The International Society of Professional Valuers

American Society of Appraisers

NorCal Chapter Newsletter

June 2010 | "Best Large Chapter Newsletter 2008-2009" | Volume 3, Number 6

In This Issue

- Program Meeting
- Upcoming Events
- Legislative Corner
- NorCal Calendar
- Board of Directors
- Images

Links to Info:

ASA International

- ASA Home Page
- Site Map
- Events Calendar

ASA HQ Staff Liaisons:

ARM & RP – Bonny Price

BV - Jane Grimm

MTS – Bonny Price

PP & GJ – Christy Jones

Accreditation Issues

BV & ARM – Sabri Math

Program Meeting Thursday, June 10

6:30 pm (mixer) 7:00 (dinner)

Board Meeting 4:45 all members are welcome to attend

Place: L'Olivier Restaurant, 465 Davis Court, San Francisco in the Club Room. (415-981-7824) The restaurant is easily accessible via BART (Embarcadero Station) and $5 valet parking is available.
NOTE: The dinner is being partly subsidized by the chapter, so the cost is a low $37 for members and spouses; $50 for guests (includes tax, tip and wine!)
RSVP NOW please to Secretary Jack Young at **jack@norcalvaluation.com** and let him know you are coming. Do not reply to the Newsletter address—Jack is the one who needs to know!

Program

"Can You Take Me Higher: An Appraiser's Perspective Of Music Memorabilia"

By Stephen Braitman:

Join us on Thursday, June 10 to learn about the area of appraising music memorabilia! This should be a fascinating and enlightening presentation by our own Stephen Braitman.

The increasing valuations of rare and desirable records, posters, and music memorabilia have caught the attention of major auction houses and Wall Street. Stephen M.H. Braitman will present a snapshot of the music collecting field and some of the appraisal challenges.

Stephen's presentation will be 1) an overview of what is included in "music memorabilia," the range including LPs, 45s, CDs, posters, 8-tracks, and much, much more. Plus, 2) a look at some of the issues of appraising music memorabilia, including critical characteristics such as mono/stereo, original issue/reissue, domestic/import, and condition . . . condition . . . condition. Also, a look at what genres are considered "hot"

PP & GJ – Rshida Meth

MTS & RP - Nicole Cruz

Reaccreditation

- Bonny F. Price
- BV, PP & GJ – Rshida Math
- RP, MTS & ARM – Joy Brown

NorCal Website

- ASA-NorCal.org

Links to Photos

- Last meeting

BV Website

G&J Website

Contact Us

President
Douglas S. Baxter , ASA

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Robin J. Erdmann, MAI ASA

BV Director – Jack Barnet, AM

G&J Director-Nancy Stacy, ASA

MTS Director -

RP Director – Ray Mattison, ASA

PP Director-Roger Rapport, ASA

Newsletter:

Volunteers to contribute articles or edit newsletter please contact:

Nancy Stacy, ASA

and which are "cold," how to find comparables, and long-term prospects for the business of collecting.

You can register now with Jack Young at **jack@norcalvaluation.com**.

Upcoming Events

By Bob Lentz, Vice-President

ASA – NORTHERN CALIFORNIA CHAPTER

LEADERSHIP RETREAT & ORGANIZATION MEETING

DATE: Friday, August 27, 2010

(**A full week before** the Labor Day weekend begins)

TIME: 8:00am – 5:00pm

LOCATION: The Orinda Country Club **(directions)**

315 Camino Sobrante

Orinda, CA

925-254-4313

MEALS & PARKING: No charge

Reservations are absolutely necessary!!!!!!

Please contact Bob Lentz @ 510-530-0296 or **robertlent@aol.com** no later than Friday, August 13th.

We welcome all ASA Candidates, Accredited Members and ASA's who have an interest in making a difference and a commitment to a worthy organization.

Tentative Agenda

8:00 - 8:30	Continental Breakfast
8:30 - 10:30	Where We Are, What We Need, and Why Meeting Goals and Objectives Regional Governor's Report Chapter Treasurer's Report Budget/finance Newsletter / Website Seminars Meetings Bylaw Changes Role of Discipline Directors Other Topics and New Ideas ASA "Branding" Interface with ASA HQ & Other Chapters Venue Locations
10:30 - 10:45	Coffee Break
10:45 - 12:00	Breakout into "Working Groups" (composed of participants discipline and interest
12:00 - l:00	Lunch
1:00 - 3:00	Group Working Sessions Monthly program budget requests & local discipline seminars
3:00 - 3:15	Coffee Break
3:15 - 4:00	Working Group Reports

NorCal Website:
www.ASA-NorCal.org

4:00 - 5:00 Wrap Up and Summary

Your input regarding additional topics is welcome. Teddy Roosevelt once said:

It is not the critic who counts
Not the man who points out how the strong man stumbles;
Or the doer of deeds who could have done better.
The credit belongs to the man who is actually in the arena.

TOGETHER WE CAN MAKE POSITIVE CHANGES
PLEASE JOIN US!

Governor's Message

By Greg Ansel, Region 5 Governor

I hope to see you at the International Conference in July in Las Vegas. While the Conference begins on Monday July 26, 2010, a lot of interesting things happen prior to the conference. In addition to the course offerings (see appraisers.org), the Executive Committee meets Friday morning, the Budget & Finance Committee (B&F) meets Friday afternoon, the Board of Governors (BoG) meets all day Saturday, and the Discipline Committees meet on Sunday. If you have the time, these meetings are open to all the members and it affords a great opportunity for you to see how ASA operates, meet the leaders of ASA as well as HQ personnel.

The big Gala Dinner is Sunday night.

The ASA elections are over and I look forward to working with and meeting new BoG and Discipline Committee members. Congratulations to Region 5 member Sheryl Gillett (Southern CA) who was elected to the BoG as PP Discipline Governor. Congratulations to fellow Region 5 members elected to various discipline Committees: Patrick Ela (Southern CA – PP), Brad Hartsburg (Alberta, CA – International MTS), Nancy Stacy (NorCal – G&J), Donna Walker (Portland, OR – BV) and Ray Rath (Southern CA – BV). Also congratulations to all newly elected chapter officers. In addition, I would also like to congratulate Mona Miller (G&J – Portland, OR) on her election to the College of Fellows.

Things have been relatively quiet as the B&F committee met in March and had our call in April to work on and finalize the FY 2011 budget which was presented and approved by the BoG on the May conference call. In addition, the centralized accounting proposal approved by the B&F was also approved by the BoG.

The BoG has also been relatively quiet with the main items being the approval of the budget. B&F and the BoG did a good job working through this efficiently and effectively with only a modest dues increase ($25) for FY 2011. HQ is actively looking for new office space effective in 2011, which will be better and more cost effective.

The Bylaws and Administrative Rules are being rewritten to make things clearer and should lead to a more effective governance structure. The committee is hoping to present their initial draft at the BoG meeting in July. This may be an aggressive schedule but the members of the committee or working hard to complete this thankless task.

The ASA/CICBV educational proposal is continuing to develop and a proposal is expected to be discussed at the July BoG meeting. Another important item is that ASA has decided to increase its contribution to the IVSC to enable ASA to be a more active participant in establishing international valuation standards as opposed to just being a financial contributor. This is important as it allows the ASA to contribute and express our viewpoints as an active member at the "table."

Lastly, things should be quiet in June as we lead up to the July International Conference and set the agenda for FY 2011.

As always should you have any questions or concerns please contact your local chapter president or me directly (gansel@fscg.com).

Legislative Corner

By Ray Mattison

ASA California Legislative Affairs Chair

New Legislative Monitoring and Lobbying Program

Many of you have read John Russell's new ASA's Monthly Legislative E-Brief, ***Capitol Action E-Brief***. New legislative monitoring programs (StateNet and DDC) installed at HQ will provide real-time tracking of activity in all 50 states and the federal level. This will allow ASA to have a stronger proactive position in critical matters that affect most or all of our members.

Some proposed federal legislation and agency regulations have potential negative impact upon valuation services provided by most or all of the ASA disciplines. Examples are BOVs (broker opinions of value) and BPOs (broker price opinions) that would replace or have equal standing with professional appraisals and valuation services. BOVs and BPOs are favored by financial institutions, mortgage brokers, real estate/business brokers, equipment dealers-brokers, certain government agencies, estate-trust specialists and tax preparers.

All five California chapters and members of the ASA-sponsored California Coalition of Appraisers (CCA) are being asked to help develop lists of keywords and phrases that will be assembled and forwarded to John Russell to ensure that California legislative monitoring is specific to our needs. Volunteers will review and prioritize specific information provided by HQ Government Relations staff, so that we can communicate the most important issues and legislative priorities to our California lobbyist Donald Reisner in Sacramento.

Mr. Reisner worked closely with ASA and CCA from about 1990 until 2008. He was retained again effective May 2010 as the ASA California lobbyist to work closely on behalf of our members with the state legislature and various state agencies. He has already reported about activity and progress affecting primarily real property valuation issues such as S.B.1000 and AMC regulation and concerns about proposed DRE-OREA merging that is favored by real estate and business brokers and lenders. He is investigating government sources about expansion of BPOs and BOVs that could eventually reduce the need for real property, business valuation and machinery-equipment and personal property professional appraisers. Please email your legislative issues and concerns with suggested keywords to me at mat2apr3@sonic.net.

Events Calendar

•	•	**JUNE 2010** • **10th** (Thur) Chapter Meeting, Stephen Braitman: **"Music Appraisal"**
JULY 2010 • **8th** (Thur) No chapter meeting • **26th-28th** International Conf. Las Vegas – you'll be glad you went!	**AUGUST 2010** • **12th** (Thur) No chapter meeting • **27th** (Fri) 8:30-5:00 **Chapter Leadership Retreat** Orinda CC, **315 Camino Sobrante Orinda**, RSVP Bob Lentz	**SEPTEMBER 2010** • **9th** (Thur) **Annual Meeting/Candidate's Night**
October 2010 **14th** (Thur)Steve Wood, Economist	**November 2010** **11th** (Thur)	**December 2010** **9th** (Thur)

NorCal Officers & Directors

Your Board of Directors serves you, the membership first, and would like to know what needs and issues are most important (or problematic) to you. We seek your cooperation and help in communicating your needs regarding programs, seminars, courses, accreditation, etc. Contact information is on our chapter website at www.ASA-NorCal.org. Thank you.

L to R:, Gil Mitchell, ASA, Treasurer; Robin Erdmann ASA, Past President & Membership, Doug Baxter ASA, President; Bob Lentz, ASA, Vice President; Jack Young ASA, Secretary (not pictured)

L to R: Gil Mitchell ASA, Treasurer; Doug Schnitzer ASA; Nancy Stacy ASA, G&J Director & Newsletter Editor; Robin Erdmann ASA, Past President; Doug Baxter ASA, President; Roger Rapport ASA, PP Director, Bob Lentz ASA, Vice-President; Directors not pictured: John Barnet AM, BV Director

Chapter Officers

Chapter President	Douglas S. Baxter ASA (PP)
Chapter Vice President	Robert P. Lentz III ASA (BV)
Chapter Secretary	Jack Young ASA (MTS)
Chapter Treasurer	Gil Mitchell ASA (MTS)
Chapter Past Chair	Robin J. Erdmann ASA (RP)

Discipline Directors

Business Valuation	John Barnet AM
Gems & Jewelry	Nancy Stacy ASA*
Machinery & Technical	(Orphan - Need a volunteer Jack Young ASA filling in)
Real Property	Ray Mattison ASA
Personal Property	Roger Rapport ASA

International Officers

International President	Mike Evans ASA
Region 5 Governor	Greg Ansel ASA

Anyone interested in being an active participant in the chapter should contact Doug Baxter at DBaxter@hobartappraisals.com and attend a BOD meeting.

Images:

THIS DOOR TO REMAIN UNLOCKED DURING BUSINESS HOURS
EXIT

Renewable Energy
nologies and Outlook