

# Metro New Jersey Chapter Newsletter



## 2019 President's Letter

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### Upcoming Meetings & Events

- Members, Candidates, Women's Council Social—August 7th—Stage House, Scotch Plains
- Meet and Greet with State Legislators and Fall Dinner Meeting September 12, Holiday Inn Clark
- Fall Conference—October 25, Holiday Inn Clark
- Holiday Dinner and 2020 Installation—December 12, The Armory Perth Amboy

[Visit our website for details](#)

As we approach the second half of the year, I want to provide a recap of the past six months during my tenure as your Chapter President, as well as discuss upcoming events hosted by the Chapter.

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 receiving two hours of continuing education credits and having the opportunity of hearing two speakers, including the Mayor of Perth Amboy discuss past and future redevelopment trends occurring in the city. We expect to be doing further events at this location in the future.

On April 5<sup>th</sup>, the Chapter hosted the 83<sup>rd</sup> Princeton Conference at the Princeton Marriott. Consistent with past conferences, the event was very well attended and another

huge success. This event could not have been successful without the efforts of Co-chairs Jennifer Barany, MAI, SRA and



Susan Landau, along with the committee members, including Daria D'Agostino, MAI, Mark Dunec, MAI, James Hollasch, SRA, and Joseph Murray Jr., MAI, SRA. I would like to personally thank everyone for their dedication and commitment. I would also like to thank Stephen Wagner, MAI, SRA, AI-GRS, Appraisal Institute National President for taking the time to attend the Conference and provide a recap to the audience about changes in the appraisal industry and the Institute.

Our next event was the annual fundraiser that occurred in June at Bowlmor in Green Brook. We had a fun night of bowling and great food. This year we selected Rolling Thunder Charities as the recipient and thanks to our generous sponsors and support of our members, the Chapter raised \$2,955.

Upcoming events include the

**Continued on page 12**

# Metro New Jersey Chapter Newsletter



## 83rd Annual Princeton Conference

Thank you to our Sponsors!

### Gold Sponsors



McKIRDY  
RISKIN  
OLSON  
DELLAPELLE  
ATTORNEYS AT LAW



### SILVER SPONSORS



### BRONZE SPONSOR



### Upcoming Events:

- **Chapter Members, Candidates and Women’s Council Social**—August 7—Stage House, Scotch Plains, 5—8 pm
- **Meet & Greet with State Legislators and Dinner Meeting-NJ & NY Metro Multi Family Market** ~ **September 12**—2 CE hours—Holiday Inn Clark
- **Fall Conference** ~ **October 25**—Holiday Inn, Clark, NJ—7 CE hours

# Metro New Jersey Chapter Newsletter



## Sponsorship Program—Get Your Company Promoted

### **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](http://www.ai-newjersey.org)

**Sponsorships are available all year, contact the chapter office for more information.**

# Metro New Jersey Chapter Newsletter



## 2019 Princeton Conference Speakers



Stephen Wagner, MAI, SRA, AI-GRS, AI National President and Jennifer Barany, MAI, SRA, conference co-chair & Dan Mistichelli, MAI, SRA, AI-GRS, 2019 chapter president

Kevin Rittenberry, Esq. NJ Transit, and Joe Murray, Jr., MAI, SRA



Jim Hollasch, SRA & Brian Hicks, SRA, AI-RRS, Columbia Bank

Anthony Della Pelle, Esq., McKirdy Riskin Olson Della Pelle

Victor DiSanto, MAI and Dimitri Lalagos, Triple Five



Susan Landau, Conference Co-Chair

John Curly, Esq., John Curly, LLC and AI Chanese, MAI

# Metro New Jersey Chapter Newsletter



**Appraisal Institute®**  
*Professionals Providing Real Estate Solutions*

## 2019 Princeton Conference



Doug Thompson, NJ Realtors, Dr. James Hughes, PhD, Michael McGuinness, NAIOP, Kevin Cummings, Investors Bank, and Jon Brody, MAI, SRA



Jim Hollasch, SRA, Joe Murray, Jr., MAI, SRA, Jennifer Barany, MAI, SRA, and Dan Mistichelli, MAI, SRA, AI-GRS



Candidates and Advisors network after the Princeton Conference

# Metro New Jersey Chapter Newsletter



**Course Schedule** [Register Here](#)

COURSE	DATE	LOCATION	COST	INSTRUCTORS
General Appraiser Sales Comparison Approach	July 26, 27, August 2 & 3 Fridays & Saturdays	Raritan Valley Community College Branchburg, NJ	\$515/AI \$545/non AI	Victor DiSanto, MAI Patrick Josephs, MAI, AI-GRS
Advanced Concepts & Case Studies	August 5—10	Raritan Valley Community College Branchburg, NJ	\$850/ AI \$1200/ Non-AI	John Urubek, MAI
New Jersey 2-Hour Law Course	November 14	Raritan Valley Community College Branchburg, NJ	\$60/ AI \$75/ non AI	Joseph Palumbo, SRA
Case Studies in Partial Interests	November 20	Raritan Valley Community College Branchburg, NJ	\$170/AI \$200/ non AI	Susanne Curran, MAI, AI-GRS
2020-2021 7-HOUR USPAP UPDATE	December 5	Holiday Inn Clark Clark, NJ	\$275/ AI \$310/ non AI Includes 2020-2021 USPAP book	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](mailto:metronj@ai-newjersey.org).



# Metro New Jersey Chapter Newsletter



## Metro NJ Chapter Benefits

### **Max Neuberger Memorial Scholarship Fund—Deadline July 1st at 5:00 pm**

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 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](mailto: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 application for scholarship is the first quarter of the year.**

**For more information email [metronj@ai-newjersey.org](mailto:metronj@ai-newjersey.org).**

### **Legal Pages:**

Dear Chapter Member:

For several years, our chapter has placed a two-page advertisement in the New Jersey Legal Pages. Metro NJ Chapter members can take advantage of this advertising at cost. The 2020 Edition of the Legal Pages is now accepting copy for their next book, which will be published in September, and our chapter is going to place an ad once again.

In order to be included in the Metro New Jersey Chapter's listing in the Legal Pages, please contact Debra at the chapter office for the form and payment information **by August 15<sup>th</sup>**.

# Metro New Jersey Chapter Newsletter



## Chapter Social Event

**Members, Candidates, Affiliates, Women’s Council Social:**  
**Wednesday, August 7th, 5 –8 pm, Stage House,** Scotch Plains, NJ. Contact the chapter office for more information, [metronj@ai-newjersey.org](mailto:metronj@ai-newjersey.org).

## Congratulations to our new AI-GRS Designees!

Jan Decker, MAI, SRA, AI-GRS

Bettina D. Sholk, MAI, AI-GRS





# Metro New Jersey Chapter Newsletter

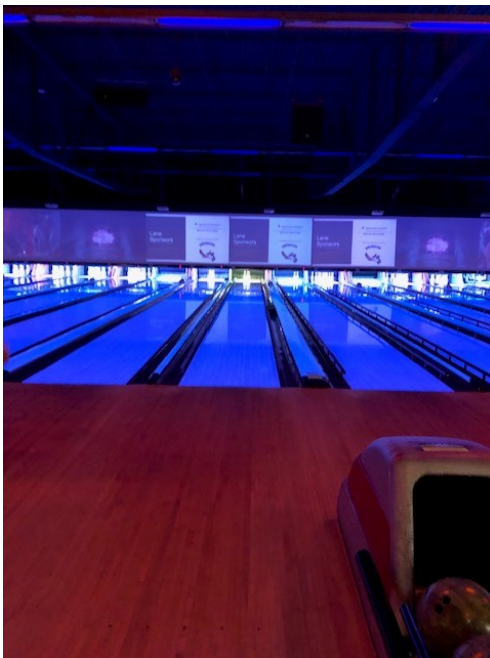


## Bowling Fundraiser - Raised \$2,955 to benefit Rolling Thunder Charities helping veterans and their families

### Thank you to our Sponsors

#### Lane Sponsors:

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



**The chapter has raised over \$50,000 since the first fundraiser in 2005 to support the following organizations:**

- JDRF** (Juvenile Diabetes Research)
- CCF** (Children's Cardiomyopathy Foundation)
- PANCAN** (Pancreatic Cancer Research)
- FC** (Family Connections)
- Children's Specialized Hospital**
- Boy Scouts** "Send a Scout to Camp" program for 3 NJ troops
- Team Liberty/NJ Sharing Network
- Camp Quality of NJ
- Family Promise of Passaic County
- Avon 39, the Walk to End Breast Cancer & Team Whitaker
- Eleventh Hour Rescue
- Rolling Thunder Charities

# Metro New Jersey Chapter Newsletter



## Bowling Fundraiser - Raised \$2,955 to benefit Rolling Thunder Charities helping veterans and their families

**Thank you to those who came out to support the event and made donations!**

**Donators:**

- Carol Angle
- Joe Cimiluca
- Bob DiFalco
- Mark Dunec
- Debra Miller



**Chapter Bowlers:**

- Jennifer Barany
- Al Chanese
- John DeFoe
- Tom Lenahan
- James Meehan
- Dan Mistichelli
- Joe Palumbo
- George Sopko
- Joe Traks
- Gary Wade
- Laura and Logan Whitaker
- Joe Wisniewski



# Metro New Jersey Chapter Newsletter



## Chapter Office

Metro NJ Chapter  
P.O. Box 6045  
Bridgewater NJ 08807  
Phone: 732-560-0072

[Email](#)

[Website](#)

### 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](#)

[Website](#)

## Other Helpful Email Addresses:

[Designated Members](#)

[Candidates](#)

[Prospective Members](#)

## Appraisal Foundation:

[Website](#)

## 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

Carol E. Angle, SRA  
Jennifer Chanese Barany, MAI, SRA  
Daria R. D’Agostino, MAI  
Mark Dunec, MAI  
David Glaser, MAI  
John P. Wilson, MAI, AI-GRS  
Daniel C. Webb, MAI  
Joseph Wisniewski, MAI

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

### Committee Chairs:

*Candidate Guidance: Carol E. Angle, SRA & Jennifer Barany, MAI, SRA*  
*Education: John P. Wilson, MAI, AI-GRS*  
*Fall Conference: Joseph Wisniewski, MAI and Daria R. D’Agostino, MAI*  
*Princeton Conference: Jennifer Barany, MAI, SRA & Susan Landau*  
*Program Committee: Joseph Palumbo, SRA*  
*Social Media: Jennifer 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. Contact the chapter office at [metronj@ai-newjersey.org](mailto:metronj@ai-newjersey.org) for more information.**

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

presents a Chapter Recognition Award to Mark Sussman, MAI for his many years as chapter photographer.



Jennifer Barany, MAI, SRA receives the Mike Damato Award for Chapter Service from James Meehan, MAI, AI-GRS



## Metro New Jersey Chapter Newsletter

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Chapter Dinner Meeting at the Holiday Inn Clark on September 12<sup>th</sup>. Joseph Palumbo, SRA, has secured Jonathan Miller as this year's speaker. Mr. Miller will discuss the NJ & 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. Participants will receive two hours of continuing education with the Appraisal Institute, and the program has been submitted to the New Jersey State board and New York State board for two hours of CE. In addition, Mark Dunec, MAI, Government Relations Chair is arranging a "Meet and Greet" with local legislators before the Dinner Meeting. The chapter will provide Hors d'oeuvres and there will be a cash bar. This is a great opportunity for appraisers to interact with policy makers who have a say in the laws and regulations that govern our profession. Registration for both events will be open in July.

The 17th Annual Fall Conference will be held October 25<sup>th</sup> at the Clark Holiday Inn. This is another long-standing event our chapter hosts and I look forward to seeing our members and guests at the event. A great program is planned and the chapter is submitting for 7 hours of CE to the New Jersey and New York State Appraisal Boards, the New Jersey Department of Insurance and Banking for Real Estate elective CE, and the New Jersey Tax Assessors Board.

We will close out the year with our Holiday Installation Dinner and the installation of Gary Wade, MAI as the 2020 Chapter President at the Armory in Perth Amboy on December 12<sup>th</sup>.

I hope that everyone can attend the event and support Gary along with board members that will be sworn in at the event. This is a wonderful time to converse with our colleagues and friends and a great way to close out the year.

Thank You for supporting chapter events,

Dan Mistichelli, MAI, SRA, AI-GRS

2019 Metro New Jersey Chapter President