



Fall 2017

Ohio Chapter Newsletter



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Newsletter
researched, written,
and designed by:

Laurel Keller, MAI

Melissa Speert

Bryce Rinker, MAI,
AI-GRS

Rob Vodinelic, MAI,
MRICS

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PRESIDENT'S MESSAGE

Welcome to the Fall OCAI Newsletter! I'm happy to report that our chapter has had a great 2017 so far and is in position to finish the year strong, financially and otherwise.

I attended the Annual Appraisal Institute Conference in Ottawa, Canada this past June. That incredible event provided extensive networking, valuable educational seminars, and fellowship galore. Notable highlights included a trip to a Canadian War Museum, a golf outing, and sightseeing of the Capital Parliament Building and several other fantastic structures. Next year's Annual Conference will be in Nashville, Tennessee on July 30-August 1. I hope several of you make the trip to Music City to attend that worthwhile and fun event!

Planning for the 40th Annual Economic Seminar is nearly complete, and I'm confident you'll be impressed with the stellar lineup of speakers, topics, and panelists we have assembled this year. A full description of the seminar is included in this edition of the newsletter. Hope to see you on December 1st at Bridgewater Banquet & Conference Center in Powell (Columbus). Spots are filling quickly, so don't wait to register!

Your OCAI education committee is hard at work orchestrating the 2018 education schedule. Ten to twelve courses will be offered next year including four 2018/2019 USPAP Update courses throughout Ohio within the first three months of the year.

Proposed Governance Restructure changes from AI National are open for discussion with no set timeline for broad implementation. Though the proposed changes are on hold, several chapters including Indiana and New Jersey have offered to beta test the proposed policy in 2018. I expect this policy change to be implemented within the next two years. Changes should help chapters simplify accounting and financial functions and increase their reserve funds. For the OCAI, this policy change should allow for more opportunity to hold local events and add value to our chapter's operations. AI professionals can offer input on the Governance Structure Project Team's recommendations here: <https://www.appraisalinstitute.org/governance-structure/>.

I wish you and your families a wonderful holiday season, and look forward to seeing many of you at the OCAI's upcoming classes and events.

Please email me with questions, concerns or ideas at: jzavac@williamfallgroup.com

Respectfully submitted,

Joseph A. Zovac, MAI
2017 Ohio Chapter President



ANNOUNCEMENTS: REGION V GIVES BACK

Written by: Rob Vodinelic, MAI

On October 14, 2017, an Appraisal Institute Joint Regional Meeting was held in New Orleans, Louisiana. During the event, there was a breakout session for the OCAI's region, Region V, which includes the following chapters: Ohio Chapter, North Carolina Chapter, West Virginia Chapter, Hampton Roads Chapter, Virginia Commonwealth Chapter, Mahoning Valley Chapter, Hoosier State Chapter, and Bluegrass Chapter.

During the conference, we were reminded that in other parts of the U.S., many of our Appraisal Institute colleagues have suffered enormous losses and hardship from the recent hurricanes – particularly the members of the Puerto Rico and Caribbean Chapter. So many of our professionals in those areas are struggling to survive and are unable to provide for their families, given the destruction to their homes, businesses, and overall communities.

As a show of support for our Appraisal Institute colleagues, Region V donated \$10,000 towards the Appraisal Institute Relief Foundation (AIRF), and the OCAI donated an additional \$2,500. These generous contributions are small fraction of the funds be needed to get appraisers in the affected areas back on their feet. We encourage all OCAI members to consider how fortunate we are and to please give to the AIRF if you can. To donate, please go to the website: <http://www.airelief-foundation.org/>.



**The AI Relief Foundation
is a not-for-profit
organization that
provides emergency
assistance to
appraisers in need.**

Please help this worthy cause.

Donate Today

MEETINGS AND EVENTS: 40TH ANNUAL ECONOMIC SEMINAR

Written by: Bryce Rinker, MAI, AI-GRS

The Ohio Chapter of the Appraisal Institute will be hosting its 40th Annual Economic Seminar at the Bridgewater Banquet & Conference Center in Powell, Ohio on Friday December 1, 2017. OCAI extends special thanks to the seminar’s sponsors and vendors:

- The Robert Weiler Company
- Colliers International
- The William Fall Group
- Integra Realty Resources
- Specialty Valuation Group
- Newmark Knight Frank
- CBRE
- CoStar
- Hotel & Leisure Advisors
- Cushman & Wakefield
- LIA Administration & Insurance Services

The seminar will feature a number of esteemed presenters:

- Lisa Pendergast** – Executive Director, Commercial Real Estate Finance Council will present an economic forecast.
- Peter Korpacz, MAI, CRE, FRICS** – President, Korpacz Realty Advisors’s presentation will address the appraisal of underperforming malls.
- David J. Sangree, MAI, CPA, ISHC** – President, Hotel & Leisure Advisors will present an Ohio and national lodging industry overview featuring appraisal issues and new supply.

Terry Dunkin, MAI, CRE, CCIM, will be the keynote speaker. Mr. Dunkin has over forty years of real estate valuation and consulting experience. Prior to establishing his own consulting firm in 2012, he was a Managing Director for Grubb & Ellis Landauer. Mr. Dunkin also spent twenty-seven years as Senior Vice President and Managing Director of Cassidy Turley’s (formerly Colliers Pinkard) Valuation Advisory Services Group where he managed foreign and domestic market valuations and consulting projects. Prior to joining Cassidy Turley, Mr. Dunkin spent five years as an Assistant Vice President at Maryland National Bank in Baltimore, where he provided real estate valuation services to the Mortgage Department, Trust Department, Corporate Services Department and Special Assets Department.



Keynote Speaker Terry Dunkin, MAI, CRE, CCIM

The event will also include two discussion panels. The first panel, comprised of Ed Woodruff and Shannon Drawns from the Ohio Division of Real Estate & Professional Licensing, will discuss licensing and enforcement matters affecting real estate appraisers. The second panel, comprised of real estate brokers from Colliers International, will discuss trends in Ohio’s commercial and residential real estate markets. **Registration is now open!** Please visit <http://aiohio.org/> to register.

CE Credit Approvals:

- Appraisal Institute: 35 Points
- Ohio Appraisal Board: 7 Hours
- Ohio Real Estate: 6 Hours

Pending CE Credit Approvals:

- IN Appraisal Board: 7 Hours
- KY Appraisal Board: 7 Hours
- PA Appraisal Board: 7 Hours

- MI Appraisal Board: 7 Hours
- WV Appraisal Board: 7 Hours

AI Price: \$175

Full Price: \$195

MEETINGS AND EVENTS:

Written by: Laurel Keller, MAI and Melissa Speert

On October 2nd, The Ohio Chapter of the Appraisal Institute hosted its chapter business meeting at the Crowne Plaza in the Cleveland suburb of Middleburg Heights. It took place at the conclusion of the first day of the two-day OCAI Federal Land Acquisitions (Yellow Book) course. Immediately following the chapter business meeting, the roughly 20 attendees moved to the hotel's bar area for a well-deserved social event. About 10 additional appraisers attending the Yellow Book course joined our chapter members for the open invitation social. Attendance consisted of chapter professionals from all over Ohio and other neighboring states including Pennsylvania, Michigan, and West Virginia. Conversation and cocktails flowed, and tasty appetizers rounded out the event.

If you haven't had a chance to attend a social event this year, there is still time. The last social event of the season will be held in Cincinnati on November 8th at Via Vite Italian Restaurant. Details regarding this social can be found at <http://aiohio.org/event.php?id=19>.



Clockwise from top left: James Caldwell, Rob Vodinelic, David Sangree, and Greg Williams



Our own Vanna White (Sharon Buie) shows off the event's appetizers



From the left: John Kelley, James Caldwell, Jefferson Sherman, and Eric Hansen

RECENT DESIGNATIONS

Congratulations to these newly designated members of our Chapter!

- Matthew Bilger, MAI, Columbus
- Alfonso J. Fisco, Jr., MAI, Pepper Pike
- Michael C. Homm, MAI, Cincinnati
- Kathryn R McCormick, MAI, AI-GRS, Etna
- Clayton J. Spence, MAI, Cincinnati
- Edward Alan Szczypinski, MAI, Columbus
- David R. Given, SRA, AI-RRS; Huntington, WV
- Donald E. Miller, II, MAI, AI-GRS, Worthington
- Bruce E. Nell, MAI, AI-GRS, Columbus

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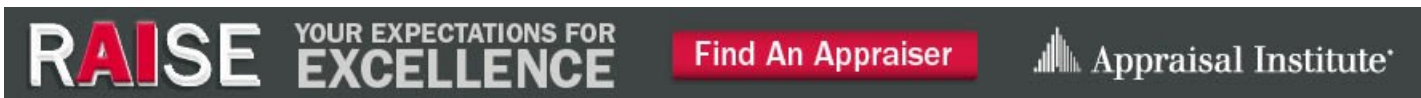
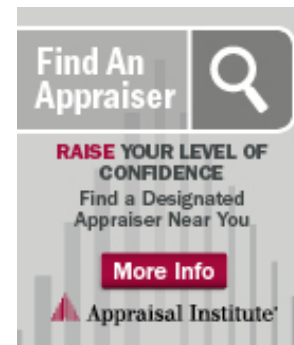
The MAI, SRPA, SRA, AI-GRS and AI-RRS designations represent advanced knowledge. They stand for years of proven, real-life real estate valuation experience. And they always mean a commitment to strict professional ethics and standards.



NEW CHAPTER PROFESSIONALS

Please extend a warm welcome to these new chapter professionals of the OCAI:

- Ileana Abot, Practicing Affiliate, Cincinnati
- Shawn Gilreath, Practicing Affiliate, Cincinnati
- Aaron J. Graybill, SRA, Massillon
- Timothy Jackson, MAI, SRA, Richfield
- Patrick R. Miller, MAI, Columbus
- Patrick A. Peiffer, SRA, Toledo





2017/2018 OHIO CHAPTER EDUCATION SCHEDULE

As of October 24, 2017
www.aiohio.org

Date	Course/Seminar	Location	Cost***	Instructor	Credit Hrs.
12/1/17	40th Annual Economic Seminar	Bridgewater Banquet & CC Powell	\$175 - AI Price \$195 - Full Price	Multiple Speakers	7 Hours
12/15/17	7-Hour USPAP Update 2018-2019 version	Columbus Realtors Columbus	\$140 - AI Price \$140 - Full Price	Nick Tillema, MAI, SRA, AI-GRS, AI-RRS	7 Hours
1/9/2018	7-Hour USPAP Update 2018-2019 version	Sharonville Convention Ctr Cincinnati/Sharonville	\$140 - AI Price \$140 - Full Price	Randy Scheidt, MAI Indianapolis, IN	7 Hours
1/12/2018	7-Hour USPAP Update 2018-2019 version	Crowne Plaza Cleveland Airport Middleburg Heights	\$140 - AI Price \$140 - Full Price	Chuck Cather, SRA Fairlawn, OH	7 Hours
2/27/2018	Business Practices & Ethics	Crowne Plaza Cleveland Airport Middleburg Heights	TBD	Mark Smeltzer, MAI, SRA, AI-RRS Pittsburgh, PA	7 Hours**
3/9/2018	7-Hour USPAP Update 2018-2019 version	Brandywine Country Club Perrysburg	\$140 - AI Price \$140 - Full Price	Chuck Cather, SRA Fairlawn, OH	7 Hours
3/20-23/18	General Appraiser Sales Comparison Approach	TBD Columbus	TBD	Robert Moorman, MAI, SRA, AI-GRS Brenham, TX	30 Hours
4/23-27/18	Advanced Market Analysis & HBU	TBD Columbus	\$785 - AI Price \$1,085 - Full Price	Larry Wright, MAI, SRA, AI-GRS Missouri City, TX	35 Hours
3Q 2018	FHA Appraising for Valuation Professionals (NEW)	TBD Toledo	TBD	TBD	7 Hours
3Q 2018	Valuation Resources for Photovoltaic Solar Systems	TBD	TBD	TBD	4 Hours
4Q 2018	Introduction to Green Buildings	TBD	TBD	TBD	8 Hours
4Q 2018	Case Studies for Residential Green Buildings	TBD	TBD	TBD	8 Hours
4Q 2018	41st Annual Economic Seminar	TBD Columbus Area	TBD	Multiple Speakers	7 Hours

Continuing Education Credit

The Appraisal Institute, the AQB, and the Ohio Appraisal Board require full attendance (100%) to obtain credit. A Designated Member will not receive credit for a seminar more than once in a 5 year cycle. An appraiser will not receive credit for a seminar more than once in three years.

Cost

*** Includes the \$15 savings for "download materials only" option

Business Practices & Ethics

** As of 6/1/2011, Business Practices & Ethics has been adjusted by the AQB and OC Appraisal Board to only allow for 4 hours continuing education credit. It will still be scheduled for 7 hours of in classroom time and 7 hours allowed by AI.

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OFFICERS					
President	Joe Zvac, MAI	Toledo	419	418-5253	jzvac@williamfallgroup.com
First Vice President	Aaron Wright, MAI	Columbus	614	496-5908	awright@specialtyvaluation.com
Second Vice President	Megan Glosser, MAI	Dublin	614	764-8040 x113	mglosser@specialtyvaluation.com
Treasurer	Jim Herbig, SRA	Cincinnati	513	561-2305 x110	jherbig@irr.com
Secretary	Bryce Rinker, MAI, AI-GRS	Columbus	614	480-2772	bryce.rinker@huntington.com
IMMEDIATE PAST PRESIDENT					
	Rob Vodinelic, MAI	Columbus	614	883-1242	rob.vodinelic@ngkf.com
DIRECTORS					
2015 - 2017 (1-year)	Gary Wright, MAI, SRA	Cincinnati	513	561-2305	gwright@irr.com
	Shannon Schenck, MAI	Vandalia	937	416-0888	shannon@laynereappraisals.com
2016 - 2018 (2-year)	Tracy Reiss, MAI	Akron	330	289-0041	tracy@rcastudio.com
	Matt McConnell, MAI	Columbus	614	221-8430	matthew.j.mcconnell@wellsfargo.com
2017 - 2019 (3-year)	Jon Meyers, SRA	Toledo	419	356-6419	meyers@appraisalresourcesltd.com
	Greg Williams, MAI	University Heights	216	920-7573	gwilliams@frg-consultants.com
COMMITTEE CHAIRS					
Bylaws	Fred Petrie, SRA	Cleveland	216	222-6010	frederick.petrie@pnc.com
Candidate Guidance	Shannon Schenck, MAI	Vandalia	937	416-0888	shannon@laynereappraisals.com
Candidates	Julie Kahn	Columbus	614	456-0723	julie.kahn@cushwake.com
Education	Tracy Reiss, MAI	Akron	330	289-0041	tracy@rcastudio.com
Government Relations	Tom Franics, Jr.	Columbus	614	771-2700 x110	francisjr.t@rpamail.com
Public Relations	Laurel Keller, MAI	Lakewood	216	228-7000 x22	lkeller@hladvisors.com
REGIONAL REPRESENTATIVES					
President	Joe Zvac, MAI	Toledo	419	418-5253	jzvac@williamfallgroup.com
2016 - 2017	Fred Petrie, SRA	Cleveland	216	222-6010	frederick.petrie@pnc.com
	Jeff Sherman, MAI, AI-GRS	Willoughby Hills	440	516-1188	jshe44094@aol.com
2017 - 2018	Shannon Schenck, MAI	Vandalia	937	416-0888	shannon@laynereappraisals.com
	Aaron Wright, MAI	Columbus	614	496-5908	awright@specialtyvaluation.com
	Rob Vodinelic, MAI	Columbus	614	883-1242	rob.vodinelic@ngkf.com
	Gary Wright, MAI, SRA	Cincinnati	513	561-2305	gwright@irr.com
Alternates	Bob Gutmann, SRA	Dayton	937	228-4402	bob@gutmanns.com
	Tracy Reiss, MAI	Akron	330	289-0041	tracy@rcastudio.com
	Bryce Rinker, MAI, AI-GRS	Columbus	614	480-2772	bryce.rinker@huntington.com
	Laurel Keller, MAI	Lakewood	216	228-7000 x22	lkeller@hladvisors.com
REGION OFFICERS					
Chair	Steve Noble, MAI, SRA, AI-GRS, AI-RRS	Roanoke, VA	540	772-7268	steve@noblevaluations.com
Vice Chair	Charlie Mills, MAI, SRA	Jefferson, IN	812	284-5700 x224	cmills@mbhr.net
Third Director					
Immediate Past Chair	Rocky Shiplett, MAI	Charlotte, NC	704	376.6212	rshiplett@rwshiplett.com
Executive Director	Ruth Kelton	Dallas, TX	972	233-2244	ainorthtexas@sbcglobal.net
OCAI CHAPTER OFFICE					
Executive Director	Nancy Linton-Hall	Madison, NC	336	297-9511	nancy@aiohio.org
Executive Administrator	To Be Determined				

Ohio Chapter of the Appraisal Institute
 122 W. Murphy Street, Suite 3
 Madison, NC 27025
 Phone: (336) 297-9511
 nancy@aiohio.org

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Second Vice President	Shannon Schenck-Weaver, MAI	Vandalia	937	416-0888	shannon@laynereappraisals.com
Treasurer	Bryce Rinker, MAI, AI-GRS	Columbus	614	480-2772	bryce.rinker@huntington.com
Secretary	Emily Braman, MAI, SRA	Beachwood	216	831-8180	ebraman@cpbco.com
IMMEDIATE PAST PRESIDENT					
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	Greg Williams, MAI	University Heights	216	920-7573	gwilliams@frg-consultants.com
2018 - 2020 (3-year)	Lisa Cotten	Youngstown	330	726-3659	lisa.cotten@chemicalbank.com
	Kelly Fried, MAI	Cincinnati	513	707-1021	fried@gemcompanies.com
COMMITTEE CHAIRS					
	To be appointed by 2018 President				
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2018 (replace Aaron's last year)	Tracy Reiss, MAI	Akron	330	289-0041	tracy@rcastudio.com
2018-2019	Fred Petrie, SRA	Cleveland	216	222-6010	frederick.petrie@pnc.com
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	Laurel Keller, MAI	Cleveland	216	228-7000 x22	lkeller@hladvisors.com
	Andrew Lorms	Columbus	614	214-4700	andrew.lorms@cushwake.com
	Christian Smith	Columbus	614	781-5160	christian.smith@cbre.com
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Vice Chair	Charlie Mills, MAI, SRA	Jefferson, IN	812	284-5700 x224	cmills@mbhr.net
Third Director	Claire Aufrance, MAI	Greensboro, NC	336	430-9610	claire.aufrance@gmail.com
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Executive Assistant	To Be Determined				

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