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Free Money

(or in other words: the chapter has scholarship money available; apply now!)

Twice each year, the Greater Oregon Chapter awards education scholarship money to chapter members. The scholarships consist of up to \$750 toward tuition for courses presented by GOCAI that meet designation requirements. Preference in awarding scholarships is given to members who have demonstrated progress toward meeting designation requirements and who have supported our chapter, but all chapter members are eligible to apply. The award money must be used within one year of award receipt.

The deadlines for application are June 30 and December 1 of each year. To access the application, please visit the GOCAI website (www.oregonappraisers.org) and click on the "Education Scholarships" link on the left side of the page.

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Greater Oregon Chapter

Message from the 2017 Chapter President:
Owen E. Bartels, MAI
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First off, I want to thank our Chapter membership for all your help and support during these first few months of my presidency. I hope to serve you and the industry well over this next year and cannot do that without your continued support and action.

The national organization has suspended, but not dropped, the financial management plan proposed last year. John Donnerberg led a significant effort in opposition to National's unilateral movement to consolidate chapter funds in Chicago. That strategy still lives on, but with appropriate testing from volunteer chapters (which does not include our Greater Oregon chapter). I see even the suspension of that effort as a significant victory. Your chapter remains solvent and in control of its own destiny.

If you're so inclined you can read more on our activities in Salem so far during this legislative session. Here again I owe the members of our chapter thanks. After the introduction of our statute of limitations bill, House Bill 2189, and the misinterpretation of Customary and Reasonable Fees in House Bill 2501, Lana Butterfield (our lobbyist) and I had a series of meetings with members of the Business and Labor committee of the Oregon House. After our call to action the conversations changed from an introduction to the topic to the repeated refrain; "this is the bill I've received so many emails about." Without the support and attention of everyone who emailed, called, sent letters, and attended the committee hearing I'm sure we would not have the success that I will report later in this newsletter.

While the state of the chapter is strong, and our membership is impressive, I would be remiss if I did not take this opportunity to acknowledge the stress in the real estate industry in general. We're in the late stages of a high-activity cycle and some cracks are starting to show. Fees and timing, especially in rural areas, have become a contentious issue.

We must continue to present ourselves as the upper echelon of professionalism in the industry. We can set ourselves and our fellow AI members apart through our demeanor, communication, attitude, and of course our work. Let's use this opportunity to reinforce that AI members are at the top of our profession. Of course continue to use the Chapter and its members as a resource. I'd love to see you all at chapter meetings.

Thank you all, and let's have a great year!

Respectfully Submitted

2017 GOCAI President

Ralph Warren Younger

June 17, 1944 - April 7, 2017

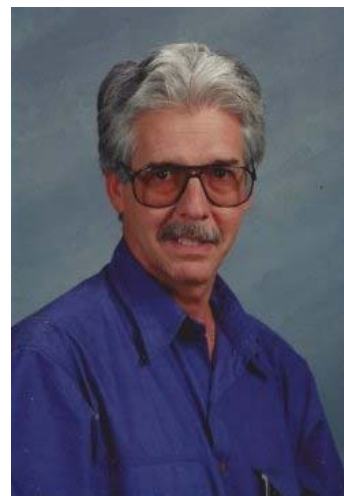
Ralph Warren Younger, 72, of Portland, beloved husband, father, brother, and friend passed away peacefully at home, surrounded by his family April 7, 2017. Ralph was born June 17, 1944 in Medford, to Millard V. and Ruth B. Younger. He graduated from Medford High School in 1962, and the University of Oregon in 1967 with a degree in Real Estate Appraisal and Finance.

Ralph is survived by his wife of 33 years, Carolyn M. Younger; his son and daughter, Evan and Annie Younger from a previous marriage to Nancy R. Younger; stepchildren, Greg and Shannon Nichols; and sisters, Marlys A. Hurd and Karen J. Younger. He remembered fondly his youth spent in the Rogue Valley helping on his father's pear orchards, and his college days in Eugene as a member of the Chi Phi fraternity. He spent his career in Portland as a Real Estate Appraiser, starting Younger and Neu with partner Roger Neu in 1970 and then Younger and Associates in 1982. He taught appraisal classes at the community college and became a highly regarded expert witness in court cases involving real estate value.

Ralph and Carolyn made their home in the N.E. Portland Dolph Park neighborhood that he loved. When a new superstore threatened to impact the surrounding neighborhoods he spearheaded an effort to bring neighbors together to stop the project. Ralph loved meeting all of his neighbors and made many life long friends. An avid golfer and tennis player he belonged to Riverside Golf Club and Irvington Tennis Club. Although he loved to travel the world, visiting many countries, he cherished being home with friends, family and his golden retrievers. He was a lifelong Oregon Ducks Football fan and season ticket holder and you could always spot him proudly wearing his Duck's gear.

Ralph's life will be remembered at a Celebration of Life to be held May 7, 2017. The family suggests any remembrances be made to the Alzheimers Association .

Please sign the online guest book at www.oregonlive.com/obits



GOCAI Continues Support for PSU Real Estate Program

Submitted by John Donnerberg, MAI

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The Greater Oregon Chapter was honored to grant two \$1,000 scholarships to two graduate students at Portland State University's Master of Real Estate Development program this spring. The scholarships were presented by Chapter members John Donnerberg, MAI and Mathew Larrabee, MAI at a reception hosted at PSU's Urban Center, on March 16th, 2017. The GOCAI has continued to fund the annual scholarship, affiliated with PSU's Center for Real Estate, for the past several years.



(l-r) Matthew Larrabee and Kalin Berger



Karen Reeves

This year's recipients were Kalin Berger and Karen Reeves. They were selected from a pool of talented and motivated graduate students led by department Director, Dr. Gerard Mildner.

Larrabee is a member of the faculty at PSU, and has taught appraisal courses there for several years. He had the following remarks about this year's scholarship winners, "I had the pleasure to teach them in Fall 2016, Real Estate Valuation I in Portland State's real estate program. They were excellent students and very deserving of the scholarship awards."

This year's scholarship grant represents a continuation of support for PSU's Center for Real Estate, which has become a prominent fixture in the Oregon real estate community. Graduates from the Real Estate Development program have found success in the appraisal, brokerage, and development community.

The Appraisal Institute is in good company in supporting the growing real estate program at Portland State. Other participants in the scholarship program include, CCIM, RMLS, SIOR, NAR, CREW, and several other private development and brokerage firms. For more information about the program go to www.pdx.edu/realestate

Featured Article

Government Affairs

submitted by Owen E. Bartels, MAI
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We have had a busy 2017 legislative session, and there is plenty of work still to come. We have a few bills and a couple issues of which I'd like you to all be aware. Anyone who would like to be closer to this process or can volunteer time to work with our governmental representatives please volunteer for the Government Affairs Committee, chaired by Chad Plaster. I'm sure he would be happy to add your voice to the list!

Oregon House Bill 2189 would create a statute of limitations against appraiser liability. It was written to go in hand with the Record Keeping Rule, limiting all liability outside of cases of fraud or misrepresentation after a five year period from report delivery. This should help us control E&O expenses, relieve appraisers from the stress of defending reports after the work file was duly and properly destroyed, and reduce expense and stress at the ACLB of trying to investigate those files. We owe thanks to Scott Dibiaso at AI National and to our local chapter lobbyist Lana Butterfield for their work drafting the bill and advancing it forward. Last week HB 2189 received a House floor vote and passed with only 4 votes in opposition. It will soon move to the senate side and hopefully on to state law.

HB 2501 was also introduced this session and is a misinterpretation of Customary and Reasonable Fees rules. HB 2501 would have instructed the ACLB to SET fees for appraisal activity and would have opened the doors for AMC's to rely on non-appraisal valuation products in significantly expanded circumstances. Many of you responded to my call to action and sent correspondence to members of the Business and Labor committee, and some of you traveled long distances to attend its committee hearing. I am pleased to tell you that the bill has made no progress and though we're keeping our eyes on this bill it appears to be dead. We also owe thanks to our friends at the ASFMRA and their Regional Vice President Marlo Dill who worked with me in opposition and testified against this bill at its hearing. Carl Stillman also volunteered several afternoons to walk the House offices with me and Lana meeting with committee members. All your voices made a significant difference in this effort. I could not be more proud of our membership's response and interest to this issue.

HB 3329 was more recently introduced and would instruct the ACLB to create temporary appraisal licenses that would sunset in 2020 but would waive testing and appraisal education criteria for that license. It appears to be an effort to license realtors as appraisers, at least on a temporary basis. We will need to educate House members about our different education and skill sets apart from realtors, but certainly do not want to see this move forward.

HJM 3, a House Joint Memorial, was offered up and is not favorable to the industry but that may be due, at least in part, to a misunderstanding of our licensure and oversight. These memorials do not carry the power of law, so while I'd like to make you all aware of its presence I'm also forced to admit that limitations of energy

have us paying more attention to the live bills addressed above. Lana and Scott are working to clean this up and make it consistent with the law, but it will likely move forward.

So if you've read to this point please circle back to the beginning and volunteer to help in our efforts.

Regardless the Chapter will continue to work on your behalf but the more hands we have helping the lighter the load.

In the last newsletter we highlighted John Q. Qualman, MAI, who was recently designated. The newsletter was sent out with the wrong story about him. Here is the correct article. John, please accept my apologies. Vicki

John Q. Qualman, MAI

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I grew up in Coos Bay and attended Marshfield High School. Obtained my BA in economics at UC Santa Barbara. Moved to Eugene four years ago for the quality of life and opportunities for personal and professional growth. It was at a time when my oldest son had graduated from High School and my youngest was young enough to be transplanted. Very happy we made the move!

I phased into the appraisal profession as an income supplement to my work in the aquaculture industry. I found the mental office work balanced out the days stomping through the mudflat. I was attracted to appraisal because of its problem-solving and independence.

I participate in a variety of outdoor activities (golf, camping, biking, fishing) and have a passion for youth sports. I've coached my boys at baseball and basketball and continue to be involved with Kids sports. I enjoy grass-roots travel, an extension of an 8-month international backpacking trip, many moons ago.

Favorite place to visit? Thailand or most anywhere that temperate sunshine and 18 holes...

Music tastes are eclectic; any new music preferences tend to be musicians I've enjoyed for 30+ years or some tasteful remixes. Books? Anything by Nelson DeMille. Enjoy history novels, fiction and non.

Second career? Basketball coach, teacher, or building contractor.

For those seeking designation, it's a gratifying achievement that provides tools that make one better at what I do. For me, it was a slow, steady process, with growth along the way. Take AI courses, pass the tests, and you'll be positioned close to designation before you know it!

Quote: "be yourself; nobody can tell you you're doing it wrong. "

Newly Designated

Paul Moscato, MAI

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Where did you grow up? go to school? How did you end up where you are located?

It's becoming rarer, but I was born and raised in Portland. I went to college at Santa Clara University and moved up back up a few years after graduation.

What is your "appraiser story?" (How did you end up becoming an appraiser?) and what do you enjoy most about your job?

My father Lou Moscato, MAI has been an appraiser for over 35 years so that's how I was naturally introduced to the profession. I had done odd jobs within Moscato, Ofner & Associates so I



was sort of familiar with the business. I saw how the old school reports were made with typewriters, white-out, film processing, and double sided tape. A short time after graduation I moved back to Portland and started as a researcher at the appraisal firm and started my appraisal education. The most enjoyable part about being an appraiser is the schedule flexibility, and knowing how to get around without GPS.

What kinds of non-appraisal things do you like to do? (hobbies, travels, etc.)

I stay busy by playing basketball, golfing, and traveling when possible. Recently had a son, so that's taking up all my free time now.

Favorite things list:

Favorite food: Pizza. Shout out to Giovanni's, Apizza Scholls, and Round Table

Favorite kind of music: Classic Rock

Favorite sports team: Chicago Cubs grew up watching WGN TV

Favorite place to visit: Cannon Beach

Favorite movie or book: The Count of Monte Cristo (book) Major League and Goodfellas (movies)

Favorite quote: I have never let my schooling interfere with my education. - Mark Twain

What would be your first choice for a second career?

General Manager of the Chicago Cubs, but Theo has that locked down, so maybe assistant GM.

What advice would you give to someone who is currently working toward designation?

Become a Candidate for Designation and ask for help. There is good comradery and support within the appraiser community. Also, get the job log completed.

Upcoming Events for 2017



May 9 -12	General Site Valuation and Cost Approach	Doubletree by Hilton, Tigard, OR
September 21-22	Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications	Doubletree by Hilton, Tigard, OR
September TBA	7-Hour National USPAP Update	TBA
December TBA	7-Hour National USPAP Update(2018-2019 USPAP)	TBA

Sincerely,

Zoe R. York, MAI
Newsletter Editor, Greater Oregon Chapter of the Appraisal Institute