



President's Message



Paul E. Drooks, ASA
President

Now that the National Election Cycle is over, it's time for us to talk the politics that probably everyone in the chapter can agree upon – the politics that affect the appraisal community.

One of the activities the board participates in is providing input to lobbying groups who serve our community. ASA National and each chapter is a non-profit educational organization. We do not participate in political lobbying; however, we do interface with independent organizations that work on the appraisal community's behalf.

The Los Angeles Chapter provides input to ASA California Chapters [ASA-CA]. ASA-CA is a separate non-profit organization whose mission is to lobby on behalf of the appraisal community in California. The Los Angeles chapter liaison is Randall Blaesi, ASA. Chapter member David Eichner, ASA who worked on the transition between the old CAA/CAC lobbying efforts and ASA-CA, serves as its Vice-President. (see articles on page 3).

Nationally we are represented by a separate PAC, the ASA Political Action Committee that lobbies Congress on valuation issues. David Eichner, who also serves as our Board of Governor's Liaison, works with Government Relations Specialist John Russell on national issues.

When I was a new board member, it was hard for me to keep all these organizations and their purposes straight. Fortunately, the chapter has a group of dedicated board members who make sure our interests are represented with legislative bodies.

And at the Chapter Level, you will shortly have the opportunity to vote for next year's leadership. As part of our efforts to modernize chapter communications we are switching from paper ballots to electronic voting. Be on the look out in your email for a message from the chapter that includes your ballot, which utilizes a similar system to what national has used for a number of years. If you do not receive your electronic email ballot by Sunday, April 7, 2013, please contact DeborahAnn Marshall at 818-333-6179.

Our April 17th Board Meeting will be held at the MTA Building next to Union Station in downtown Los Angeles. It will be followed by an educational program on development plans for countywide transit projects as well as the historic Union Station redevelopment. Hop on a train and join us. The program provides 2 ASA CE credits and 2 OREA CE credits and lunch for \$20 - another affordable opportunity for professional growth.

Regards, Paul Drooks, ASA

UPCOMING EVENTS

see website for details
www.appraisersla.com

UPCOMING PROGRAMS

Tuesday-April 16, 2013

8th Annual Fair Value Conference (Page 6)

Wednesday-April 17, 2013

Development Plans for Union Station & Countywide Transit (Page 7)

Tuesday—May 14, 2013

Appraisal Discipline Collisions and Recycling Joint dinner and program with AI & ASA. (Page 8)

NEXT BOARD MEETING

*April 17, 2012 9:00 am
MTA Gateway Building 3rd Floor*

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Pictures from March Board Meeting.

Photo's taken by:
Christine Thomson Lee, ASA



"A life spent making mistakes is not only more honorable, but more useful than a life spent doing nothing"

~ George
Bernard Shaw

WELCOME NEW CANDIDATE(S)

"After membership approval, applicants have 10 months to Pass the ASA Ethics exam (open book exam taken on ASA's Web site), Pass the 15-hour National Uniform Standards of Professional Appraisal Practice USPAP) course and exam Real Property applicants may provide their current state license in lieu of the 15-hour USPAP requirement. Upon completion of these requirements, you will become a Candidate." * The Los Angeles Chapter of ASA would like to welcome our new candidate (s):

NONE FOR THIS MONTH

ADVANCEMENTS

"Your advancement to Accredited Member (AM) or Accredited Senior Appraiser (ASA) is complete once: The International Board of Examiners approves your full-time appraisal experience, educational background (i.e., college degree) and appraisal report(s), determines that you completed and passed the education requirements of your discipline and determines that you passed the comprehensive examination for your discipline (if applicable). When all the requirements have been approved, you will be awarded your designation and provided with your AM or ASA certificate (*this will be mailed to your chapter President within four to six weeks after your designation is awarded*). ** The Los Angeles Chapter of ASA would like to congratulate the following Members in their advancement (s).

NONE FOR THIS MONTH

ASA California Chapters Liaison

By Randall Blaesi, ASA

The formal name of our legislative effort is California Chapters Government Relations Board. It is more commonly referred to as the ASA-CA or the ASA California Chapters.

I am this term's ASA California Chapters Liaison. In this position, it is my duty to take agenda items to the board of directors for the ASA California Chapters and to report back to the chapter.

The purpose for the ASA-CA is to monitor California legislation, work with legislators and our paid lobbyist to ensure fairness in laws that impact appraisers in California. In addition, ASA-CA communicates with chapters regarding regulatory matters that affect our disciplines statewide, not just issues on Real Property. For example, issues regarding off shoring, appraisers not following USPAP, use of non-accredited appraisers and making sure California is consistent with ASA National lobbyist efforts. There is an issue of ivory possession in California that recently has been in the legislative process. We monitored this issue as it moved through the process.

Each chapter has a liaison that communicates chapter issues to the ASA-CA board. The board has contracted with our longtime California lobbyist, Don Reisner, to look out for the interests of ASA members in our state government in Sacramento. Lobbying involves more than persuading legislators; professional lobbyists research and analyze legislation or regulatory proposals, attend congressional hearings, and educate their client on important issues. Karen Mann, ASA is the Chairperson for ASA-CA, and writes quarterly reports for the membership.

Please let me know if you have questions or issues that you feel are relevant. I will forward them to the board for consideration. My email address is rblaesi@sbcglobal.net

ASA Board of Governors 2013 Mid Term Report

As your Liaison to the Board of Governors, I attended the March 16th & 17th annual meeting of the board in Washington D.C.

On Thursday some of the board of governors were guided by John Russell to Capitol Hill and met with legislative and committee staff members. This was a rewarding and useful trip that may be repeated in the future; your ASA CA Chapters board is considering doing a similar trip to the Capitol in Sacramento led by Don Reisner, our legislative analyst. We are considering having this as an annual event rather than rotating our meeting amongst the three chapters. The Auctioneer's Association has a similar trip coming up on April 10th. I am considering attending as a guest to observe how they do it. Karen Mann our ASA CA - Chair will talk more about this as we develop the plan. She has participated in other appraisal organizations Legislative meetings in Washington DC.

On Saturday ASA President Dan Van Vleet conducted a leadership orientation for incoming discipline and regional governors, and executive board members were brought up to speed on the ASA constitution, by-laws and administrative rules. A presentation was given by a consultant for non-profit organizations. She reviewed rules for non-profits. A new concept for me was the idea that the purpose of non-profits is to serve the public first and society second.

Sweeney-Bartlett, our ASA marketing consultants, made a presentation on the new logo to get feedback from the board. ASA is diligently pursuing a marketing plan to raise our visibility and thus increase the value of our accreditation. In addition I was privileged to see the new web site design on a laptop from headquarters after the meeting. The new site may be rolled out as soon as May of this year. This new web site should address many of the issues we had with the old site.

For the last four years I have had the privilege of attending the Board of Governors meetings and watched them work hard to keep our dues as low as they can be. In addition they have worked hard to govern our society, always adjusting for the continually and rapidly changing climate we live in. If you would like further explanation or to ask a question please call me at:

David Eichner, SMS Appraisal Services, (949) 369-0800, smsappraisal@cox.net

ASA -LOS ANGELES

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USEFUL LINKS -

**APPRAISAL
FOUNDATION**

www.appraisalfoundation.org

ASA NATIONAL

www.appraisers.org

IRS

www.irs.gov

UPDATE YOUR WEBPAGE!

Please make sure you have a user ID and password....If you need assistance call

DeborahAnn Marshall 877-998-8258

ASA –LA

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Chair—Brooks Rice brooksrice@gmail.com

Vice Chair — Nicole Voorhees

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Barry J. Alperin, ASA Barry-alperin@msn.com

As a member, you can contribute to the chapter by providing relevant content for our newsletter.

SUBMIT NEWSLETTER ARTICLES TO

info@appraisersla.com

CANDIDATES AND NEW MEMBERS

Do you have questions about

- certification
- exam proctoring
- advancement

Call our Membership Chair

Noël R. Burndahl

(626)301-9277

Spring is nature's way of saying,
"Let's party!"

~Robin Williams



8th Annual Fair Value Conference

▶ CONFERENCE INFORMATION

Registration is still available for the ASA's Eighth Annual Fair Value Conference which will be held on Tuesday, April 16, 2013.

Change in Location — This year's conference will be held at the Omni Hotel. For those of you that have attended prior year conferences, the Omni is directly adjacent to the offices of Pricewaterhouse-Coopers LLP where all seven prior year conferences were held.

Nationally Recognized Speakers - This is an opportunity to obtain insights from the leaders in our profession:

- **Tony Aaron**, Partner, Ernst & Young
Valuation Profession and Regulatory Environment Update
- **George Wilfert**, Deputy Director, ORA
PCAOB Update on Fair Value Matters
- **Christian Jester**, Partner, PwC
Accountants Perspective on Fair Value
- **Roger Grabowski**, MD, Duff and Phelps
Expected Cash Flows in Valuation
- **Pedro Santos**, Partner, PwC
Hot Topics in Warrant Valuations
- **Mark Hayden**, Partner, Deloitte
Determining the Fair Value of Portfolio Company Investments of Venture Capital and Private Investment Firms
- **Pete Lyster**, MD, KPMG
Overview of AICPA Goodwill Impairment Guide

▶ CONFERENCE DETAILS

WHEN: Tuesday, April 16, 2013

WHERE:

Omni Hotel 251 S. Olive Street
(2nd Floor, Bunker Hill) Los Angeles, 90012

TIME: 8:30 am to 5:00 pm (Breakfast and registration starts at 7:30 am.)

PARKING: Valet parking at Omni \$15

Attendance includes 8.0 hours of CPE credits, continental breakfast and lunch.

Register Online Now!

<http://www.appraisers.org/Meetings/ASA1DayBVConference.aspx>



▶ BENEFITS

- **Exceptional Networking Opportunity**— With valuation practitioners from the leading accounting firms and top independent valuation firms, this continues to be an exceptional networking opportunity.
- **ASA and AICPA Continuing Professional Education** - The conference will provide continuing professional education credit by both the American Society of Appraisers (ASA) and the American Institute of Certified Public Accountants (AICPA). This is a timely and cost effective means of obtaining CPE hours for your reaccreditation.
- **Competitive Pricing** - The ASA continues to price the conference at an extremely low cost as a benefit to its membership and the community at large.

▶ REGISTRATION

Early Registration Until 03/22/13

Member \$250 Non-Member \$275

Registration 03/23/13 to 04/14/13

Member \$275 Non-Member \$300

Late Registration after 04/15/13 *

Member \$325 Non-Member \$325

Registration includes breakfast and lunch

* Late registration is subject to availability

For more information contact Raymond Rath, Globalview Advisors at (323)229-9447

We hope you can join us at the conference, as prior conferences have sold out, please mark your calendar and register now!

WEDNESDAY, APRIL 17, 2013

Development Plans for Historic Union Station and Countywide Transit Projects



2 hours ASA CE approved
2 hours OREA CE approved

ALL ABOARD!

COST: \$20.00 Please register now to reserve your seat. Colleagues, family and friends are encouraged to attend.

REGISTRATION:
WWW.APPRAISERSLA.COM/EVENTS

Come join us to hear Greg Angelo and Cal Hollis speak about the development plans for historic Union Station and countywide transit projects by the Los Angeles County Metropolitan Transportation Authority (MTA).

Mr. Angelo is the director of real property management and development at the MTA. He has worked to further transit oriented development at over 30 metro transit stations. Mr. Angelo will discuss transit oriented development at MTA's metro transit stations; he has been particularly involved in Metro's Del Mar, Wilshire Vermont, and Hollywood Vine rail stations.

Mr. Hollis is the Metro Executive Officer assigned to manage the master planning efforts for Union Station including development of retail, housing and office projects. Additionally, he will discuss measure R projects currently underway, the current state of transit lines, and long range projects

TIME: 11:00 am check in and lunch followed by program until 2:00 pm.

LOCATION: One Gateway Plaza, Los Angeles, CA 90012
(Corner of Cesar E. Chavez Av and Vignes St)

ASA has arranged with MTA to have the Gateway room on the 3rd floor of the Metro building, which is connected to Union Station. Registration includes a buffet lunch served by the Metro Café.

At the conclusion of our formal presentation at 2:00 pm, a representative of MTA will give those interested a tour of Union Station.

PARKING: Is available in Metro building garage for a fee of \$6.00. Take the elevator to the third floor of Metro building and check in with security. See map and directions from registration page at www.appraisersla.com.

Appraisal Discipline Collisions and Recycling

*A business valuation case study about real property
Or...a real property case study that involves a business*



Our ongoing concern: Who is qualified and Why

A multidisciplinary presentation
by Dennis A. Webb, ASA, MAI, FRICS

The practice area generally referred to as “going concern” valuation is inherently multidisciplinary, and would seem like an area where the two disciplines overlap. But that only works on a good day – there is usually a huge gap. This case study highlights the chasm that separates us, and how each can bring competency to an ongoing public service disaster.

Please join us for our annual joint chapter dinner, for networking and for insight into an area of valuation practice that affects business, real property, machinery and personal property appraisers alike.

DATE: Tuesday, May 14, 2013 **TIME:** 5:00 pm check in, 6:00 pm dinner followed by program

LOCATION: Luminarias Restaurant, 3500 W. Ramona Blvd., Monterey Park, CA 91754

COST: Early registration \$45.00 | After May 5, 2013 late registration add \$15.00.

REGISTRATION:

ASA Members and guests, www.appraisersla.com / Events

AI Members register <http://www.sccai.org/>



Linda or Lianna 818-957-5111

2 hours ASA CE approved

2 hours OREA approved



DeborahAnn 877-998-8258