



SCCAI Newsletter

JUNE 2014

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President's Message Robert E. Dietrich, MAI

According to federal laws, we cannot discuss fees or anything that would be construed as price-fixing or tampering with a free market economy. So you will not hear about that here, nor will you hear about a call for an appraisers union or anything else. As appraisers, we are focused on reporting about and participating in an open market.

However in virtually any meeting with appraisers, there seems to be a frequent subject that comes up about fees. Mostly, the conversations are lamenting about what fees used to be and what the competition is charging for similar services. Usually, the complaint leads to a question of where fees are headed. This then leads to the question of viability of the Appraisal Institute and our chapters as well as appraisers.

One thing that has impacted our industry is technology. When we first developed automated systems for appraisers 40 years ago, the first impacts were significant changes in earning power of an appraiser. Unfortunately, the ease of production of traditional appraisal reports has now resulted in much more capacity to produce appraisals with little change in appraiser population. With demand relatively stable, fees for our services. This trend has been most notable in lending work.

According to PayScale.com, Appraisal institute members with MAI designations make \$58,188 to \$154,742. The same site showed Salaries for Certified general real estate appraisers at \$40,695 to \$122,709. This statistic is somewhat misleading as most MAIs have much more experience than the typical certified general appraiser. For example, the aver-

age age of an Appraisal Institute member is over 50 years which means that most have at least 20 to 25 years' experience or more. As a result, Appraisal Institute members should have better earning capacity.

Most of us designated appraisers have a lot of time and money invested in our designations. How can we benefit from the investment in our designations? The Southern California Chapter has developed a strategic plan with one recommended goal of helping members command higher fees. One of the best ways of doing that at the chapter level is to start promoting our designations more aggressively.

The Chapter Public Relations Committee chaired by Steve Norris, MAI has been hard at work on solutions to address this strategic goal. They are looking at hiring a public relations firm to generate press and public relations opportunities for the chapter. They are close to recommending a firm to the Board, and hopefully this program will be implemented this year with a goal of differentiating the services of designated members to our regional clients. Hopefully this initiative will be in place before the end of the year.

On a personal level, we should all be looking at the services we offer in the market. You may want to think about offering different services that can capitalize on your experience, and especially your designations. Hopefully a combination of chapter members looking to expand their services and the Chapter supporting them with promoting the designations, will lead to greater success for our Chapter members and the SCCAI.

SCCAI WEBSITE

WWW.SCCAI.ORG

Education Committee Report



Charles Baker, SRA
2014 Education Committee
Chair

“If a man empties his purse into his head, no one can take it away from him. An investment of knowledge always pays the best interest.” -Benjamin Franklin.

I’m reminded of that quote often when a decision must be made between spending money on a class, or a thing. The “thing” can always be taken away but knowledge creates perpetual value and stays with you for a lifetime.

Together with fellow committee members, Beth Finestone and Bryan Vick, I’m pleased to report attendance for offerings this year are meeting or exceeding expectations. We’ve not been forced to cancel or postpone a single class this year.

The chapter hosts two market trends seminars each year. LA / Orange County in January and Inland Empire in June. The latest IE Market Trends seminar was a great success. Congratulations are in order for all the hard work by Jennifer Hafner and the planning committee. The speakers represented a broad cross-section of disciplines, from trends in hotel and hospitality to entitled single-family lots. Power-point presentations from each segment are available on the chapter website. I enjoy attending the all-day events, not only for the information but for the opportunity for fellowship with other members.

You won’t want to miss the Special Purpose Properties seminar on July 15th. The lineup of speakers includes Orell Anderson, Barry Alperin, Steve Norris, Beth Finestone, Rick Donahue, Dean Mangione, John Carlson, and myself, along with two outside consultants Stephen Morse and Steven Johnson.

Committee chairs Richard Hammel and Scott Delahooke have done an outstanding job culling together a wide range of topics and experts.

The Review Theory – General course this year is being taught by past AI-president Joe Mags, and the Residential course is being taught by Dawn Molitor-Gennrich. Demand for the review designation is exceeding expectations, both locally and nationwide.

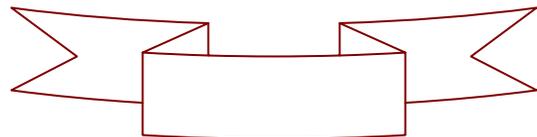
Two other chapter developed seminars to watch for this year are Subdivisions in Southern California, co-chaired by Bryan Vick and our current president, Bob Dietrich, and the SCCAI Conference, chaired by Kim Kearny, to be held in downtown Los Angeles. The Conference will feature information-packed morning sessions followed by your choice of three bus tours in the afternoon. There is so much happening on the ground in our region, and these two seminars are designed to capture and distill the latest trends.

On November 4th, we’re offering two half-day seminars hosted by Liability Insurance Administrators. Take one, or stay for the day and take both.

Need a 7-hour USPAP course for license renewal? You’re in luck. We have two remaining this year – July 9th and October 21st.

The committee recently met and developed a menu of offerings for 2015. Our Chapter is blessed with a first-rate Executive Secretary, assistant and so many appraisal professionals from which to call upon. On behalf of the Education Committee we are indebted to our office staff, board of directors, branches and event chairs. Thank you for your dedication.

In closing, we invite you to stay informed, invest in your education, offer suggestions and feedback and, most of all avail yourself of opportunities to get to know fellow Appraisal Institute members, your most treasured resource.



Comprehensive Exam and Certified General Exam Prep

Gary DeWeese, MAI, and an instructor for the Appraisal Institute, is offering a series of live webinars on the three approaches to value on Friday and Saturday, August 8 - 9 and August 15 - 16, 2014. These challenging, fast-paced programs focus on the kinds of problems in both exams.

The cost is only \$150 per day and the program is conveniently offered in a webinar format that will enable attendees to work on multiple choice type problems, ask questions and examine solutions.

SPACE IS LIMITED

For more information about the webinars and to register go to www.garydeweese.com or contact Gary directly at garydeweese@comcast.net or 925-216-8751.

This offering was developed by Gary DeWeese and is not sponsored or endorsed by the Appraisal Institute

LDAC Report 2014

Each year approximately 100 appraisers from across the U.S. are selected to participate in the Appraisal Institute's Leadership Development and Advisory Council (LDAC) in Washington, D.C. LDAC, held from May 19th through the 21st, this year had two components: 1) discussion sessions to foster creative thought and 2) an afternoon of congressional lobbying. Representatives from the Southern California Chapter included Russel Babbitz, MAI, SRA, Steve Henry, MAI and Jacinto Munoz, MAI, SRA.

This year's LDAC included four discussion topics: (1) Defining and Promoting the AI Designated Member Difference; (2) Embracing and Using Technology - Becoming a Technology Savvy Real Estate Appraiser; (3) Defusing the Succession Time Bomb - Solving the Trainee/Supervisor Dilemma; (4) Create New and Expand Existing Client Relationships (through unique, value added enhancements and market diversification that cause AI Designated members to stand out from other appraisers). Discussion Reports will be published from National in the near future, which will provide more details on each of the discussion topics.

Tuesday afternoon, May 20th, was spent lobbying on Capitol Hill. The So Cal representatives were joined by Trevor Hubbard, MAI, SRA and Robert James from the San Diego Chapter plus members from the Northern California and Hawaii Chapters in meeting with aides to Senators Diane Feinstein and Barbara Boxer. The appraisers later met with aides from their individual representative's offices. This year's lobbying efforts focused on SBA 7(a) Loans for Special Purpose Properties and Protecting the Integrity of the Appraisal.

The issue with the Small Business Administration arose from an amendment to SOP 50-10F essentially preventing qualified real estate appraisers from performing "going concern appraisals." This work often relates to valuations of properties such as hotels, car washes, gas stations and convenience stores. Since 2009 there have been a few changes in how these appraisals are handled. Since January 2014 SBA lenders are forced to obtain two appraisals - a real estate appraisal and a separate business valuation. Our lobbying efforts focused on urging members of the House and Senate to support legislation currently under development (Leuktemeyer/Schrader bill) that would reaffirm the acceptance of competent real estate appraisers to prepare going concern appraisals of special purpose properties for SBA 7(a) loans. The Senate was urged to introduce companion legislation for the Leuktemeyer/Schrader bill.



At Barbara Boxer's office: (left to right) Steve Henry, Bob James (San Diego Chapter), with Jeff Merkwitz, Legislative Assistant, Trevor Hubbard (San Diego Chapter) and Russel Babbitz

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!](#)

LDAC Report 2014....Cont

An additional focus of our lobbying efforts was on S.1217, the Housing Finance Reform and Taxpayer Protection Act, known as “Johnson-Crapo (Crāpo),” in the Senate and H.R.2767, the Protecting American Taxpayers and Homeowners Act or “PATH Act” in the House. House Members were urged to protect the integrity of the appraisal by not allowing appraisal information in the “National Mortgage Data Repository” to be made publicly available. Similarly, attendees urged the Senate to protect the integrity of the appraisal, by not allowing any appraisal information found in the “National Mortgage Database” to be made publicly available.

On the final afternoon our AI leaders including Ken Wilson, MAI, President, M. Lance Coyle, MAI, SRA, President Elect, J. Scott Robinson, MAI, SRA, AI-GRS, Vice President, Richard (Rick) Broges II, MAI, SRA, Immediate Past President and Frederick Grubbe, Chief Executive Officer, provided insights into our national Appraisal Institute goals and budget. At the forefront are the Strategic Initiatives (Certification initiatives, Standards of Valuation Practice and Expansion of education to new audiences including universities, companies and public entities). There was also mention of money spent in the past for public relations that had little impact while costing millions. Russel’s take away from this discussion was that our organization is highly dependent on chapters to have an impact at the local level while National works on education, designations, certifications and wider initiatives. Leadership also noted how members can make an impact on lobbying by donations to the AI – PAC (Political Action Committee) which is very lightly funded each year.

This year’s LDAC was filled with thoughtful and creative discussions, proactive lobbying efforts, and the opportunity to socialize and network with fellow appraisers from across the US. While it is hard to place a value on the three days we spent at the conference we all felt that the conversations with our far flung associates and national leaders were priceless.

Thanks to Melissa Downing of Joseph Blake & Associates, Walnut Creek, for her contribution to this article.



At Senator Diane Feinstein’s office: (left to right) Chris Ponsar (Hawaii Chapter) Melissa Downing (Bay Area Chapter), Russel Babbitz, Steve Henry, Michelle Sturtevant (Bay Area Chapter), Jacinto “Jay” Munoz, with T.C. Ostrander, Legislative Assistant, Steve Parent (Sacramento Chapter), Trevor Hubbard (San Diego Chapter), Bob James (San Diego Chapter)



**LDAC Participants from
around the country**

Inland Empire Market Trends Seminar



Jennifer Hafner
2014 SCCAI IEMTS Chair

We experienced another information filled day; networking event and SCCAI General Meeting at the Inland Empire Market Trends Seminar, held this year on Thursday, June 5th at the Doubletree Hotel in Ontario. SCCAI 2014 Officers were nominated and elected during the General Meeting. We also honored three individuals who earned Appraisal Institute Designations, with more than 140 valuation professionals in attendance.

Inland Empire real property market trend updates were heard from thirteen speakers including: Paul Galmarini of Progressive Real Estate Partners, on Retail Leasing; Brad Umansky of Progressive Real Estate Partners, on Retail Investment Sales; Paul Runkle from CBRE, on the Apartment Market; Brad Feighner of PKF Consulting USA, on the Hotel/Motel Market; Steve Haston of Lee & Associates, on the West End Industrial Market; Thomas Galvin from Colliers International, on the East End Industrial Market; Dave Mudge from Lee & Associates, on Office Market Sales and Leasing; Steve Johnson of Metrostudy, on New Home Sales; Dave McSwain of The Hoffman Company, on Subdivision Land Sales; Bruce Norris of The Norris Group, on Residential Trends; Lance Martin of Coldwell Banker Town & Country, on Residential Market Trends, Joe Brady of The Bradco Companies, on the Victor Valley/High Desert market and Dick Baxley of Baxley Properties, on the Coachella Valley/Low Desert market.

Each of the speakers presented their own unique interpretation of what's happening in their market. Overall, the speakers reported on an improving mixture of results consistent with the Inland Empire economy. The speaker presentations are available in pdf format and posted on the Chapter's website. We'll look forward to seeing you again next year, for our 18th Annual Inland Empire Market Trends Seminar!



IEMTS Committee

Jennifer Hafner; Michael Jay Ader, MAI; Christine S. Santolucito; Jacinto Munoz, MAI, SRA;
Nancy Summers



Rutunj C. Patel, MAI receiving his AI-GRS designation and Thomas Kjaergaard, SRA receiving his designation. Being presented by Robert Dietrich, MAI, 2014 SCCAI President

Appraisal Institute State Government Relations, June 2014



UNDER THE CAPITAL DOMES



Gregg Stephen Whittlesey, Pasadena, serves on the California State Government Relations Subcommittee representing the Southern California Chapter of the Appraisal Institute, and has filed the following report:

CALIFORNIA APPRAISAL INSTITUTE CHAPTERS SUCCEED IN PASSING APPRAISER-FRIENDLY LEGISLATION!

Several months ago, your California State Government Relations Subcommittee, with assistance from our paid lobbyist, authored a bill that was intended to provide much-needed assistance to appraisers. The bill, AB 1888, changes existing law, and requires that Documentary Transfer Tax charged on every Grant Deed must now be shown on the recorded documents. In the past, it was possible to hide this tax amount by simply requesting that the taxes be marked "Filed" thus hiding the transfer tax, and therefore the value of the property declared to the County taxing officials. The Committee made contact with EVERY county in the state, and received positive response to the proposed legislation from every county with the sole exception of Napa. (Their position was that disclosure of this information could create an unfair business advantage for some.)

Members of the State Legislature are very reluctant to vote against any bill that is seen to promote openness and fairness in business. The bill, carried by Assembly member Phil Ting (D-San Francisco) was passed overwhelmingly in the Assembly and State Senate. The Governor signed it into law last week.

Assembly Bill No. 1888

CHAPTER 20

An act to amend Sections 11932 and 11933 of the Revenue and Taxation Code, relating to taxation.

[Approved by Governor June 4, 2014.
Filed with Secretary of State June 4, 2014.]

LEGISLATIVE COUNSEL'S DIGEST

AB 1888, Ting. Documentary transfer tax: document for recordation:
amount of tax due shown on separate paper.

The Documentary Transfer Tax Act authorizes the board of supervisors of a county or city and county to impose a tax with respect to specified instruments that transfer specified interests in real property. The act requires the amount of tax due and the location of the property to show on the face of the document, and if the party submitting the document for recordation requests, that the amount of tax due be shown on a separate paper affixed to the document. The act prohibits the recorder from recording any deed, instrument, or writing subject to the tax, unless paid at the time of recording, and requires a signed declaration of the amount of tax due on the face of the document or on a separate paper as provided by the act.

This bill would delete the requirement that, upon request, the amount of tax due be shown on a separate paper affixed to the document, and would make a conforming change to the signed declaration requirement.



Office of Governor
Edmund G. Brown Jr.



FOR IMMEDIATE RELEASE:

Contact: Governor's Press Office

Wednesday, June 4, 2014

(916) 445-4571

Governor Brown Signs Legislation

SACRAMENTO – Governor Edmund G. Brown Jr. today announced that he has signed the following bill:

- AB 1888 by Assemblymember Philip Ting (D-San Francisco) – Documentary transfer tax: document for recordation: amount of tax due shown on separate paper.

For full text of the bills, visit: <http://leginfo.legislature.ca.gov>

###

Governor Edmund G. Brown Jr.

State Capitol Building
Sacramento, CA 95814

The Government Relations Subcommittee thanks the members of the Southern California Chapter for their continued support of our legislative efforts.

4 hour Federal and California Statutory and Regulatory Law Course

Effective January 1, 2013, Applicants shall also fulfill continuing education requirements established pursuant to section 11360 of the California Business and Professions Code, Division 4, Part 3, and shall be required to take a minimum of four hours of Federal and California appraisal related statutory and regulatory law every four years.

Therefore, if you are to renew for your continuing education renewal cycle after January 1, 2013, you must take this 4 hr. class.

Registration is open for the last course of the year.

Don't wait as seating is limited.

October 24, 2014

Holiday Inn Media Center

Burbank, CA

9:00 - 1:00 PM

Register [HERE](#)

Approved for 4 hrs AI & BRE A CE

Meet Our Newly Designated Members



January 2014
 Gilbert A. Valdez, MAI, SRA, AI-GRS
 Eric B. Altman, MAI

February 2014
 James J. Gerard, III, MAI
 Neha Trivedi, MAI
 Michael P. Kearns, MAI
 Anthony V. Haan, SRA
 Thomas Kjaergaard, SRA
 Rutunj C. Patel, MAI, AI-GRS
 Warren K. Hoppke, SRPA, SRA
 Matthew E. Cook, SRA



March 2014
 Giselle Nguyen, MAI
 Rick A. Orwig, MAI
 Michael D. Johnson, MAI
 Elizabeth M. Kiley, MAI, SRA, AI-GRS
 Pauline Hale, MAI

April 2014
 Manisha Hunter, SRA
 Ryan Neal Young, SRA

May 2014
 Peter S. Crane, MAI
 Anne E. Pulis-Tappouni, MAI

June 2014
 Charles R. Bartlett, MAI
 Keith Rosenthal, MAI
 Michael Jay Ader, MAI
 George K. Koiso, MAI



The MAI designation is held by individuals who are experienced in the valuation and evaluation of commercial, industrial, residential and other types of properties, and who advise clients on real estate investment decisions. To pursue MAI Designated membership, one must be a general Candidate for Designation.

The SRA designation is held by individuals who are experienced in the analysis and valuation of residential real property. To pursue SRA Designated membership, one must be a residential Candidate for Designation.

The AI-GRS designation is a new designation program aimed at providing professional general reviewers with the knowledge and skills needed to satisfy issues related to due diligence and risk management often requested by their employers and clients.

The AI-RRS designation is a new designation program aimed at providing professional residential reviewers with the knowledge and skills needed to satisfy issues related to due diligence and risk management often requested by their employers and clients.

**REGISTRATION CLOSING SOON
DON'T MISS THIS MUST ATTEND EVENT**

**Special Purpose Properties
Unique Residential & Commercial Property
Valuation Issues in Southern California**

July 15, 2014
Rio Hondo Country Club in Downey

Approved for: 7 hrs AI and 7 hrs BRE CE

7:30am-8:00am	Check in and breakfast
8:00am-8:15am	Welcome Remarks
8:15am-9:15am	Ocean Front Real Estate Charles Baker, SRA
9:15am-10:15am	Service Stations-So. Cal. Stephen J. Morse, MAI
10:15am-10:30am	Break
10:30am-11:15am	Self-Storage in So. Cal. Steve Johnson
11:15am-12:00pm	CA Environmental Issues Orell Anderson, MAI
12:00pm-1:00pm	Lunch Buffet
1:00pm-2:00pm	Government/Schools/Houses of Worship Steve Norris, MAI; Rick Donahue, MAI; Beth B.Finestone, MAI, FRICS
2:00pm-3:00pm	Green Energy/Solar High-End SFR's Charles Baker, SRA; Dean Mangione, SRA; John Carlson
3:00pm-3:15pm	Break
3:15pm-4:30pm	Congregate Care/Health Care/Med. Facilities
4:30pm Seminar	Final Comments

SCCAI 2014 EDUCATION CALENDAR

For More Information or to Register for these events

[CLICK HERE](#)

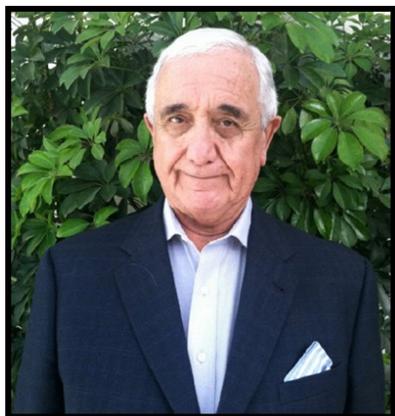
DATE(S)	COURSE / SEMINAR	LOCATION
June 19, 2014	NORTHWESTERN BRANCH BREAKFAST MEETING All Aboard the Expo Line Extension!	Santa Monica, CA
July 9, 2014	7-Hour National USPAP Update Course	Ontario, CA
July 15, 2014	Special Purpose Properties - Unique Residential & Commercial Property Valuation Issues in Southern California	Downey, CA
July 24, 2014	NORTHWESTERN BRANCH BREAKFAST MEETING Tracking Property Value Diminution through Market Cycles: Theory & Evidence	Santa Monica, CA
July 24-30, 2014	Advanced Concepts and Case Studies	Ontario, CA
August 7, 2014	Business Practices and Ethics	Woodland Hills, CA
September 22-26, 2014	Advanced Market Analysis and Highest & Best Use	Ontario, CA
October 1-2, 2014	Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets	Costa Mesa, CA
October 21, 2014	7-Hour National USPAP Update Course	Woodland Hills, CA
October 27-30, 2014	General Appraiser Report Writing and Case Studies	Costa Mesa, CA
October 31, 2014	Federal and California Statutory and Regulatory Law Course	Burbank, CA
November 12-14, 2014	Review Theory - Residential	Burbank, CA

**You can find a complete listing of Classes
on the chapter website www.sccai.org
under Education.**

Have a question about courses? Scholarships?
Contact Linda or Lianna at the Chapter Office (818) 957-5111

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Mike Teobaldi, Jr., MAI

To Be Honored at the

2014 Heritage Night Dinner

Mike Teobaldi attended his first Institute meeting in 1967, earned his MAI designation in 1974 and served as Chapter President in 1986. He served on the Southwest Regional Committee for several years at a time when the region consisted of all of California, as well as Hawaii, Arizona and Nevada. He also served at the National Institute level on several committees, including Finance, Long Range Planning and the National Unification Committee.

Mike lived in Lincoln Heights for his first eight years, then moved to Alhambra, where he attended elementary school. He later attended San Gabriel High School from which he graduated in 1958. While in high school he played football and basketball all four years while also being active in student government serving as Junior Class President, Student Body Vice President and Student Body President.

Mike attended Occidental College and UCLA but joined the Coast Guard before graduating. After leaving the Coast Guard he attended Cal State Los Angeles, from which he graduated and where he met his wife Bobbie. Mike and Bobbie were married in August, 1964 and will celebrate their 50th Anniversary this year. He and Bobbie have lived in Westlake Village since 1974. They have three children, all of whom live nearby in the Westlake -Thousand Oaks area, and four grandchildren ranging in age from seven to nineteen.

Mike's first job after marriage was at Union Bank in Los Angeles, where he was hired into their Management Trainee Program in 1964. His first year was spent in the Personnel and Training Department, as well as attending weekly management trainee meetings. From the Fall of 1965 to 1972 Mike worked in the commercial real estate appraisal department of the bank. He spent five years as a trainee then staff appraiser. In 1970 he became the Assistant Chief Appraiser, in a department which had twelve to fifteen appraisers, six cost estimators and six construction inspectors. His duties at that time included assigning all appraisals to staff appraisers, as well as fee appraisers, reviewing appraisals, and representing the Appraisal Department in weekly Senior Real Estate Loan Committee meetings.

In January 1972 Mike joined Coldwell Banker (CBRE) as a Senior Real Estate Analyst. He spent less than a year there. Although the time was short, it was a professionally rewarding time. In late 1972 Mike left CBRE and went out on his own as a fee appraiser and has continued to this day.

During the 1970's and 1980's Mike's firm grew to a high of eight staff appraisers. The bulk of his appraisal assignments were for financial institutions, developers, investors with some of his work involving litigation. Throughout his career, Mike has appraised properties in over twenty five states across the country.

The Institute has been quite important in Mike's life and he cherishes the many friendships he has developed. Among his contemporaries, he developed strong bonds with John Adams, Ron Buss and Bob Lea, to name a few.

You are personally invited to join in this very special evening. Please mark your calendar as we honor Mike Teobaldi, MAI on Wednesday evening, October 8th, 2014 at the Rio Hondo Country Club in Downey. Please join your colleagues, past Chapter Presidents and retired members for this very special evening.

This is an opportunity for the membership to express our appreciation to Mike for the significant contributions that he has made to our Chapter, the Institute and the appraisal profession. We look forward to seeing you there.

Sincerely,

Steven R. Fontes, MAI
2014 Heritage Night Chair
2009 SCCAI Chapter President

Seating will be limited. Please register early.

[CLICK HERE FOR REGISTRATION FORM](#)

SAVE the DATE

2014 SCCAI CONFERENCE & TRADE SHOW
Tuesday, October 7th

Doubletree Hotel in Downtown Los Angeles

PROGRAM AGENDA

Pending Approval: 8 hrs AI CE and 8 hrs BREA CE

7:30am – 8:30am: Registration & Continental Breakfast

8:30am - 9:00am: Welcome/Opening Remarks (Bob Dietrich, MAI - Chapter President)

9:15am - 10:30am: Early Morning Breakout Sessions

One Santa Fe (HUD Mixed-Use Project) Arts District - Case Study

Moderator - Becky Saucedo

Transit Center Developments

Moderator - Charles Baker, SRA

Foreign Investments & EB5

Moderators - Jennifer Hafner & Jennifer Hsu, MAI

10:45am - 11:00am: Break

11:00am – 12:15pm: Late Morning Breakout Sessions

Historic Union Station - Proposed Development - Case Study

Moderator - Kim Kearney, MAI, CCIM

Los Angeles River Project

Moderator - Geri Easley, MAI, ISHC

Appraisal Pitfalls from a Reviewer's Perspective

Moderator - Jay Munoz, MAI, SRA

12:30pm – 1:45pm: Lunch – Keynote Speaker – Economic Forecast for Los Angeles County
Moderator - Michele Kauffman

2:00pm – 5:00pm: Tours

One Santa Fe (bus and walking tour)

Historic & Architecturally Significant Homes of LA with Charles Baker (bus tour)

Union Station with Lindsey McMnamin (bus and metro tour)

5:00pm-6:00pm: Mixer / Reception at Doubletree Hotel

Registration will be opening soon