2nd Quarter President’s Message

Greetings from the Hoosier State Chapter of the Appraisal Institute. The chapter is off to a busy start for the year of 2017. In January, the Government Relations Committee went to work on Senate Bill 482 that dealt with the number of appraisers on the Appraisal Licensing Board. The bill proposed to reduce three licensed appraisers on the board with a home builder, a real estate broker and an individual from an appraisal management company. I am proud to report that the committee boldly represented the members of the HSC and helped stop this bill. The chapter leadership has also participated in two Region V conference calls and we attended a Region V Meeting in Richmond, Virginia on April 29th.

In December 2016, National AI rolled out the “Chapter Financial Management and Administration Policy”. While the HSC Board voted to support learning more about the policy and to volunteer as a beta chapter, the policy had intense opposition from across the country. The policy intended to lighten the financial bookkeeping and reporting requirements of the individual chapters as well as pool resources at the national level.

After much debate around the country, the policy was suspended. The HSC will continue to review future policies and bring them to the board as information is received.

On March 16th the first quarter board and general membership meeting was held at the Columbia Club and we had approximately 50 people attend. Following lunch the chapter held a 2 hour continuing education class that featured commercial appraisers and brokers. Thank you to our own Charlie McCarty for participating. Upcoming events include the 2nd Quarter Board Meeting/Day at the Track on May 22nd at the Indianapolis Motor Speedway, 3rd Quarter Board Meeting/Golf Outing at Hillcrest Country Club on Sept 18th, and the 4th Quarter/Installation Banquet at the Columbia Club on December 14th.

The External Relations Committee is also currently working on the 2017 Networking Event and information will be sent out at a later date. Keep an eye on your email for additional information about all of these events as well as subchapter events throughout the year.

My primary goal for 2017 is to serve you. I am eager to hear your comments, thoughts, etc. via email at KFleetwood@b-i-n.com or via phone at 317-341-0755
Hoosier State Chapter 2017 Officers
President: Ken Fleetwood, SRA
Vice President: Frank Robinson, SRA, AI-RRS
Secretary/Treasurer: Ashley Johnson-Wilcoxon, MAI
Past President: Jim Hawkins, MAI, SRA, AI-GRS, AI-RRS

Directors at Large
Scott Larsen, MAI
Tim Perry, MAI, SRA, AI-RRS, AI-GRS
Hans Schmitter, MAI
David Lawrence, MAI
Joanilla Barker
John Petkovsek

Region V Representatives
Ken Fleetwood, SRA
Frank Robinson, SRA, AI-RRS
Randy Scheidt, MAI, SRA
Eric Landeen, MAI

Regional Representative Alternates
1st Alternate: Jason Tillema, SRA, AI-RRS
2nd Alternate: Charles McCarty, MAI
3rd Alternate: Jodi Williams
## 2017 EDUCATION CALENDAR

<table>
<thead>
<tr>
<th>Date</th>
<th>Day of Week</th>
<th>2017 Proposed HSC Courses</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>June 12-13, 2017</td>
<td>Monday &amp; Tuesday</td>
<td>Uniform Appraisal Standards for Federal Land Acquisitions...</td>
<td>Indianapolis</td>
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<tr>
<td>June 22-23, 2017</td>
<td>Thursday &amp; Friday</td>
<td>Review Case Studies - Residential</td>
<td>Indianapolis</td>
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<tr>
<td>September 7, 2017</td>
<td>Thursday</td>
<td>Business Practices &amp; Ethics</td>
<td>Indianapolis</td>
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<tr>
<td>September 11 - 14, 2017</td>
<td>Monday &amp; Thursday</td>
<td>General Appraiser Sales Comparison Approach</td>
<td>Indianapolis</td>
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<tr>
<td>September 19 - 22, 2017</td>
<td>Monday - Thursday</td>
<td>General Appraiser Site Valuation &amp; Cost Approach</td>
<td>Indianapolis</td>
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<tr>
<td>September 25 - 28, 2017</td>
<td>Monday - Thursday</td>
<td>General Appraiser Income Approach/ Part I</td>
<td>Indianapolis</td>
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<tr>
<td>October 2 - 5, 2017</td>
<td>Monday - Thursday</td>
<td>General Appraiser Income Approach/ Part II</td>
<td>Indianapolis</td>
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<tr>
<td>October 9 - 12, 2017</td>
<td>Monday - Thursday</td>
<td>General Appraiser Market Analysis and H &amp; B Use</td>
<td>Indianapolis</td>
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<tr>
<td>October 16 - 19, 2017</td>
<td>Monday - Thursday</td>
<td>General Appraiser Report Writing &amp; Case Studies</td>
<td>Indianapolis</td>
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<tr>
<td>October 23-26, 2017</td>
<td>Monday - Thursday</td>
<td>Basic Appraisal Principles</td>
<td>Indianapolis</td>
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<tr>
<td>November 13-16, 2017</td>
<td>Monday - Thursday</td>
<td>Basic Appraisal Procedures</td>
<td>Indianapolis</td>
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<tr>
<td>November 20, 2017</td>
<td>Monday</td>
<td>Supervisory Appraiser/Trainee Appraiser Course</td>
<td>Indianapolis</td>
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<tr>
<td>November 28 &amp; 29, 2017</td>
<td>Tuesday &amp; Wednesday</td>
<td>15-Hour USPAP Course</td>
<td>Indianapolis</td>
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<tr>
<td>November 30, 2017</td>
<td>Thursday</td>
<td>7 Hour National USPAP Update</td>
<td>Indianapolis</td>
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<tr>
<td>December 1, 2017</td>
<td>Friday</td>
<td>7 Hour National USPAP Update</td>
<td>South Bend</td>
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<tr>
<td>December 4-5, 2017</td>
<td>Monday &amp; Tuesday</td>
<td>Real Estate Finance, Statistics &amp; Valuation Modeling</td>
<td>Indianapolis</td>
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<tr>
<td>December 5, 2017</td>
<td>Monday</td>
<td>7 Hour National USPAP Update</td>
<td>Evansville</td>
</tr>
<tr>
<td>December 11, 2017</td>
<td>Friday</td>
<td>7 Hour National USPAP Update</td>
<td>Ft. Wayne</td>
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Visit [aihsc.org](http://aihsc.org) for our entire education schedule

For information regarding Licensing and Designation courses, visit [http://www.myappraisalinstitute.org/education/HoosierState/](http://www.myappraisalinstitute.org/education/HoosierState/)

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Branch Chapter Updates

Indianapolis
Chair: David Lawrence, MAI

The Indy Chapter has two events scheduled, as follows. On June 28th is the Broad Ripple Boat Company Cruise along the White River. This even will be a 3-hour cruise (…um, a 3-hour cruise, a 3-hour cruise…) on the river, with some discussion of the history of the area. Snacks and drinks will be included. Scheduled start time is 3:30 pm. meeting location details will be disseminated when they become available.

To register, the link http://www.myappraisalinstitute.org/education/HoosierState/ can be accessed from the HSC website.

3rd Quarter BOD, General Membership Dinner Meeting and Golf Outing

The second event is a golf outing on September 18th. This outing will be held at the fantastic Hillcrest Country Club! Board of Directors is meeting at 10 am and General Membership dinner meeting at 5 pm.
Evansville
Chair: Sarah Land, MAI  Vice Chair: John Petkovsek

Our first Evansville Branch meeting will be on Wednesday June 14, 2017 at 11:30 am at Zuki, located at 222 Main Street in downtown Evansville. I am working on putting together a speaker for this meeting. If you have any suggestions, or if you have an interesting topic you would like to speak about yourself, I would greatly appreciate your input.

The second Evansville Branch meeting will be held on Tuesday December 5, 2017 in conjunction with the USPAP course being offered here in Evansville. The meeting will be held over the lunch break during this course offering, and food will be ordered in. Details regarding time and location have not yet been determined. Registration is available for this course at the following link: http://www.myappraisalinstitute.org/education/add2cart.aspx?id=38854

MICHIANA
Chair: Steve Sante, MAI, SRA  Vice Chair: Jeff Vale, MAI, SRA

LET’S PLAY SOME BASEBALL

Join us for a summer evening of baseball, fireworks, and networking.

Tuesday August 1, 2017
Four Winds Field-South Bend

Home of South Bend Cubs 501 West South Street, South Bend, IN 46601

Game Time:  7:05 pm With Fireworks Immediately after

Cost is just $30 per person  (Price Includes Food & Beverage)

To register and pay for this event by July 24, 2017 please go to http://www.myappraisalinstitute.org/education/HoosierState/
then scroll down to South Bend Cubs and the August 1st Date

RSVP w/payment can also be sent by July 24, 2017 to:
Hoosier State Chapter
Appraisal Institute
9247 N. Meridian Street, Suite 325
Indianapolis, IN 46260
Attn:  Shannon O’Keefe
2017 Meeting Date

2nd Quarter BOD & General Membership Meeting

Monday May 22, 2017

Indianapolis Motor Speedway

Gasoline Alley, 2nd Level Suite #525

“Afternoon at the Track!”

We have upgraded the suite, food and extras this year! We will be an upper level Gasoline Alley Suite (#525) near the Panasonic Pagoda overlooking the pits near the start/finish line. The all-you-can eat Fiesta Buffet will start at Noon, and run for two and half hours. There will be a cash bar in our suite and indoor seating overlooking the Track.

Not only will we have shared garage passes this year, but also shared pit passes!

SOLD OUT EVENT!!
Regional Report

The Appraisal Institute Region V Meetings were held April 27-29 in Richmond, Virginia. The Hoosier State Chapter was represented by Ken Fleetwood, SRA, Frank Robinson, SRA, Al-RRS, Erick Landeen, MAI, and Jason Tillema, SRA, Al-RRS, with Steve Shockley MAI, SRA, Al-GRS, Al-RRS, Ashley Johnson-Wilcoxon, MAI, Lisa Meinczinger, SRA, Al-RRS and Shannon O'Keefe participating as guests.

Our own Appraisal Institute Vice President, Stephen Wagner, MAI, SRA, Al-GRS presented the State of the Appraisal Institute. In summary, AI has become more healthy from a financial perspective and continues to develop new educational offerings (such as the new "Yellow Book" seminar and publications (new books include Self Storage, Rural Property Valuation and Appraising Manufactured Home and Recreational Parks). The proposed Chapter Financial Management Policy has been suspended due to backlash from a number of members concerns. After seeing a number of new designees over the past few years, there is now a diminishing pool of candidates. A review of the upcoming LDAC program was also presented by Wagner as well as a summary of events that AI leaders have spoken at in 2017. Wagner encouraged members to attend AI's International Valuation Conference in Ottawa, Ontario, Canada this summer, and noted that the 2019 even will be held in Nashville, Tennessee.

Most of the Chapters reported that they are continuing to struggle to generate income from educational offerings. Many are focused on creating home-grown programs to help generate income.

Steve Shockley was elected Regional Education Liaison Chair and Nick Tillema, MAI, SRA, Al-GRS, Al-RRS will serve as a Member of the National Nominating Committee in 2018.

It was announced that Region V's Jeff Sherman, MAI, Al-GRS is a candidate for Appraisal Institute Vice President.

Erick Landeen, MAI