

Congratulations to North Texas Chapter Professionals!

Congratulations to the AI professionals that have earned the MAI, SRA and AI-RRS designations! New Candidates, Practicing Affiliates and Affiliates, welcome to the North Texas Chapter!

New Designated Members

Taylor Scott Green, MAI	Mary Moser, SRA, AI-RRS
Erik Hill, MAI	Michael Nelson, MAI
Michael Keane, MAI	Jonathan Reiff, MAI
Michael Mauren, MAI	David Smart, MAI
Andy McLain, MAI	Grant Williamson, MAI

New Candidates

Travis Anderson	David Marble
Richard Carrington	Michael Mattair
John Hayden	Luke McGrath
Brent MacDonald	David McKenery, II

New Practicing Affiliates

Murtatha Ali	Robert Harris
Ryan Blakeman	Marcy Harvey
Sydney Brell	Candace Kuehn
Margaret Cook	Carter Seidel
Caroline Firth	Ian Templeton
Gina Hammack	

New Affiliate

Corey Bowe

Symposium Sponsorship Opportunities Available for Chapter Members/Companies

You are invited to become a sponsor of the North Texas Chapter's *10th Annual North Texas Realty Symposium*, which will be held on Friday, January 25, 2019. Detailed information about sponsorship levels and benefits is included with this newsletter. Note that some sponsorship levels provide year-round exposure with ads in the Chapter newsletters and an ad posting on the Chapter website. Please consider supporting the North Texas Chapter by becoming a sponsor!

Announcing! 10th Annual North Texas Realty Symposium

Friday, January 25, 2019

The North Texas Chapter proudly presents the *10th Annual North Texas Realty Symposium*, which will be held on Friday, January 25, 2019 at Four Seasons Resort and Club Dallas at Las Colinas. Detailed information about the program, as well as online registration are available at www.appraisalinstitute.org/education/northtexas.aspx.

The featured speaker will be Dr. James P. Gaines, Chief Economist with the Real Estate Center at Texas A&M University. Dr. Gaines will address, *Regional and National Economic Outlook and Real Estate Market Trends*. Additional presentations that will be offered include:

- **Dallas Development**
 - Jack Matthews, Matthews Southwest
- **Trends in New Residential Development and Subdivision Construction**
 - David Brown, MAI, SRA, Metrostudy
- **Overview of Property Types**
 - Byron McCoy, Younger Partners
 - Brian O'Boyle, Sr., CCIM, Newmark Knight Frank
 - Jennifer Pierson, STRIVE
 - Robby Rieke, Cushman & Wakefield
- **Dallas' Real Estate and Economic Performance and Projections**
 - Steve Brown, Dallas Morning News
- **Near Southside Development**
 - Mike Brennan, AICP, Fort Worth South, Inc.
- **Luxury Residential Market**
 - Amy Detwiler, Detwiler + Woods Real Estate Group
 - Wynne Moore, Allie Beth Allman & Assoc.
 - Cindy O'Gorman, Ebby Halliday Realtors
 - Martha Williams, Williams Trew
- **Case Study: Brewery (TBA)**

December Meeting Report

Thank you to everyone who attended the December 4 Chapter meeting. A total of 104 individuals participated, 96 of whom were North Texas Chapter professionals. All attendees who are affiliated with the North Texas Chapter will receive complimentary admission to one North Texas Chapter sponsored 7-Hour National USPAP Update course in 2019 or 2020.

The drive to raise money for the North Texas Food Bank (NTFB) was very successful. A total of \$4,970.00 was raised in donations! Thank you to everyone that contributed for your generosity!

We were honored to have Jeff Sherman, MAI, AI-GRS, Appraisal Institute Vice President, attend as our special guest. In addition, Robert Clements, Corporate Engagement Manager/Major Gifts Officer with the NRFB, gave a presentation about the Food Bank.

Congratulations to the following members, who were presented with their Designation certificates:

- Michael Keane, MAI
- Andy McLain, MAI

Certificates of Appreciation were presented to numerous Chapter professionals who donated their time and talents to serve on the Board of Directors, on committees or as Regional Representatives/Alternates. Their contributions to the betterment of the North Texas Chapter are sincerely appreciated.

The following special awards were presented:

Lifetime Service Award – Wilson K. Mason

Wilson has made significant contributions to the Appraisal Institute at the National, Regional, and the Chapter levels over a period of many years. Among the many positions he held over the years, Wilson served as North Texas Chapter President, Vice President, Secretary, Treasurer, Region VIII Chair, Region VIII Director and Chair of the National Committee of Region Chairs. Wilson was presented with a recognition plaque and a \$500.00 award.

Volunteer of the Year – Jim Justice, MAI

Jim has made significant contributions to the Chapter and the Appraisal Institute for many years. Among the many positions he has held, Jim served as North Texas Chapter President, Vice President, Secretary, Treasurer, Nominating Committee Chair, Finance Committee Chair, Region VIII Representative and AI instructor. Jim was unable to attend the meeting, but a recognition plaque and a \$500.00 award were prepared for him.

Gene Rhodes, MAI Education Scholarship Recipient – Jourdan Sullivan

The intent of this scholarship was to recognize a Candidate who demonstrated the most dedication to the Chapter through volunteerism during 2018. Throughout the year, Jourdan actively participated on the YAP Committee and served as the Chapter's Social Media Subcommittee Chair.

Rohrig Honored as a Volunteer of Distinction

Jim Rohrig, MAI was honored as a "Volunteer of Distinction" for the second quarter of 2018. Jim is the Chapter's 2018 Nominating Committee Chair, and has served on the Education Committee since 2017, the Symposium Committee since 2014 and on the Board of Directors since 2011. He previously served as President in 2017, Finance Committee member from 2013-2017, Vice President in 2016, Programs Committee member and Regional Representative from 2015-2016, Secretary in 2015, Candidate Guidance Committee member from 2013-2015 and Treasurer and Finance Committee Chair in 2014.

The news release can be viewed at https://www.appraisalinstitute.org/assets/1/7/VOD_Rohrig.pdf.

Chapter Education Scholarships Available

The North Texas Chapter Board of Directors is committed to helping Candidates and Practicing Affiliates meet education requirements and earn Appraisal Institute designations. Non-designated individuals now have three options to receive education scholarships. Following are the categories and requirements:

Attend

- Attend six (6) Chapter meetings within a two-year period.
- When the requirement is met, receive a free North Texas Chapter education program.

Win

- A drawing will be held at each Chapter meeting of non-designated individuals in attendance at the meeting.
- The person whose name is drawn will receive a \$500.00 scholarship to be used toward an MAI, SRA, AI-GRS or AI-RRS designation track course that is sponsored by the North Texas Chapter or the National office (classroom and online offerings).

Apply

- Complete and submit a North Texas Chapter Scholarship Application.
- Eligible individual(s) will receive a scholarship in an amount up to \$500.00 for use toward an MAI, SRA, AI-GRS or AI-RRS designation track course that is sponsored by the North Texas Chapter or the National office (classroom and online offerings).

Detailed information about the scholarship opportunities is attached. Feel free to contact the Chapter office with any questions (ainorthtexas@sbcglobal.net).

Congratulations to David Mentasana, MAI

David Mentasana, MAI has been appointed by Governor Abbott to serve on the TALCB AMC Advisory Committee. His term will expire on January 31, 2020.

Mark Your Calendar! 2019 Chapter Meeting Dates

February 12
March 12
April 9 (Tyler)
May 14
September 10
October 8
November 12
December 3 (Holiday Luncheon/Installation)

Update Your "Find an Appraiser" Profile

One of the best member benefits available to AI professionals is the [Find An Appraiser](#) function. It also represents a potential source of business. **Find an Appraiser was accessed nearly 28,000 times in the past month.**

Find an Appraiser has been updated in recent years to include new areas of professional focus, property types, resumes, photos and geocoding so users of appraisal services can identify AI professionals geographically. Maximize this benefit by updating your profile and contact information.

National Scholarships Available

The Appraisal Institute Education and Relief Foundation (AIERF) offers a variety of scholarships for individuals taking designation education toward the MAI, SRA, AI-GRS or AI-RRS designations. You may be eligible for a scholarship that will cover the cost of a course. Please consider applying for one of the scholarships listed below at <https://ai erf.org/scholarships/>.

- AIERF Candidate for Designation Scholarship (application is due July 1)
- AIERF AI Course Scholarship (application deadlines are April 1, July 1 and October 1)
- AIERF Minorities & Women AI Course Scholarship (application deadlines are April 1, July 1 and Oct. 1)

STDB Site To Do Business

The new Site To Do Business is now live, and is poised to move towards the future by continuing to provide analysis tools for commercial real estate users and searching for new and innovative products to add to their tool kit.

Because of the Appraisal Institute's long-standing relationship, the STDB is able to offer special pricing exclusively for AI professionals:

AI Price: \$750.00 for 12 months
(retail price - \$1,495.00)

[Click Here to Sign Up](#)

For more information or with questions,
email sales@stdb.com

Your STDB subscription includes 365 days of access to the following:

- Esri Business Analyst*
- Esri ArcGIS Online
- Business Lists
- Flood Maps with FEMA panel number and date

* includes 5,000 credits for Esri' Business Analyst and ArcGIS Online starting in 2019

For more details click [here](#). To log into the new STDB, go to www.stdb.com.

Stay Tuned for Future YAPs Events!

Stay tuned for announcements of the 2019 Young Appraisal Professionals' (YAPs) events! The YAP events represent a great opportunity to meet and socialize with peers and receive help with AI designation requirements and state certification requirements.

General Demonstration Report- 2019 Capstone Program Schedule

March 11-17Irvine, CA (FULL)
March 11-17.....Synchronous (FULL)
June 24-30 Chicago, IL
September 16-22.....Nashville, TN
September 16-22.....Synchronous (FULL)
November 18-24 Philadelphia, PA



FAST FACTS

COMPANY INFORMATION

- **Valbridge is the largest, independent, national, commercial real estate valuation and advisory services firm in North America.**
 - Total number of MAIs (200 on staff)
 - Total number of office locations (72 across the U.S.)
 - Total number of staff (675 strong)
- **Valbridge covers the entire U.S. from coast to coast.**
- **Valbridge services all property types, including special-purpose properties, single property or portfolio, multi-market, and other bulk-property engagements.**
- **Valbridge provides independent valuation services. We are not owned by a brokerage firm or investment company.**
- **Every Valbridge office is led by a senior managing director who holds the MAI designation of the AI.**
- **Valbridge is owned by our local office leaders**
- **VPA wholly owned software company with first in class database**
- **Custom designed templates / reports to meet various client needs**

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- **Currently hiring MAI's, experienced certified appraisers, and licensed trainees.**
 - **Competitive compensation package w/benefits (health insurance, 401-K, Continuing Education)**
 - **Opportunity for advancement as national firm grows**
 - **Send resumes/interest to mdivin@valbridge.com**

Valbridge Property Advisors | Dallas

High Point Center

12225 Greenville Avenue, Dallas, TX 75243 · Phone: (214) 446-1611

Point of Contact: Michael Divin, MAI (Senior Managing Director) or Tim Brennan, MAI (Managing Director)

www.valbridge.com

2019 North Texas Chapter Education Schedule

Online registration and program details are available at
www.appraisalinstitute.org/education/northtexas.aspx.

Date(s)	Course/Seminar
January 25	10 th Annual North Texas Realty Symposium
March 8	7-Hour National USPAP Update
March 20-24	Advanced Income Capitalization
April 3-6	General Appraiser Income Approach, Part 1
April 7-10	General Appraiser Income Approach, Part 2
May 3	Business Practices and Ethics
May 15-18	General Appraiser Market Analysis and Highest & Best Use
September 11-14	General Appraiser Sales Comparison Approach
September 15-18	General Appraiser Site Valuation & Cost Approach
October 1-5	Quantitative Analysis
October 16-19	Basic Appraisal Principles
October 21-24	Basic Appraisal Procedures
October 25-26	15-Hour National USPAP
December 13	7-Hour National USPAP Update

Thank you to the 9th Annual North Texas Realty Symposium Sponsors

Platinum

Altus Group
Integra Realty Resources
Valbridge Property Advisors

Supporter

BBG
CBRE
Gardiner Ray, LLC
Lowery Property Advisors

Silver

Appraisal Institute Insurance Trust
Cushman & Wakefield
DataMaster
Texas Property Tax Consultants, Inc.

Friend

James E. Justice, MAI

2018 Leadership North Texas Chapter

Officers

President..... Chris Roach, MAI
Vice President John Scarborough, SRA
Secretary..... Mark Lowery, MAI, AI-GRS
Treasurer..... Michael Cook, MAI, SRA

Board of Directors

Director Troy Alley, MAI
Director Mac Bottum, MAI
Director Tony Lenamon, MAI
Director Wade Masterson, MAI
Director Joe Milkes, MAI
Director David Ray, SRA
Past President Jim Rohrig, MAI
Director Larry Ward, MAI
Director Robbie Wilson, SRA
Director Sid Womack, MAI, AI-GRS
Director Greg Zachary

Committees

Candidate Guidance Mary Ann Barnett, MAI
Education Robbie Wilson, SRA
Finance Michael Cook, MAI, SRA

FACT/Government Relations

Representative Mike Atwood, MAI, SRA
Representative Allen Gardiner, MAI, SRA
FACT Officer Greg Stephens, SRA
Alternate..... Ron Box, SRA
Alternate..... David Ray, SRA
Nominating..... Jim Rohrig, MAI
Programs Mark Lowery, MAI, AI-GRS
John Scarborough, SRA

Public Relations

Newsletter..... Mary Ellen Moser
Social Media Jourdan Sullivan
Web Site Joe Milkes, MAI
Scholarship..... Peter Malin, MAI
Robbie Wilson, SRA
Alex Yakulis

Symposium Jerry Fulwiler, MAI
Tuan Nguyen, MAI, AI-GRS

Young Appraiser Professionals Aimee Morgan
Brad Savage, MAI

Chapter Office

Ruth A. Kelton, Executive Director
P. O. Box 801807, Dallas, TX 75380-1807
972-233-2244

ainorthtexas@sbcglobal.net (e-mail)
www.ainorthtexas.org (web site)

Follow the North Texas Chapter on Social Media:

Instagram: @ainorthtexas

Facebook: www.facebook.com/Appraisal-Institute-North-Texas-Chapter-248306395743726/

LinkedIn: <https://www.linkedin.com/company/appraisal-institute-north-texas-chapter/>

2019 Calendar of Events

January

25 10th Annual North Texas Realty Symposium

February

12 Board of Directors and Chapter Meetings

March

8 7-Hour National USPAP Update
20-24 Advanced Income Capitalization

April

3-6 General Appraiser Income Approach, Part 1
7-10 General Appraiser Income Approach, Part 2
9 Chapter Meeting (Tyler)

May

3 Business Practices and Ethics
14 Board of Directors and Chapter Meetings
15-18 General Appraiser Market Analysis and Highest & Best Use

July

22-24 AI Annual Conference, Denver, CO

September

10 Board of Directors and Chapter Meetings
11-14 General Appraiser Sales Comparison Approach
15-18 General Appraiser Site Valuation & Cost Approach

October

1-5 Quantitative Analysis
8 Chapter Meeting
16-19 Basic Appraisal Principles
21-24 Basic Appraisal Procedures
25-26 15-Hour National USPAP

November

12 Board of Directors and Chapter Meetings

December

3 Holiday Luncheon/Installation of 2020 Chapter Leadership
13 7-Hour National USPAP Update

Online Education

Learn at your own pace anytime, anywhere.

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!](#)

10th Annual North Texas Realty Symposium Sponsor/Exhibitor Opportunities Friday, January 25, 2019

Location:

**Four Seasons Resort and Club Dallas at Las Colinas
4150 N. MacArthur Blvd., Irving, Texas 75038**

Sponsored by:

Appraisal Institute, North Texas Chapter

The Appraisal Institute, North Texas Chapter is proud to sponsor the **10th Annual North Texas Realty Symposium**. The all-day event will be held at the Four Seasons Resort and Club Dallas at Las Colinas in Irving on Friday, January 25, 2019, and is expected to attract over 150 attendees. Although the attendees will span all aspects of the real estate industry, most will represent commercial and residential valuation.

Dr. Jim Gaines, Chief Economist at the Real Estate Center at Texas A&M University will be one of the featured speakers at the 2019 Symposium. He has more than 35 years of experience in a broad array of professional activities, primarily in real estate research and education, urban economics, land use analysis and development and project risk assessment. Dr. Gaines has worked extensively with major corporations, developers, investors, financial institutions and government agencies across the country.

**Build your brand.
Increase your real estate industry profile.
Connect with North Texas' leading valuation experts.**

Be a 2019 Appraisal Institute, North Texas Chapter Symposium Sponsor! A variety of sponsor levels are available for the highest attended event of the year. Benefits of sponsorship include:

- Excellent exposure to the area's most lauded valuation experts.
- Industry good will.
- An opportunity to brand your company as a supporter of quality valuation services.

A detailed list of sponsor opportunities and benefits is attached. Please review the list and select a sponsor level. Complete the Sponsor/Exhibitor Opportunities Registration Form and return it to the Appraisal Institute, North Texas Chapter office. Confirmation of your commitment will be provided to you.

You are encouraged to participate in this exceptional opportunity to showcase your products and services to real estate valuation professionals and make valuable contacts. This event is not to be missed!

Sponsor/Exhibitor Opportunities
10th Annual North Texas Realty Symposium
Friday, January 25, 2019

	Diamond	Platinum	Gold	Silver	Bronze	Supporters	Friends
Sponsor Fees	\$2,500	\$1,500	\$1,000	\$750	\$500	\$250	\$100
Company name and logo with Symposium Program	X	X	X	X			
Company name only with Symposium Program					X	X	X
Banner ad on North Texas Chapter website	X	X	X				
Included in Sponsor listing on North Texas Chapter website	X	X	X	X	X	X	X
Exhibitor table	X	X	X	X			
Announcement of Sponsorship During Symposium	X	X	X	X	X	X	
Presentation/announcement during Symposium	10 minutes	5 minutes	2 minutes				
Company literature distributed in Symposium program packets	X	X	X	X	X	X	X
Ad in Symposium Program	Full page	Full page	One-half page	One-quarter page	One-quarter page		
Ad in four 2018 North Texas Chapter newsletters	Full page	One-half page	One-half page	One-quarter page			
Recognition throughout Symposium, during announcements and on sponsor signs	X	X	X	X	X	X	
Complimentary Symposium registrations	3 people	2 people	1 person				
Contact list of attendees provided after Symposium	X	X	X	X	X		

North Texas Chapter 2019 Education Scholarship Awards Criteria and Procedures

2019 Scholarship Committee:

The members of the 2019 Scholarship Committee will be appointed/elected at the February 12, 2019 Board of Directors and Chapter meetings.

Scholarship Criteria and Award Guidelines:

The criteria and award guidelines for the scholarship shall be as follows:

- Scholarship recipients shall be limited to non-designated professionals in the Appraisal Institute, North Texas Chapter.
- Scholarships shall apply toward the Appraisal Institute's Qualifying Education and Designation Education courses, which are sponsored by the North Texas Chapter or the National office (classroom and online offerings). Scholarship funds can be applied retroactively to courses taken in 2019, prior to the announcement of the scholarship awards.
- Scholarships shall be used during the 2019 calendar year. Awarded funds will be paid when proof of successful completion of qualifying programs is provided to the Scholarship Committee.
- There is no limit to the maximum scholarship award a non-designated professional can receive in any one year.
- Non-designated professionals serving on the Scholarship Committee are not eligible for a scholarship during their term of service on the committee.
- The Scholarship Committee's work will be done in compliance with the Appraisal Institute's policies and guidelines regarding non-discrimination.
- The Scholarship Committee shall consider the following criteria in determining scholarship award recipients:
 - **Attend** – Receive a free North Texas Chapter education program after attending six North Texas Chapter meetings within a two-year period.
 - **Win** – A drawing for a \$500 scholarship will be held at each North Texas Chapter meeting. Winners must be in attendance to win.
 - **Apply** – Receive a scholarship up to \$500 by submitting this Scholarship Application to the Chapter office and meeting the following criteria:
 - Non-designated professionals must be in good standing with the Appraisal Institute.
 - Provide general information about the applicant, including employment history, financial need, involvement in Chapter activities/meetings, and other pertinent information.
 - List AI courses successfully completed and provide educational background.
 - List experience credit earned and in which categories.
 - Provide anticipated date of designation.

Scholarship Application Procedures:

- Applicants shall complete the Scholarship Application and submit it to the Chapter office (see below).
- There is no deadline to submit Scholarship Applications. However, scholarships will be awarded on a first come, first served basis until all scholarship funds have been dispersed.
- Scholarship funds shall be equitably distributed.
- Should a 2019 scholarship recipient not use the scholarship award in 2019, they must reapply for a scholarship in 2020.

Appraisal Institute, North Texas Chapter
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Dallas, TX 75380-1807
972-233-2244
E-Mail ainorthtexas@sbcglobal.net
Website www.ainorthtexas.org

2019 Education Scholarship Application Appraisal Institute, North Texas Chapter

Annual scholarships totaling \$5,000.00 will be distributed to non-designated professionals in the Appraisal Institute, North Texas Chapter for use toward the Appraisal Institute's Qualifying Education and Designation Education courses, which are sponsored by the North Texas Chapter or the National office (classroom and online offerings).

To apply, please complete the following questionnaire.

Full Name:

Company, Address, City, State, Zip:

Telephone:

Email:

List Courses Completed and Date Attended:

List Courses Scholarship Funds Would be Used Toward (no obligation):

Additional Comments to Share with the Committee*:

Number of Years as an AI Candidate/Practicing Affiliate/Affiliate:

Experience Credit Awarded To Date:

Date Demonstration Appraisal Report Completed:

Number of North Texas Chapter Meetings Attended in 2018-2019:

*Comments could include evidence of commitment to obtain designation (as shown through prior completion of classes, experience credits and other factors offered by applicant), and/or financial need (evidenced by applicant's comments on application).