

3rd Quarter 2021 Newsletter & Updates

President's Letter

**Steve Henry MAI
2021 SCCAI President**



Hello again! I'm going to keep this short and sweet because, well, there's just not a ton going on.

I hope that all of you and those close to you are staying safe, healthy, and happy. I know that we all thought that we were starting to emerge from the pandemic, and yet here we are. I've said this before, but please know that your chapter leadership is here to support you in any way we can.

As you may know, we made the decision to postpone Heritage Night again this year out of an abundance of caution, but we will give it another shot next year. We still look forward to honoring Dave Zoraster, MAI for his dedication and contributions to the chapter and our profession.

National was able to hold their annual conference in Orlando in August. Thank you to our members that attended and represented our chapter. Unfortunately, that may have been it for National for this year, too. LDAC was, again, cancelled this year, so Jay Munoz will once again chair the event in 2022.

We did have one in-person event. The Southern and Northwestern Branches held a joint mixer in Irvine on August 19. Although turnout was understandably low, a good time was had by all who attended, and it was great to see some familiar (and not so familiar) faces in person. Special thanks to Michelle Rogers and George Paquette for putting the event together. Whether we will be able to resume in-person events this year at all remains to be seen. I've missed dearly the camaraderie that I have with our members. I can't wait to see your smiling (or masked) faces.

Again, your chapter leadership is here for you. Please do not hesitate to reach out to anyone of us with any questions or concerns, or even if it is just to catch up. All the best to all of you and those close to you.



LAST OFFERINGS OF THE YEAR

BUSINESS PRACTICES AND ETHICS

October 20, 2021
Via ZOOM

PLEASE CLICK [HERE](#) TO REGISTER

7-HOUR USPAP UPDATE COURSE

October 28, 2021

Via ZOOM

PLEASE CLICK [HERE](#) TO REGISTER

NOW OPEN FOR REGISTRATION

EASTERN AND NORTHWESTERN BRANCH JOINT MEETING

**Marketing Appraisal Services: Insights and
How-To's on a Rarely Discussed Topic**

October 5, 2021
Via ZOOM

2:00 PM - 4:00 PM

APPROVED:
2 Hours of AI CE
2 Hours of BREA CE

PLEASE CLICK [HERE](#) TO REGISTER



54th Annual Litigation Seminar

November 4, 2021

Virtually: Via Zoom

The 2021 Eastern Branch

Chair: Scott J. Thompson, MAI, SR/WA
Vice Chair: William E. Jones, MAI, AI-GR
1st Advisor: Alexander Liu, Candidate
2nd Advisor: Christine S. Santolucito, Candidate
3rd Advisor: Paul Norlen, MAI

Greetings from the Eastern Branch...

What a difference a quarter makes! In our last quarterly update we were optimistic about resuming "in person" meetings before the end of the year. That goal is slipping away now and we are back to Zoom meetings, virtual seminars, and social distancing.

In April Scott Thompson, MAI, AI-GRS hosted a webinar dealing with the use of comparable sales in partial acquisition analysis. This is a timely topic for anyone involved in right-of-way/eminant domain valuation work.

In June Alex Liu hosted a virtual mixer. Virtual mixers are a challenge, so we're doubly thankful to Alex for organizing this event. We look forward to the day we can have real mixers!

Looking forward, Steve Norris, MAI has agreed to share some of the skills he has used and developed in marketing his services as a professional. Selling or marketing our services can be challenging for many appraisers, but it is an important skill set in advancing professionally. Knowing how to sell can increase your client base and allow you to work on more challenging/rewarding assignments. This two-hour webinar is scheduled for October 5, 2021 at 2:00 PM. We will apply for BREA Continuing Education credit.

On a personal note I (Bill) can't help but note with sadness the untimely recent passing of Jeff Sumida, MAI. I had the privilege of working with Jeff at two different times in my career, and both times I was struck by his professionalism, dedication to client service, and attentiveness to detail. Jeff stood for the very things that make our profession valued. I would run into Jeff at chapter meetings or seminars and he was always cheerful and good humored; it was always great to catch up with him. We will miss Jeff, but we're profoundly grateful to have had him in our lives and in our work.

The 2021 Southern Branch

Chair: George Paquette, SRA
Vice Chair: Alexander Jaffe, MAI
1st Advisor: Robert Contant, MAI
2nd Advisor: Michael Snodgrass, Candidate
3rd Advisor: Michelle Rogers, SRA

Thank you to everyone that was able to attend our in-person mixer in Irvine. It was great to see everyone and talk about how we are all addressing common challenges in this market. It has been too long, and it was great to share a drink and be together. As we approach the 4th quarter and the holidays, we look forward to meeting again soon, either in person or virtually.

The Southern California Chapter just wrapped up a great IRS Summit event on September 9th

Please visit <https://www.sccai.org/> to view additional upcoming events and chapter information.

If you are interested in serving in the Southern branch, please reach out to me at gpaquette@corelogic.com. It is an excellent opportunity to connect with other AI members during this time where socializing is limited.

MEET OUR NEWLY DESIGNATED MEMBERS

Scott R. Burns, MAI
Lynette Bartlomain, MAI, SRA, AI-GRS
Michael Y. Leong, AI-GRS
Lynette Bartlomain, MAI, SRA, AI-GRS
Joseph Rizzo, MAI
William Randal Adams, SRA
Marissa Eiko Cassman, MAI
Kevin P. Millspaugh, MAI
Eric Dean Robbins, MAI
Paul T. Muscente, MAI
Thomas Richardson, MAI
Norman Chung, MAI, AI-GRS

Scholarships Available

The Mason – Thornton Scholarship Committee would like to remind our Members that the Chapter offers valuable financial assistance for those pursuing their designations. Namely, the Mason – Thornton Scholarship Fund is available to SCCAI Members who have an active Candidate status and are members in good standing. Scholarships assistance is available for up to 75% of the total course fee. In-person, synchronous, and/or online courses are eligible insofar as the course is required for professional designation. Applications, which are available on the Chapter website, should be submitted to Lianna at least 30 days prior to the class start date. There is no better time to continue and/or resume the quest for your professional designation.

Bradford Thompson, MAI, AI-GRS

Chair, Mason – Thornton Scholarship Fund

Application and Information



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