



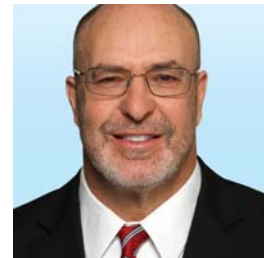
**Southern California
Chapter**

Your 1st Quarter 2020 News & Updates

President's Letter

Casey Merrill, MAI

SCCAI 2020 President



President's Message

Thank you for the opportunity to serve as the 2020 President of the Southern California Chapter of the Appraisal Institute ("SCCAI"), the largest Chapter in the United States.

At this time of uncertainty as a result of COVID-19, the Southern California Chapter of the Appraisal Institute's top priority at this time is the health and safety of you, your family and your loved ones.

We are working to take the appropriate steps to keep our Members safe and healthy, and still provide service to our Members.

As the situation with COVID-19 is extremely dynamic we will continue to make proactive decisions based on the best information that we have, including directives from the National Office of the Appraisal Institute.

We all need to do our part to help stop the spread of the virus.

Over the last week, as more communities, including the federal government, have called for increased social distancing to help contain the virus, we are re-evaluating and postponing our Educational Offerings.

In the interest of the health and safety of our members and their families, we have postponed all Chapter and Branch events through April 14, 2020.

We will make every effort to keep you up to date via our homepage regarding additional cancellations or rescheduled events. For refunds on cancelled events, please contact the Lianna Ayala 818-957-5111 X 2. Please remember our local and national scholarship and relief funds for those in our community ([link](#)). We thank you for your support and will work through this unprecedented time together.

Lianna Ayala is now our Chapter's Executive Director, as Linda Zimmer retired at the end of the year. Excepting Lianna, our Chapter is run by a group of selfless volunteers who work tirelessly behind the scenes to make sure Chapter programs, educational offerings and events

run smoothly and successfully.

I would like to thank our Chapter's Board and those leading and serving on committees.

We are very fortunate to have these gifted and hard-working members on our 2020 Executive Board.

Vice President Steve Henry, MAI
Treasurer Jacinto Munoz, MAI, SRA, AI-GRS, AI-RRS
Secretary Linda Whittlesey, SRA

We have a very rich heritage and tradition of service in this Chapter. I would like to thank our Immediate Past President, Beth Finestone for her leadership and the intellect and fun she brought to our Team.

The 2020 Board would also like to thank Education Chair, Adam Bogorad; and our Branch Chairs, Bradley Stern, Matt VanEck, and Charles Thomas for their spirit of service.

The photos below and Installation Event were all pre-COVID-19 and during a much more carefree time in January 2020, prior to social distancing.

As you can see in the photos on the following pages, we had a whole lot of fun and a heck of a Party at the recent Installation event held at Perch in DTLA.

Dave Zoraster was the Installing Officer at the 88th Annual Installation and he lit up the room with stories, anecdotes and jokes, as he brought levity as few else can, particularly us appraisers.

The photos on the following pages will attest to the levity part.

We have 6 Goals to Achieve in 2020 and with your help, we will be able to accomplish them.

Goals

- Provide a more welcoming, inclusive and diverse Chapter.
- Increase collaboration and cooperation with other local professional organizations.
- Promote designations and recognize accomplishments of chapter Designated members, Candidates, Practicing Affiliates and Affiliates.
- Provide guidance to Candidates seeking designated membership through an active Candidate Guidance committee in conjunction with a mentor program to work with advanced Candidates.
- Attract new appraisers to the profession.
- Create greater awareness of and promote the Mason/Thornton scholarship fund.

Our year is off to a bang as we had a record turnout for the LA/OC Market Trends Seminar in January. We would like to thank Orell Anderson, Jason Borrás and Michael Eggleston for their leadership in putting this event together.

Our Chapter is very active and is hoping to send (if cross country airline travel is allowed) a contingent to the Leadership and Development Counsel ("LDAC") of the Appraisal Institute by sending future leaders to Washington DC for training and to meet with legislators in Congressional Offices about laws and bills impacting appraisers. Steve Henry chaired LDAC

last year, and Jacinto Munoz is chairing LDAC this year.

We will have 5 attendees from our Chapter.

- Jacinto Munoz, MAI, SRA, AI-GRS, AI-RRS - 2020 LDAC Chair
- Linda Whittlesey, SRA
- Matthew VanEck, MAI
- Alex Liu, Candidate
- Ryan Hargrove, MAI, SRA, AI-GRS

These are some of the photos from the 88th Annual Installation



Dave Zoraster, MAI and Bill Jones, MAI, AI-GRS on the Perch patio during pre-game warm up.



Steve Fontes, MAI; Ernie Lopez, MAI, AI-GRS; Doug Nason, Christine Cadena and Jacinto Munoz, MAI, SRA, AI-GRS, AI-RRS





Joy Kwong, MAI; Bill Drewes, MAI; Snowy Drewes and Matt Swanson, MAI



Robert Willette, Charles Thomas, Beth Finestone, MAI, AI-GRS, Bill Jones, MAI, AI-GRS; Bradley Stern, Alex Liu, Cindy Liu; Carlos Andrade, MAI and Ernie Lopez, MAI, AI-GRS



Brad Thompson, MAI, AI-GRS; Jerardo Arciniega, MAI; Patty and John Ellis, MAI



Norman Chung, Marcus Espinoza, MAI, SRA; Jamie Espinoza and Clarissa Sandoval



Nilda Merrill, Daniella Henry, Steve Henry, Doug Nason and Christine Cadena





Dave Zoraster installing the 2020 Board and honoring Immediate Past President Beth Finestone.

L to R: Beth Finestone, Linda Whittlesey, Jacinto Munoz, Dave Zoraster, Casey Merrill and Steve Henry



Dave Zoraster installs all of the 2020 SCCAI Officers



Casey Merrill presents Beth Finestone with the Past President's Plaque





Left to right having fun are Jerardo Arciniega, Patty Ellis, John Ellis, Jaime Espinoza and Marcus Espinoza



Our special Floral Design Team.
From Left to Right: Ernie Lopez, Jacinto Munoz and Carlos Andrade

The SCCAI had the following upcoming Events postponed and we hope we will be able to hold and that they will be as well attended as the recent LA/OC Market Trends Seminar. These Events are as follows.

Federal and California Statutory and Regulatory Law - March 18th - Costa Mesa, CA
(Postponed until April 15th)

7-Hour USPAP - March 26th - Santa Barbara, CA (Postponed, Date TBD)

Please keep checking the website as these dates/ courses might change. www.SCCAI.org

If you have an ideas or recommendations for the Chapter, please feel free to share Lianna Ayala, myself, Steve Henry, Jay Munoz or Linda Whittlesey. We look forward to your input and we look forward to serving you.

The 2020 Eastern Branch Team

Chair: Charles Thomas, Candidate
Vice Chair: Scott Thompson, MAI
1st Advisor: Alex Liu, Candidate

2nd Advisor: Bill Jones, MAI
3rd Advisor: Christie Santolucito, Candidate

Spring is almost here, and we have several events planned for the Eastern Branch. Last year was a great year, and we already starting the year with a bang with Brad Thompson, MAI doing a presentation of Specialized Valuation Methods. We are pretty excited about what is on the horizon for the rest of this year, including our next event with Mike Mason, MAI, SRA presenting the changes to the current USPAP and Steve Norris, MAI, regarding Building Relations (May 13th). These events will be held at The Derby in Arcadia.

SAVE THE DATE - "Building Relationships - Client Development and Care for Valuation Professionals"

For the May 13th Eastern Branch dinner meeting, we will have Steve Norris, MAI as our speaker. He will present "Building Relationships - Client Development and Care for Valuation Professionals."

Steve Norris has been in the appraisal profession for many years. For the last 20 years, he has been the principal of Norris Realty Advisors. He has been involved in several highly complex and unusual valuation assignments, with specialization in forensic valuation, litigation support, right-of-way, and infrastructure consulting. He has provided expert deposition, testimony, and arbitration services numerous times for various real estate valuation matters. Steve is an instructor at Anderson School/UCLA Extension, where he teaches a class in Argus cash flow analysis. He was President of the Southern California Chapter of the Appraisal Institute in 2015.

Come and join us for lunch or dinner and an opportunity to meet with other appraisers, and at the same time, learn something about the appraisal profession. Please don't hesitate to contact any of us at the Eastern Branch Representatives. As always, we love to hear about any suggestions or topics that you may want us to cover.

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The 2020 Southern Branch Team

Chair: Matt T. VanEck, MAI
Vice Chair: George Paquette, SRA
1st Advisor: Alexander Jaffe, MAI
2nd Advisor: Robert Contant, MAI
3rd Advisor: Michael Snodgrass

The Southern Branch represents and serves appraisers from Orange County and Long Beach.

The Southern Branch Team is looking forward to another great year of informative topics and interacting with friends and new faces. We hold our meetings at the Back Bay Conference Center in Irvine on a quarterly basis. Our first meeting of the year will be on April 22th at 6:00 pm. Our guest speaker, D. Michael "Mike" Mason, MAI, SRA, will present an overview of the changes to the 2020-2021 version of the Uniform Standards of Professional Appraisal Practice (USPAP). Come join us and listen to one of the most knowledgeable USPAP professionals in the industry.

[Register Here](#)

The Branch is working on a slate of other guest speakers and events for later in the year. If you have any topics or speakers that you want to hear from, please feel free to reach out to us.

We look forward to seeing you throughout the year.

Matthew VanEck, MAI

2020 Education Committee Newsletter

Adam Bogorad, MAI
Education Committee Chair

First and foremost, the Education Committee is hoping that all of our members are staying healthy and safe in these uncertain times. The new year is underway, and the Southern California Chapter kicked things off with another very successful chapter-developed event. The LA/OC Market Trends Seminar took place in January and was both well-attended and well-received by our members.

The chapter-developed events that are offered locally are among the greatest benefits of being a member of the Southern California Chapter. Later in the year, the Southern California Chapter will also offer the Inland Empire Market Trends Seminar, the Residential Symposium, and the Litigation Seminar. In addition to these marquee events, we have a full slate of upcoming courses, meetings and additional programs.

Unfortunately, with efforts to minimize the spread of coronavirus in our communities, there is a chance that some of the upcoming courses and events will be postponed, rescheduled, or possibly cancelled. As the situation is constantly changing, please refer to the chapter website, <http://www.sccai.org>, for the latest information. At the website, you can find a complete list of our upcoming programs, potential changes to the calendar, and you can register for upcoming events.

Lastly, please keep in mind that the Southern California Chapter encourages members to take advantage of the Mason-Thornton Scholarship Program. The sole purpose of the program is to award financial scholarships to Designated members and Candidates in good standing, for courses presented by the Chapter leading to a professional designation in the Appraisal Institute. The chapter website has links to applications for this scholarship program, as well as additional national scholarship opportunities. Please make sure you visit the website to learn more about these opportunities.

Congratulations to our Newly Designated Members

Gary Storc, AI-GRS
Chris C. Butcher, MAI, AI-GRS

SCCAI'S JOBS BOARD ON THE CHAPTER WEBSITE

When is the last time you looked at the JOBS BOARD on the Chapter Website??
There are many job opportunities just waiting for you!

And, as a member of SCCAI YOU can post a ad on the Jobs Board FREE! That's right.....if YOU are looking for an opportunity your ad is free.

Check out the [JOBS BOARD](#) TODAY !!!

Scholarships Available

The Southern California Chapter's Mason - Thornton Scholarship Program

The Mason - Thornton Scholarship Fund is a Trust Fund sponsored and managed by the Southern California Chapter of the Appraisal Institute. The sole purpose of the Fund is the awarding of financial scholarships to Designated Members and Candidates in good standing for courses presented by the Appraisal Institute leading to a professional designation in the Appraisal Institute.

[Application and Information](#)

Comprehensive Exam Prep

Gary DeWeese, MAI, and an instructor for the Appraisal Institute for more than 20 years, is offering his Comp Exam prep material for sale. The cost is \$300 for the Income, \$150 for the Sales, \$150 for the Cost/HBU and \$150 for the General module material. If you purchase the first 3 modules, the General module material is free. The material is based on multiple choice type problems with detailed solutions illustrated. The material is electronically delivered the same day as ordered.

For more information about the material, to read student reviews, and learn how to order go to www.garydeweese.com or contact Gary directly at garydeweese@comcast.net or 925-216-8751.

The materials were developed by Gary DeWeese and are not sponsored or endorsed by the Appraisal Institute



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