



Southern New Jersey Chapter 23rd Annual **September Symposium** Thursday, September 19, 2019

Adelphia Restaurant & Conference Center Ballroom, 1750 Clements Bridge Road, Deptford, NJ

Registration and breakfast begin at 8 am; Seminar runs 8:30 – 4:30 (7 CE hrs)
Early Bird Special available! Register before 8/31 and SAVE\$

8:30 – 12:30 pm	Raise Your Appraiser IQ <i>Presented by Ted Whitmer, MAI, AI-GRS</i>
12:30 – 1:30 pm	Lunch
1:30 - 4:30 pm	State of the Industry Report <i>featuring the WOMEN of the industry!</i> <i>Presented by Michele Guest, RE LINC Real Estate Group (residential); Anne Klein, Newman Knight Frank (office); Monica Walsh, Vantage Real Estate Services (retail); Cindy Weiner, The Flynn Company (industrial)</i> State of the Industry Special Report <i>Presented by Gerard Velazquez, Cumberland Co. Improvement Authority</i>

Raise Your Appraiser IQ: This is designed for residential & commercial real estate appraisers to provide better tools of analysis & communication of the analysis to comply with USPAP, client and industry standards. This includes discussions on logic, careful thinking, how to distinguish facts, opinions, conclusions & analysis. We'll discuss logic, careful thinking, how to distinguish facts, opinions, conclusions, and analysis. We'll also discuss the difference between "proof" & "support" as well as the difference between "correlation" & "causation." Exercises will help the appraiser better flow and link facts-> analysis -> to determination of correlation and causation -> then to conclusions and opinions. The seminar will highlight "pairing sales" and regression analysis along with alternative support methods. At the conclusion, you'll be proficient at not only including the required facts and data needed in a report, but also the evidence of analysis & conclusions with support needed to satisfy regulatory & client requirements.

State of the Industry Report: This gives a practical look at forces driving real estate performance. This includes how you can identify & analyze market forces, use creativity, insight, & market-supported info to determine the impact on property values. Our panel will focus on the Office, Retail, Industrial and Residential Markets. Then, Mr. Velazquez will speak on real estate development in Cumberland County. This will be a good snapshot to what is going on throughout the area in regards to redevelopment zones throughout the state. He will discuss working on building an arts district, central business district, food technology hub, and redeveloping areas of agriculture & other opportunity zones.

Ted Whitmer, MAI AI-GRS, CRE, CCIM, is an appraiser, attorney, instructor, asset manager and consultant. He holds the MAI and AI-GRS designations from the Appraisal Institute and has taught many courses and seminars for the organization. He is a CRE and CCIM member of the National Association of Realtors, a licensed broker and general certified appraiser. He is also a member of the Real Estate Counseling Group of America. Education includes South Texas College of Law with a degree (J.D.) from the University of Houston Law Center, an M.B.A. (Finance) from Texas A&M University and a B.A. from Stephen F. Austin State University. Mr. Whitmer taught full time at Stephen F. Austin State University in the Finance Department, as an adjunct at Texas A&M University (graduate course in real estate appraisal) and as an adjunct at the University of Houston and San Jacinto Jr. College. Recent lectures were at the Southern California Legal Conference, the State of Texas Bank Examiners, Appraisal Review Board training, the Association of Appraisal Districts, Oil & Gas Tax Symposium and CLE Eminent Domain Conferences in Austin & Houston. He was a founding director and Chairman of the Board of Brazos Valley Bank, NA. Current employment includes representing appraisers in the disciplinary process with the Texas Appraiser Licensing & Certification Board (previously served on the TALCB as vice-chair), lecturing and consulting all related to real estate appraisal. Mr. Whitmer has authored many seminars and the Comprehensive Appraisal Workshop, which is a review for the comprehensive exam for the MAI designation.

Michele Guest is the Broker of Record at RE LINC Real Estate Group, a boutique real estate brokerage in Mullica Hill. She has 18 years of experience in the real estate industry.

Anne Klein is an Executive Managing Director at Newmark Knight Frank. She is a 33-year veteran, and consistent top producer, of the commercial real estate industry. Based in South Jersey, she provides tenants and owners with a wide range of services including workplace strategy, labor pool analysis, state incentive shopping and acquisitions/dispositions. In addition to representing tenants in the U.S. and throughout the world, Ms. Klein has extensive experience representing local and institutional owners to market their properties, increasing the value through successful leasing and sales.

Monica Walsh is an Executive Vice President at Vantage Real Estate Services. With a career founded in marketing, social networking and customer service, Monica brings her formal education to the foreground. A firm grasp of the commercial real estate industry allows Monica to continually expose details often missed by her contemporaries. She brings a strategic yet

personable approach that delivers exceptional outcomes and builds real business advantages for her clients, from acquisition, financing and real estate portfolio management to leasing & investment sales. She builds long-lasting partnerships by providing an unparalleled level of market intelligence while ensuring every interaction offers comprehensive industry insight. Her strengths are in servicing small- to medium-size start-ups, established businesses, national tenants, big box retailers, land developers, non-profits & charitable organizations, with a personal liking to fitness, health, wellness & educational institutions. **Cindy Weiner** is a Vice President with the Flynn Company. Since joining The Flynn Company, a full-service real estate company that also manages over 24 million SF in the Delaware Valley, Cindy has maintained a high occupancy rate in most of the projects she has been associated with through marketing and tenant retention. Formerly an Asset Manager with The Linpro Company, Cindy's 30+ years of expertise has involved the leasing and management of various high-profile projects as well as lease and purchase negotiations between owners, buyers and tenants. Due to Cindy's experience in both Landlord and Tenant Representation, she can realistically advise clients in all facets of a real estate transaction to get the highest and best value. **Gerard Velazquez** is the President/CEO of the Cumberland County Improvement Authority. Under his leadership, the CCIA has become a vital part of the community and is uniquely qualified to serve municipalities and area businesses. As its President/CEO, Mr. Velázquez leads the CCIA's development and redevelopment initiatives, as well as some aspects of its landfill operations. He also handles day-to-day operations including finances, personnel and all ongoing projects. Mr. Velázquez champions Cumberland County's overall overall economic development strategy and is currently coordinating more than \$100 million in project construction. In his former position with Triad Associates, he led relocation & acquisition initiatives. As a result of his efforts, more than 750 businesses & residents were successfully relocated to the 75 individual properties the company acquired; all completed without the use of eminent domain. Mr. Velázquez also served as Executive Director of the highly successful Federal Empowerment Zone in Cumberland County. His comprehensive knowledge of community revitalization and redevelopment includes: public/private financing structures; mezzanine financing; community engagement; stakeholder management; financial analysis; project design, coordination and implementation; and identifying and securing funding.

Seven CE hours **approved** by Appraisal Inst.; pending w/NJ, DE & NY Boards of RE Appraisers. Reciprocal CE given in PA & w/the NJ Tax Board (appraisal CEUs). AM session approved by MD for 4 CE hrs. We enforce attendance requirements mandated by regulatory agencies; 100% attendance is mandatory. A \$15 admin fee applies to all cancellations; A \$40 cancellation/refund fee for all cancellations received within 2 weeks of the event. No refunds for cancellations received less than 1 week prior to the event. No refunds for no-shows. If you have a disability & require accommodations, advise w/registration. Confirmation & directions will be emailed a few days prior to class. This program was developed & organized by SNJAI with the intent of addressing topics of current local interest solely for educational & informational purposes. The Appraisal Institute national organization was not involved in developing or organizing the Program. Content, including but not limited to any written materials and presenter comments, and does not represent the viewpoint of the Appraisal Institute. The Appraisal Institute has not peer-reviewed or approved the content of the Program and does not warrant the accuracy or timeliness of the content of the Program. The content is subject to court decisions and local, state and federal laws and regulations and any such revisions of such laws and regulations. This is presented with the understanding that the Appraisal Institute is not engaged in rendering legal, accounting or other professional advice or services. Nothing in the Program is to be construed as the offering of such advice or services. If expert advice or services are required, attendees and readers are responsible for obtaining such advice or services from appropriate professionals.

September Symposium ♦ Sept. 19, 2019 ♦ Adelphia, Deptford
 Credit Card registration online: www.myappraisalinstitute.org/education/southernNewJersey

Full Name _____

Company Name _____

Address _____

Telephone _____ Email _____

Tuition:	AI Member	Non-Member
Symposium – registration <u>with check</u> postmarked by 8/31	\$110	\$130
Symposium – registration postmarked after 8/31	\$150	\$170

Inc. breakfast with sandwiches, fruit & breakfast breads, as well as a hot lunch buffet & afternoon snack.

Mail form & payment: SNJAI, 43 Crescent Hollow Drive, Sewell, New Jersey 08080

Email Lisa at lisamayweiss@hotmail.com, fax at 856-415-1952, or call 856-415-0281

OTHER UPCOMING EVENTS WITH THE SOUTHERN NJ CHAPTER OF THE APPRAISAL INSTITUTE!

- ▶ Oct. 3: Solving Land Valuation Puzzles, NJ DOT (7 hrs) ▶ Oct. 8: NJ Regs, Jimmy's American Grill, Bordentown
- ▶ Nov. 14: Chapter Dinner Meeting & Seminar (2hrs), Adelphia ▶ December (Date TBD): 7-hour USPAP Update, Adelphia
- ▶ Dec. 11: Topics for NJ: New Jersey Regs & Demographic/Economic Trends Affecting Real Estate Demand, NJ DOT (7 hrs)