

## Appraisal Institute, North Texas Chapter

### Luncheon and Program

11:30 a.m. to 1:30 p.m.

**Thursday, February 9, 2006**

Bruce Walker, Founder and President  
Source Strategies, Inc.  
Hotel Consultants  
will present

### *State of the Hotel Industry in Texas*

#### **Nominating Committee Election to be Held**

**Location:** Prestonwood Country Club, 15909 Preston Road, Dallas, 75248

**Board of Directors Meeting:** 9:30 to 11:15 a.m.

**Program and Lunch:** 11:30 a.m. to 1:30 p.m.

**Luncheon and/or Program Cost:** \$20.00 per person -- \$25.00 per walkin  
(No Shows Will Be Billed)\*

**Reservations Required – Seating is Limited:** Deadline-Tuesday, February 7

**Online Registration and Payment:** [Sign Up Now!!](#)

**Call:** 972-233-2244

**Email:** [ainorthtexas@sbcglobal.net](mailto:ainorthtexas@sbcglobal.net)

*Appraisal Institute* – Application approved for 2 hours continuing education credit

*TALCB* – Accepted for 2 hours continuing education credit

\*North Texas Chapter Members are welcome to attend the program free of charge  
if they do not eat a meal or apply for continuing education credit.

# President's Message

by Shannon Fawcett, MAI, SRA

I am Shannon Fawcett, MAI, SRA, and I look forward to serving as the 2006 President of the Appraisal Institute, North Texas Chapter. This message is written to anyone interested in the appraisal profession, as well as Appraisal Institute members. New and interesting things are happening in the North Texas Chapter and I encourage you to visit the Chapter's web page from time to time to keep up with special events and activities.

The Appraisal Institute is the leading organization in the real estate appraisal industry due to the quality of our members. Joining the Appraisal Institute is a great way to enhance your career in appraising. Professional designations (MAI & SRA) are conferred upon Associate members who have earned the designation based on years of educational attainment, diversified appraisal experience, demonstration of appraisal ability and comprehensive testing of appraisal knowledge. I, personally, invite you to investigate the merits of membership in the Appraisal Institute. If you wish to be among the most highly qualified real estate appraisers in the world, join our Chapter and pursue the road to professional designation.

The Chapter has a full-time Executive Director, Ruth Kelton. Ruth is key to our organization and is available to the members and public to answer questions, provide guidance, and meet the needs of the organization. Ruth is invaluable to our Chapter, and I appreciate her commitment as she works on our behalf. Our organization is constantly changing and she works tirelessly to represent us locally, regionally and nationally. New Associate members will soon learn Ruth's value and knowledge in helping them through the designation process.

The Chapter will have eight regular meetings during 2006 and a holiday party at year-end. We will have a number of joint meetings with other professional organizations, and the April meeting will be held in Tyler, Texas. Individuals attending Chapter meetings are eligible for Appraisal Institute and Texas Appraiser Licensing and Certification Board continuing education credit. The Programs Committee Chair, Mark O'Briant, MAI, is working diligently to provide informative and interesting speakers for the meetings. I invite you to attend as many of these meetings as you can. In addition to good food and education credit, you are offered the opportunity to network with other appraisers from the North Texas area.

The future of the Appraisal Institute lies in its Associate Members. Joe Milkes, MAI, Guidance Committee Chair, is planning special meetings and events for current, and those interested in becoming, Associate Members. One of the goals of the North Texas Chapter is to develop a stronger connection between the Associate members and the Chapter. Another focus is to provide opportunities and encouragement for Associate members to take the "next step" toward designation. Please check the web site for announcements of these special meetings and events during the year.

The Appraisal Institute is the industry leader in real estate appraisal education. The North Texas Chapter places great emphasis on education and is proactive in offering education programs that are in conformance with the new education standard established by the Appraiser Qualifications Board (AQB). Jeff Briggs, MAI, the 2006 Education Committee Chair, has scheduled a full complement of courses and seminars to meet the needs of the real estate appraisal community. In addition to continuing education credit offered at the Chapter meetings, a number of entry level and advanced level courses and seminars will be offered this year. The *Uniform Standards of Professional Appraisal Practice* course - an essential course for all licensed and certified real estate appraisers - will be offered several times during 2006. Please see the Education listing at the top of the Home Page for the dates and locations of these offerings. Anyone interested in real estate appraisal is welcome and invited to attend our courses and seminars.

## ***Individuals attending Chapter meetings are eligible for Appraisal Institute and Texas Appraiser Licensing and Certification Board continuing education credit.***

To promote the National Visibility Campaign this year, the Chapter will coordinate a Call for Papers from the membership. This program will continue to uphold the Appraisal Institute and its membership as real estate experts, and will promote the MAI, SRA, and SRPA designations. Designated Appraisal Institute members from the North Texas Chapter will be asked to submit papers of interest for publication. Public Relations Committee Chair, Doug Prickett, MAI, and a special committee headed by Peter Malin, MAI, will be charged with overseeing the process. Notification to North Texas Chapter Members will be by e-mail, and details will be published on the web site as they are formalized.

I want to thank all the officers, directors and committee members who have volunteered their time and efforts for the benefit of all. It is no small commitment that each of these individuals has made to the Chapter and their work is essential to our success this year. We need future leaders, and I encourage all of our members to consider serving the Chapter in some capacity. Most committees are short-term, with a single objective, and provide an ideal opportunity to become active within the Chapter.

I appreciate your help and encouragement. It is truly a privilege to be President. I will do my very best to serve our organization and membership. Together we will achieve this year's goals and make the organization better for the people it serves, as we keep learning, growing and working to provide the public with the highest standards of real estate appraisal professionalism.

# Hurricane Fund Update

The Appraisal Institute Member Hurricane Fund Committee is pleased to announce the results of the Hurricane Katrina Outreach effort. Committee members are: John Scarborough, SRA, Chair; Charles Kelly, MAI; Andy McRoberts, MAI; Doug Prickett, MAI; and Ted Toro, MAI.

North Texas Chapter members donated to the Red Cross and Appraisal Institute Member Hurricane Funds, as well as members of other Appraisal Institute Chapters, several Appraisal Institute Chapters, and nonmembers. Thank you to all donors for your generosity.

## Red Cross Fund

The North Texas Chapter donated \$5,000 to the local Red Cross. An additional \$3,260 in matching funds was donated to the local Red Cross.

## Appraisal Institute Member Hurricane Fund

The North Texas Chapter donated \$5,000 to the Appraisal Institute Member Hurricane Fund. An additional \$6,374 in matching funds was donated to the Fund. Contributions to this fund were matched by the Chicago Chapter, thus tripling each individual donation. The North Texas Chapter is one of several Chapters and Regions listed on the Louisiana Chapter web site ([www.lcai.org](http://www.lcai.org)) in appreciation for the donation.

Following is a summary of donors to both funds. This summary does not include cash donors, who could not be identified.

### Bronze Donors (less than \$100)

- Arvesen Real Estate Services
- Roy Fisher, Jr., MAI, SRA
- Robert Gingrich, Jr., MAI
- Dick Hoffman, SRA
- James E. Jacobs, SRA
- Steve Jarvis
- Gerald McKim, MAI, SRA
- David Mentessana, MAI
- K. Lynn Naugher, MAI
- Dan Shon, MAI
- Greg Smith, MAI
- Greg Stephens, SRA

### Silver Donors (\$101-\$250)

- J. B. Brill, MAI
- Coldwell Banker Commercial (Charles Kelly, MAI)
- Roger Davis, MAI and Ruth Davis, MAI
- Mark Donoho, MAI, SRA
- Hoosier State Chapter
- Inland Northwest Chapter
- Chuck Mullinax, MAI
- Mark O'Briant, MAI
- Wesley Roemer, MAI
- Vencel Appraisal Services

### Gold Donors (\$251-\$500)

*No donations were made at this level.*

### Platinum Donors (\$501 and above)

- John Hirschy, MAI, SRA
- Las Vegas Chapter
- Seattle Chapter

The recently formed Appraisal Institute Relief Foundation has received approximately \$80,000 in contributions to date, and has made disbursements to 44 individuals. The Foundation has been established to provide emergency financial assistance to members and employees of the Appraisal Institute (and their dependents), as well as to other individuals who have made meaningful contributions to the real estate profession, who have experienced a disaster or emergency that has left them "in a state of financial, physical, or emotional distress," according to the foundation's articles of incorporation. The Foundation's board includes Misa A. Zane, MAI, President; R. Wayne Pugh, MAI, Vice President; George A. Sikorski, MAI; Frank J. Lucco, SRA; and Roy Caves.

Contributions to the Foundation may be made on an ongoing basis. For more information, contact Emma Abraham at the National office ([eabraham@appraisalinstitute.org](mailto:eabraham@appraisalinstitute.org) or 312-335-4145).

## Chapter Education Scholarships Available

The North Texas Chapter Scholarship Committee will be awarding 2006 education scholarships to North Texas Chapter Associate Members. Scholarship recipients are limited to Associate Members of the Chapter who are in the process of attaining designation.

The scholarships must be applied toward North Texas Chapter sponsored designation track courses in 2006. Please note that scholarship awards can be applied retroactively to courses taken in 2006, prior to the announcement of the scholarship awards. The Chapter will be sponsoring the following designation track courses in 2006:

- *Basic Appraisal Principles*
- *Basic Appraisal Procedures*
- *15-Hour National USPAP*
- *Residential Market Analysis and Highest & Best Use*
- *Highest and Best Use & Market Analysis*

Contact the Chapter office ([ainorthtexas@sbcglobal.net](mailto:ainorthtexas@sbcglobal.net) or 972-233-2244) for information and an application. Please note that Scholarship Applications must be submitted to the Chapter office no later than Friday, February 24, 2006. The Scholarship Committee will announce the awards at the Chapter meeting on March 9.

## 2006 Nominating Committee Election

The North Texas Chapter Nominating Committee will be appointed/elected at the February 9 Chapter meeting.

The Chapter President appoints one member of the Nominating Committee, the Chapter Board of Directors appoints one member, and two members are elected by the membership. All nominations for the two elected members shall be made from the floor. All members of the Nominating Committee serve a one-year term and cannot serve consecutive terms.

Members of the 2005 Nominating Committee were: John Hirschy, MAI, SRA, Chair, Jim Goodrich, MAI, SRA, Charles Kelly, MAI, Andy McRoberts, MAI, and Jack Poe, MAI. George Naeter, MAI shall serve as Chair of the 2006 Nominating Committee.

The Chapter Nominating Committee will be preparing a 2007 slate to fill the positions of President, Vice President, Secretary, Treasurer, three members of the Board of Directors, four Regional Representatives, and five Regional Representative Alternates. Elections for the 2007 slate will be held at the May 11 Chapter meeting.

## Did You Know... Membership Benefit

For those looking for an appraiser, incorporated into the Appraisal Institute's web site ([www.appraisalinstitute.org](http://www.appraisalinstitute.org)) is the *Find an Appraiser* search engine. This resource is easily accessed, as it is located right on the front page. Users simply type in the city and state where they need an appraiser and they will be taken to a page with a list of appraisers in that area. Designated members have the option to post a full profile listing, complete with the member's picture and a list of the member's credentials and specialties. Associate members are also included in the database, but do not have full profiles. *Find an Appraiser* is one way the Appraisal Institute helps its members get their name recognized in their area.

The North Texas Chapter also has a Membership Directory posted on its web site ([www.ainorthtexas.org](http://www.ainorthtexas.org)). Users can search for members using several criteria, including name, company, or city/state.

North Texas Chapter members can update information on their listing by accessing the database with a password and id number. Contact Ruth Kelton ([ainorthtexas@sbcglobal.net](mailto:ainorthtexas@sbcglobal.net) or 972-233-2244) with any questions.

## Associate Guidance Seminar Scheduled Thursday, March 9

by Joe Milkes, MAI

The North Texas Chapter has scheduled an Associate Guidance Seminar, which is designed to assist Associate Members in the designation process. The three-hour seminar combines brief presentations from Appraisal Institute designated members on each portion of the designation process. Key topics include:

- Experience Review
- General Demonstration Report
- Residential Demonstration Report
- Comprehensive Exam

All questions or concerns about earning the designations are welcome at this seminar. Associate Members are strongly encouraged to attend this free program. Whether you only have one remaining requirement or are just beginning the path to designation, this seminar can increase understanding of the requirements and process, build confidence, and strengthen your determination to attain designation.

The Associate Guidance Seminar will be held on Thursday, March 9, 2006 (immediately following the Chapter meeting) at Prestonwood Country Club from 1:45 to 4:45 p.m.

**Reservations are required!**  
**Deadline – Friday, February 24, 2006**

Contact Ruth Kelton ([ainorthtexas@sbcglobal.net](mailto:ainorthtexas@sbcglobal.net) or 972-233-2244) for reservations and with any questions.

## In Memoriam

The North Texas Chapter  
acknowledges with sincere regret  
the passing of Billy R. Payne.

**Visit the North Texas Chapter web  
site at [www.ainorthtexas.org](http://www.ainorthtexas.org) to view  
the 2006 Education Schedule and  
register for education programs.**

## Chapter Seeking 2006 LDAC Participants

The annual Leadership Development and Advisory Council (LDAC) will be held May 16-18 in Washington, DC. LDAC helps to establish an appraiser presence in Congress and provides a forum where ideas and opinions of targeted topics of concern in the appraisal profession are exchanged. Any LDAC alumni will tell you that LDAC has been one of their most positive experiences with the Appraisal Institute. Here's why:

- LDAC is your springboard for future leadership within the Appraisal Institute
- You get to make a difference in the Appraisal Institute by helping to formulate solutions to obstacles and challenges faced by the appraisal industry
- You have an opportunity to make your voice heard by the nation's lawmakers.

LDAC will be held immediately following the DC Appraisal Summit (May 16). The event brings together appraisers with representatives from Congressional offices, key federal agencies and the real estate industry. The Washington Appraisal Summit has helped spur legislation in Congress and has helped state and federal agencies work through tough valuation issues of the day. An array of hot topics will be featured, including the surge in the use of exclusionary "do not use this appraiser" lists; mortgage fraud investigations and prosecution; changes to eminent domain impacting just compensation; valuation of conservation and historic preservation easements; and updates from federal agency chief appraisers.

The North Texas Chapter is seeking members who are interested in participating in LDAC. Candidates would be potential leaders in the Chapter, articulate, and could make a strong contribution to discussion of appraisal topics. Funding is available to subsidize the cost of attendance.

Please contact Ruth Kelton ([ainorthtexas@sbcglobal.net](mailto:ainorthtexas@sbcglobal.net) or 972-233-2244) if you are interested in participating or if you have any questions. The deadline to submit an application for the 2006 LDAC program is Friday, February 17. To download an LDAC application, visit [www.appraisalinstitute.org/membership/events/LDAC.asp](http://www.appraisalinstitute.org/membership/events/LDAC.asp).

## Marketplace

**MortgageRamp's Dallas area office** is looking for degreed analysts with 2 to 3 years experience in the commercial real estate field to help in its loan underwriting and commercial property and market analysis groups. High-energy people with great computer skills are needed, initially on a contract basis. Please e-mail your resume to [research@mortgageramp.com](mailto:research@mortgageramp.com).

## Education Scheduled in February

### **Basic Appraisal Procedures Course**

**February 3-6**

**Instructors:** Lance Coyle, MAI and George Naeter, MAI

**Location:** Southfork Hotel, Plano

**CE Credits:** AI and ACE-28 hours/2 exam hours

### **15-Hour National USPAP Course**

**February 7-8**

**Instructor:** Greg Stephens, SRA

**Location:** Southfork Hotel, Plano

**CE Credits:** AI and ACE-15 hours/1 exam hour;

MCE-15 hours/6 legal hours

*(MCE legal hours approved prior to 01/01/05)*

### **Residential Market Analysis and Highest & Best Use Course**

**February 9-10**

**Instructors:** Mike Atwood, MAI and Jim Jacobs, SRA

**Location:** Southfork Hotel, Plano

**CE Credits:** AI and ACE-14 hours/1 exam hour;

MCE-14 hours/0 legal hours

### **FHA and the New Residential Appraisal Forms Seminar**

**February 21**

**Instructor:** Jim Jacobs, SRA

**Location:** University of Phoenix Building, Dallas

**CE Credits:** AI and ACE-7 hours; MCE-8 hours/0 legal

### **Rates & Ratios: Making Sense of GIMs, OARs and DCF Seminar**

**February 24**

**Instructor:** J. Andrew Hansz, PhD

**Location:** Metrotex Assoc. of Realtors, Bedford

**CE Credits:** AI and ACE-7 hours

**Registration:** [Sign Up Now!!](#)

**Questions:** Contact the North Texas Chapter - [ainorthtexas@sbcglobal.net](mailto:ainorthtexas@sbcglobal.net); 972-233-2244 (phone); 972-239-6857 (fax)

## Congratulations New Members

Congratulations to **Ronald L. Haynes, MAI**  
on the awarding of the MAI designation

Congratulations to **Mark C. Hopkins, MAI, SRA**  
on the awarding of the SRA designation.

## Advanced Curriculum Overview Added to CE Requirements

The National Board of Directors approved requiring all designated members who are not retired to take an "Advanced Curriculum Overview Course" for all continuing education cycles beginning on January 1, 2007, and thereafter. The course will cover advanced topics in appraising and the latest in appraisal theory and techniques; it is expected the course would run two days for members holding AI general designations and one day for those holding AI residential designations. The programs are expected to be offered in both classroom and online settings.

## 45-Hour Course Package Alternative to Residential Demo Approved

The Board of Directors approved a course package as an alternative to the demonstration appraisal report requirement for residential associate members. The change to Regulation No. 2 approved by the Board in November allows residential associate members to receive credit for a 45-hour package of residential courses as an alternative to submitting a demonstration appraisal report in meeting requirements for the SRA designation. The package will include a 15-hour *Advanced Residential Applications and Case Studies* course and a 30-hour *Advanced Residential Report Writing* course. To receive credit residential associate members will need to attend and pass the examinations for both courses.

The courses are currently under development. A national premiere will be held in April in Chicago. The courses will be sent to states for QE and CE credit. The courses also will satisfy the 2008 Appraiser Qualifications Board criteria for Certified Residential. Additional information will be forthcoming as course development is completed.

The Membership Services Department will be advising residential associate members regarding how this new alternative affects their path to designation, depending on requirements already completed. In the meantime, any associate can contact Carrie Vann ([cvann@appraisalinstitute.org](mailto:cvann@appraisalinstitute.org)) to find out what they have to do, given their completed requirements and path.

## No Dues Increase for 2006

For the fourth consecutive year there will be no increase in Appraisal Institute national membership dues in 2006. During its meeting in Chicago mid-November, the Board of Directors approved the budget for 2006 without increasing dues. In addition, the North Texas Chapter Board of Directors did not increase dues in the Chapter's 2006 budget.

## CE Hours Stay at 100; Members to Get More Credit for AI Programs

The National Board of Directors voted to maintain at 100 hours the amount of continuing education credit required of designated members in their five-year cycles, rather than increase the hours to 125 as had been proposed. In a related action, the Board did approve allowing designated members to earn 1.25 hours of credit for every hour of Appraisal Institute advanced education they take (advanced education to be determined by the Admissions Development & Qualifications Committee in conjunction with the Education Committee). This will take effect for CE cycles beginning January 1, 2006. Designated members may also earn up to 25 hours of CE credit per cycle for service to the Appraisal Institute, and up to 10 additional hours of credit for real estate-related service to the profession outside of the Appraisal Institute, such as serving on a state regulatory board or board of The Appraisal Foundation.

## ASB Extends 2005 USPAP Effective Date

The Appraisal Standards Board of The Appraisal Foundation has extended to June 30, 2006, the effective date of the 2005 edition of the *Uniform Standards of Professional Appraisal Practice*. In addition, it has announced that the release and effective dates of the 2006 edition of USPAP might also be affected.

In a September 9 release, the ASB stated, "There are a significant number of proposed edits to USPAP, primarily related to the Scope of Work project" that will be taken up at its October 28 public meeting in Washington, D.C. If the edits are adopted, the ASB "recognizes that the marketplace will need time to adjust to the changes." Therefore, the ASB anticipates the following:

- The 2006 USPAP, 2006 *National USPAP Courses* and related publications will be released in the first quarter of 2006; and,
- The effective date of the 2006 USPAP is expected to begin July 1, 2006, and extend through December 31, 2007.

"This publication schedule will allow for a greater transition period for appraisers, clients, education providers and appraisal regulators, especially given the Scope of Work changes to USPAP," said Carla Glass, ASB Chair.

For more details on USPAP and the work of the ASB, visit [www.appraisalfoundation.org](http://www.appraisalfoundation.org).

**The Chapter's email address has changed to [ainorthtexas@sbcglobal.net](mailto:ainorthtexas@sbcglobal.net). Please update your address book.**

# Visibility Campaign Enters Second Year

In 2005, the Appraisal Institute embarked on a three-year multi-media Visibility Campaign Program to inform and remind critical audiences about the value of utilizing the services of designated members of the Appraisal Institute.

The campaign targets four key audiences for appraisers – lawyers, financial planners, accountants and lenders – as well as consumers. This year, it includes national print and online advertising, local market radio advertising, information-driven e-mail newsletters and even sponsorships.

We are reaching out to audiences that know us – community bankers, mortgage bankers and lawyers – to remind them of the value of the AI designated member and educate them about the specialized knowledge, experience and services that our members can provide. We are also reaching out to those who should know us – accountants, financial planners and consumers. Accountants and financial planners, for example, should easily recognize that they can provide better service when their clients' real estate is valued properly.

Through a combination of print, radio and online marketing activities, the campaign has reached nearly a million individuals among the four target audiences. The campaign's "earned media" efforts have resulted in getting coverage in high-visibility media outlets such as CNN, NPR, *The Wall Street Journal*, *The New York Times*, *The Washington Post*, *Consumer Reports* and *Money*, as well as placements on local FOX and CBS affiliates and in local newspapers and magazines. The total cost for the first year of the campaign is \$1.3 although we received a \$2.1 million total value by combining marketing initiatives.

The success of this year's earned media relations was the result of positioning Appraisal Institute leadership and local spokespersons before national and local media to address the growing national concern over mortgage fraud and over inflated real estate. Most importantly, through preparation and some coaching or training, the spokesperson effectively bridged to the message of the benefits of working with designated members of the Appraisal Institute.

We will continue in 2006 with this working strategy – tailoring media outreach to timely events in the real estate industry and equipping Appraisal Institute leadership and local chapter spokesperson with messages and sound bites.

As we continue to proactively communicate the designated difference through several marketing channels this year, our Web site traffic has seen a 64% increase in visits to the homepage and 150% increase in the "Find and Appraiser" page since 2004. To date, we have generated over a million visits to the home page and almost 300,000 visits to the "Find an Appraiser" section of the Web site.

Just recently, the Board approved the 2006 budget, which includes funding for the second year of the organization's national Visibility Campaign. As in 2005, the Appraisal Institute's 2006 marketing campaign will provide both national and local coverage. National reach will be achieved through the trade print advertising, media outreach and interactive marketing. Furthermore, local outreach will be handled through local and regional earned media campaigns and the local radio buys as well as through outreach opportunities identified by local chapters.

The radio markets being considered include Northern California, Massachusetts, Cardinal Ohio, Baton Rouge, Kansas City, and Wichita.

The recommended 2006 markets for radio advertising were selected for a variety of reasons:

- Targeting those chapters with the highest percentage of members.
- Ensuring that all regions have received some radio coverage as of 2006.
- Selecting affordable media markets while addressing important geographic areas as indicated by the Appraisal Institute leadership.

We will continue with the same strategy in 2006 for local radio as we did in 2005. The local radio campaign will include two four-week flights, during periods that will support other outreach elements in the spring and fall.

As with the 2005 campaign year, we recommend continuing to place between four to six insertions in national trade magazines that reach mid-senior level management in target industries. We will continue to use the current full-page, 4-color ads in two to three publications within each industry. The publications will range from broad-reaching titles with high circulation, to more targeted books edited for a focused readership. After evaluating reader studies and in-book positioning for 2005 placements and re-evaluating circulation statements and editorial calendars, we will adjust our current publication selection as necessary. The current campaign includes the following publications, which will be reviewed for inclusion in the 2006 plan:

**Lawyers:** *ABA Journal* (circulated to lawyers practicing real estate law), *Practical Real Estate Lawyer*, *Probate & Property*

**Financial Planners:** *Journal of Financial Planning*, *Financial Planning Suite*, *Advisor Today*, *Trusts and Estates*

**Accountants:** *Journal Of Accountancy*, *Tax Advisor*

**Lenders/Bankers:** *Independent Banker*, *Mortgage Banking*, *ABA Banking Journal*, *Community Banker*

For more information about the Visibility Campaign or to provide additional local outreach through chapter efforts, contact Hope Atuel, PR/Marketing Director, at [hatuel@appraisalinstitute.org](mailto:hatuel@appraisalinstitute.org).

# North Texas Chapter Leadership

## 2006 Officers

President .....Shannon Fawcett, MAI, SRA  
Vice President ..... Mark O'Briant, MAI  
Secretary ..... K. Lynn Naugher, MAI  
Treasurer ..... James E. Jacobs, SRA

## 2006 Committee Chairs

Client Advisory ..... Marc Farmer, MAI  
Data Exchange ..... Jay M. Massey, MAI, SRA  
Education ..... Jeff Briggs, MAI  
Finance ..... James E. Jacobs, SRA  
Government Relations/FACT ..... Greg Stephens, SRA  
Guidance ..... Joe Milkes, MAI  
Membership Development/  
Retention ..... Mitchell Todd, MAI  
Newsletter ..... Jack Poe, MAI  
Programs ..... Mark O'Briant, MAI  
Public Relations ..... Doug Prickett, MAI  
Telephone ..... Bruce Minchey  
Web Site ..... Richard N. Baker, MAI

## Chapter Office

Executive Director ..... Ruth A. Kelton  
Assistant ..... Nancy Young  
972/233-2244  
972/239-6857 (fax)  
[www.ainorthtexas.org](http://www.ainorthtexas.org) (web site)  
[ainorthtexas@sbcglobal.net](mailto:ainorthtexas@sbcglobal.net) (e-mail)

# 2006 Calendar of Events

## February

- 3-6 *Basic Appraisal Procedures Course*  
Southfork Hotel, Plano  
7-8 *15-Hour National USPAP Course*  
Southfork Hotel, Plano  
9-10 *Residential Market Analysis and Highest & Best Use Course* – Southfork Hotel, Plano  
9 Board of Directors and Chapter Meetings –  
Prestonwood Country Club  
21 *FHA and the New Residential Appraisal Forms Seminar* – Univ. of Phoenix Bldg., Dallas  
24 *Rates and Ratios: Making Sense of GIMs, OARs and DCF Seminar*–Metrotex Assoc. of Realtors, Bedford

## March

- 9 Board of Directors and Chapter Meeting  
Associate Guidance Meeting –  
Prestonwood Country Club  
13-18 *Basic Income Capitalization Course*  
Southfork Hotel, Plano  
24 *FHA and the New Residential Appraisal Forms Seminar* – Metrotex Assoc. of Realtors, Dallas  
26-4/1 *Highest and Best Use & Market Analysis Course*  
Southfork Hotel, Plano

## April

- 5 *Convincing Residential Appraisals Seminar and Spotlight on USPAP and Scope of Work and the New URAR Seminar* – Univ. of Phoenix Bldg., Dallas  
6 *Appraising the Tough Ones: Case Studies in Complex Residential Valuation Sem.*–Univ. of Phoenix Bldg.  
7 *TREC Ethics MCE Course and TREC Legal Update MCE Course* – Univ. of Phoenix Bldg., Dallas  
13 Chapter Meeting - Tyler, Texas

# Announcements

**Joe W. Milkes, MAI** has been appointed to the City of Plano Board of Adjustment for a two-year term. The board has final decision-making authority regarding variance appeals from the city's zoning ordinances. Joe continues to serve on the Collin Appraisal Review Board as a panelist.

**Need sales data concerning old school buildings.** I am appraising an old school building that was built in 1916. It was originally a high school. About half of it has been renovated and has been utilized as administration offices for the past 20+ years. I would appreciate and help with sales data and or leads as to school building sales in the north Texas area. I will be glad to share all of the data that I am able to collect. Thank you for your help. Michael S. Cook, MAI, SRA, [michael@michaelcook.com](mailto:michael@michaelcook.com).

**The Texas Appraiser Licensing and Certification Board** <http://www.talcb.state.tx.us/AgencyInfo/default.asp> will hold a public forum providing an opportunity for its licensees and members of the public to make recommendations on the development of its Strategic Plan for fiscal years 2007-2011.

The forum will be held in Austin beginning at 2:00 p.m. on Friday, February 10th at 1101 Camino La Costa.

Every two years Texas state agencies are required to review and update their five year Strategic Plan, a road map for the direction in which the agency intends to proceed. Any requests for additional appropriations or changes in existing state law advocated by the agency must be referenced to its Strategic Plan. Individuals are invited to attend, participate, and share ideas on what the agency should be doing, what it should not be doing, and what it should be doing differently. Individuals may also submit written comments and recommendations addressed to this address: Commissioner Wayne Thorburn, Texas Appraiser Licensing and Certification Board, P. O. Box 12188, Austin, TX 78711-2188.

**Foundation Appraisers Coalition of Texas, Inc. (FACT)** has scheduled a coincidental meeting at the Drury Inn in Austin from 10:00 a.m. to about 1:00 p.m. on February 11th. FACT has a block of rooms set aside for Friday night (800-325-0720).