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President's Message



I hope you are safe and well.

It was an odd and interesting year to be in a leadership position. We chose a cautious path regarding Covid-19, always allowing for those who did not want to attend meetings in person to do so virtually. The mostly virtual board meetings and full-virtual installation of officers allowed us to complete the work necessary to serve our members. But I believe we all want to get back to meetings as usual. I certainly felt disconnected from the membership this year.

In his book, *Atomic Habits*, James Clear recommends that as we strive to reach new heights that we focus on the process, with less emphasis on goals. Hopefully, we sharpened the process this year a bit in few ways. First, for the first time in many years we held a separate meeting just for Chapter planning purposes. This meeting was preceded by a survey of our members that we could use to determine what was important to our members. The planning meeting and survey allowed us to reflect on what we have been doing as well as what we should be doing.

It is clear our members want high quality education and the ability to meet with professionals from other real estate organizations. We were able to provide a high-quality seminar this year with the International Right of Way Association (IRWA). The event featured Lt. Governor Suzanne Crouch, along with 10 other speakers. It was very well received not only by our members, but by IRWA as well. Hopefully, we will see more similar programs in the future.

Another process change we made this year was to have our Regional Representatives meet prior to the last Regional meeting (via conference call). We felt that for representatives to be able to adequately "represent" the membership at large, they should meet and discuss important issues on the agenda. Unfortunately, what I have observed over the past four years of regional meetings has been limited benefits to the members, but at much cost. Our Board approved reduced funding for regional representatives to travel to meetings beginning in 2022. Hopefully in a small way this will help slow the need for increasing our membership dues, which we learned from our survey is also a concern of many of our members.

2020 EXECUTIVE COMMITTEE

President

Erick Landeen, MAI
Terzo&Bologna, Inc.
7202 E. 87th Street, Suite 108
Indianapolis, IN 46256
epl@in.terzo.com

Vice President

Charles McCarty, MAI, ARA
McCarty Appraisal Company
1723 Windmill Drive
Avon, IN 46123
charles@mccartyac.com

Secretary/Treasurer

Luke Nordine, MAI
David Matthews Associates, Inc.
20 NW Third Street, Suite 120
Evansville, IN 47708
luke@davidmatthews-assoc.com

Immediate Past President

Ashley Johnson, MAI
First Appraisal Group, Inc.
President

1569 S. Piazza Drive
Bloomington, IN 47401
(812) 337-0772
ajohnson@firstappraisalgroup.com

Executive Director (non-voting)

Shannon O'Keefe
Hoosier State Chapter of the
Appraisal Institute
9247 N. Meridian St., Suite 325
Indianapolis, IN 46260
(317)815-1340 office
AllHoosierState@sbcglobal.net

President's Message (cont'd)...

Charles McCarty, MAI, ARA will do a great job of leading the Hoosier State Chapter in 2021. If you are looking for ways to serve the Chapter, please contact him as he will surely appreciate any assistance.

A special "thank you" to Ken Fleetwood, SRA for again serving as our Education Chair, and to Steve Shockley, MAI, SRA, AI-GRS, AI-RRS, for going above and beyond the call of duty this year.

One thing I learned this year is how much Shannon O'Keefe loves our Chapter. It has been great to work with her for over many years and I want to say to Shannon a big "thank you" for all you do.

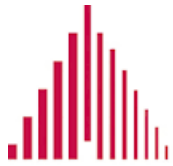
It has been a great honor to serve the Hoosier State Chapter as your President in 2020.

I hope you all have a better and safe 2021.

Sincerely yours,

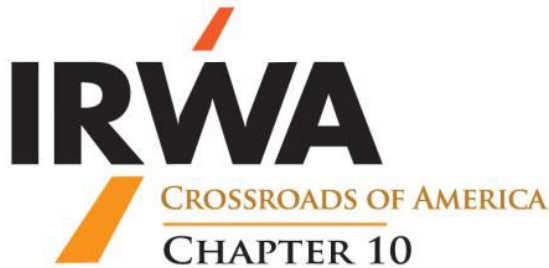
Erick Landeen, MAI
President, Hoosier State Chapter of the Appraisal Institute

FIRST AI/IRWA JOINT PROGRAM A SUCCESS



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On Thursday, October 29, 2020 the AIHSC and the International Right-of-Way Association (IRWA)- Crossroads of America Chapter 10 held a joint program, *The Intersection of Appraising and Transportation*.

The program included six speakers covering right-of-way appraisal topics, a legal panel and two keynote speakers, Indiana Lieutenant Governor Suzanne Crouch and INDOT Director of Real Estate Tom Geibel. The event included in-person and virtual attendance options with all attendees receiving the same continuing education credits. Despite challenges presented by the COVID-19 pandemic, the program was a great success. Feedback from both in-person and virtual attendees was very positive.

Thank you to the program planners and organizers including, AIHSC President Erick Landeen, MAI and Executive Director Shannon O'Keefe, IRWA Chapter 10 President Yasmin Sump, Esq., Chapter 10 Vice President and Professional Development Committee chair Chad Roots, MAI, SR/WA and Chapter 10 Special Events Committee Chair Stephanie Riley, as well as all of the other members of both organization that contributed their time and efforts to making this program a huge success.

Thank you to program sponsors, Will L. Stump & Associates, Yasmin L. Stump Law Group, PC, Iverson Grove Real Estate Appraisal Corp., McCarty Appraisal Company, David Matthews Associates, Terzo & Bologna, Perry & Associates, Schneider Geomatics, First Appraisal Group, Butler Fairman & Seufert, VALE APPRAISAL GROUP, Robinson Appraisals, Lundquist Appraisals & Real Estate and Specialized Land Services, Inc.

DEALING WITH COVID-19

(Information from AI President Sherman's Message dated 11/27/2020)

For more information, visit <https://www.appraisalinstitute.org/news/coronavirus/>

AI Webinars Continues to Provide Timely Information for Appraisers

Here's some current and important information that may be useful to your business during this pandemic.

The Appraisal Institute continues to host a weekly AI Answers session most Wednesdays. These sessions are conducted via GoToMeeting. Please check out the recordings of these sessions.

During the Nov. 4 session, Appraisal Institute Director of Government and External Relations, Bill Garber, spoke with Co-Founder and CEO of Eval.com, Deborah Clark, MAI; Attorney and Owner of Christensen Law Firm, Peter Christensen; and Senior Managing Director of Valbridge Property Advisors, Burton Lee, MAI, to discuss the realm of alternative valuation services in commercial real estate. [View the session.](#)

On Nov. 11, Bill Garber spoke with Appraisal Institute Manager of State and Industry Affairs, Scott DiBasio; and Appraisal Institute Manager of Federal Affairs, Brian Rodgers, to analyzes the results of the 2020 federal and state elections and to look ahead at potential future legislative actions related to real estate appraisals. [View the session.](#)

Learn the Latest News and Updates on How COVID-19 Affects Appraisers

The Appraisal Institute continues to provide vital information on how the coronavirus pandemic is affecting appraisers around the world. On our Coronavirus Updates page, you'll continue to find news and updates from federal, state and Appraisal Institute resources. You'll also find all of AI's resources that are relevant to the pandemic including: AI Answers, webinars, ANO articles, guides, summaries and emails.

Please visit the Coronavirus Updates page on [AI's website.](#)

APPRAISAL INSTITUTE E-NEWSLETTERS

The Appraisal Institute offers two E-newsletters that are delivered directly to your inbox. If you have not already done so, consider signing up today.

Appraiser News Online

Appraiser News Online is the Appraisal Institute's free weekly e-newsletter that provides ongoing coverage of industry trends, legislative issues and regulatory developments affecting appraisers. [Sign up today](#) to subscribe.

Residential Update

Residential Update is the Appraisal Institute's free monthly e-newsletter that provides ongoing coverage of valuation industry trends, legislative issues and regulatory developments affecting residential appraisers. [Sign up today](#) to subscribe.

EDUCATION SCHEDULE

Proposed 2021 AI HSC Education Schedule

Date	2021 Proposed HSC Courses
February 23-26, 2021	Basic Appraisal Principles
March 2-5, 2021	Basic Appraisal Procedures
March 8-9, 2021	15-Hour National USPAP Course
March 10 & 11 2021	Real Estate Finance, Statistics & Valuation Modeling
March 12, 2021	Supervisory Appraiser/Trainee Appraiser Course
March 16, 2021	Business Practices & Ethics
May 4 & 5, 2021	Residential Market Analysis and H&B Use
May 6 & 7, 2021	Residential Site Valuation & Cost Approach
May 11 - 14, 2021	Residential Sales Comparison & Income Approaches
May 18 - 19, 2021	Residential Report Writing & Case Studies
TBD June	Review Theory, General
TBD June	Rapid Response Seminar
TBD June	Desktop (Bifurcated/Hybrid) and Evaluations
September 14 - 17, 2021	General Appraiser Sales Comparison Approach
September 21 - 24, 2021	General Appraiser Site Valuation & Cost Approach
September 27-30, 2021	General Appraiser Income Approach/ Part I
October 5 - 8, 2021	General Appraiser Income Approach/ Part II
October 12 - 15, 2021	General Appraiser Market Analysis and H & B Use
October 19 - 22, 2021	General Appraiser Report Writing & Case Studies
October 26 - 29, 2021	Basic Appraisal Principles
November 2 - 5 2021	Basic Appraisal Procedures
November 8 & 9, 2021	15-Hour National USPAP Course
November 10 & 11, 2021	Real Estate Finance, Statistics & Valuation Modeling
November 12, 2021	Supervisory Appraiser/Trainee Appraiser Course
December 6, 2021	USPAP, 2022-2023 Edition - Indianapolis
TBD early 2020	USPAP, 2022-2023 Edition - Ft. Wayne
TBD early 2020	USPAP, 2022-2023 Edition - Michiana



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EDUCATION SCHOLARSHIP INFORMATION

Hoosier State Chapter Members:

Did you know there are scholarships available on a Chapter, Regional and National level?

Chapter Scholarships Available. Apply Today!

Now is the perfect time to take additional classes to earn your MAI, SRA, AI-GRS and/or AI-RRS designations. Several courses are available, which may be found on the previous page or [here](#). If you or anyone you know would like to take advantage of a Chapter scholarship, please visit our Chapter website [here](#). In addition to Chapter scholarship opportunities, Region V of the Appraisal Institute and the National Appraisal Institute also have additional scholarships for our members. For further information, please contact Shannon O'Keefe, Chapter Executive Director, at aihoosierstate@sbcglobal.net or Steve Shockley, MAI, SRA, AI-GRS, AI-RRS, Chair of Indiana Appraisers Memorial Fund Committee, at steve.shockley@ngkf.com.

OTHER APPRAISAL INSTITUTE ITEMS

AI Board of Directors Approves 45-Day Notice Item on Agenda During November Meeting

The Appraisal Institute Board of Directors adopted one 45-Day Notice item on its agenda during its Nov. 12-13 meeting, which was conducted via videoconference due to the coronavirus pandemic.

The Board adopted the proposed amendments to the Appraisal Institute Bylaws concerning the Audit Committee as set forth in the 45-Day Notice distributed to Designated Members, Candidates, Practicing Affiliates and Affiliates on Sept. 28.

The Board also directed that the 45-Day Notice of proposed amendments to the Code of Professional Ethics be referred back to the Professional Standards and Guidance Committee for further study.

Learn about [other actions the Board took at its meeting](#).

AI Distributes 45-Day Notice and Exposure of Policy Recommendations

The Appraisal Institute Board of Directors will consider proposed amendments to Appraisal Institute bylaws and policies during its Feb. 24-26, 2021 virtual meeting.

The items that will be considered are proposed amendments to the Appraisal Institute Bylaws and Appraisal Institute policy concerning the election process recommended by the Vice President Election Process Project Team.

If you have any comments on the proposed bylaws changes, please contact your elected directors and/or send your comments via email to 45daynotice@appraisalinstitute.org by Dec. 31. If you have any comments on the proposed policy recommendations, please contact your elected directors and/or send your comments via email to comments@appraisalinstitute.org by Dec. 31. Comments sent to the email addresses will be compiled for distribution to the Board of Directors and the Vice President Election Process Project Team before the Board meeting.

[Click here](#) to view the 45-Day Notice (login and password required).

UPCOMING MEETINGS & EVENTS

Local Meetings and Events

2021 1st Quarter AIHSC General Meeting

March 11, 2021 (Time and Location TBD)

To view/search the Hoosier State Chapter's upcoming meetings and events, [click here](#).

National Meetings and Events

2021 Annual Conference

The 2021 Annual Conference will be held August 9-10 in Orlando, Florida. For more information, visit the [Appraisal Institute's 2021 Annual Conference webpage](#).

To view/search the Appraisal Institute's upcoming national events, [click here](#).

IN MEMORIAM

Richard “Dick” E. Nichols, MAI, SRA

Richard E. Nichols, MAI, SRA passed away October 27, 2020. He obtained a Bachelor's Degree from the University of Illinois and a Master's Degree in Agricultural Economics from Purdue University. He worked for three years for the Indiana Highway Commission as an appraiser and chief review appraiser before going into business with other real estate appraisers. He ultimately formed his own company, Richard E. Nichols and Associates, located in Indianapolis, Indiana. He served as the President of the Society of Real Estate Appraisers in 1985. He became a member of the Appraisal Institute after the merger with the Society of Real Estate Appraisers and was also a member of Farm Managers and Rural Appraisers, the American Right-of-Way Association, and the Real Estate Counseling Group. He chaired the National Appraisal Foundation and the Indiana Real Estate Appraisal Licensing Board. He was named a Sagamore of the Wabash by Indiana Gov. Robert Orr.

Mr. Nichols received the “Hall of Fame Award” by Chapter V of the Society of Real Estate Appraisers in 1986. In 2007, the award was reinstated and renamed the Richard E. Nichols, MAI, SRA Lifetime Achievement Award as a tribute to its first recipient. The award was established to recognize those individuals who exemplify Mr. Nichols' high level of service and many contributions to the Appraisal Institute, the appraisal profession, and the community as a member of the Hoosier State Chapter.

HOOSIER STATE CHAPTER LEADERSHIP

BOARD OF DIRECTORS

Lisa Meinczinger SRA, AI-RRS (Serving 2018-2020)
James A. Sitzman SRA, AI-RRS (Serving 2018-2020)

Daniel D. Tudor, MAI (Serving 2019-2021)
Kristi Lundquist, SRA, AI-RRS (Serving 2019-2021)

Jon Scheidt, SRA (Serving 2020-2022)
Jason Tillema, SRA, AI-RRS (Serving 2020-2022)

Stephen Wagner, MAI, SRA, AI-GRS
Ex Officio, non-voting (by virtue of serving as National President)

All voting members except as noted

REGION REPRESENTATIVES

President (Ex Officio)
Erick Landeen, MAI

Vice President (Ex Officio)
Charles J. McCarty, MAI

Representative (Serving 2019-2020)
James Sitzman, SRA, AI-RRS

Representative (Serving 2020-2021)
Ashley Johnson, MAI

REGION ALTERNATES

1st Alternate (Serving 2020)
Joanilla Barker

2nd Alternate (Serving 2020)
Kristi Lundquist, SRA

3rd Alternate (Serving 2020)
Samuel Reid, SRA

4th Alternate (Serving 2020)
Lisa Meinczinger, SRA, AI-RRS

5th Alternate (Serving 2020)
Brian Woods