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dependable, working on what will benefit members**

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Jennifer O'Neill

The Appraisal Institute Chapters are here, like always. Dependable, working on what will benefit our members. Connecticut is here to provide education and support to residential and commercial appraisers. Supporting National AI and moving the Institute and Chapters forward.

I got that quote from my vice president, Michelle Gamache, MAI, SVP regional appraisal manager, M&T Bank, and UCONN School of Business graduate (we are working on a UCONN event as this is written). We have an incredible board this year, peers I look forward to working with. John Nitz, MAI and treasurer, commercial appraiser and UCONN graduate. Joesphine Aberle, MAI, secretary, commercial appraiser, member of CREW (Commercial Real Estate Women) and UCONN graduate. And, most importantly, our executive director, Jackie Beauchaine, who keeps Connecticut running like a machine. Beauchaine has spear-headed both our up coming UCONN event, and our next class about short-term rentals.

Speaking of education, Connecticut is presenting a topic that is hot now! The information you need as an appraiser, on Short-term Rentals, the Impact on Real Property Valuation. This seminar is Tuesday November 19th, 9am to 5pm, sign up now. Joseph Comperchio, MAI, SRA is the instructor, and it's 7 hours of continuing education. This topic was just covered on Face Value with Warren Boizot, SRA, AI-RRS and Tonia Vailas, MAI, AI-GRS, with guest speaker Rodman Schley, MAI, SRA. Our friends at eLearning also offer a 4 hour class, Appraiser's Guide to Short-term Rentals. My advice is to broaden your knowledge, and get all the information you can from these qualified peers. Each class, or podcast hits a different perspective, which makes you a better appraiser.

Topics covered in this class:

1. Overview of the history of the short-term rental industry;
2. Aspects of value;
3. Property owner motivations; and
4. Accepted methods of research.

Comperchio's instruction, Tuesday November 19th will cover:

1. Identifying properties with the potential to be short-term rentals;
2. Developing the scope of work through discussion with the client;

3. Developing Highest and Best Use to best implement the methodology and techniques used for short-term rentals;
4. Identifying data sources to support your report; and
5. Properly value short-term rentals and apply reasonable test(s) to support your conclusions.

Again, this is a great class if you are looking to expand your practice, or just become a more proficient appraiser.

There are other things the Connecticut Chapter of the Appraisal Institute is working on.

“Java with Jen”

Bi-monthly in-person get-togethers with your peers. This will be moved around the state and we encourage you to expand outside your office and meet with us for peer advice and support. This is an Appraisal Institute member benefit for the boots on the ground appraisers. We all work in our bubbles, and need peer support and advice to learn and expand our knowledge and skills. Commercial and residential topics will be covered.

Don't miss the installation dinner this year – it's going to be a blast. This year we have moved the dinner to Verdi in Waterbury on Monday December 16th at 6pm. Your choice of three entrees, and a guest list like we haven't had in years. You can even win a raffle for some free education.

1. My friend Byron Miller, SRA, AI-RRS, ASA, RAA, MSSE from Minnesota, is making the trip to join us. Miller has a wide range of experience and connections. He has been active in AI, RAC (Relocation and Consultants), (which covers Relocation and Complex appraisals), local MN planning and advisory boards, and the AQB. He started Java with the president in MN and just put together a pilot program to educate clients on direct engagement of appraisers. This is definitely something chapters across the U.S. can use to raise Appraisal Institute visibility with local clients. This is an AI member benefit and promotes the value of our designations. We will be looking to put on this program in CT.

2. Alie Smeltzer, SRA, AI-RRS and I cemented our friendship at LDAC, and just met in Kansas City to explore before the last national meeting. She was an alternate discussion leader for LDAC, who ran the behind the scenes show, making sure everyone speaking looked good and things ran smoothly. She specializes in VA appraisals, is on national committees, and is someone you want in your corner. I value our friendship and having someone to bounce ideas and questions back and forth with.

3. This year we have our first national officer coming that I can ever remember! Mike Mignogna, MAI, SRA, AI-GRS, and vice president 2024, Appraisal Institute, is traveling from Philly to install

officers. We had an amazing phone conversation when he called to let me know he could make the dinner – we talked about all the topics affecting AI right now, and let me tell you, I loved his perspective and insight. You don't want to miss this opportunity to speak with Mignogna and have national hear your voice.

4. Icing on the cake - Craig Steinly, MAI, SRA, AI-GRS, AI-RSS, and immediate past president and he got back in line to do it all again! He has graciously offered to make this trip – he will meeting up with Mignogna to visit us in CT. Steinly keeps a busy schedule and is always on the road, and now we know why – he takes the time and effort to reach out to all the chapters on a personal level. We couldn't be ushering in a better 2025, with two national officers at the December 16th dinner. You don't want to miss this!

5. And my personal favorite, my Dad, Frank O'Neill, SRA. Many of you in Connecticut know him from teaching, he is a natural. Knowledgeable and patient, he has educated appraisers in his personal practice and for AI as a teacher. No offense, but the ONLY instructor I know who made USPAP tolerable. His ability to weave in real life examples is just part of what makes him an amazing appraiser and teacher. He is retired now, but will be at Verdi to install his daughter as the 2025 Connecticut Chapter president. Or, as my 26 year old daughter Cierra is telling everyone, the president of Connecticut.

I have a lot to live up to, but am clearly surrounded by peers and friends who are invested in moving AI forward, better, stronger, One AI. Connecticut is ready to keep up our goals of quality education, more member benefits, expanding the visibility of our designations, and working with partners in the industry. We are ready!

Important Dates:

- Tuesday November 19th, Impact of Shore-Term Rentals (on Real Property Valuation) Seminar;
- Monday December 16th, at 6pm, installation dinner at Verdi, 660 Park Rd. Waterbury, Conn.

Jennifer O'Neill, SRA, incoming 2025 president of the CT Chapter of the Appraisal Institute, and is the the owner of residential appraisal firm, Appraisal Alliance, in Danbury, Conn.

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