

NH Chapter of the Appraisal Institute

Spring / Summer 2016 Newsletter

UPCOMING SEMINARS

***September 20, 2016: Craig Foley**

*Realtor & National Speaker
on High Performance Buildings
2 hours NH CE*

October 13, 2016: Sandy Adomatis

*Introduction to Green Buildings 8 hrs CE
Holiday Inn, Concord, NH*

October 14, 2016: Sandy Adomatis

*Case Studies in Appraising Green
Residential Buildings 8 hrs NH CE
Holiday Inn, Concord, NH*

***November 15, 2016: Russ Thibeault**

Updates on NH Economy

December 2016 Ben Abrams

USPAP-Date TBD

More info on our website soon!

Register for all of the above courses here:

www.appraisalinstitute.org/education/

***Chapter Meetings 9/20 & 11/15**

Seminar & Social

Free appetizers

Monies collected at the door

***Ichiban Steakhouse**

118 Manchester St

Concord, NH 03301

PRESIDENT'S MESSAGE



The New Hampshire Chapter has embarked on a new and positive course with the prospective merger with the Vermont Chapter, scheduled to be accepted by the Region and by National this summer, with the merger slated for 2017. Stay tuned. Many thanks to Brian White, MAI, who captained our merger committee and to Amy McClellan, SRA, Vermont Chapter president for working out the details of the merger. Both the New Hampshire and the Vermont Chapter Boards and Membership have approved the merger. We plan to continue holding our Chapter meetings and seminars in Concord, NH with some courses to be scheduled for Burlington, VT.

It has been a busy spring for our Chapter with cutting edge course offerings with instructors: Sandra Adomatis, SRA (nationally recognized Green Valuation expert), and Vince Dowling, MAI presenting a Land Valuation class and Business Practices and Ethics (who knew that this would be one of the most interesting and informative classes of the year)....Both instructors are seasoned professionals and we were delighted to host these classes.

Sandra will be returning in October to teach the remaining course offerings required for an individual to be listed in the Appraisal Institute's Valuation of Sustainable Buildings Registry.

The Chapter was pleased to send David Cornell, MAI, for his second year, to the annual AI LDAC Leadership Development and Advisory Council conference in Washington, D.C. And congratulations to Ron LaVallee, Stonebrook Appraisals, Hooksett, NH who recently received his SRA designation, and to Ben Abrams, MAI, on receipt of his AI-GRS Review Designation. Scott Dickman was awarded our chapter scholarship as an MAI Candidate nearing completion of his designation requirements.

It has been my privilege to work with supportive and talented Board members. I especially would like to recognize all the hard work of Cindy Rogers, our executive secretary, who, behind the scenes, quietly and efficiently keeps our Chapter business in order.

~Katrina Hill, SRA NH Chapter President

CHAPTER NEWS

NH Chapter of the Appraisal Institute

2016 OFFICERS:

President
Katrina Hill, SRA

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Chet Rogers, MAI

EXECUTIVE DIRECTOR:

Cynthia Rogers



Amy McClellan, SRA, of Sugar Hill, NH, was a panelist at the

2016 SUMMIT ON NEXT GENERATION ENERGY EFFICIENCY

at Omni Mt Washington Resort
Bretton Woods
on June 13 & 14th

NEEP – Northeast Energy Efficiency Summit <http://www.neep.org/>

By Amy McClellan Milne-Allen Appraisal Company Sugar Hill, NH

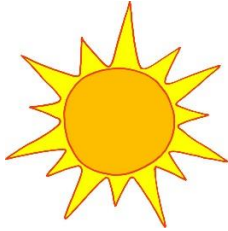
I spoke at the NEEP Conference entitled Next Generation Energy Efficiency – Northeast Energy Efficiency Partnership Summit, which was held at the Bretton Woods resort Monday, June 13th, about the appraisal process and energy efficiency. I covered the Competency requirement that appraisers have under USPAP, what education is available nationally (AI's program and certification), what is available and being worked on locally in VT and NH, secondary market requirements for appraisals for energy efficient housing and how the real problem for appraisers is that the lending community is not often willing to pay more for energy efficient appraisals as they require education and much more time to complete.

I was on a panel with an Efficiency VT representative and a similar representative from NH and CT that all explained what their states were doing to increase energy efficiency in the housing stock in their respective states.

"NEEP was founded in 1996 as a non-profit whose mission is to serve the Northeast and Mid-Atlantic to accelerate energy efficiency in the building sector through public policy, program strategies and education. Our vision is that the region will fully embrace energy efficiency as a cornerstone of sustainable energy policy to help achieve a cleaner environment and a more reliable and affordable energy system."

How We Do It

- **Speed Adoption of High Efficiency Products**
 - **Reduce Energy Use in Buildings**
- **Advance Knowledge and Best Practices**
 - **Make Efficiency Visible**



***Are You Competent to Appraise Green Features?** by Cathy Capron*

Solar photovoltaic (PV) installations are becoming more common in New Hampshire and throughout the country. With the extension of the net metering program in New Hampshire this spring, that trend has continued. This coupled with federal and local tax incentives has resulted in thousands of roof-top residential systems currently installed in New Hampshire and more on the way. It is also becoming common to see roof and ground mounted systems on commercial properties as well. These systems can be owned by the property owner or leased from a third party. As appraisers, it is inevitable that we will encounter a solar PV installation at some point, if not already. We need to know how to recognize and identify these assets and the impact they might have on the value of the property that we are appraising. To address this need for competency, the NH Chapter offered a new Appraisal Institute course in April called Residential & Commercial Valuation of Solar. It is one of four classes being offered by the Appraisal Institute in their Valuation of Sustainable Buildings professional development program. It was a two-day class that was instructed by Sandy Adomatis, SRA, a nationally recognized expert in the subject and author of the recently published book "Residential Green Valuation Tools." The class was well received by the students attending. It offers a great introduction to the subject and valuable tools to use in your daily appraisal practice features.

NH Chapter is offering two more classes in the Valuation of Sustainable Buildings program this coming fall.

Sandy Adomatis will be returning to teach Introduction to Green Buildings on October 13th & Case Studies in Appraising Green Residential Buildings on October 14th.

Sandy Adomatis teaching Residential & Commercial Valuation of Solar

April 2016

Vince Dowling, MAI

Land Valuation Seminar & Business Practices & Ethics

May 2016

NH RE Appraiser Board Seminar
Patricia Sherman, Chairperson and
George Lamprey, Board Member

March 2015



MEMBER NEWS



Karen Ryan, SRA, former NH Chapter secretary, director and Education Committee member, moved to Rhode Island in the fall of 2015. She now works for Citizens Bank in Providence as an Appraisal Analyst. Karen joined the MA & RI Chapter of AI last fall, was recruited for the Education Committee, and will be on the RI advisory board beginning in 2017.

Scott Dickman, Public Utility Appraiser, Supervisor, at the Dept of Revenue Administration. Scott also has his own appraisal business, SED Valuation, LLC and specializes in conservation easements, timberland, and utility assets (wind farms, hydroelectric, biomass, nuclear, etc.).

MAI Scholarship recipient



Paula (Clemente) Cole
Congratulations on your retirement!

Drew LeMay
Now that you've retired from your "day job", best wishes in your new endeavors!



Ben Abrams, MAI, AI-GRS, Appraisal Review Specialist at TD Bank N.A., Bedford, NH received his Review Designation.

Leitha Reilly
Please welcome our newest Practicing Affiliate!