



Newsletter

December 2023

In this issue:

- **President's Message** 1
- **On the Hill** 2
- **Upcoming Events** 2
- **Candidates' Corner** 3
- **Resources and Links** 3
- **Photographs** 4
- **Congratulations** 7
- **Admin Updates** 8
- **LIAI Scholarship** 9
- **LIAI Chapter News** 10
- **LIAI Supports** 10
- **Chapter Leadership** 11
- **Chapter Sponsors** 12

CHAPTER OFFICE

P.O. Box 16
Bethpage, NY 11714
Phone: (516) 248-8964
www.ailongisland.org

Chapter Executive Director

Deidre Cutler
Email: liai@ailongisland.org

Follow us on Social Media!



President's Message



ANNE SHEEHAN, MAI
2023 PRESIDENT

Dear Chapter Members and Friends:

As you look back at 2023, I hope that you have fond memories of quality time spent with family, friends, and colleagues. As my time as Chapter President ends, I would like to share a few final thoughts.

This year, I had the opportunity to participate in several Appraisal Institute national meetings, and I am happy to report that AI has launched several important initiatives that will benefit our organization and profession. After an exhaustive executive search, the National Board elected Cindy Chance, PhD. as its Chief Operating Officer. Cindy brings a wealth of experience having recently served as the executive vice president and a member of the Leadership Team of the Urban Land Institute. She is engaged and has the support of the National Board. AI has recently launched a new website and a rebranding campaign and will continue to update their education platform. An instructor training class is planned for the coming year, with the intention of expanding course content and the instructor base. As Craig Steinley, MAI, SRA, AI-GRS, AI-RRS, mentioned at the Long Island Chapter's Installation Dinner this past November, AI's reorganization effort will include strategies that put members and chapters first.

For your continuing education needs in 2024, the LI Chapter will offer four (4) in-person dinner meetings, one (1) installation dinner, three (3) 7-hour USPAP courses, two (2) 4-hour Fair Housing courses, one professional development seminar and at least one special seminar. The education schedule begins on February 5th with the professional development seminar, "The Appraiser as Expert Witness – Preparation and Testimony" taught by Steve Roach, MAI, AI-GRS. As always, please check the Chapter website frequently for education postings.

Thank you for putting your trust and confidence in me this year and for the opportunity to serve on the Board for the past six years. It has been my pleasure to work with our energetic and dedicated Board members, for their creative thinking allows our Chapter to offer pertinent education, interesting social events, and important fundraising. I am grateful for you, our members, for continuing to trust in the Chapter for your education needs, and your willingness to remain active and engaged. Your participation in Appraisal Institute Education benefits the entire organization. Many thanks to our sponsors for their generous contributions which provide much needed funding for education, student scholarships, and Chapter operating costs. Special shout out to Deidre Cutler for her help and guidance throughout the year.

I know the Chapter will be in good hands next year with my good friend Hector Nieves, MAI, AI-GRS at the helm as 2024 LI Chapter President. I look forward to seeing you at Chapter events throughout the year.

Sincerely,
Anne F. Sheehan, MAI
2023 President
Appraisal Institute, Long Island Chapter

On the Hill



The Appraisal Institute's Washington Office serves as the only government affairs office representing real estate appraisers in the capital. In addition, the [Appraisal Institute Political Action Committee](#) provides a means for members and candidates to participate in the political process. We encourage you to stay informed on regulatory issues by visiting the Advocacy tab on national's website.

Appraisal Institute Advocacy

AI Initiatives at the Federal Level: Appraisal bias and fair housing, commercial real estate workouts, appraisal waivers, appraiser licensing modernization. Learn about [Top Federal Issues](#)

Current State Legislative and Regulatory Work: Ensuring state acceptance of PAREA, limiting appraiser liability, promoting reasonable state-based solutions regarding valuation bias and fair housing. Learn about [Top State Issues](#)

Appraiser Diversity Initiative

The Appraisal Institute is helping lead an Appraiser Diversity Initiative with Fannie Mae, Freddie Mac, and the National Urban League. ADI is a premier nationwide program designed to attract new entrants to the real estate appraisal field while fostering diversity in the profession. [Learn About the Appraiser Diversity Initiative](#)

Additional Links:

[Washington Report & State News](#)
[Fair Housing and Appraisal Bias](#)

AI's PAREA

Practical Applications of Real Estate Appraisal (AI PAREA) provides an alternative to the traditional supervisor and trainee model for experience for licensed residential and certified residential appraisers. Appraisal Institute (AI) PAREA is an online program covering appraisal theory and methodology, in real-world simulations, with mentoring from nationally-recognized appraisers.

The key points about PAREA include:

- It provides an alternative to the traditional supervisor and trainee model.
- Participants complete all qualifying education prior to beginning the program.
- When complete, the participant is eligible for up to 100% of experience credit for Licensed and Certified Residential credentials.
- Individual states can choose to accept all, partial, or none of the PAREA experience credit. New York State is currently in discussions/considering PAREA credit.
- Participants must complete training on all topics listed in the detailed content outline.
- Participants will receive periodic mentoring throughout, ensuring sufficient demonstration of experience and understanding prior to moving forward in the program.
- Participants will be required to produce USPAP-compliant appraisals within the program.
- Participants, successfully completing PAREA, must also pass the national licensing and certification exam for the appropriate credential level.

To apply for AI's PAREA program: [AI PAREA Program](#)

Explore PAREA Frequently Asked Questions: [AI PAREA FAQs](#)

AI "Face Value" Podcast's PAREA episode: [AI PAREA: The New Way to Meet Experience Requirements](#)

The Appraisal Foundation information:
[Real Property Appraiser Qualification Criteria](#)
[PAREA Education Resource](#)
[PAREA Overview on NYS website](#)

Upcoming Education & Events

To register for events, check our website: www.ailongisland.org

February 5 & 6 – "THE APPRAISER AS AN EXPERT WITNESS: PREPARATION AND TESTIMONY" COURSE

Hilton Homewood Suites

Instructor: Stephen D. Roach, MAI, SRA, AI-GRS

\$400.00 AI Price / \$450.00 Full Price

Can be taken for 14Hrs CE credit only, or with a 1 hour exam as part of [Litigation Professional Development Program](#).

March 1 – 2024-2025 7-HOUR NATIONAL USPAP UPDATE COURSE

Hilton Homewood Suites

Instructor: Diane Viggiano, MAI, AI-GRS

\$225 AI Price, \$245 Full Price

March 6 – SEMINAR & CHAPTER DINNER MEETING - 2HR CE Credit
 Westbury Manor

Tentative Speaker: 2024 AI President Sandra K. Adomatis SRA

\$95 AI Price, \$100 Full Price

March 15 – BUSINESS PRACTICES & ETHICS COURSE, 6 Hrs CE & 6 Hrs NYS Credit, Required once every AI five year cycle

Hilton Homewood Suites

Instructor: Robert B. Smith, MAI, AI-GRS

\$195 AI Price / \$215 Full Price

April 12 - NEW! 4 HOUR FAIR HOUSING & FAIR LENDING FOR APPRAISERS – 4 Hrs CE Credit

Hilton Homewood Suites

Instructor: Diane Viggiano, MAI, AI-GRS

\$125 AI Price / \$140 Full Price

June TBD – LIAI Baseball Outing 2024

Mets vs. Yankees

Citifield

July 12 – 2024-2025 7-HOUR NATIONAL USPAP UPDATE COURSE

Synchronous/Virtual via Zoom

Instructor: Robert B. Smith, MAI, AI-GRS

\$220 AI Price / \$225 Full Price

Candidates' Corner

The Chapter hosted a Candidates' Night at the Westbury Manor on September 13th. Hosted by our Chair of Admissions Development and Retention, Cecilia Cortes, MAI, AI-GRS and Chapter President Anne Sheehan, MAI, our chapter's candidates met for an informal discussion to get to know one another, give the candidates an opportunity to speak with Cecilia, Anne, other advisors, and fellow candidates in their field, and ask questions about the designation path.

Following the meeting, we held a free Social Networking Cocktail Hour and Dinner for our Chapter's Candidates for Designation, in conjunction with our September Seminar Dinner and Chapter Meeting.

Capstone The next classroom [Capstone](#) offering is March 11-17, 2024 in Dallas, Texas. There will be multiple offerings held throughout the coming year, both in person and synchronous/virtual. Find more information and future dates here: [General Demonstration Report-Capstone Program](#)

Capstone prerequisites are:

1. Be a General Candidate for Designation
2. The [General Demonstration Appraisal Report Writing](#) seminar (must have been completed within five years prior to Capstone registration); and

Note: As of 1/1/2023, all education requirements are required to be completed **before** individuals may apply to enter the General Candidate for Designation program.

The Candidate Guidance Committee encourages membership for Candidates for Designation. Information about the program is included in the following link: <https://www.appraisalinstitute.org/our-designations/>

Expiration of Designation Path Timeline Some candidates have a timeline that will expire on **December 31, 2023**. Please refer to email correspondence from National that explains the change if a designation is not achieved by that date.

Please contact your advisor or the Chapter's Candidate Guidance Committee General or Residential Co-Chairs for more information.

2024 Candidate Guidance Committee

Anne Sheehan, MAI	Co-Chair, General	asheehan@applebank.com
Howard Morris, SRA	Co-Chair, General	hmmorris@rogersandtaylor.org
Gerard O'Connor, SRA, AI-RRS	Co-Chair, Residential	apexapp@optonline.com
Richard Meyer, SRA	Co-Chair, Residential	rameyer@optonline.net

Resources and Links

Membership Benefits: <https://www.appraisalinstitute.org/ai-benefits/>

Membership Designation: <https://www.appraisalinstitute.org/our-designations/>

Education Facebook Page: <https://www.facebook.com/AILEARNeducation/>

Candidate Resources: <https://ailongisland.org/candidate-resources/>
<https://www.appraisalinstitute.org/candidate-for-designation-overview/>
<https://www.appraisalinstitute.org/candidate/>

Scholarship Information:

LIAI Chapter Scholarship: <https://ailongisland.org/home/chapter-scholarship/>

National Scholarship: <https://aierf.org/scholarships/>

Chapter Sponsorship: sponsorship@ailongisland.org

Chapter Directory: <https://ailongisland.org/home/find-a-long-island-ch-appraiser/>

National Directory: <https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=aifaasearch>

Leadership Resource Registry (Chapter, Regional or National Volunteer Service):

<https://www.appraisalinstitute.org/about/about-the-appraisal-institute/ai-volunteer-opportunities/>

Event Photos

August 29, 2023
25th Annual LIAI Golf Outing

Golf Committee Co-Chairs Anthony Marmorale, SRA, AI-RRS, Bob Smith, MAI, AI-GRS, Matt Smith, MAI, SRA and Patrick Smith hosted an impressive 88 golfers for a great day of golf and warm weather! The successful event also included a networking cocktail hour, evening dinner, raffles, and prizes.

The **APPRAISAL CUP CHALLENGE** was won by Bowery Valuation of the Metro New York Chapter!



Co-Chair Matt Smith with 50/50 raffle winner Charles Tallinger, Principal, Partner Engineering & Science, Inc.

RAISE YOUR EXPECTATIONS FOR **EXCELLENCE**  [FIND AN APPRAISER](#)



September 13, 2023
Joint Meeting with Community Bankers Mortgage Forum

Speaker ROBERT KNAKAL
Head of New York Private Capital Group, JLL Capital Markets

“The Current NYC Investment Sales Market Conditions – Where We Were, Where We Are, and Where We Are Going”



October 25, 2023
Seminar Dinner Meeting

Speaker RYAN SEVERINO, CFA,
Chief Economist and Head of U.S. Research, BGO

“The Economic Outlook for CRE – Better or Worse Than You Think?”



Search Online Education from
the Appraisal Institute

SEARCH TODAY



Online Education: Learn at your own pace anytime, anywhere.

Top-notch Appraisal Institute courses and seminars come straight to your desktop with online education! Learn from any computer anywhere, whenever you have time. It's easy, convenient and a great way to get the education you want. [Check out the current course listing now!](#)

November 29, 2023
Installation Dinner and Holiday Party

Congratulations and a warm welcome were extended to Year 2024 Officers, Directors, and Executive Committee, led by Installation Officer John Biordi, MAI, AI-GRS.

2024 Officers

PRESIDENT HECTOR NIEVES, MAI, AI-GRS

SENIOR VICE PRESIDENT DON FRANKLIN, MAI

VICE PRESIDENT STEVE SALERNO, MAI

TREASURER KEARA COWAN

SECRETARY FRANK CIOTTA, MAI, SRA, AI-GRS, AI-RRS



The Chapter was pleased to welcome AI National President, Craig Steinley, MAI, SRA, AI-GRS, AI-RRS, and AI National Vice President-Elect Michael J. Mignogna, MAI, SRA, AI-GRS who joined our celebratory dinner.

Installation Officer John Biordi, MAI, AI-GRS installs 2024 President Hector Nieves, MAI, AI-GRS



Installation of Board of Directors and 2024 Officers



Chapter Scholarship Winners

On behalf of the Officers, Board of Directors, and members of the Long Island Chapter of the Appraisal Institute, the Chapter extends congratulations to the following members who were award scholarships for 2024:

Mario Birch
Patrick Thompson



Scholarship Committee Co-Chairs Tonia Vailas, MAI, AI-GRS and Elinor Brunswick, MAI present a 2024 scholarship to Patrick Thompson at our Installation Dinner.

New Designations

On behalf of the Officers, Board of Directors, and members of the Long Island Chapter of the Appraisal Institute, the Chapter extends congratulations to the following members who received their professional designations in 2023:

AI-GRS DESIGNATION

Michael Transom
Thomas Zebroski
John Biordi






President Anne Sheehan, MAI and Tonia Vailas, MAI, AI-GRS present Michael Transom with his AI-GRS Designation Certificate.

National Volunteer of Distinction Award

The Long Island Chapter Officers, Board of Directors, and members also proudly congratulate Tonia Vailas, MAI, AI-GRS on her impressive Volunteer of Distinction award. Tonia was recognized at the National level for her continued work and commitment to the Appraisal Institute and the Long Island Chapter. Tonia was featured on the AI website and the President's Message and was awarded her certificate by President Sheehan at our October chapter meeting.



Important Admin Updates

- ❖ **Join our LIAI Text Program!** Do you have trouble receiving our chapter emails? Or perhaps you would like an alternate reminder of upcoming events? Join our [Text Message List](#) for alerts about upcoming LIAI education and events simply by texting **"LIAI" to 516-559-5071**. You will receive 1 to 2 texts a month, notifying you of any important news or upcoming courses or dinners. You will not be sent any spam.
- ❖ **Please review your AI account's contact information and update if needed!**
We are finding that many members' contact information is out of date on their Appraisal Institute account at www.appraisalinstitute.org. Since this information is needed during the registration process for Chapter education and events, it must be accurate. Please take the following quick steps to update your account.
 1. Log into your account at www.appraisalinstitute.org
 2. Click your name on the top right corner of the page and select .
 3. Here, you will see your current contact information. If it is not correct, please click "Profile," the first choice from the menu on the right.
 4. A list will drop down with all the items in your profile that you can edit. Please choose from that list.
 5. When the information opens, click any of the  buttons to make changes or any  buttons to add additional information.
 6. Please verify that your address, phone number(s) and company's name are correct, and the email address listed is one that you check regularly!
- ❖ **AI National has a new website!** We encourage you to spend some time exploring the new website and company rebrand. Developed through consultation with the board, chapters, and brand development and creative professionals, the Appraisal Institute's rebrand and new website, allows the organization to take a giant leap forward to better reflect the evolving needs of our profession. Some features to look for:
 - A Stronger Identity:** Our rebrand is more than just a fresh look; it's a statement about who we are and what we stand for. We're dedicated to shaping the future of the valuation profession.
 - Enhanced Search Tools and Functionality:** Our new website is more accessible and user-friendly than ever before and is designed to foster better communication with chapters and AI professionals.
 - Best-in-Class Education:** We've revamped our education platform to make it easier to search, register for, and complete.



2024 Long Island Chapter Scholarship

The Scholarship Committee of the Long Island Chapter of the Appraisal Institute has reviewed applications and awarded two scholarships for Year 2024. Be sure to look for next year's scholarship announcement, which members can apply for during 2024 and winners will be award at next year's Installation Dinner.

To apply for the award, one must complete an application and submit a letter that briefly describes your experience and intentions in the appraisal profession. Information must include applicant's appraisal education, employment history, involvement in the appraisal industry, in and out of the Chapter, and any other information that would support the application. Reference letters in support of your application are welcomed.

Applicants must be a member of the Long Island Chapter of the Appraisal Institute and must be a member in good standing for the 12 months before the application deadline to be eligible.

Questions may be directed to LIAI Scholarship Committee: Tonia Vailas, MAI, AI-GRS (212) 386-0479, Elinor Brunswick, MAI (631) 421-2344, or the Chapter Office at (516) 248-8964.

Applications will be available in the new year on LIAI Chapter website at: www.ailongisland.org.

Special thanks to James G. Taylor, MAI, SRA whose contribution to the Long Island Chapter Scholarship Fund in memory of Maureen Taylor has made our Long Island Chapter Scholarships possible.

SCHOLARSHIPS OFFERED THROUGH THE AI EDUCATION AND RELIEF FOUNDATION

Information and applications: <https://www.appraisalinstitute.org/education/education-resources/scholarships/>

1. AIET Minorities and Women AI Course Scholarship
2. AIET Minorities and Women Education Scholarship
3. AIET Appraisal Institute Candidate for Designation Scholarship
4. AIET Appraisal Institute Course Scholarship
5. AIET Undergraduate Scholarship
6. AIET Graduate Scholarship

Long Island Chapter News

Official Change of Long Island Chapter's Officer Slate

President Sheehan announced the completion of the change in our chapter by-laws and order of positions on officer slate. Chapter officers and members met for a Chapter Membership Vote on March 20, 2023 via Zoom to vote on the change. The motion passed with a unanimous vote in favor, the chapter by-laws were amended, and AI National was notified. The new order of positions will now be Secretary, Treasurer, Vice President, Senior Vice President, and President and this was reflected in this year's Chapter Election. With this change, the new incoming officer would join the slate as Secretary, a more observational role. He/she would learn chapter business operations and the responsibilities of a board member and officer. In their second year as an officer, he/she would take on the role of Treasurer, a more hands-on role who is responsible approving and reporting on chapter finances. With the change of positions, a secretary would have the opportunity to train with the current treasurer, giving incoming officers a smoother transition, create a better flow from one position to the next, and have their responsibilities grow at time goes on.

Q4 Joint Region Meeting - Louisville, Kentucky – October 1, 2023

Representatives of the Long Island Chapter attended the 2023 Joint Region Meeting in Louisville, Kentucky. The informative trip with included remarks from the Appraisal Institute's Executive Board, introduction of the Appraisal Institute's new CEO, Cindy Chance, PhD., conferences, breakout rooms, and a reception to meet and network with appraisal colleagues from around the country.



Long Island Chapter Supports the Following Charitable Organizations

**Hance Family Foundation
LexiBean Foundation
Northport VA Hospital
Soldiers' Angels**

Thanks to our generous members, the Long Island Chapter was able to make a wonderful donation to this year's selected charitable organization, the Northport VA Hospital. As part of this year's Installation Dinner festivities and the Holiday Season, the Chapter took up a collection of gift cards, books, personal care items, and more totaling up to approximately \$1,000. The hospital staff extended their thanks and appreciation for the donation, with which the organization can continue to provide the quality care and services our Veterans deserve.



LIAI Executive Director Deidre Cutler brought all donations to Christin Butcher, Volunteer Service Assistant, at the Northport VA.



2023 Chapter Leadership

2023 Chapter Officers

President

Anne Sheehan, MAI
afsheehan23@gmail.com

Senior Vice President

Hector Nieves, MAI, AI-GRS
hnieves@ridgewoodbank.com

Vice President

Donald Franklin, MAI
douglasfranklin@cushwake.com

Secretary

Steve Salerno, MAI
steve@nextappraise.com

Treasurer

Keara Cowan
kcowan@ridgewoodbank.com

2023 Chapter Directors

Andrew Albro, MAI
John P. Biordi, MAI
Frank Ciotta, MAI, SRA, AI-GRS, AI-RRS
Cecilia Cortes, MAI, AI-GRS
Keara Cowan
Donald Franklin, MAI
Charissa Kwan, MAI, AI-GRS
Robert Malone, MAI, AI-GRS
Anthony Marmorale, SRA, AI-RRS
Richard Meyer, SRA
Howard Morris, SRA
Hector Nieves, MAI, AI-GRS
Frank Notaro, MAI, SRA
Gerard O'Connor, SRA, AI-RRS
Steven J. Salerno, MAI
Anne Sheehan, MAI
Matthew L. Smith, MAI, SRA
Robert B. Smith, MAI, AI-GRS
Tonia Vailas, MAI, AI-GRS

Admissions Development - General

Cecilia Cortes, MAI, AI-GRS
cezcortes@gmail.com

Admissions Development - Residential

Anthony Marmorale, SRA, AI-RRS
anthony.marmorale@mynycb.com

Budget & Finance

Keara Cowan
kcowan@ridgewoodbank.com

Bylaws

Robert B. Smith, MAI, AI-GRS
smittttyy@gmail.com

Steve Salerno, MAI
steve@nextappraise.com

Candidate Committee

Patrick Smith
psmith@standardvaluation.com

Candidate Guidance - General

Matt Smith, MAI, SRA
msmith@standardvaluation.com

Candidate Guidance - Residential

Frank Ciotta, MAI, SRA, AI-GRS, AI-RRS
Frank@ciotta-appraisals.com
Gerard O'Connor, SRA, AI-RRS
apexapp@optonline.com

Community Outreach

John P. Biordi, MAI
jbiordi@brookpointny.com

Charissa N.C. Kwan, MAI, AI-GRS
ckwan@websterbank.com

Education

Robert Malone, MAI, SRA, AI-GRS
rmalone@rogersandtaylor.org
Steve Salerno, MAI
steve@nextappraise.com

External Relations

Charissa N.C. Kwan, MAI, AI-GRS
ckwan@websterbank.com

Government Relations

John P. Biordi, MAI
jbiordi@brookpointny.com

Programs

Hector A. Nieves, MAI, AI-GRS
hnieves@ridgewoodbank.com

RAPT

Anthony Marmorale, SRA, AI-RRS
anthony.marmorale@mynycb.com

Scholarship

Tonia Vailas, MAI, AI-GRS
tvailas@dcas.nyc.gov
Elinor Brunswick, MAI
brunswickappraisal@gmail.com

Seminars - General

Charissa N.C. Kwan, MAI, AI-GRS
ckwan@websterbank.com

Tonia Vailas, MAI, AI-GRS
tvailas@dcas.nyc.gov

Seminars - Residential

Anthony Marmorale, SRA, AI-RRS
anthony.marmorale@mynycb.com

Social Media & Public Relations

John P. Biordi, MAI
jbiordi@brookpointny.com

Special Seminars

John P. Biordi, MAI
jbiordi@brookpointny.com

Sponsorship

Hector A. Nieves, MAI, AI-GRS
hnieves@ridgewoodbank.com

Donald P. Franklin, MAI
douglasfranklin@cushwake.com

University Relations

John P. Biordi, MAI
jbiordi@brookpointny.com

Thank you to our Sponsors!

EDUCATION



Rogers & Taylor Appraisers, Inc.

CORPORATE



**MASPETH
FEDERAL
SAVINGS**



PLATINUM



New York
Community Bank
Member FDIC

*New York Community Bancorp, Inc.,
a division of Flagstar Bank, N.A.*



GOLD



Salerno Appraisal Services
Residential & Commercial Real Estate Appraisers

SILVER



BRONZE

*John Biordi, MAI
Warren J. Hance, Jr., SRA
Hance Family Foundation
Charissa N.C. Kwan, MAI, AI-GRS
Robert J. Malone, MAI, SRA, AI-GRS
Anne F. Sheehan, MAI
Glen Wilson*

SEMINAR DINNER MEETING

May: Standard Valuation Services