



President's Message

In October I attended the Annual Conference in Phoenix, AZ representing the chapter, including participating in the Chapter Presidents' Roundtable [see article]. Both Vice-Presidents also attended. Next year's conference has been announced for San Antonio, Texas on October 13-16, 2013. Expect to see more conferences in the fall instead of the traditional July/August dates. Also, the Board of Governors is working on a re-branding effort, including a new logo, and new colors. If you are thinking of ordering stationery, you might want to check on any new graphics with ASA headquarters.

Thanks to Dan Wheeler for setting up the educational tour of Votaw Precision Technologies, Inc. who also hosted our October board meeting. Your Vice-Presidents Analee McClellan, ASA helped to organize the event, and Christine Thomson Lee, ASA, helped to get it set up, including driving a truck loaded with tables and chairs! Dan is planning a tour to another space related facility in the Spring.

Christine has brought to the chapter a new website wizard. With his assistance, we hope to work on planned improvements to the website.

Bridgette Saylor has joined the board as our newsletter editor and chair. She will be transitioning in over the next couple of

months. Bridgette may be calling you to submit an article for the newsletter. Please do what you can to help her make the LA Chapter newsletter the award winner at the 2013 Awards Luncheon! Bridgette has been assisting the Personal Property Chairs and has been serving the chapter behind the scenes. We welcome and appreciate her added assistance.

On November 10th and 11th a 15-hour USPAP will be held for Personal Property, Gems & Jewelry and MTS members. Don't let your ASA requirements go out of date. Sign up now if you need to take USPAP for accreditation or re-accreditation. I would like to ask all members to email DeborahAnn their USPAP recertification dates. This data is not provided to us by ASA headquarters. With this information we can better plan future classes for your convenience. In the title line of the email please put your name, USPAP and the your renewal date.



Paul E. Drooks, ASA
President

Our November General Meeting will be at Luminarias Restaurant in Monterey Park on Wednesday, November 14th. The topic is Cybersecurity. With all the news about recent hacking at major institutions, it's a good time to find out if your systems are up to date, and what you can do to protect yourself and your clients' information.

I look forward to seeing you at the November 14th Event.

UPCOMING EVENTS

see website for details
www.appraisersla.com

NOVEMBER 10 & 11, 2012

USPAP PP & MTS 15 Hours

Springhill Inn
—Marriott Arcadia

This USPAP course is designed for PP / MTS appraisers.

NOVEMBER 14, 2012

General Meeting
— All Disciplines

Cybersecurity

UCI EXTENSION

NOVEMBER 1-4, 2012

Personal Property Valuation:
The Legal Environment
(PP/GJ204). COMPLETED

<http://unex.ucl.edu/courses/sectiondetail.aspx?year=2012&term=Fall&aid=00272>

NOVEMBER 5-6, 2012

Appraising Clocks & Other
Time Measuring Instruments

<http://unex.ucl.edu/courses/sectiondetail.aspx?year=2012&term=FALL&aid=00045>

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Let us be
thankful for the
fools.
But for them
the rest of us
could not
succeed.
- Mark Twain

Nominations
for Region 5
Governor are
being
accepted.
Contact Gov.
Greg Ansel
if you are
interested.
gansel@fcsg.com

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):

Robert Owen Watts — (Business Valuation)

Gursey Schneider LLP #900 — 1888 Century Park East

Los Angeles, CA 90067 | 310-552-0960 | Fax: 310-557-3468

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).

REPORT FROM THE PHOENIX CONFERENCE

Chapter Presidents' Roundtable

On Sunday before the annual conference at the Arizona Biltmore started, I participated in the first Chapter Presidents' Forum. Headquarters is in the process of consolidating and disbanding small chapters that have not functioned for years. The move away from support of chapters is of concern to our board, other chapters' leaders and myself.

The meeting at the conference is the result of this voiced concern. Chapter Presidents now have an email group to communicate. As a result of the meeting, Vice-Presidents have been added to provide continuity throughout terms. National has also hired a chapter liaison to streamline communications from chapters to National.

SB 1266 CALIFORNIA LEGISLATURE

Submitted by: Paul Rowan, ASA

If I may, let me include a summary of the key points of this legislation that were sent to me by the Executive Director of the California Council of Land Trusts (CCLT). CCLT worked together with a Working Group, of which I was a part, and State conservation agencies to guide this bill in a balanced way through the process. Her summary is:

- Lowers the definition of "major acquisition" of resource properties from \$25m to \$15m.
- Allows project proponents (e.g., land trust, park district) to contract for the appraisal of a major acquisition. The appraisal must also go through an independent appraisal review as well as agency/DGS review and approval.
- When more than \$150,000 of state funds will be expended for an acquisition, the state agency or project proponent must contract for the appraisal.
- Project proponents may contribute to the costs of an appraisal if the state chooses to contract for the appraisal. In addition, the project proponent may be named as an intended user of the appraisal or be a co-client on the appraisal project.
- Landowners may contribute to the costs of an appraisal and the landowner may be named as an intended user of the appraisal. Until January 1, 2015, the landowner may be a co-client on the appraisal project.
- The agency or project proponent must select an appraiser qualified to appraise the specific property based upon verifiable education, experience, and knowledge of appropriate methodologies, techniques and the real estate market relevant to the specific property. If more than nominal specialty interests are present on the property (e.g., minerals, timber), the professional valuing the specialty interest shall be similarly qualified.
- If the project is a conservation easement, the appraiser's education must include an advanced-level educational course or certifications in the valuation of conservation easements.
- The appraisal review that is required for major acquisitions must be in the form of a narrative report.

Agencies cannot use acreage as a categorical threshold for triggering an independent review of an appraisal for major acquisitions. An agency may consider possible impacts from the acquisition of large acreage properties.

The key benefit for ASA (IMHO) and other appraisal organizations other than the Appraisal Institute is that this bill modifies the State Public Resource Code to eliminate the requirement that only an MAI can prepare an appraisal for a major acquisition. That language has been replaced by the sixth bulleted item.

Also, note the requirement for advanced level education in the valuation of conservation easements, i. e., the 4-day CE class. As far as I know, only the Institute is offering this class.

Bottom line is SB 1266 was adopted in order to improve appraisal review procedures by the State Department of General Services (DGS) in response to a 2007 Legislative Analysts' report that lambasted DGS for approving what were allegedly flawed appraisals, resulting in significant public hue and cry. Any conservation organization, such as a land trust, has always been required to submit an appraisal to the State if grant funding is being requested from a State conservation agency, such as Fish and Game, Wildlife Conservation Board, or the Coastal Conservancy. All appraisals are reviewed by DGS.

Karen Mann's commentary: This is a small step for our industry in California. One of the things we can hope for in the future is the elimination of the MAI only in other areas of legislation for solicitation of valuation work. We are glad for this small victory. We look forward to future developments in Sacramento where we can have a positive impact to the appraisal profession (which encompasses all types of valuation). Our next report will be the results of the ASA-CA visit to Sacramento and the game plan for the future....so stay tuned.

"Get your facts first, and then you can distort them as much as you please."
— Mark Twain

2012 Advanced Business Conference Summary

Built as one of Phoenix's first resorts in 1929, the Arizona Biltmore accommodated the American Society of Appraisers **2012 Advanced Business Conference** held on October 7th through October 10th. The conference took place in one of two ballrooms: Frank Lloyd Wright Ballroom, which for this article is referred to as "Home Base". Home Base contained about 24,576 SF with an additional 10,798 SF of pre-function space and held ASA's registration, refreshment breaks and network functions on the first and second day of the conference. The MacArthur Ballroom contained 15,159 SF with an additional 6,400 SF of pre-function space and held most of the BV sessions on the first and second day of the conference. On the 3rd day, if you were not paying attention, the MacArthur Ballroom was dedicated to MTS, PP and RP. BV sessions were moved to the main lobby's ballroom.

Day 1. Monday, October 8, 2012.

Day 1 started with the introduction of national officers and guests and opening remarks followed by the keynote speaker, Dr Barry Asmus, Senior Economist for the National Center for Policy Analysis. Dr. Asmus delivered an animated presentation, which included



Chapter Members Barry Amiri, ASA and Joel Forman, ASA join the Personal Property Committee for a tour of the Heard Museum in Phoenix.

the appropriate disclaimer that he would be offending at least one person in the room due to Dr. Asmus' political affiliation. And, at the first break of the day, entitled REFRESHMENT BREAK & NETWORKING IN EXHIBIT HALL, as presented in the easy-to-follow brochure that was distributed at the Conference, it was confirmed by the rampant chatter in the hall that he did! Nice job. I personally enjoyed it. What is a conference without some controversial speakers? The Conference's sessions were broken-out in three categories: Fair Value, Business Valuation and Specialty. I started Monday with a small commute to the McArthur ballroom from Home Base - to hear Troy Froderman's presentation, "Top Mistakes on the Witness Stand & How to Avoid Them". He educated and entertained questions from the room for about an hour. The dismissal of this session led me to lunch back at Home Base. After a sit-

down lunch on Monday, which included an International Awards Presentation with the Chicago Chapter walking away with a bulk of the awards, I took the now familiar hike back to the MacArthur ballroom to listen-in on "Panel: Current Fair Value Publications

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& Pronouncements (Part Two)," which included a panel of industry well-knowns, such as: Anthony Aaron, Ben Couch, Gregory Forsythe and Yelena Mishevich. The next session, preceded by a 30 minute break, was Joshua Lefocwitz's "Oil & Gas Appraisals: Opportunities for the Business Appraiser" presentation. Despite technical difficulties with the Video, he was resourceful in describing the content of it to the audience. His message got across - another presentation well done. Next, was a 10 minute "Change Break." I ended the Monday's Conference sessions' with the intention of listening to "Federal Rules - Qualifying as an expert Witness & New Discovery Rules," presented by Hon. Murray G. Snow, Hon. Samuel Thumma and John W. Rogers, but found myself in Matthew Crow's talk on "Non-compete Agreements: Valuation Issues in GAAP and Tax Engagements". Since, it was the last talk of the day, I must give Mr. Crow an applause for keeping the audience entertained with his short movie and TV clips on the big screen to get his message across and keep the audience awake. Well delivered. Monday's evening brought the President's Network Reception hosted by the International President, Daniel R. Van Vleet in the Floyd Wright Ballroom. It offered an array of tray-

passed hors d'oeuvres, a full bar including red and white wine and a great chance to network. The crowd dismissed before everybody realized the AC was either turned off or not working. Perfect timing considering that we were in the Sonoran desert's heat.

DAY 2. Tuesday, October 9, 2012

DAY 2 began at 7:15 am and ended at 5:15. The day included the same breaks, hosted lunch without awards and the back-and-forth commute to McArthur Ballroom from Home Base. The first Break-out Session began at about 9:20 am. In order of my attendance: "Navigating the IRS & DLOM Practice Aid" presented by Michael Gregory and James Hitchner, "Survivor Curve Analysis in Customer Relations Valuation: Techniques & Practical Tools" presented by Darren Cordier and Richard Ellsworth and Richard Trotter's, "Major Trend in the Private Capital Markets". But, I was most impressed



Deane Wilson,
ASA instructing
an Ethics
Course

with the panel of speakers moderated by Mr. Robert Cimasi, who proved to be the veteran moderator keeping speakers on track and sticking-to-point. The session was entitled "Healthcare Valuation: An Interdisciplinary Approach". Speakers included: Robert Cimasi, Ernest Demba, Edward Detwiler, Sandra Trooper and Charles Wilhoite. Each speaker represented his or her discipline (BV including Intangibles, PP, MTS, and RP) on how to approach valuation from

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(Continued from page 5)

his/her perspective and in this case- discipline. What a wonderful way to stick to basics, considering the American Society of Appraisers is the only multi-discipline organization for our Profession. Also, *hats off* to Sandra Trooper who held her ground on what is PP vs RE considering the rest of her discipline (PP) was out on a field trip. After Tuesday's sessions adjourned, there were plenty of options for dinner at the Biltmore including, sitting out on the terrace, ordering dinner in and getting ready for Day 3.

Day 3. Wednesday, October 10.

Day 3 started at 7:15 am with Chris Trehame's presentation on "Tax Court Case Update: What an Appraiser Needs to Know." Then, Neil Mills-Mazer from Los Angeles gave his controversial talk on "Valuing a Majority Fractional Interest & the Minority Premium Model". Each time I



Nicole Cruz (right) from Headquarters, was our welcoming committee. (Left) Peter Daley, ASA

hear him speak, he seems to be calmer about explaining the oxymoronic idea of a minority discount premium to a highly energized crowd of mostly appraisers. Did I

mention Neil was IRS? Finally, Theodore Israel delivered, "Overlay of Company-Specific Risk & Size Premium." The conference adjourned at noon.

Overall, despite my confusion of location on some of the sessions, the 2012 Advanced Business Conference offered an array of sessions with seasoned, informative, knowledgeable (and not to mention a sprinkle of controversial) speakers to make the 2012 Advanced Business conference a success.



Personal Property Committee takes a tour of the Arcosanti Complex designed by Paolo Soleri. Observing bronze foundering was part of their activities.

Editor's Note: The Advanced BV Conference ran concurrent with the Annual ASA Conference allowing for an interchange of ideas with other discipline members.

by: Christine Thomson Lee, ASA

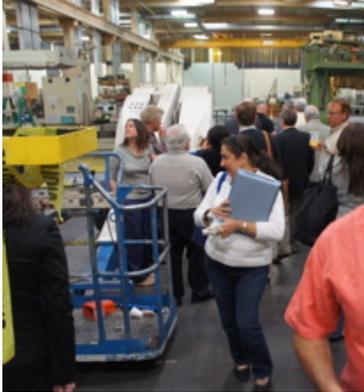
MUSEUM TOURS



***Saturday
January 19, 2013***

***Museum of Latin
American Art
(MOLAA)
Details to be
announced!***

VOTAW PRECISION TECHNOLOGIES OCTOBER 24, 2012



New Newsletter Editor Bridgette Saylor [far left] joins Chapter Members and Guests on the Votaw Tour

On October 24, 2012, the ASA-LA Chapter held its well-attended, monthly general meeting at the Santa Fe Springs based headquarters of Votaw Precision Technologies, Inc. ("VPT").

After the meeting, guests enjoyed grilled to order beef, chicken or potato tacos and burritos, not to mention plenty of tasty sides, beverages and dessert before (and after) touring Votaw's approximate 250,000 square foot industrial-warehouse facility. Among the massive tools viewed on the tour was a water jet, a tool capable of slicing into metal or other materials using a jet of water at high velocity and pressure. Other specialized tools and special machinery for the aerospace, launch systems and aircraft industry were viewed on the tour. Some notable projects that VPT

was a part of include the Mars Land Rover, the Aries 1 rocket, and the F-22 Raptor stealth fighter. The facility tour stretched past an hour. Thanks to all, especially MTS Vice-Chair, Dan Wheeler, for contributing to the success of another ASA-LA event.

By: Christine Thomson Lee, ASA



Peter Daley, ASA, joins board members for tacos and burritos made to order before the tour.



MTS Chair Dan Wheeler, Gigi and two Votaw employees, G&J Vice-Chair Carol Krieks, Past President Randall Blaesi, ASA and PP Chair Brooks Rice enjoying dinner.



Michael Gomez was one of the many guests at the Tour. Here he is sizing up a fuel diverter for a missile.



David Rose, [left] was the guest of Education Chair Doug Nason, ASA

ROUTE 66 TRIVIA

1. Route 66 starts in Los Angeles, CA and ends in what City?
2. According to the song, Route 66 is more than how many miles "All the way"?
3. What is the mystical hopping mascot of Route 66?
4. What State has the shortest length of Route 66?
5. Comprised of a series of roads, the entire Route was finally paved in what year?

John A. Thomson, ASA

In light of the holidays and spirit of giving, this month's Member Profile reflects a Member of the Los Angeles Chapter who has not only been a leader in the industry but one in his community as well. I believe it was late last winter when my mother told me this short story:

"It was raining so hard, Tina. I thought your father had too much Chardonnay at dinner. But, he saw a homeless man at the bus stop and pulled over quickly, took off his raincoat and just threw it over his shoulders and ran back in the car. He looked confused but accepted the coat" "That was *your* good rain jacket." My mother said." "He *obviously* needed it more than me!" was his reply.

Not a materialistic man by any means, as evidenced by his proud ownership of his 20-

plus-year-old Volvo 940 Turbo now reaching 300,000 miles (his other car sits in the garage with a cover on it and is only taken out on special occasions), you will find him on the weekends in tow with grandson(s), feeding the homeless along the LA county riverbeds. Or, he will serve in "soup kitchens" to provide hot meals for the less fortunate. During the winter, he collects boxes of the nicest and warmest sweaters and jackets with the help of his three daughters and brings them down to the local mission for distribution. He helps the elderly of his community to get to Sunday services or brings it to them. He visits an orphanage in the neighboring country of Mexico during Christmas, usually stocked with well needed items and fun gifts for the small children. And again, Zane, his oldest grandson, is two steps behind. My favorite story, however, is the endless paint job his home receives due to employing those who he knows who have lost their job or are just in tough times.

John A. Thomson has been a Member of ASA for 30 years. He started in this Profession in

the late '70s as a MTS *appraiser* in Philadelphia eventually transferring to Los Angeles as a *Financial Appraiser*. Mr. Thomson received his MAI designation (*real estate*) of the Appraisal Institute in 1987. Mr. Thomson co-founded Klaris, Thomson & Schroeder, Inc., in 1993. Prior to joining the appraisal profession, Mr. Thomson was employed several years in the field of engineering. He has prepared appraisals of businesses and intangibles, real estate, and machinery and equipment for a number of different purposes such as gift & estate tax, charitable contribution, and litigation support just to name a few. Mr. Thomson has testified as an expert in many states as well as the United States Tax Court, Federal Bankruptcy Court, United States Court of Federal Claims, United States District Court, and numerous tax appeal hearings (notable valuation cases Mr. Thomson has been involved with: *Davis, Strangi, Mitchell and Gallagher*). He has conducted numerous appraisal seminars and is a frequent speaker on valuation issues.

But most importantly, Mr. Thomson is an exemplary member of the community let alone this organization. He is also a great Mentor. I am proud to call him my Dad!

By: Christine Thomson Lee, ASA

"Yesterday is history, tomorrow is a mystery,
and today is a gift."

- Eleanor Roosevelt (1884-1962)

ASA -LOS ANGELES

CHAPTER CONTACT

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FOUNDATION**

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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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Steven Decker, ASA sjdassoc@sbcglobal.net

**APPRAISAL REVIEW & MANAGEMENT
(ARM)**

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

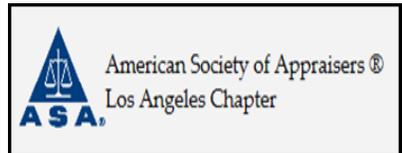
Call our Membership Chair

Noël R. Burndahl

(626)301-9277

Feeling gratitude and not expressing it is like wrapping a present and not giving it.

~William Arthur Ward



USPAP

1 5 - h o u r

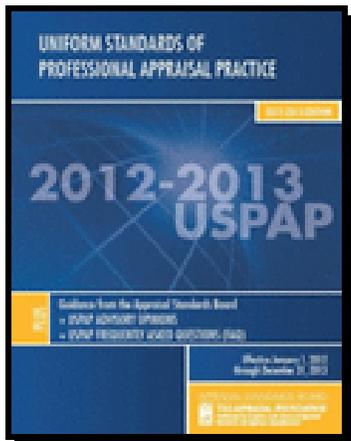
For: <i>Personal Property, Gems and Jewelry, Machinery and Technical Services Appraisers</i>	When: <i>November 10 & 11, 2012</i> Time: <i>8:30 am - 5:00 pm</i>	Where: <i>Springhill Inn – Marriott 99 N. Second Ave Arcadia, CA 91006 Tel: 626.821.5400</i>	Cost: <i>\$325.00 including all materials \$250.00 excluding 2012-2013 edition of USPAP*</i>
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ABOUT THE INSTRUCTOR:

William Novotny

Since January 1, 2003, only AQB Certified USPAP Instructors have been permitted to teach the National USPAP Courses (15-hour and 7-hour courses) that are required of appraisers. In 2003 Novotny became the first personal property appraiser to be certified as a National AQB USPAP Instructor. He has taught USPAP yearly since 2003 and in October 2011 Novotny was re-certified by the AQB through April 2015.

Bill Novotny has presented personal property USPAP classes in various locations including Los Angeles, San Diego, Sacramento, Dallas, Baltimore, Lincoln and Chicago. He has previously taught the PP/MTS USPAP to the Los Angeles Chapter of ASA.



****Food and Beverages:** Please note that this class includes a Continental breakfast and beverages. Lunch is on your own for the length of one hour. Bring your lunch or be prepared to visit one of the many quick food locations close by.

***If you already own the 2012-2013 USPAP manual please bring it to class.**



Los Angeles Chapter
of the
American Society of Appraisers ®

Register Now!

Online: www.appraisersla.com

*Questions or Need Assistance?
Contact DeborahAnn Marshall
818-333-6179*

*LA Chapter of ASA
PO Box 1877
Canyon Country, CA 91386
dmarshall@appraisersla.com*

Please be prompt and ready to start on time. Late arrivals may not be eligible to complete the course. Lunch is on your own and for the length of one hour.

CYBERSECURITY

–WHAT YOU NEED TO KNOW
November 14, 2012

Presented by the Los Angeles Chapter of the American Society of Appraisers



**Hackers, Stuxnet, Social Engineering, Identity Theft, Viruses, Data Hijacking!
Welcome to the Digital Jungle.**

The integration of technology, digital communication devices, and convenience has altered the way we communicate, network, conduct financial transactions, and shop. Everything in society relies on technology and computers.

But do you truly know the dangers and risks out there? Do you really need to worry about hackers? Do you know what the bad guys are up to? Are your client files and your personal confidential information protected?

Cyberspace permeates nearly every part of our daily lives. It surrounds us with broadband networks and wireless signals, the networks in our businesses, and the massive information grids that power our nation. The World Wide Web has made us more interconnected than ever. And the most vulnerable - if you're not prepared.

As appraisers we must secure the confidential data of our clients and maintain the integrity of our files. Join us to discover some security do's and don'ts and what you can implement to defend your critical data against technology's ever-growing, sophisticated threats.

ABOUT THE SPEAKER

JOSHUA CHIN is a cyber threat analyst, and cyber security audit specialist with Net Force. He specializes in Computer Forensics, Information Security and the "Human Factor" in Cyber Security. In 2010, he was ranked as one of the top twenty cyber security specialists by the US Cyber Challenge. Joshua is an active member of the High Tech Crimes Investigator Association (HTCIA), Infragard, the Los Angeles Electronic Crimes Task Force and the Information Systems Audit and Control Association (ISACA).

Joshua is a graduate of California State Polytechnic University Pomona and holds a Bachelor of Science in Business Administration with a concentration in Computer Information Systems. Joshua's certifications include the NSTISSI 4011 and CNSSI 4012 through the National Security Agency's National Centers of Academic Excellence in Information Assurance Education program.



- When: Wednesday, November 14, 2012
- Where: Luminarias Restaurant, 3500 Ramona Boulevard, Monterey Park, 91754
- Time: 6:00 P.M. Networking, 6:30 P.M. Dinner
- Cost: ~~\$50.00~~ includes dinner and 2 hours ASA Continuing Education
- Register at: www.appraisersla.com/Events
- Questions or assistance contact: DeborahAnn Marshall, (877) 998-8258
ASA-LA, PO Box 1877, Canyon Country, CA 91386, email: dmarshall@appraisersla.com

Discounted \$30