

Metro New Jersey Chapter Newsletter



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Register on our website at www.ai-newjersey.org	
Upcoming Meetings & Events	
<ul style="list-style-type: none"> • Membership Meeting February 20 • Princeton Conference April 3 	

2020 President's Message

2020 Chapter President, Gary M. Wade, MAI

I would like to thank the Metro New Jersey Chapter members, candidates and affiliates for providing me the opportunity of being the 2020 Chapter President. I am honored to serve and hope to push the chapter forward with as much professionalism as those who served before me. During my past three years of service under Presidents Dan Mistichelli, James Meehan and Joseph Baldoni, Jr., I feel well prepared to take on the tasks associated with my tenure, and with the support of my officers and Board of Directors, I feel confident that we will live up to the task. I look forward to working with the 2020 officers, including Vice President – Chris Otteau, Treasurer – John Musnuff and Secretary - Jennifer Barany. These three individuals, along with the entire Board of Directors will play a crucial role in the Chapter's success during their tenure and will continue to be our leaders for our future. I encourage all members, candidates and affiliates to become more involved with our organization. My goals for this year include attracting new members and focusing our educational offerings to cater to our membership.

This year, the Chapter will once again host several events which I

am hopeful will be well attended. First will be our mem-



bership meeting, February 20th, location to be determined, followed by the Princeton Conference, at the Princeton Marriott on April 3rd – our biggest and most prestigious event. For 2020, we have selected METAvivor to be the recipient of funds raised during our annual fundraiser which will be at Top Golf in 2020 (date to be determined). METAvivor is dedicated specifically to fight women and men living with stage 4 metastatic breast cancer, which has directly affected my family over the past two years. We are planning a fall dinner meeting in September and the 18th annual Fall Conference is expected to be the third Friday in October. 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.

Gary M. Wade, MAI

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Thank you to our 2019 Conference Sponsors!

Gold Sponsors



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Silver Sponsors



Bronze Sponsors



Upcoming Events:

- Membership Meeting ~ February 20—2 CE hours
- 84th Annual Princeton Conference—April 3—7 CE hours

Get Involved and join the Board of Directors and Committee Chairs to plan the events and programs for 2020. 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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2019 Fall Conference Speakers and new Designee



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



Ryan Severino, Chief Economist, JLL



David Sulock, Current Environmental and Daria D'Agostino, MAI



Joe Wisniewski, MAI and Vito Candinale, Cardinale Enterprises



Will Rogers, III, Esq. Hoagland Longo and Jeffrey Gradone, Esq., Archer Attorneys at Law



Will Janesch, CEO, TruSet, Cathe Poulson and Kara Miley, ConsenSys



Jeff Gradone, Katherine Tantanian and Will Rogers, III



Dan Mistichelli, Ryan Severino and Katherine Tantanian



Robert Schwarz, MAI, AI-GRS receives his AI-GRS

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2019 Holiday Dinner and Installation of 2020 BOD



Russ Sterling, MAI, AI-GRS, Master of Ceremonies



Dan Mistichelli, MAI, SRA, AI-GRS, 2009 Chapter President



Gary Wade, MAI, 2020 chapter president takes over for Dan Mistichelli, MAI, SRA, AI-GRS, 2019 chapter president



Gary Wade, MAI receives the president's gavel from Russ Sterling, MAI, AI-GRS



Gary Wade, MAI, 2020 Metro NJ Chapter President



Mike Damato presents the Mike Damato award to Joe Murray, Jr., MAI, SRA



Russ Sterling, MAI, AI-GRS with Bob DiFalco, MAI, Metro NJ Chapter 2020 Lifetime Achievement recipient



Mike Damato and Joe Murray, Jr., MAI, SRA with the Mike Damato Award for chapter service



Jennifer Barany, MAI, SRA presents Susan Landau, SRA with her designation certificate

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2019 Holiday Dinner and Installation of 2020 BOD



2020 BOD swearing in; Joe Wisniewski, MAI, Robert Heuner, MAI, AI-GRS, Susan Landau, SRA, and Katherine Tantinan

2020 Officers, swearing in; President, Gary Wade, MAI, Treasurer, John Musnuff, MAI, and Secretary, Jennifer Barany, MAI, SRA

2020 Officers, President, Gary Wade, MAI, Treasurer, John Musnuff, MAI, and Secretary, Jennifer Barany, MAI, SRA



Al Chanese, MAI, Joe Murray, Jr., MAI, SRA and Jennifer Barany, MAI, SRA



Dan Mistichelli, MAI, SRA, AI-GRS and Walter Iannacome



Don Helmstetter, MAI and Kristen Helmstetter, SRA



Joe Palumbo, SRA and Joe Murray, Jr., MAI, SRA



John DeFoe, MAI and Laura Whitaker, SRA



John Musnuff, MAI and Joe Wisniewski, MAI

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2019 Holiday Dinner and Installation of 2020 BOD



John Wilson, MAI, AI-GRS, Mike Mignogna, MAI, AI-GRS and Richard Wolf, MAI, SRA, AI-GRS



Michael Nwosu, SRA and Joe Murray, Jr., MAI, SRA



Mike Mignogna, MAI, AI-GRS and Gregg Manzione, MAI



Above: Holiday Dinner Guests
Lifetime Achievement Recipient, Bob DiFalco, MAI honored by friends and family.



Metro New Jersey Chapter Newsletter



2020 Course Schedule

[Register for all courses on our website, www.ai-newjersey.org](http://www.ai-newjersey.org)

COURSE	DATE	LOCATION	COST	INSTRUCTORS
Advanced Income Capitalization	March 16—20	Raritan Valley Community College Branchburg, NJ	\$900/AI \$1200/ non AI	Larry Wright, MAI, SRA
7-HOUR USPAP UP-DATE—Does not include 2020-2021 USPAP book	March 27	Raritan Valley Community College Branchburg, NJ	\$180/AI \$210/ non AI	Joseph Palumbo, SRA
Business Practices & Ethics	June 4	Raritan Valley Community College Branchburg, NJ	\$170/AI \$200/ non AI	Joseph Palumbo, SRA
Advanced Course TBD		Raritan Valley Community College Branchburg, NJ		
7-HOUR USPAP UP-DATE—does not include 2020-2021 USPAP book	December 3	Location TBD	\$180/ AI \$210/ non AI	Joseph Palumbo, SRA

What you need to know about the new Association Management System, NETFORUM:

All students whether affiliated or not with the Appraisal Institute must have an Appraisal Institute account to register. You can set up your account with your email address and create a password. Or you can reset your password by logging in to the AI website with your email address and then choose forgot password to receive a link to reset. The chapter can no longer register students and please be aware of the chapter cancellation policy which does not allow cancellation up to 1 week before the course date.

When you register, you must choose if you want to receive a hard copy of the materials, otherwise you will only have access to the download. Your registration fee does not include materials or shipping, but the fees have been set at a cost savings for download, so you choose the additional cost of materials and shipping if you do not want to bring your electronic device to class or print on your own.

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.



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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 for 2020 is February 17th 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.

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 a 2020 application for scholarship is February 17th.
For more information email metronj@ai-newjersey.org.

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Congratulations to our new Designees!

New MAI & SRA designees:

Anthony Opalka, MAI
Eric Pantelic, MAI
Louis Whitaker, SRA
Susan Landau, SRA



Dan Mistichelli, MAI, SRA, AI-GRS presents Robert Schwarz, MAI, AI-GRS with his AI-GRS certificate

New AI-GRS designees:

Jan L. Decker, MAI, SRA, AI-GRS
Bettina D. Sholk, MAI, AI-GRS
Robert Schwarz, MAI, AI-GRS



Susan Landau, SRA receives her designation certificate from Jennifer Barany, MAI, SRA



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. In 2019, Jennifer Barany, MAI, SRA arranged for two dinners in May and November with speakers representing diversity in the Public Works and Banking Industries. Both events held at the Stage House Tavern in Scotch Plains were well attended with lively discussion in a social setting. The chapter continues to reach out to women and minorities to attend these functions where there is an opportunity to discuss issues in the workforce and challenges of working in a male dominated field. Jennifer Barany will be reaching out to Women Leaders for the 2020 Women’s Council Events. We would love to get your input and suggestions for speakers and venues, Please contact the chapter office at metronj@ai-newjersey.org.

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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Closing Remarks from 2019 Chapter President, Dan Mistichelli, MAI, SRA, AI-GRS



As we approach the end of 2019, I want to provide a recap of the year during my tenure as Chapter President. In January, the Board had our annual Chapter Leadership Strategic Planning Meeting to outline the chapter's missions and goals for the upcoming year. During this meeting, Board and Committee Members planned the events the chapter would host in 2019.

We started the year with our traditional February meeting and selected the Armory in Perth Amboy as a new location. The event was well attended with guests hearing two speakers, including the Mayor of Perth Amboy discuss past and future redevelopment trends occurring in the city.

In May, I had the pleasure of attending LDAC (Leadership Development and Advisory Council) held in Washington, DC, with chapter secretary, John Musnuff, MAI, This is an eye-opening event covering a variety of topics impacting our industry and the Appraisal Institute and I encourage future leaders of our chapter to participate.

On April 5th, the Chapter hosted the 83rd Princeton Conference at the Princeton Marriott. Consistent with past conferences, the event was very well attended and another huge success. This event could have not succeeded without the efforts of Co-chairs Jennifer Barany, MAI, SRA Susan Landau, SRA, along with the committee members. The event was attended by Stephen Wagner, MAI, SRA, Appraisal Institute National President who provided a recap to the audience about changes in the appraisal industry.

In June, the Chapter held its annual Fundraiser in Green Brook at Bowlmor. This was the first time we held an event at this location, which was fun for all and well attended. I want to thank all who took the time to attend, as well as those who sponsored the event. This year's recipient was Rolling Thunder and thanks to our generous sponsors and support of our members, the Chapter raised over \$2,900.

On September 12th, the Chapter held its Member Dinner Meeting at the Clark Holiday Inn. Joseph Palumbo, SRA secured Jonathan Miller with Miller Samuel Real Estate as the speaker for the event who discussed the NY Metro multi-family market, including current market trends in a slowing economy, the effects of SALT legislation on real estate and forecasting the coming months in a market with pervasive uncertainty.

On October 25th, we held the Fall Conference at the Clark Holiday Inn. This was another hugely successful event that was well attended. Joseph Wisniewski, MAI and Daria D'Agostino, MAI co-chaired the event and was assisted by Katherine Tantinan and Cathe Poulson who put together an excellent panel of speakers.

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Closing Remarks from 2019 Chapter President, Dan Mistichelli

We closed out the year with our Holiday Dinner and the installation of Gary Wade, MAI as the 2020 Chapter President. Gary will be assisted by Vice President, Christopher Oteau, MAI, AI-GRS, Treasurer, John Musnuff, MAI and, Secretary, Jennifer Barany, MAI, SRA, along the 2020 Board of Directors.

I would like to thank all who took the time to volunteer this past year and make the role of Chapter President a rewarding experience. A chapter's success is only as good as those willing to commit their time and effort to ensure it will remain so for future leaders. I am confident that 2020 Chapter President Wade along with the rest of the Officers and Board Members will continue in their commitment to our chapter and carry on the proud history of our chapter.

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

The Chapter Gives Back

The Metro New Jersey Chapter made donations to the Somerset County Food bank collecting 18 bags of food at the Princeton and Fall conferences.

This year's fundraiser at Bowlmor in Green Brook raised \$2,955 to benefit Rolling Thunder, an organization that helps Veterans & their Families...

Thank you to this year's fundraiser sponsors:

Bridgewater Nissan
Bridgewater Sports Arena
Connie's Music Center
J G Petrucci Development
McKirdy Riskin Olson Della Pelle
Nationwide Consulting Company
Professional Appraisal Associates
Pyramid Associates
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Tony Kamand Realty, LLC
Valbridge Property Advisors
Wade Appraisal
Williams Harley Davidson



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National Office

Appraisal Institute
Phone: 800-756-4624
Email: aiser-vice@appraisalinstitute.org
Website: www.appraisalinstitute.org

Other Helpful Email Addresses:

Appraisal Foundation:

Website: www.appraisalfoundation.org
New Jersey Real Estate Appraisal State Board:
Website: www.niconsumeraffairs.gov/rea

2020 Board of Directors

President: Gary M. Wade, MAI
Vice President: Christopher J. Otteau, MAI, AI-GRS
Treasurer: John J. Musnuff, MAI
Secretary: Jennifer Chanese-Barany, MAI, SRA

Carol E. Angle, SRA
Daria D'Agostino, MAI
Mark Dunec, MAI
Robert C. Heuner, MAI, AI-GRS
Susan Landau, SRA
Katherine Tantinan
Daniel C. Webb, MAI
Joseph Wisniewski, MAI

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

Committee Chairs:

Candidate Guidance: Carol E. Angle, SRA and Susan Landau, SRA
Education: Jennifer Barany, MAI, SRA
Princeton Conference: Katherine Tantinan and Cathe Poulson
Program: Joseph Palumbo, SRA
Social Media: Katherine Tantinan and Cynthia Xu, MAI

Get Involved and join the Board of Directors and Committee Chairs to plan the events and programs for 2020.

NETFORUM

The Appraisal Institute launched a new Association Management System on October 1st. The new system allows members and non-members to register for all education and events, check transcripts for CE and retrieve certificates of completion. The best way to find the Metro NJ Chapter Education and Events is on our website, www.ai-newjersey.org and click tickets to register. No one can be registered without having first created an AI username and password. If you cannot remember your password when registering or have not reset your password since October 1st, you will log in to the Appraisal Institute with your user name which is your email address and then choose forgot password to receive a link to reset your password.