

APPRAISAL report

News from the Appraisal Institute

More than 100 AI professionals attended the 2013 Leadership Development Advisory Council event in Washington, D.C., May 21–23. Attendees spent an afternoon lobbying on Capitol Hill.

Photo: John Harrington Photography



CAPITAL IDEAS

Washington, D.C., plays host to LDAC 2013

By **JAY W. SCHNEIDER**, executive editor

Robin Amarin, MAI, chair of the 2013 Leadership Development Advisory Council, and Justin Slack, MAI, SRA, 2013 vice chair, welcomed 101 AI professionals to Washington, D.C., May 21–23 for the annual conference that included an afternoon of lobbying on Capitol Hill. This year's conference also featured keynote speaker Faith Roland, CEO, Roland Resources. During the closing session, Michael Tankersley, MAI, SRA, was elected 2014 vice chair.

Amarin, Slack and the four discussion leaders challenged this year's participants to not just think outside the box, but to get rid of the box altogether when developing recommendations that would be delivered to the Appraisal Institute's Strategic Planning Committee.

Highlights from this year's reports include:

New Avenue

The discussion groups led by Jeffrey Bowling, MAI, SRA, president of The Appraisal Group in Atlanta, explored opportunities for appraisers beyond point-in-time valuations. Participants

noted that there is strong demand for services related to tax valuations, litigation support and property analysis, among others.

Participants said they would like the Appraisal Institute to offer guidance and education on the basics of non-traditional assignments and create templates for preparing these types of reports.

Jeffrey Bowling's report can be viewed in its entirety at www.appraisalinstitute.org/bowling.

Separate Ways

Darrell Bullock, MAI, owner of Bullock Appraisal Services in Sumner, Miss., queried his discussion groups on whether or not the Appraisal Institute should evolve beyond separate commercial and residential valuation designations and instead institute a single, unified designation.

Overwhelmingly, the groups felt that separate designations were not a problem and that the current MAI and SRA designations held significant value and market recognition and should not be modified or altered.

"The Appraisal Institute is a united organization, so why try to dilute it?" one participant asked. Another participant noted that a combined designation wouldn't necessarily attract new members, so the effort wouldn't be worthwhile.

Participants did, however, express a great deal of interest in some form of designation



The 2013 Leadership Development Advisory Council operated under the direction of several AI Designated members, including (from left) Kathryn Sturgis-Bright, MAI, discussion leader; Robin Amorin, MAI, chair; Justin Slack, MAI, SRA, vice chair; Jim Amorin, MAI, SRA, chair; AI's Strategic Planning Committee; Darrell Bullock, MAI, discussion leader; Michael Tankersley, MAI, SRA, discussion leader; and Jeffrey Bowling, MAI, SRA, discussion leader.

or accreditation that highlights a specialization in a particular field.

Darrell Bullock's report can be viewed in its entirety at www.appraisalinstitute.org/bullock.

Image Enhancer

"Our field needs an image; what image does an appraiser have?" asked one participant during a discussion led by Kathryn Sturgis-Bright, MAI, associate director at Navigant Capital Advisors in San Francisco. Her discussion groups were focused on achieving peer-level acceptance with other professionals, and participants noted that professionals like CPAs, CFAs and MBAs are known quantities, but awareness of MAIs and SRAs is lacking.

The participants noted that visibility and relationship-building were key, and suggested that the Appraisal Institute enhance its presence within the academic world (not

only at the college and university levels, but also high school) and co-develop events and programs with valuation clients (underwriters, attorneys, banks) and other professional organizations.

Kathryn Sturgis-Bright's report can be viewed in its entirety at www.appraisalinstitute.org/sturgis-bright.

True Value

Michael Tankersley, MAI, SRA, owner of Tankersley Appraisal in Lewisburg, Tenn., challenged his discussion groups to brainstorm ideas for a new AI value proposition. Participants talked about the benefits of having joined the Appraisal Institute and then shared ideas on how those benefits could be enhanced.

Participants said some of the most significant advantages to being an AI professional are access to multiple professional resources, education and other materials. Their suggestions for adding to the AI value proposition included even more education — some programs jointly produced with related outside organizations and more collaboration among the various AI chapters.

Michael Tankersley's report can be viewed in its entirety at www.appraisalinstitute.org/tankersley.com.

First-Timer Award

Elaine Liz-Ramirez, MAI, senior commercial review appraiser at Hancock Bank in Clermont, Fla., received the William T. Anglyn Award at the Leadership Development and Advisory

Council on May 23 in Washington, D.C. The Anglyn Award is presented on the last day of each year's LDAC to a first-year participant who exhibited exemplary leadership, integrity and

outstanding contributions to that year's conference. The award was developed in 2000 in recognition of efforts by Ted Anglyn, MAI, to promote LDAC.

TOP BILLED

LDAC attendees went to Capitol Hill May 22 to urge Congress to act on two bills that could significantly impact the valuation profession. Specifically, they lobbied lawmakers and their staffs on H.R. 1553/S. 727, the Financial Institutions Examination Fairness and Reform Act, and on S. 526, the Rural Heritage Conservation Extension Act.

H.R. 1553/S. 727, introduced by Rep. Shelley Capito, R-W.Va., and Sens. Jerry Moran, R-Kan., and Joe Manchin, D-W. Va., intends to promote consistency of bank examinations and due process and to enhance consistency in the interpretation and understanding of bank examination guidelines and regulations. The Appraisal Institute supports the bill's overall goals, but noted concern with Sec. 1013(a)(3) of the legislation, which would prohibit any reappraisal of a performing loan even if bank examiners identified safety and soundness concerns.

Appraisal Institute professionals encouraged lawmakers to amend the legislation in order to make it consistent with federal regulations and to allow bank examiners to order new appraisals in the interest of loan safety and soundness. They also would like lawmakers to define "performing loan," as it currently is undefined within regulation and guidance.

AI professionals also expressed their support of S. 526, legislation that would extend tax incentives relating to donations of real property, including donations relating to conservation. The U.S. tax code currently supports such donations — known as enhanced conservation easement tax incentives — through a tax deduction that relies on qualified appraisals. Without Congressional action, the tax incentive would expire at the end of 2013.

Introduced by Sens. Max Baucus, D-Mont., and Orrin Hatch, R-Utah, S. 526, the Rural Heritage Conservation Extension Act, would extend the tax incentives. Representatives Jim Gerlach, R-Pa., and Mike Thompson, D-Calif., have pledged to introduce similar legislation in the House of Representatives.

AI professionals asked their senators to co-sponsor the bill and encouraged their representatives to become an original co-sponsor of the planned House bill.

Appraisal Institute professionals interested in next year's LDAC scheduled for May 21–23 can learn more about the program at www.appraisalinstitute.org/LDAC.