



Volume 6, Issue 2

Fall 2014



Letter From the President

By Lela Hersh, ASA

I am delighted to serve as chapter president for the 2014-2015 fiscal year. We are fortunate to have many of our members returning to volunteer and new recruits as well.

The returning board members are Jordan Donsky, ASA as 1st Vice-President; David Koller, ASA, 2nd Vice President, and Brian McCabe, ASA, Secretary. We would like to welcome Judy Moody, ASA as treasurer. Returning section leaders include Michael Holtzman, Gems & Jewelry, Patricia Atwood, ASA Personal Property, and Jeffery Kirk, ASA Real Property. We would like to welcome Mary Warmus, ASA Business Valuation and James H. Nutter, ASA Machinery & Technical Specialties.

Also returning are our Chapter's ICAP representatives Barton DeLacy, ASA and Joe Calvanico, ASA. Mary Antonakos is the Chapter's new Public Relations Chair. Make sure you "like" the Chicago Chapter on Facebook, follow us on Twitter, and connect with us on LinkedIn. These social media links are paramount in keeping the chapter abreast of news and upcoming events. Finally I would like to welcome and thank our new Newsletter Editors, Suzanne Varkalis, AM and Assistant Editor, Rick Warner, ASA.

We have an exciting year planned for our membership. We enjoyed seeing you at our Opening Event at South Branch last week. In August, the chapter had a booth at the annual ICAP meeting, and later this month we will have a presence at the *World of Gems* conference September 20-21. On September 23, we will host our 8th Annual Golf Outing at Crane's Landing in Lincolnshire. On October 16, we will have a joint program with the Wisconsin chapter titled "Import/Export for Appraisers". On November, 13, Attorney Mary Lee Turk Esq. of Levin, Schreder & Carey, Ltd. will present *Ten Tips for Appraisers working With Estates and Trusts*. This presentation will coincide with one of the Principles of Valuation courses at the Graham School, University of Chicago. In December, we will host a Young Professional's event. As always, we will be joining with the BVA to present our Capital Markets program in January. And in April, 2015 we have an exciting Healthcare Program planned. See more information on these programs later in the newsletter.

Please free to contact us with suggestions and comments. Our intent is to provide opportunities and networking for our chapter.

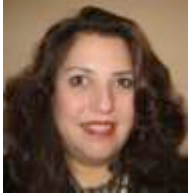
Meet the New Board:



Judy Moody – Treasurer
Brian McCabe - Secretary
Lela Hersh – President
Jordan Donsky - 1st Vice
President
David Koller – 2nd Vice
President

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A Word from Mary Warmus, ASA, Business Valuation Chair

I am proud to serve as the new Business Valuation Chair for the Chicago Chapter of the ASA. I am the Director of Valuation Services at Wolf & Company, LLP in Oakbrook Terrace. I also am an adjunct professor at DePaul University, teaching the tax valuation class in the Masters of Science in Taxation program.

Since signing on as the BV Chair I have found myself immersed in planning the Healthcare Valuation Program with Ed Detwiler, ASA. The program is scheduled for April 24-25, 2015 in Oakbrook Terrace, IL. For those of us involved in any type of medical practice, hospital, imaging facility, dialysis center, or home health care agency, I think it is a critical class necessary to expand our breadth of knowledge. It can help distinguish us in a competitive project bidding situation.

Next on the agenda is to coordinate with the Business Valuation Association the Annual State of the Capital Markets presentation scheduled for January 2015 with the help of the past committee chair, Judy Moody, ASA. I have been active in the Chicago business valuation community since 1989 and look forward to taking a more active role in our ASA Chicago Chapter. I recognize the benefit of having relationships with your peers. I have relied on the ASA to identify practitioners in other disciplines to help me on parts of assignments that fall outside of my BV scope, and further have called on my BV peers to help me sort through difficult fact scenarios and/or guide me on valuation applications. Our group is strongly collaborative and our members are a terrific resource.

I look forward to creating a peer lunch program this year to meet and discuss current tax cases, valuation issues, practice management and other issues that impact us in our practices. Please save Friday, October 17, 2014 as our first lunch (12:00 to 1:30pm) in Oakbrook Terrace. (details to follow). I am looking forward to this year and would appreciate your help in selecting topics, speakers and lunch venues.

ADVANCEMENTS

Business Valuation:
Dan Daitchman, AM
Sarah Arnett, AM

MTS:
James Nutter, ASA
Jason Kmiecik, ASA
William Behrens, ASA
Scott Huennekens, AM

Real Property:
Thomas Griffith, ASA

Congratulations!

Opening Night Social

Thursday, September 4, 2014



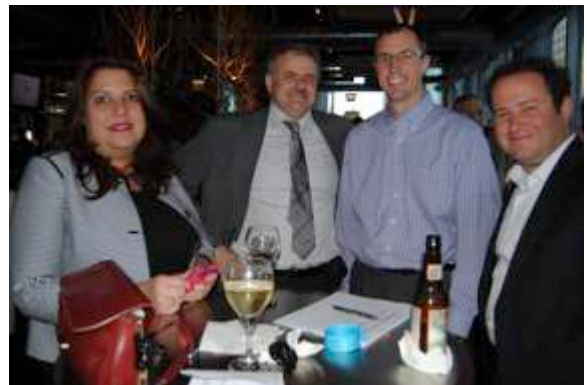
Sharon Desfor, ASA, MRICS; Patty Atwood, ASA; Erin Hollis, ASA



Jim Kerwin, ASA; Dan van Vleet, ASA



Park Johnson, ASA; Rick Warner, ASA; Bob Musur, ASA



Mary Warmus, ASA; Bruce Parisi, ASA; Brian McCabe, ASA; David Koller, ASA



Personal Property candidate members
Christine Benoodt, Mary Antonakos,
Michelle Crisanti



William Behrens, ASA; Lela Hersh, ASA;
Rick Warner, ASA

Illinois Coalition of Appraisal Professionals (ICAP) Seminar August 18, 2014

By Patricia H. Atwood, ASA, Personal Property Chair



ASA Chicago Past President, Steve Thomas, ASA (center) with
ICAP members at the August 18th Seminar in Lisle

In August, Chicago ASA members participated once again in the annual seminar of the Illinois Coalition of Appraisal Professionals (ICAP). Attended by approximately 300 appraisers, this meeting focused upon legislative and regulatory updates as well as continuing education geared primarily for real property appraisers. The speakers included Chicago ASA member, P. Barton DeLacy, ASA whose presentation was entitled *Valuation Consulting, Beyond Bank Work: Growing your Business through Consulting*.

ICAP has been in existence for twenty years for the purpose of promoting the appraisal profession and its image to the general public and to users of appraisal services. The American Society of Appraisers is one of the sponsors of ICAP and participates by setting up a table with membership information and by giving a brief presentation to the attendees. Speaking on behalf of ASA was Chicago ASA Past President, Park Johnson, ASA. Also present on behalf of ASA were two other Chicago Chapter past presidents, Patricia H. Atwood, ASA and Steve Thomas, ASA, who is Past President not only of the ASA Chicago Chapter but also of ICAP.

Economic Update Business Luncheon – June 3, 2014

By Jeffrey Kirk, ASA, Real Property Chair



William Strauss
Senior Economist and Senior Advisor
Chicago Federal Reserve Bank



Economic Update Luncheon
Giovanni's Restaurant
Rockford, Illinois

An Economic Update Luncheon was held on Tuesday, June 3, 2014. Sixty investors, commercial lenders, appraisers, realtors and civic leaders attended. William Strauss discussed a summary of 2013 and 2014 forecasts.

2013 in review:

Employment: The unemployment rate edged down from 7.8% in the fourth quarter of 2012 to a still quite high 7.0% in the final quarter of 2013.

Inflation: Inflation, as measured by the Consumer Price Index (CPI), was 1.9% in 2012; the year-over-year rate of inflation moderated to 1.6% in the third quarter of 2013.

Industrial Activity: For the first seven months of 2013, industrial production grew at an annualized rate of 1.4%. Industrial output expanded at an annualized rate of 7.1% over the August - November period of 2013.

Housing: from the middle of 2012 through the third quarter of 2013, residential investment contributed 0.4 percentage points toward the economy's annualized growth rate of 2.0%.

2014 Forecast:

Economic Growth: In 2014, the growth rate of real GDP is expected to be 2.7%—an improvement from the projected 2.0% rate for 2013 and the fastest pace in three years.

Inflation: Inflation, as measured by the CPI, is predicted to tick higher from an estimated 1.5% in 2013 to a still low 1.7% in 2014.

Industrial Production: Industrial production is forecasted to see its growth rate improve to 2.7% this year.

This luncheon was organized through the Rockford Area Board of Realtors (RAAR) Commercial and Industrial Committee, which I am a member of. Co-sponsoring activities and seminars is one way to have programming outside the major metropolitan area.

Another activity being discussed with the RAAR is a Cost Segregation Seminar featuring ASA speakers.

What's Been Going On



USPAP

On July 21, 2014, the Chicago Chapter hosted the second USPAP-7 Hour class of the year (once again sold out). Twenty-five of our members spent the day in the UBS building hearing about USPAP updates and requirements from Sandra Tropper, ASA. These updates are effective from 2014-2015 for Business Valuation, Personal Property and Machinery & Technical Specialists appraisers. We hope to provide this service for our members again – most likely in 2016 after the new USPAP, effective 2016-2017 is released.



End of the Year at Embeya

On Wednesday, June 4, 2014 the chapter hosted its final meeting of the fiscal year. The new board was sworn in and, awards were presented, and as usual, there were great networking opportunities. Participants feasted on a green papaya appetizer and spring rolls. The main course included garlic chicken, noodles with Swiss chard and pork chops and dessert topped it all off with a vanilla crème puff and an almond custard. Outgoing president Kevin Zanni, ASA and incoming president Lela Hersh, ASA both recapped the year and thanked the chapter members for their support.

Upcoming Events

Register now for the ASA Chicago Chapter 8th Annual Golf Outing September 23

Enjoy a continental breakfast and presentation:

Recent Changes in Fair Value Concepts

At the Marriott Lincolnshire

Afterwards, hit the links for a Best Ball Tournament on the beautiful Crane's Landing Golf Course

Speakers:

Allen Arnet, Principal at PricewaterhouseCoopers
Park Johnson, ASA, Arbor Advisory Group



Put together a foursome or come by yourself and we will put you in a group.

Tuesday 23 September 2014 at 7:30 am.

Crane's Landing

847-634-5935

Ten Marriott Dr.

Lincolnshire, IL 60029

www.craneslandinggolf.com

Register at:

www.asachicagochapter.org/events.html#8Golf2014

CPE Course: 1 Credit

Early Bird rate until September 17, 2014

Member: \$75 for breakfast and golf

Non-Member: \$85 for breakfast and golf

Member: \$35 for breakfast only

Upcoming Events

By Patricia H. Atwood, ASA Personal Property Chair

Import/Export for Appraisers: Thursday, October 16, 2014

When analyzing comparable sales in an international context, how do you adjust for shipping and how well do you understand applicable Customs regulations and procedures? Here's your opportunity to make a friend in the business. Meet Scott Pfeifer, Vice-President of Masterpiece, a large well-known customs brokerage firm. They help organize shipments all over the world.

In a program that will be useful for Personal Property, Machinery & Equipment and Business Valuation appraisers, ASA Chicago has partnered with the Wisconsin Chapter. Enjoy lunch with colleagues and earn 1 hour of CE credit at the UBS Tower conference center, One North Wacker Drive on Thursday October 16th. Registration and lunch begins at 11:45. Program runs from 12:15 to 1:15.

Working with Estate and Trust Attorneys: Friday, November 7, 2014

The speaker, Mary Lee Turk, Esq. of Levin, Schreder & Carey, Ltd., will offer appraisers advice on best (and worst) practices for appraisers working with estate and trust attorneys. ASA Chicago members from all disciplines are invited to join current *Principles of Valuation* students at the University of Chicago's downtown Gleacher Center for lunch as well as a lively program focusing on "Ten Tips" for appraisers.

The University of Chicago is an ASA University Partner and hosts ASA *Principles of Valuation* classes every year. This joint lunch program celebrates the final class in the 2014 series. The next course begins with PP/GJ 201 at the Gleacher Center from February 4-7th, 2015.

While offering an opportunity for POV students to meet Chicago Chapter members, the November 7th program qualifies for 1 hour CE credit. Registration and lunch begin at 11:30 a.m. and the program is from noon to 1 p.m. Location: lower level of the Gleacher Center, 450 N Cityfront Plaza Drive. Please register by October 24th.

Upcoming Events

ASA will be hosting two new live synchronous online POV courses, one for machinery & technical specialty appraisers and the other for business valuers:

WEBME201 - Introduction to Machinery and Technology *September 27 – November 8, 2014*

Announcement Link: <http://www.appraisers.org/asa-newsroom/article/2014/08/27/asa-to-offer-live-synchronous-online-pov-mts-course>

Course Link: <http://www.appraisers.org/Education/View-Class?ClassID=3279>

WEBBV202 - Introduction to Business Valuation, Income Approach *October 6 – November 19, 2014*

Announcement Link: <http://www.appraisers.org/asa-newsroom/article/2014/08/27/asa-to-offer-live-synchronous-online-pov-bv-course>

Course Link: <http://www.appraisers.org/Education/View-Course?CourseID=476>

The courses will be available in a new “live synchronous” online format where students can interact with instructors/classmates remotely via their computer in the convenience of their home or office. This option significantly reduces time spent out-of-office and will save hundreds of dollars in travel expenses related to continuing professional education. A student will simply log in from his or her computer, greet the instructor/classmates and participate in real time discussions and course activities. Classes will meet weekly online via webinar. Individuals seeking more information can contact ASA’s Education Team at education@appraisers.org or call (800) 272-8258.

SAVE THE DATE!

The Four Pillars of the Healthcare Industry: A Review of the Reimbursement, Regulatory, Competitive, and Technological Environment for Healthcare Valuation

April 24-25, 2015 | Chicago, IL

Topics Covered:

- Overview of Healthcare Industry
- Healthcare Reimbursement Environment in an Era of Reform
- Impact of Competitive Forces
- Technology Development
- Regulatory Environment of the Healthcare Industry



Chicago Appraisal Times



Chicago Appraisal Times is an online newsletter published by the Chicago Chapter of the American Society of Appraisers, an international, non-profit organization that teaches, tests and awards designations in all appraisal disciplines, including Business Valuation, Gems and Jewelry, Machinery and Technical Specialties, Personal Property and Real Estate.

Chapter Contact Information

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Chicago Chapter Board

President: Lela Hersh, ASA
1st VP: Jordon Donsky, ASA
2nd VP: David Koller, ASA
Secretary: Brian McCabe, ASA
Treasurer: Judy Moody, ASA

Discipline Chairs

Business Valuation: Mary Warmus, ASA
Gems & Jewelry: Michael Holtzman
MTS: James Nutter, ASA
Personal Property: Patricia Atwood, ASA
Real Property: Jeffrey Kirk, ASA
Membership Chair: Patricia Atwood, ASA

Other Positions

ICAP Rep: P. Barton DeLacy, ASA
Joseph Calvanico, ASA
Newsletter: Suzanne Varkalis, AM
Rick Warner, ASA
PR: Mary Antonakos
Website: David Kollar, ASA
Jaime Dolewski

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Website: <http://www.appraisers.org>

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Reston, VA 20190

The American Society of Appraisers is an international organization of appraisal professionals and others dedicated to the education, development and growth of the appraisal profession. ASA is the oldest and only major organization representing all disciplines of appraisal specialists, originating in 1936 and incorporating in 1952. ASA's headquarters is in the metropolitan Washington DC area. This newsletter represents the members of the Chicago Chapter of the American Society of Appraisers.