

Metro New Jersey Chapter Newsletter



2019 President's Message

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Upcoming and Events

[Register Here](#)

Upcoming Meetings & Events

- Membership Meeting February 21
- Princeton Conference April 5

[Visit our website for details](#)

2019 Chapter President, Daniel Mistichelli, MAI, SRA, AI-GRS

I would like to thank the Metro New Jersey Chapter members, candidates and affiliates for providing me the opportunity of being the 2019 Chapter President. I hope to be able to accomplish what others before me have achieved and continue to contribute to the long success of our chapter for years to come. During my past three years of service under Presidents Greg Manzione, Joe Baldoni, Jr. and James Meehan, I feel well prepared to take on the tasks associated with my new position, and with the support of my officers and Board of Director members, confident that we will live up to the task. I look forward to working with the 2019 officers, including Vice President – Gary Wade, Treasurer – Chris Otteau and secretary John Musnuff. These three individuals, along with the remaining Board of Directors have all played a crucial role in the Chapter's success during their tenure and will continue to be leaders for our future. I encourage all members, candidates and affiliates to become more involved with our organization; this will be my primary goal as Chapter President. This year, the Chapter will once again host several events which I am hopeful all will attend. First will be our membership meeting February 21st at a new venue – The

Armory in Perth Amboy, followed by the Princeton Conference, April 5th – our biggest and most successful event. For 2019, we have selected Rolling Thunder Charities to be the recipient of funds raised during our annual fundraiser (date and venue to be determined). Our Fall Conference has a tentative date of October 25th, followed by the installation dinner for the upcoming 2020 President.



I encourage our members, candidates and affiliates to provide any thoughts or suggestions you feel will benefit the Chapter and our industry for the future. We look forward to your participation and support for the upcoming year and contribution to the chapter and industry. Together we will strive to grow our Chapter, maintain an open-door policy and welcome new membership.

Dan Mistichelli, MAI, SRA, AI-GRS

2019 Metro NJ Chapter President

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Thank you to our 2018 Conference Sponsors!

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Upcoming Events:

- Membership Meeting ~ February 21—2 CE hours
- 83rd Annual Princeton Conference—April 5—7 CE hours

Get Involved and join the Board of Directors and Committee Chairs to plan the events and programs for 2019. E-mail the chapter office at metronj@ai-newjersey.org if you would like to get involved.

Metro New Jersey Chapter Newsletter



Get company recognition, attend the Princeton Conference, and promote your company thru advertising throughout the year on our website, newsletters, broadcast mailings and conference brochures & signage.

Sponsorship Program

Tier 1 Sponsorship (Session/Lunch) - \$1000 annual fee for 1 year of the following:

- Recognition and announcement at a Session or Lunch,
- Sponsor recognition on Social Media.
- Banner/Logo on chapter's website Sponsors Page and Meeting Page.
- *Company Logo on Princeton and Fall Conference broadcasts.
- Company Logo on Princeton and Fall Conference brochures.
- Recognition at Princeton and Fall Conferences; sponsor sign.
- Recognition Chapter newsletters.
- 2 complimentary guests at the Princeton Conference.

Tier 2 Sponsorship - \$500 annual fee for 1 year of the following:

- Company Logo on chapter's website Sponsors Page and Meeting Page.
- *Company Logo on Princeton and Fall Conference broadcasts.
- Company Logo on Princeton and Fall Conference brochures.
- Recognition at Princeton and Fall Conferences; sponsor sign
- Recognition in Chapter newsletter.
- 1 complimentary guest at the Princeton Conference.

Tier 3 Sponsorship - \$300 annual fee for 1 year of the following:

- Company Logo on chapter's website Sponsors Page and Meeting Page.
- *Company Logo on Princeton and Fall Conference broadcasts.
- Company Logo on Princeton and Fall Conference brochures.
- Recognition at Princeton and Fall Conferences; sponsor sign
- Recognition in Chapter newsletter.

**For Complete Sponsorship Program and Application, please visit our website
at**

www.ai-newjersey.org

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2018 Fall Conference Speakers and new Designee



Kevin Welsh



Michael Lombardi, James Meehan, MAI , AI-GRS, John Gillooly, & Howard Weinberg



Diane Turton



George Molloy, Steven Spinweber, Bettina Sholk, MAI and Stan Danzig



Evan Weiss, Vinn White, Leslie Anderson, Christopher Wheeler, and Tai Cooper



Evan Weiss, Christopher Wheeler, Leslie Anderson, Tai Cooper, George Sopko and Vinn White



Dan Webb, MAI and Economist, Ryan Severino



Russ Sterling, MAI, AI-GRS presents Chris Olmstead, MAI with his MAI certifi-



Federal Appraisal Group

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2018 Holiday Dinner and Installation of 2019 BOD



Russ Sterling, MAI, AI-GRS and Dan Mistichelli, MAI, SRA, AI-GRS, 2019 chapter president



Dan Mistichelli, MAI, SRA, AI-GRS and James Meehan, MAI, AI-GRS with president's scroll



James Meehan, MAI, AI-GRS presenting Mike Damato award to Jen Barany, MAI, SRA



Mark Sussman, MAI receiving the Chapter Appreciation Award from Dan Mistichelli, MAI, SRA, AI-GRS



Logan Whitaker, Larry Mistichelli, MAI and Terry Mistichelli, Laura Whitaker, SRA and Dallas Whitaker



James Meehan, MAI, AI-GRS and Larry Mistichelli, MAI



Dina Hanlon, Carol Radziewicz, Anthony Timpano and Tracy Mistichelli



Chanese Family



Jim Hollasch, SRA, Ron Chiarello, MAI, Bob Hefernan, MAI, and Gary Wade, MAI

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2018 Holiday Dinner and Installation of 2019 BOD



Jennifer Barany, MAI, SRA and Chris Otteau, MAI, AI-GRS



James Meehan, MAI, AI-GRS and Gary Wade, MAI



Bob Heffernan, SRA and John Musnuff, MAI



Dan Webb, MAI and Bob Heuner, MAI, AI-GRS



Daria D'Agostino, MAI, Susan Landau, and Carol Angle, SRA



Katherine Tantin, Cathe Poulson, Chris Olmstead, MAI, and Joe Wisniewski, MAI



John Wilson, MAI, AI-GRS and Dan Mistichelli, MAI, SRA, AI-GRS



Joe Murray, Jr., MAI, SRA and Jen Barany, MAI, SRA



Logan Whitaker, Paul Lee, and George Sopko, MAI

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2018 Holiday Dinner and Installation of 2019 BOD



Mark Sussman, MAI, Gregg Manzione, MAI and Paul Lee



Peter Matone, Jr., MAI and Dan Mistichelli, MAI, SRA, AI-GRS



Mark Sussman, MAI, and Paul Korch, MAI



Debra Miller and Mark Sussman, MAI



Mark Sussman, MAI, Heidi Sussman and Jon Brody, MAI, SRA



Tom Olson, Esq., Stephanie and Heidi Sussman



Victor DiSanto MAI and Cynthia, Xu, MAI



Walter Iannacome and Joe Palumbo, SRA.



Jon Brody, MAI, SRA and Joe Baldoni, Sr., MAI

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Course Schedule [Register Here](#)

COURSE	DATE	LOCATION	COST	INSTRUCTORS
Basic Appraisal Principles	Feb—March: Fridays and Saturdays (Dates TBD)	Raritan Valley Community College Branchburg, NJ	\$475/AI \$495/ non AI	TBD
Basic Appraisal Procedures	March: Fridays and Saturdays (Dates TBD)	Raritan Valley Community College Branchburg, NJ	\$475/AI \$495/ non AI	TBD
NJ 2-Hour Law (required every 2 years)	March 14	Holiday Inn Clark Clark, NJ	\$60/AI \$75/ non AI	Joseph Palumbo, SRA
15 Hour USPAP	March 22 & 23	Raritan Valley Community College Branchburg, NJ	\$275/ AI \$300/ non AI	Joseph Palumbo, SRA
Quantitative Analysis	March 18—22	Raritan Valley Community College Branchburg, NJ	\$800/candidates \$1100/ full price	Larry Wright, MAI, SRA, AI-GRS
7-HOUR USPAP UP-DATE—includes 2018-2019 USPAP book	April 25	Holiday Inn Clark Clark, NJ	\$270/ AI \$300/ non AI	Joseph Palumbo, SRA
NJ 2-Hour Law (required every 2 years)	November 14	Holiday Inn Clark Clark, NJ	\$60/AI \$75/ non AI	Joseph Palumbo, SRA
Case Studies in Partial Interests Seminar (NJ—NY—PA 7 CE hours)	November 20	Holiday Inn Clark Clark, NJ	\$170/candidates \$200/ non AI	Susanne Curran, MAI, AI-GRS
7-HOUR USPAP UP-DATE—includes 2020-2021 USPAP book	December 5	Holiday Inn Clark Clark, NJ	\$270/ AI \$300/ non AI	Joseph Palumbo, SRA

The chapter is offering courses by request. If you or someone you work with need a specific course or would like the chapter to offer a seminar or hot topic, please email Debra at metronj@ai-newjersey.org.

Online Education

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Chapter—Region—National Scholarships

METRO NEW JERSEY CHAPTER

MAX NEUBERGER MEMORIAL EDUCATIONAL FUND

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 fund is supervised by the Metro New Jersey Chapter's scholarship committee. This year the Scholarships will be offered for Qualifying or Advanced Education Courses in the amount of the registration fee not to exceed \$1,000. **The deadline to submit an application is February 15th and July 1st.**

You must be a chapter member to be eligible. If you are interested in future scholarships, please contact the chapter at metronj@ai-newjersey.org. [Download Scholarship Here](#)

Noeline Fuller Region VI Scholarship:

Noeline M. Fuller, MAI, SRA, was a member of the Metro New Jersey chapter of the Appraisal Institute. She displayed an unyielding commitment to service both at the Chapter and Regional level. Her involvements and affiliations include:

- 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
- Education Liaison for Region VI of the Appraisal Institute
- Leadership Development and Nominating Committee for Region VI
- Recipient - Metro NJ Chapter President's Award (2006)
- Recipient - Metro NJ Chapter Lifetime Achievement Award (2007)



Noeline M. Fuller passed away in the summer of 2008. In her memory, region VI created a scholarship to encourage more women and minority appraisers to actively pursue the Appraisal Institute designations.

Deadline to submit application for scholarship is February 15th.

For more information email metronj@ai-newjersey.org.

[Download Scholarship Here](#)



The AI Education and Relief Foundation
is proud to provide scholarships and
emergency assistance.

Please help this
worthy cause.

[Donate Today](#)

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Congratulations to our new Designees!

New MAI:

Anthony DeMauro, MAI
Christopher G. Olmstead, MAI
Anthony Opalka, MAI
Raja P. Waran, MAI



New AI-GRS and AI-RRS:

Brian A. Chester, MAI, AI-GRS



Metro New Jersey Women's Council

The Metro New Jersey Chapter started a Women's Council to foster camaraderie and communication with the women in the chapter, and with the intention of including all chapter members, candidates and affiliates to discuss issues and challenges that will improve diversity in our chapter and industry. The first meeting was held on July 25th to set the groundwork for future meetings and events. We had our 2nd Chapter Women's Council event, a dinner meeting, November 27th in Woodbridge with keynote speaker, Mayor of Perth Amboy, Wilda Diaz. The dinner meeting was extremely successful; 20 women and 4 men. The Women's Council has become a welcome addition to the chapter's yearly events due to the efforts of Jennifer Barany, MAI, SRA and Lisa Heeney, MAI, AI-GRS who have communicated with several women in the chapter to keep the synergy going and reaching membership that doesn't usually come to chapter events. In addition, Jen Barany has contacted women in different male dominated professions to speak at these events. The next dinner meeting is in the works for the spring of 2019.

Response to the Women's Council Meeting: "Thank you very much for helping organize the Women's Council Meeting last night! It was a great opportunity for women to network and talk about similar issues."

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The Chapter Gives Back and Closing Remarks from 2018 Chapter President

The Metro New Jersey Chapter has made donations to the Somerset County Food bank collecting 38 bags of food at the Princeton and Fall conferences.

This year's fundraiser at Top Golf raised \$2,858 to benefit Eleventh Hour Rescue.



In the blink of an eye, 2018 has come and gone. It feels like yesterday that I was writing my Installation Dinner speech. The year had our usual events; the Spanish Tavern meeting and Princeton and Fall Conferences, as well as the Top Golf fundraiser whose recipient was 11th Hour Rescue. Special thanks to Christopher Otteau, MAI, AI-GRS and Jennifer Barany, MAI, SRA for chairing the Princeton Conference and George Sopko, MAI and Dan Webb, MAI for chairing the Fall Conference. All four did an outstanding job.

One of the highlights of the year for me was the creation of the Women's Council which was created to give women within our chapter a place for ideas and more of a voice in a traditionally male dominated industry. Based on the first few chapter-sponsored events, attendance has been strong.

The chapter was represented at two regional meetings this past year, one in Lancaster, PA in the spring and the other in Nashville, TN over the summer. In addition, Gary Wade, MAI & Christopher Otteau, MAI, AI-GRS represented the chapter in Washington, DC at the annual LDAC (Leadership Development and Advisory Council) conference. I encourage anyone and everyone to attend LDAC at some point, it is a rewarding experience.

I'd like to thank everyone who volunteered with the chapter in some way or another this year. Our chapter is one of the stronger chapters across the country and that's due to the volunteerism by our members, and of course our Executive Director, Debra Miller. If you want to get involved, reach out to Dan Mistichelli, MAI, SRA, AI-GRS as there's always a need for additional volunteers.

Finally, I'd like to wish next year's officers, Dan Mistichelli, MAI, SRA, AI-GRS, President; Gary Wade, MAI, Vice President; Christopher Otteau, MAI, AI-GRS, Treasury; and John Musnuff, MAI, Secretary along with the Board of Directors, the Committee Chairs and Debra Miller all the best in 2019.

Thank You

James L. Meehan, MAI, AI-GRS
2018 Chapter President



Metro New Jersey Chapter Newsletter



Chapter Office

Metro NJ Chapter
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Bridgewater NJ 08807
Phone: 732-560-0072

[Email](#)

[Website](#)

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2019 Board of Directors

President:: Daniel Mistichelli, MAI, SRA, AI-GRS

Vice President: Gary M. Wade, MAI

Treasurer: Christopher J. Otteau, MAI, AI-GRS

Secretary: John J. Musnuff,, MAI

Jennifer Chanese-Barany, MAI, SRA

Daria D'Agostino, MAI

Mark Dunec, MAI

David Glaser, MAI

Matthew Ross

Daniel C. Webb, MAI

John P. Wilson, MAI, AI-GRS

Joseph Wisniewski, MAI

Past President: James L. Meehan, MAI, AI-GRS

Committee Chairs:

Candidate Guidance: Carol E. Angle, SRA and Jennifer Barany, MAI, SRA

Education: John P. Wilson, MAI, AI-GRS

Fall Conference: Daria D'Agostino, MAI and Joseph Wisniewski, MAI

Princeton Conference: Jennifer Chanese-Barany, MAI, SRA & Susan Landau

Program: Joseph Palumbo, SRA

Social Media: Jennifer Chanese-Barany, MAI, SRA and Cynthia Xu, MAI

Government Relations: Mark Dunec, MAI

Get Involved and join the Board of Directors and Committee Chairs to plan the events and programs for 2019.

NEW REGISTRATION AND DATA BASE COMING SOON

The Appraisal Institute will be implementing a new registration system in the FALL of 2019 for all education and events which includes chapter specific events such as meetings and conferences. No one can be registered without having first created an AI username and password. If your office registers staff that are not AI members have the person who is going to the event create a user name and password: Go to the AI website, www.appraisalinstitute.org click Log In and follow directions to set up; Students, AI or non AI, must have completed this task to have access to various items on the website and the Knowledge Center. If someone cannot remember their password when registering, they can retrieve through the national website Log In.

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WHAT IS THE PURPOSE OF REGIONS

The purpose of regions is mainly to serve as an information and networking conduit between the other two levels of AI's structure: National and Chapters. It also enables members to develop leadership skills and exposure to those at the National level. To quote the AI bylaws: "The purpose of the regional structure shall be to facilitate the flow of information between the Board of Directors and the Chapters and among the Chapters within each Region and to provide opportunities for service to the Appraisal Institute."

With 79 chapters and 10 regions, the average number of chapters per region is nearly eight. Region VI includes 10 chapters: three in New Jersey, four in Pennsylvania, plus the Delaware, Maryland and D.C. chapters. Only one other Region has 10 chapters.

Each Region has a Chair and a Vice Chair, both of whom serve on the National Board of Directors by virtue of their election to these Region positions. Each position has a two-year term, with the Vice Chair assuming the Chair position at the end of the Chair's two-year term. In even-numbered years, each Region also has a Third Director, essentially a Vice Chair "in waiting." Although they attend National Board of Director meetings, Third Directors do not have voting privileges at Board meetings. In odd-numbered years, a Region's third Director becomes the Vice Chair, the Vice Chair becomes the Chair, and the Chair begins a two-year term as Immediate Past Chair.

In addition to these three officers (or four, depending on the year), the Region Committee consists of a Region Finance Officer (if it's not one of the three officers), the 10 Chapter presidents, additional representatives from the chapters, and the member of the Region appointed by the national President to serve on the national Government Relations Committee. Region VI traditionally appoints the Third Director to the position of Region Finance Officer, which becomes the job of the Vice Chair in odd-numbered years. If a Region has a committee of Chapter Education Chairs (Region VI does not), a Regional Education Liaison would also serve on the Region Committee.

The additional representatives to the Region Committee are determined by the individual Chapters, and the total number of representatives a Chapter has is determined by membership census. If a Chapter has 50 or fewer designated members, its only member of the Region Committee is its Chapter President. A Chapter with 51-100 designated members has its President and Vice President as members of the Region Committee. For every 50 additional designated members, a Chapter has one elected representative to the Region Committee in addition to its President and Vice President. Chapters are encouraged to appoint alternate regional representatives in case their primary representatives are unable to attend Region meetings.

The Regional Nominating Committee is elected by the Region Committee and consists of five to nine members who serve two-year staggered terms (Region VI has seven). The Immediate Past Region Chair serves as the non-voting chair of the committee. The Regional Nominating Committee nominates a Third Director every other year, and every year nominates a Regional representative and an alternate to the National Nominating Committee, for election by the Region Committee at large. (The National Nominating Committee in turn nominates a candidate each year for national Vice President for the national Board's consideration.)

The Region committee has four meetings every year, at least one of which is in-person. This gives the representatives a chance to discuss relevant issues with the leaders of the other Chapters, consider new ideas and solve problems, and coordinate education opportunities. One of AI's executive officers is usually at the meeting or on the conference call, giving representatives a direct voice to National. Many years there are super-regional meetings involving more than one Region, often in conjunction with the AI annual conference. This gives the members of the Region Committee even more exposure to national Board members, committee members and the AI executive officers.

Region VI Chair, Michael Mignogna, MAI, AI-GRS