and the Value of Uncertainty**

For a complete list of seminar information, please contact Sarah Nelson, p.312-664-6224, icuplink@21stcentury.net or FAX 312-664-6672).

© BARRY'S BLURB OF THE MONTH: If a pig loses its voice, is it disgruntled? --George Carlin

CHAPTER NEWS

NEW CHAPTER ADDRESS: Please note that our new chapter address is ASA—Philadelphia Chapter, 2904 Dartmouth Drive, Hatfield, PA 19440-3474. (215)721-9230 Fax(215)721-9236.

A SPECIAL WELCOME to our new Executive Secretary, Kim Ohanian (wife of Chapter member O. John Ohanian, Jr., ASA). Kim’s duties became official July 1, 2001. Kim is local to our area, having grown up in Bucks County. After college, she worked with the Korman Company. She and John married in 1987 and have three children. Kim is active in a variety of volunteer organizations and she is a teacher’s aide at a local private kindergarten. Her favorite hobbies are reading and gardening (particularly herbs). Kim is a welcome addition to our Chapter. Please welcome her at the next meeting.

Executive Committee Election Results:

President	Mark Penny	90 votes
1 st Vice President	Sam Luceno	89 votes
2 nd Vice President	Charles Dixon	92 votes
3 rd Vice President	John Ohanian	88 votes
Sec’y/Treasurer	Seth Weiss	90 votes

Resolution to Expand the Board of Directors Approved!

The Resolution to expand the Board of Directors to fifteen was approved by the Board of Governors. The Board will now consist of the five officers, the immediate past President, and the previous three past Presidents, two Real Property members, two Business Valuation members, one Personal Property member, and one MTS member.

EDUCATION SURVEY RESULTS

Education Chair **Sam Luceno** reports the following survey results and wishes to thank everyone for their participation:

Appraisers as Expert Witness	11	55%
Legal Environment of Appraisal	8	40%
Critical Thinking in Report Writing (three parts)	8	40%
Valuations Using 6 Functions as a Dollar	8	40%
Appraisal Review for Practicing Appraisers	8	40%
Appraisals of Historic Properties	5	25%
Forensic Real Property Appraising	5	25%
Adjustments: The Good, The Bad and The Ugly	5	25%
Advanced Mortgage Equity Analysis and Discounted Cash Flow	4	20%
Recommended Guidelines for Insurance Replacement	4	20%
Red Flags—Property Inspection Guide	4	20%
Economic Relationships between Anchor Stores and Shopping Centers	4	20%
USPAP—fifteen hours	4	20%
USPAP—seven hours	3	15%
Asset Differences Among Disciplines	3	15%
The Zoning Factor in Highest and Best Use Analysis	3	15%
Writing the Real Property Report	2	10%
Wetlands—The Elusive Environment	2	10%
Demand-Side Factors: The Missing Approach	2	10%
Documentation by Retail Jewelers	1	5%

SPECIAL THANKS!

To **Lorri Bednarek**, who has resigned as Executive Secretary after many years of service to our Chapter. We all wish her well.

MEET THE CANDIDATES

Ruth Rosenfeld (PP), owner of Ruth Rosenfeld of Upper Black Eddy, is currently working on a Graduate Gemologist Degree. Ruth is on the Board of the Pa. Goldsmith Society and is a member of the Pa. Guild of Craftsmen.

William Marchetty (MTS) of Camden, NJ, is President of Marchetti Machinery, Inc. of Westmont, NJ.

Christian Dougherty (BV) is currently an Associate with Grant Thornton LLP.

Leland Snow (MTS), a Tax Manager for Global Tax Mgmt., Inc. (GTM) provides clients with tax management support services including tax preparation, research and planning. Leland is licensed to practice before the Internal Revenue Service. He lives in Lincoln University, PA.

MEMBERS IN THE NEWS

President Mark Penny announced his disciplinary appointees to the Board of Directors. They are: Gary Friedlander (BV), Edward Wilusz (BV), Susan Golashovsky (PP), George Hoesz (RP), Joseph Rosen (RP) and Tadeusz “Ted” Harski (MTS).

NEWSLETTER DEADLINE: NOVEMBER 7 2001

NOTICE: THE CHAPTER IS MOVING TOWARD ELIMINATION OF THE HARD COPY NEWSLETTER TO STRICTLY E-MAIL, SAVING ON PAPER AND MAILING COSTS. While we do not know exactly when this will happen, we want all chapter members to be aware of the future of this newsletter.

.....or snail mail to: Susan Golashovsky ASA, 180 Jacksonville Rd., Ivyland, PA 18974

LAST WORD: "A great pleasure in life is doing what people say you cannot do".

Walter Gagehot

CALENDAR OF UPCOMING COURSES AND EVENTS

Unless otherwise noted, contact the SA Education Department at (800) ASA-VALU

ASA Courses, Meetings, Chapter Offerings and Conferences

- October 21-25 **Personal Property Appraisal Conference**, London, England; Contact Barbara Shanley, ASA by phone (301)365-8688 or e-mail at bshanley@erols.com
- October 25-26 **20th Annual Advanced Business Valuation Conference**, Seattle, Wash.; Seattle Sheraton Hotel (800)325-3535. Contact Sylvia Wade Olson at (626)919-5011 or e-mail at asaguru@earthlink.net.
- August 25-28, 2002, **2002 Int'l Appraisal Conference**, San Diego, Calif. Call ASA at (800) ASA-VALU
- July 14-16, 2003, **2003 Int'l Appraisal Conference**. Call ASA at (800) ASA-VALU

Open Examination Sites

- September 23, 2001 –Washington DC
- November 18, 2001 – Chicago, Ill

For further information, contact ASA's Accreditation Coordinator at (800) ASA-VALU

MENTORS WANTED

As you all know, the ASA and our local Chapter supports the Candidate process, the education of, and the camaraderie of both existing and new members. Without new membership, how would our society survive? Our organization is unique in its multidiscipline structure and the ASA designation is well respected and sought after.

As membership continues and grows, so does the need for Mentors to help the new Candidates. I'd like to ask any Senior Member to volunteer to be a Mentor. Mentoring is a rewarding experience, not a hardship. Additionally, Mentors receive credits toward the mandatory five-year re-accréditation requirements. **We need your help!** If interested, please send your name and phone number to Chapter Executive Secretary Lorri Bednarek or myself. We would like to have a good list of Mentors for the future of our chapter. Thank you.

---John Ohanian, ASA

ASA

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