

Metro New Jersey Chapter Newsletter



Contents:

Sponsors & Upcoming Events	page 2
Fall Conference & New Designees Pictures	page 3-6
Holiday/Installation Pictures	page 7
Lifetime Achievement Award Pictures	page 9
Education	page 9
Scholarships	page 10
New Designees	page 11
Govt. Relations	page 12
Leadership	page 13
2016 President's Closing Remarks	page 14
2017 President's message cont.' From the Chapter Office	page 15 page 16

Upcoming Events

Upcoming Meetings & Events

- Leadership Meeting
January 12
- Membership Meeting
February 23
Spanish Tavern
- Princeton Conference
April 28
Marriott Hotel & Conference Center

[Visit our website for details](#)

2017 President's Letter from Joseph C. Baldoni, MAI

I am honored and excited to be your 2017 President, thank you to the membership for electing me. I'd like to thank my fellow officers in advance for their assistance in 2017, which include Vice President James Meehan, Treasurer, Dan Mistichelli and Secretary, Gary Wade as well as the 2017 Board, Committee Chairs and Committee members.

In addition, Gregg Manzione deserves a special congratulations and thank you for all his hard work as the 2016 President of the Chapter as well as his many years of service to the chapter. Finally an extra big thank you to Debra Miller for all her hard work as Executive Director to the Metro New Jersey Chapter as well as executive director to our region. Without Debra our chapter and region would not run as smoothly as it does year after year.

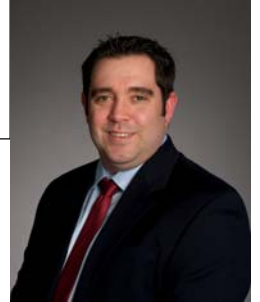
The Appraisal Institute and the Metro New Jersey Chapter have some challenges ahead of us in the next few years. New Chapter finance practices are in the works to be beta tested in 2017 and rolled out to all the chapters in 2018. For better or worse, the duties of the chapters are slowly being shifted to our national organization. One major reason for these changes is the lack of chapter volunteers across the country. Fortunately, the Metro New Jersey Chapter has not run into this issue yet and hopefully never will.

In 2016 there were 17 new MAI/SRA's and 5 new AI-GRS's, which was a great year for designations. However, out of these 22 designee's, less than half are volunteering in 2017 on a committee. Volunteering does not take up substantial time, but a few hours a year. So consider getting involved to help continue making the Metro New Jersey Chapter of the Appraisal Institute one of the strongest in the organization.

One of the first ways to get involved is at our Chapter Leadership strategic planning meeting, which will be held on January 12th at the Holiday Inn in Clark, New Jersey. This meeting is not just for board members and committee chair people and members, but for anyone who would like to give their input into the chapter. All are encouraged to attend. Please contact Debra at the chapter office for more information.

In addition, to the leadership meeting, our chapter has some great events coming up this year. The first is our February meeting at the Spanish Tavern. The topic will be technology in our industry and as usual there will be good food (and sangria) served.

Continued on Page 15



Metro New Jersey Chapter Newsletter



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Fall Conference—Thank u to our Sponsors!



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SAVE THE DATE:

**Membership Lunch Meeting ~ February 23, 2017—Spanish Tavern,
Mountainside— 2 CE hours**

**Princeton Conference ~ April 28, 2017—Marriott Hotel and Confer-
ence Center, Princeton—7 CE hours**

2016 Fall Conference



Mary Burke
Heritage House Sotheby's



Joseph Nitti, Cresa
David Zimmer, Zimmer Associates



Jose Cruz, HFF



Norm Gertner, FDIC



Thomas Dolan, Esq.
Skoloff & Wolfe



James Turteltaub, Esq.
Carlin & Ward

2016 Fall Conference



Joseph Murray, SRA



Joseph Cimiluca, MAI, Sam Schatz, Aero Farms and John Musnuff, MAI



Sam Schatz, Aero Farms And Joe Wisniewski



Daniel Wunschuh, Parkwood Development
Eugene Diaz, Prism Capital Partners
Joseph Cimiluca, MAI
Richard Murphy, Mill Creek Residential

New Designees at the 2016 Fall Conference



James Meehan, MAI receives his AI-GRS from Gregg Manzione, MAI



Robert Heuner receives his MAI from Gregg Manzione, MAI



Daria D'Agostino receives her MAI from James Stuart, MAI, SRA



Daniel Webb receives his MAI from Robert Heffernan, SRA



Darren Raymond receives his MAI from Michael Holenstein, MAI

New Designees at the 2016 Fall Conference



Cynthia Xu receives her MAI from Patrick Ard, MAI



Jody Lynn Gordon receives her SRA from her dad, Joe Sodano, SRA



Bettina Sholk receives her MAI from Ronald Chiarello, MAI



Michael Nwosu receives his SRA from Albert Chanese, MAI



Congratulations to our new Designees!

**Holiday Dinner
and Installation of 2017 BOD**
 pictures can also be found on the chapter website,
www.ai-newjersey.org



Joseph C. Baldoni, MAI presents the President's plaque to Gregg Manzione, MAI



MC, Russell Sterling, MAI, AI-GRS



2017 Chapter President, Joseph C. Baldoni, MAI



2017 Chapter Officers: Vice President, James Meehan, MAI, AI-GRS, Treasurer, Daniel Mistichelli, MAI, SRA, AI-GRS, Secretary, Gary Wade, MAI, and President, Joseph C. Baldoni, MAI



2017 Board Members: John Wilson, MAI, AI-GRS, Christopher Otteau, MAI, Cynthia Xu, MAI, and David Glaser, MAI



Mark Dunec receives his MAI certificate from Michael Hedden, MAI



Diane Viggiano, MAI receives her AI-GRS from Jon Brody, MAI, SRA

**2016 Holiday Dinner
and Lifetime Achievement Recipient,
Joseph E. Baldoni, MAI**



Joe Baldoni Sr., receives the Lifetime Achievement Award from Joe Baldoni, Jr.



Lifetime Achievement Recipient,
Joseph E. Baldoni, MAI



Baldoni Family



Gregg Manzione, MAI presents the Mike Damato Award for Chapter Service to Edward Marashlian, MAI



Diane Viggiano, MAI, AI-GRS and Cheryl Nobile



Paula Konikoff, MAI, AI-GRS



Appraisal Associates

December 2016

Metro New Jersey Chapter Newsletter



2017 Course Schedule [Register Here](#)

COURSE	DATE	LOCATION	COST	INSTRUCTORS
7 HOUR USPAP UP-DATE	April 6	Days Hotel East Brunswick, NJ	\$175/AI Does not include USPAP book	Joseph Palumbo, SRA
Advanced Concepts and Case Studies	May 15—20	Days Hotel East Brunswick, NJ	\$850/AI Candidates \$1200/ Affiliates	Larry Wright MAI, SRA, AI-GRS
The Appraiser as an Expert Witness	June 9 & 10	Raritan Valley Community College Branchburg, NJ	\$395/AI	Vincent Dowling, MAI, SRA
Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book)	September 15 & 16	Raritan Valley Community College Branchburg, NJ	\$350/AI	Brian Flynn, MAI, AI-GRS
New Jersey Law—2 Hours	October 5	Holiday Inn Clark, NJ	TBD	Joseph Palumbo, SRA
7 HOUR USPAP UP-DATE	December 7	Days Hotel East Brunswick, NJ	\$175/AI Does not include USPAP book	Joseph Palumbo, SRA

Contact the chapter at metronj@ai-newjersey.org if you are looking for a course or seminar and would like the chapter to add to the 2017 schedule.

Chapter Education Scholarships are available throughout the year. Email the chapter at metronj@ai-newjersey.org and check out the chapter website in January for more details.



Online Education:
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Metro New Jersey Chapter Newsletter



Education Scholarships

Metro New Jersey Chapter, Max Neuberger Scholarship

The Metro NJ Chapter (Chapter #1 of the AIREA) Board of Directors established the Max Neuberger Memorial Scholarship Fund 30 years ago. Max Neuberger, MAI, a former Chapter President, National Vice President, and tireless supporter of the Appraisal Institute was an advocate for education and a leader and mentor for the early-designated members of NJ Chapter #1.

The establishment of the Fund stated “there shall be no limitation upon the type of project for which the money can be used as long as it is within the general parameters of education and/or appraisal research, subject solely to the discretion of the Trustees and/or Chapter Board.” The fund is supervised by the Metro New Jersey Chapter’s Max Neuberger Scholarship Committee.

The 2017 Scholarship Committee will be establishing criteria for the Scholarships to be used for Metro New Jersey chapter Affiliates and Candidates to pay for Qualifying or Advanced Education Courses. Details will be on the chapter website in January.

The Scholarship application will be available to download on the chapter website at www.ai-newjersey.org. You must be a chapter member to be eligible. If you need additional information, please contact Debra Miller at the chapter office, metronj@ai-newjersey.org.

Noeline Fuller Region VI Scholarship:

Noeline M. Fuller, MAI, SRA, was a member of the Appraisal Institute and its predecessor, the American Institute of Real Estate Appraisers. She displayed an unyielding commitment to service both at the Chapter and Regional level. As the first woman to become president of the New Jersey Chapter #1 of the American Institute of Real Estate Appraisers, Director of Region VI of the Appraisal Institute (1994-2000), Education Liaison for Region VI of the Appraisal Institute (2002-2003), Leadership Development and Nominating Committee for Region VI (2004-2007), Recipient - Metro NJ Chapter President’s Award (2006), and the recipient – Metro NJ Chapter Lifetime Achievement Award (2007), Region VI developed a scholarship to encourage more women and minority appraisers to actively pursue the Appraisal Institute designations.



THE SCHOLARSHIP PROCESS:

Chapter candidates and practicing affiliates from Region 6 in good standing with the Appraisal Institute can apply for this scholarship by submitting a scholarship application which includes the reason for requesting an education scholarship highlighting professional goals and experience, financial need, involvement with the Appraisal Institute or the local AI chapter, and commitment to achieving an Appraisal Institute designation. More information will be emailed or you can contact the region executive director at metronj@ai-newjersey.org.

Metro New Jersey Chapter Newsletter



Congratulations to 2016 New Designees: 17 New MAI and SRA, 5 AI-GRS

Konstantin Belenky, MAI
 Daria R. D'Agostino, MAI
 Mark Dunec, MAI
 Jody Lynne Gordon, SRA
 Lisa G. Heeney, MAI
 Robert C. Heuner, MAI
 Robert E. Jenkins, MAI
 Daniel Kudrik, MAI
 Brett S. Lake, MAI
 Matthew S. Nemeth, SRA
 Michael U. Nwosu, SRA
 Christopher J. Otteau, MAI
 Darren N. Raymond, MAI
 Bettina D. Sholk, MAI
 Maurice J. Stack, II, MAI
 Daniel C. Webb, MAI
 Cynthia XU, MAI



New Review Designations:

James L. Meehan, MAI, AI-GRS
 Daniel Mistichelli, MAI, SRA, AI-GRS
 Russell K. Sterling, MAI, AI-GRS
 Diane C. Viggiano, MAI, AI-GRS
 Kevin Y. Wong, MAI, AI-GRS



Metro New Jersey Chapter Newsletter



Government Relations

Metro New Jersey chapter members:

The chapter Government Relations committee is looking for members. Meetings are held by conference calls and cover today's issues and challenges. The committee makes recommendations to the chapter Board of Directors and helps guide the chapter to be prepared for the future. Email the chapter office or the chapter government relations chair, Al Chanese, MAI if you are interested in joining the government relations committee to have a voice for New Jersey appraisers.

You can contact the chapter office at metronj@ai-newjersey.org.

You can contact Al Chanese, MAI, Government Relations Chair at achanese@njrag.com.

You can contact Joe Baldoni, Jr., MAI, 2017 Chapter President at jcb@aainj.com.

Non-Deductibility of 2016 Membership Dues

The purpose of this notice is to inform you that the chapter assessed \$25.00 of your 2016 Appraisal Institute membership dues for Government Relations initiatives in New Jersey, which is not tax deductible as a business expense on your 2016 federal taxes. According to the Internal Revenue Code, the portion of each member's dues that is used by a 501(c)(6) organization for expenses associated with federal and/or state lobbying and government affairs, is not tax deductible as a business expense.

When you receive your initial dues invoice in November, you will see the two amounts; one represents each member's portion of AI's anticipated national government relations expenses, and \$25 for anticipated chapter expenses assigned for state government relations. These amounts must be subtracted from your membership dues as tax deductible.

If you should have any questions, please do not hesitate to call the chapter executive director:

Debra Miller

metronj@ai-newjersey.org

732-560-0072

Metro New Jersey Chapter Newsletter



Chapter Leadership

Chapter Office

Metro NJ Chapter
P.O. Box 6045
Bridgewater NJ 08807
Phone: 732-560-0072
Email: metronj@ai-newjersey.org
Website: www.ai-newjersey.org

Find this on the website:

- Government Relations— Latest Information & Actions
- Latest Candidate Guidance News
- Fundraisers/Sponsors
- Picture Gallery
- Scholarship News
- Speaker Presentations from the latest conference
- Newsletters

National Office

Appraisal Institute
Phone: 800—756-4624
[Email](#)
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Other Helpful Email Addresses:

[Designated Members](#)
[Candidates](#)
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Appraisal Foundation:

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2017 Board of Directors

President: Joseph C. Baldoni, MAI
Vice President: James L. Meehan, MAI, AI-GRS
Treasurer: Daniel Mistichelli, MAI, SRA, AI-GRS
Secretary: Gary M. Wade, MAI

Joseph H. Cimiluca, MAI
Eugene J. Domowicz, MAI
David Glaser, MAI
Joseph A. Murray, Jr., SRA
John J. Musnuff, MAI
Christopher J. Otteau, MAI
George J. Sopko, MAI
Dustin Tenenbaum, MAI
John P. Wilson, MAI, AI-GRS
Kevin Y. Wong, MAI, AI-GRS
Cynthia Xu, MAI
Gregg Manzione MAI, *Past President*

Get Involved and join the Board of Directors and Committee Chairs to plan the events and programs for 2017.

Committee Chairs:

Candidate Guidance: Carol Angle, SRA & Dustin Tenenbaum, MAI

Education: Victor DiSanto, MAI

Princeton Conference: Thomas Lenahan, MAI and Christopher Otteau MAI

Communications: Jennifer Barany Chanese and Cynthia Xu, MAI

Government Relations: Albert. Chanese, MAI

2017 chapter president, Joe Baldoni, Jr., MAI is looking for members to volunteer for the Fall Conference committee and Public Relations: Call the chapter office or email Debra at metronj@ai-newjersey.org if you would like more information.

Metro New Jersey Chapter Newsletter



Closing Remarks from the 2016 Chapter President, Gregg Manzione, MAI



I've been involved in the appraisal field since 1984 and always a member of our chapter. Like the appraisal field, there has been many changes to our chapter over the years. But several things remain the same. We are a strong chapter with over 350 members. An active chapter with many meetings, conferences, seminars, classes and social functions used to serve our membership. This is the first year I was able to serve as President of our chapter. It was both an honor and a pleasure.

I'd like to mention that for 2016, it has been a record year for designated members. To date, our chapter has designated 22 members, 14 MAIs, 3 SRAs and 5 AI-GRS.

The Chapter was represented at two Regional Meetings this past year; one during the spring in Lancaster, Pennsylvania, and one during the national conference in Charlotte, NC. The Chapter was also represented at LDAC (Leadership Development and Advisory Council) in Washington DC by Christopher Otteau, MAI, and James Meehan, MAI, AI-GRS.



The Princeton Conference and Fall Conferences were once again a success, with strong attendance at each event. The effort of the Committee Chairs and all Committee Members, for these conferences, is recognized by us all and we thank you for your time and effort. Our Membership Meeting at the Spanish Tavern was well attended and as usual a good time was had by all.

My year began with the Installation and Holiday dinner which was held at the North Jersey Country Club in Wayne. The Lifetime Achievement Award was presented to Carl Fleming, MAI. The Mike Damato Award was given to Claire Caffrey, MAI for her contribution of time and effort on behalf of the Chapter.

In closing, I want to once again thank all of those who have volunteered their time this year along with the help and support of our board members and committee members. We have a very strong Chapter and I ask everyone to get involved. There are many ways to get involved with your Chapter and another great help is to be a sponsor. Looking forward to seeing everyone at our upcoming events in 2017.

For the incoming officers, Joseph C. Baldoni, MAI, President, James Meehan, MAI, AI-GRS, Vice President, Dan Mistichelli, MAI, SRA, AI-GRS, Treasurer, Gary Wade, MAI, Secretary, the Board of Directors, Committee Chairs and Committee members along with our Executive Director, Debra Miller as well as the entire Metro New Jersey membership, I wish you all the best in 2017.

Sincerely,

Gregg Manzione., MAI

Metro New Jersey Chapter Newsletter



2017 President's Message Continued from page 1

Next up is our chapter fundraising event. Scheduled for March 23, 2017, it will be at the brand new TopGolf facility in Edison, New Jersey. The facility is brand new and I encourage everyone to attend. Bring a client, a friend or a coworker. There will be games, food, drinks, prizes and more. Non-golfers are more than welcome and if you do not have clubs, not an issue, the facility has brand new Callaway Clubs for use by all. The charity this year is Avon39, with the proceeds going towards Laura Whitaker, a member of our chapter and breast cancer survivor and her sister Dina Hanlon, who will be walking in the event in 2017.

Finally, the Princeton Conference will be held on April 28th. As usual this event will provide 7 hours of continuing education credits and the committee chaired by Tom Lenahan and Chris Otteau have some amazing speakers already lined up.

To conclude, thank you again to the membership for electing me and thank you to all who have and will be volunteering their time for the chapter. I look forward to working with you in 2017. Feel free to reach out to me directly if you have any questions or concerns, I can be reached at jcb@aainj.com.

Thank You,

Joe Baldoni, MAI

2017 Metro New Jersey Chapter President



December 2016

Metro New Jersey Chapter Newsletter



From the Chapter Office

2016 was a great year for education geared towards our chapter members looking for relevant topics and final courses needs for MAI, SRA, and GRS designations. In 2017 the chapter will continue to take requests for courses, seminars and topics to meet the needs of our chapter.

The 2017 Board of Directors are made up of energetic members who are working on great topics and speakers for our chapter meetings and conferences. The chapter is always looking for new volunteers to contribute their ideas. Most of the committee meetings are by conference call and the rewards, including the ability to have input and steer the chapter into the future, is well worth the minimal time. If you contact any of our committee chairs, Board members, or committee members, they will fill you in on the time and responsibilities of the various committees. Let your voice be heard by getting involved!



If you don't have time, but have ideas for topics, venues, education, speakers, contact me at metronj@ai-newjersey.org. The Metro New Jersey chapter is, and always has been a chapter dedicated to the membership. We need to know what you need from the chapter.

Please keep in mind the chapter communicates mostly through Constant Contact Broadcast electronic mail, and we do our best to not bombard you with emails. If you are not receiving our broadcast emails for meetings, conferences and events, you may have opted out of emails on your Appraisal Institute account, and you **will not** receive these emails. In addition, you may not get the Constant Contact emails due to company and personal servers security, so you need to "Whitelist" the Metro NJ Chapter so you can receive our emails. If you are not getting our chapter event emails, and would like to, email me for more information on how to Whitelist the chapter.

Finally, this year, was the best year to date for designating chapter members. We give out certificates to new designees at chapter meetings, conferences and events and will include you in the ceremony, so please contact the chapter office to let us know when you want to be honored by the chapter and receive your certificate.

I look forward to seeing you at upcoming meetings and events and if you are a new member, please introduce yourself to me and I will make sure to introduce you to our chapter members. New affiliates have made connections at our events for information and employment.

All the best in the New Year!

My Sincerest Gratitude to all,
Debra Miller