

PHILADELPHIA CHAPTER

AMERICAN SOCIETY OF APPRAISERS

Nov./Dec.. 2001

PRESIDENT'S MESSAGE

Fellow Chapter Members and Friends:

I have just returned from the ASA Advanced Business Valuation Conference in Seattle, Washington with a renewed enthusiasm for our profession. It was a beautiful locale and a very good conference. One of the issues raised in Seattle was the potential dilution of our profession resulting from the alphabet soup of various designating authorities and bodies. There is a goal among business appraisers and, I believe, other disciplines, to try to consolidate the varying entities so that the public can be better served by knowing which designations are meaningful. In that light, I think it is incumbent upon all of us to ensure the enduring reputation and quality of the ASA brand name. Given these uncertain times, I think it is appropriate to paraphrase President Kennedy suggesting that we, as members of the ASA, should ask not what our ASA can do for us but what we can do for our ASA.

For those that are ASA's, we need to be involved in the organization on both the chapter and national levels and commit to continuing education and excellence. For those who are candidates or in the advancement process, it's to everyone's benefit for you to get that ASA designation. In this particular chapter, a review of statistics indicates a disproportionate number of candidates who seem to have stalled in their process of advancement.

Surprisingly, the attendance in Seattle was not as adversely impacted as I had expected due to air travel considerations. This is a good sign, indicating that the appraisal profession is not going to give in to the purveyors of fear and terror. Rather, we should redouble our efforts to serve in the public's interest.

Hope to see you at our next meeting where we will have an interesting presentation made by representatives of the ASA National Office.

Best Regards,
Mark Penny, President

COMMITTEE NEWS

Advancement Committee, Charles Dixon, ASA Chairperson
Candidates for Advancement Interviews in November are Robert M. Haas, Jr. BV (Robert M. Haas Assoc., Inc.), assigned Mentor is John Ohanian, ASA and Thomas F. Schied, M&E (Citibank/Copelco), assigned Mentor is Charles Dixon, ASA.

Program Committee, Sam Luceno, ASA Chairperson
The Board is looking into opening up our chapter meetings to contiguous chapters via email broadcast announcement. A joint meeting with a neighboring chapter is also being considered.

Scheduled Meetings

November 28, 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:

Resources Available through the ASA Web Site and Related Topics

Presenter: Howard Ducat, Information Systems,

ASA Headquarters

Wednesday, January 16, 2002*

Wednesday, March 20, 2002

Wednesday, May 15, 2002

*Breakfast Meeting

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Education Committee, Sam Luceno, ASA Chairperson

Along with the upcoming USPAP course that will be held on December 6-7, 2001, consideration is being given to doing another Mock Trial in the near future.

DOT.COM CORNER

BV: www.annualreportservice.com Public Registers Annual Report Service. This site provides both on-line viewing of annual reports and delivery of the real thing.

RE: www.lendinguniverse.com Get on the largest Real Estate Directory in the country. Register your company under the "Appraisers" category.

PP: www.gia.org Gemological Institute of America's website. Lists the latest Diamond grading policies!

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

Best Wishes This Holiday Season and throughout the Coming Year

..... Contact the Editor by phone at (215) 441-8060...or...

Your Chapter Officers

If you ever have any questions or ideas to share:

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NOTICE: THE CHAPTER IS MOVING TOWARD ELIMINATION OF THE PRINT VERSION OF THIS NEWSLETTER TO AN E-MAIL VERSION. While we do not know exactly when this will happen, we want all chapter members to be aware of the future of this newsletter.

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 recently completed a business valuation appraisal for a client. The purpose of this appraisal was to give guidance to my client for a possible sale of his business. I received a call from a business associate of my client asking for a copy of my report. Can I give him a copy of that report or even disclose the results of my report?

A. The answer is no. The Confidentiality section of the Ethic Rule of USPAP states that: "An appraiser must protect the confidential nature of the appraiser-client relationship." Appraisers may disclose information relating to the assignment to: the client and persons specifically authorized by the client: such third parties as may be duly authorized by law; and a duly authorized peer review committee. In this instance, the appraiser must receive authorization from the client prior to sharing confidential information with the client's associated.

It must be noted that the same answer would be applicable to a real property appraisal, a mass appraisal or a personal property appraisal. The USPAP Standards and Ethics Rule apply to all appraisal report.

Ed. Note: The following is an excerpt on changes in the Confidentiality Report, section of USPAP, (taken from the Foundation News published by the Appraisal Foundation) which took effect on July 1, 2001:

The Appraisal Standards Board (ASB) convened a public meeting on June 12, 2001 in Denver, Colorado. With regard to the issues of confidentiality the ASB adopted changes to the Confidentiality section of the ETHICS RULE as well as the DEFINITION of confidentiality. With regard to the ETHICS RULE the ASB added the following language "an appraiser must be aware of, and comply with, all confidentiality and privacy laws and regulations applicable in an assignment," New text was also added to indicate that disclosure of confidential information is permissible to professional peer review committees, "except when such disclosure to a committee would violate applicable law or regulation."

The definition of "Confidential Information" was also modified to read: "CONFIDENTIAL INFORMATION; information that is either: (a) identified by the client as confidential when providing it to an appraiser and that is not available from any other source; or (b) classified as confidential or private by applicable law or regulation".

Other modifications adopted by the SB will take effect January 1, 2002. These include a new definition of "Jurisdictional Exception", revision to the definition of "Supplemental Standards" and revisions to the Supplemental Standards Rule. Many revisions were also made to Standard 6 and Statement 8 was retired. To learn more, the Philadelphia Chapter will be offering a class on USPAP in the near future. There is also a new USPAP publication available from the ASB, the 2002 Edition of *Frequently Asked Questions on USPAP*. Available for \$15. By phone 800-805-7857, FAX 240-864-0139 or via their web site address www.appraisalfoundation.org.

☺ **BARRY'S BLURB OF THE MONTH: No one ever says, "It's only game," when their team is winning! - George Carlin**

....or by FAX (215)763-6966...or e-mail china@aol.com....

CHAPTER NEWS

Upcoming Events! Mark your Calendar:

January 16, 2002 – Breakfast Meeting; Business and Real Estate Considerations relative to the selection of commercial sites by Scott Bastian, PA Real Estate Marketing Association.

March 20, 2002 – Dinner Meeting: Power Point Presentation on the Appraisal of Aircraft and Related Property by Richard Schuster, ASA

May 15, 2002 – Dinner Meeting: “Victorian Oddments and Reminders of the Past” by Shirley Swaab, ASA (also – bring to the lecture any objects you wish to show and discuss).

MEMBERS IN THE NEWS!

Susan Golashovsky, ASA, an independent appraiser, has been notified of acceptance to the prestigious Winter Institute Program of Winterthur Museum. This three week intensive course on the study of American material culture will focus on decorative arts in early America.

Susan is also an antiques dealer and serves as Vice-President of the Bucks County (PA) Antiques Dealer’s Association and Membership Chair of the Lambertville (NJ) Antiques Dealer’s Association.

Rochelle Eisenberg, ASA and President of Art Directive, Inc., of Fort Washington, PA has contributed a chapter on Fine Arts to “Valuing Specific Assets in Divorce”. The book is edited by Robert D. Feder and is published by Aspen Law & Business, a division of Aspen Publishers, Inc., Gaithersburg and New York (1-800-234-1660).

The Chapter includes the following information: What is Fine Art; art Movements and Periods; Determining the Value of a Work of Art; The Appraisal Process including a Valuation Process Chart; Case Studies; Bibliography—Books, Magazines and Trade Publications; Appendix—Art Movements and Time Periods; Valuation Process Chart.

Art Directives, Inc. is an appraisal firm that specializes in Personal Property, Fine Arts and Antique Appraisals for insurance, property settlements and estates

Future Editions of the Foundation News, a publication of the Appraisal Foundation will be phasing out their printed newsletter. To receive an electronic newsletter once it is available, send your name, address and email address to: newsletter@appraisalfoundation.org

VISIT BY REGIONAL GOVERNOR

Lorraine Smith, ASA is planning to visit our chapter at the March 20, 2002 meeting. Plan to attend and meet your Regional Governor. After all, she represents you!

CAN CHAPTERS SURVIVE WITHOUT CHAPTER MEETING?

Some ASA members believe that the local chapters should be abolished. They say that attendance is low and declining and that most appraisers are too busy and/or the travel distance is too far. These things are true; however, there is a value to local chapters that warrants keeping them alive and well. Chapter meetings are a forum where appraisers can meet and get to know each other (better to refer business to a person you know personally than to a stranger). We share a drink...or two, a meal and a good conversation (not always related!). Chapter meetings are something of a professional social gathering; a break in the

action that we all need occasionally. Usually there is a speaker offering his or her knowledge of a topic that may be of use to us even if the topic is not in our own discipline. Sometimes there is a program that involves all attendees. I can’t remember a chapter meeting when I didn’t learn something (not always business related) or one that I regretted attending. Chapters also allow more members to get involved with their organization. Think about it. If the only involvement allowed was on a national level, many creative intelligent minds and personalities would never be heard and your region would not be represented.

Support your chapter. Five meetings per year is not many and certainly worth the investment in time.

Looking forward to seeing you at the meeting. –Sam

Ed. Note: Sam Luceno is very active in the Philly chapter. He is also a principal of S.F. Luceno Valuation Services in McAdoo, PA. His discipline is both M&T and Real Property.

ATTENTION--JAY LENO WANNABES!

If you appear on a radio or TV talk show, let us know! If you appear before a local civic/professional group and discuss appraising or the ASA, let us know! It helps public relations—both yours and our chapters—so please send us a program or other documentation and we will get the word out!

PP CONFERENCE recently held in England was attended by Judy Lepow ASA (Fine Arts). Judy reports that the Conference was, in her opinion, a huge success and extremely informative. The seminars, day trips and peer knowledge were strong and Judy highly recommends you set aside whatever time you may need to attend the next Personal Property Conference.

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

LAST WORD: "Before falling asleep, think about the things you did right during the day and the things you are going to do better in the days to come". – Brian Tracy

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

- 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

- November 18, 2001 – Chicago, Ill

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

MENTORS WANTED

men·tor (m n tor, -t r)n. 1. A wise and trusted counselor or teacher. 2. **Mentor** (*Greek Mythology*). Odysseus's trusted counselor, in whose guise Athena became a guardian and teacher of Telemachus. V. *Informal* **men·tored, men·tor·ing, men·tors** v. intr. To serve as a trusted counselor or teacher, especially in occupational settings, v.tr. To serve as a trusted counselor to teach to (another person). [French Mentor, from Latin Ment r, from Greek. See men- in Indo-European Roots.] Webster's definition: **men·tor**. Pronunciation: "men-"tor, -t&r. Function: noun. Etymology: Latin, from Green MentOr. 1. Capitalized: a friend of Odysseus entrusted with the education of Odysseus' son Telemachus. 2. A: a trusted counselor or guide b: tutor, coach - men•tor•ship/noun

New Candidates to the Philadelphia Chapter of the American Society of Appraisers are fortunately a recurring element of prospering. How many of you can say you weren't first a candidate? Indeed most of us must say that and what a help it is to have a mentor, one who can show the ropes to new candidates for membership. As the admissions chair, I have the good pleasure to call on members of our chapter to be mentors. If you would like to volunteer for such an opportunity, you will find that the reaccreditation credits will accelerate your attainment of 100 hours. Please call me at 215-997-7220 or e-mail your desire to be a mentor to oohanian@pbgw-cpa.com. We can never have too many eager mentors.

---John Ohanian, ASA

Director, Financial Valuation Services,

Pritchard, Bieler, Gruver & Willison, P.C.

NEW BOOKS

Maloney's Antiques & Collectibles Resource Directory. The key to making connections in the antiques and collectibles marketplace.

Available for \$31.45 Maloney's, P.O. Box 2049 Frederick, MD 21702-1049 (Krause Publications, 2001) www.maloney.com or phone 301-228-2279.

ASA

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