

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

XI. PERSONAL LIFE

C. Graduate Transcript, Resumes and Bibliographies
Documents

NAME OF STUDENT: Graaskamp, James Arnold					GRADUATE RECORD - THE UNIVERSITY OF WISCONSIN MADISON, WISCONSIN				
HOME ADDRESS: 111 East Daphne Road, Milwaukee, Wisconsin					MADISON, WISCONSIN 53706				
B. A.B., Rollins College, Florida, 1955					M.A., Marquette University, Wisconsin, 1957				
Ph.D.Ph.D., University of Wisconsin, January 23, 1965					M.A., Marquette University, Wisconsin, 1957				
DEPT.	COURSE	TITLE OF COURSE	CR.	GR.	DEPT.	COURSE	TITLE OF COURSE	CR.	GR.
1 1958-59	COMM 177	MADISON PROP DEV & MANAGE	3	A	S 1961	196	MADISON ADV STATIST TECH	3	B
	COMM 179	URBAN LAND ECON	3	A					
	COMM 249	ADV PROR RISK & INS	3	A					
	ECON 181	BUSINESS CYCLES	3	A					
2 1958-59	COMM 141	MADISON PENS&PROF SHAR PLAN	3	A					
	COMM 160	ADV PROP&CASUAL INS	3	A					
	COMM 176	REAL ESTATE FINANCE	3	A					
	COMM 178	HOUSE & PLAN PROBS	3	A					
	COMM 259	SEM RISK MANAGEMENT	3	A					
SUMMER SESSION 1959	LAW	MADISON LAND USE CONTROLS	3	90					
	LAW	REAL ESTATE TRANS I	3	79					
	LAW	TRUSTS & ESTATES (A)	3	80					
	LAW	TRUSTS & ESTATES (B)	3	77					
1 1959-60	COMM 144	MADISON MANAG INSUR ENTPRIS	3	A					
	COMM 177	PROP DEV & MANAGE	3	A					
	ECON 201A	ECON THEORY	3	B					
	LAW	SEM ESTATE PLANNING	3	S					
2 1959-60	COMM 280	MADISON INDEP WORK	3	A					
	ECON 201B	ECON THEORY	3	B					
	ECON 205	BANK&MONETARY THEOR	3	A					
	ECON 206	DEV OF ECON THOUGHT	3	A					
1 1960-61	ECON 202A	MADISON ECON THEORY&RESRCH	3	S					
	LAW	LEGAL PROCESS	3	A					
	POLSCI 270A	SEM PUBLIC PLANNING	3	A					
2 1960-61	COMM 279	MADISON SEM URBAN LAND ECON	3	A					
	POLSCI 270B	SEM PUBLIC PLANNING	3	S					

THE UNIVERSITY OF WISCONSIN OFFICIAL TRANSCRIPT
MADISON

Grading System (effective September 1, 1954)

Grade	Points	Def	Deferred	NR	No Report
A Excellent	4	Drp	Dropped with permission	PE/Perm Exc	Permanent Excuse
B Good	3	Exc/Exc	Excused	R	Registered
C Fair	2	H	Honors (Medicine)	S/Sat	Satisfactory
D Poor	1	1/Inc	Incomplete	U	Unsatisfactory
F Failure	0				

James J. [Signature]
Director, Records and record certification

This student is in good standing and is entitled to honorable dismissal unless otherwise stated.

"H" credits designates an Honors Course

JAMES A. GRAASKAMP

PROFESSIONAL DESIGNATIONS

SREA, Senior Real Estate Analyst, Society of Real Estate Appraisers

CRE, Counselor of Real Estate, American Society of Real Estate Counselors

CPCU, Certified Property Casualty Underwriter, College of Property Underwriters

EDUCATION

Ph.D., Urban Land Economics and Risk Management - University of Wisconsin

Master of Business Administration, Security Analysis - Marquette University

Bachelor of Arts - Rollins College

ACADEMIC AND PROFESSIONAL HONORS

Chairman, Department of Real Estate and Urban Land Economics,
School of Business, University of Wisconsin

Urban Land Institute Research Fellow

University of Wisconsin Fellow

Omicron Delta Kappa

Lambda Alpha - Ely Chapter

Beta Gamma Sigma

William Kiekhofer Teaching Award (1966)

Larson Teaching Award (1985)

Alfred E. Reinman, Jr. Award - Society of Real Estate Appraisers (1986)

Charles B. Shattuck Memorial Award, AIREA (1987)

Urban Land Institute Trustee

Research Committee - Pension Real Estate Association (PREA)

Richard T. Ely Real Estate Educator Award from Lambda Alpha

Homer Hoyt Foundation Fellow

PROFESSIONAL EXPERIENCE

Dr. Graaskamp is the President and founder of Landmark Research, Inc., which was established in 1968. He is also cofounder of a general contracting firm, a land development company, and a farm investment corporation. He is formerly a member of the Board of Directors and treasurer of the Wisconsin Housing Finance Agency. He is currently a member of the Board and Executive Committee of First Asset Realty Advisors, Inc., a subsidiary of First Bank Minneapolis. He is the designer and instructor of the Urban Land Institute (ULI) School of Real Estate Development and the American Bankers Association (ABA) National School of Real Estate Finance. His work includes substantial and varied consulting and valuation assignments such as investment counseling to insurance companies and banks, court testimony as an expert witness and the market/financial analysis of various projects, both nationally and locally, for private and corporate investors and municipalities. Currently is a member of Salomon Brothers Real Estate Advisory Board.

JAMES A. GRAASKAMP
Professor of Real Estate
University of Wisconsin School of Business
Madison, Wisconsin

EDUCATION:

University of Wisconsin, Madison, Wisconsin
Ph. D. (1964) Urban Land Economics and Risk Management

Marquette University, Milwaukee, Wisconsin
MBA (1957) Finance major

Rollins College, Winter Park, Florida
AB (1955) English major

ACADEMIC HONORS:

Chairman, Department of Real Estate & Urban Land Economics
University of Wisconsin Fellow, Omicron Delta Kappa
Lambda Alpha - Ely Chapter
Beta Gamma Sigma, William Henry Kiekhofler Teaching Award (1966)
Urban Land Institute Research Fellow

UNIVERSITY TEACHING SPECIALTIES:

Urban Land Economics, Undergraduate and Graduate Appraisal Theory and method courses, Real Estate Investment and Finance, Real Estate Marketing Research, Residential and Commercial Property Development, Principles of Risk Management.

RESEARCH INTERESTS:

Development of a variety of after-tax flow investment simulation models for real estate; research of innovative tax assessment techniques; recreational real estate development, techniques of feasibility analysis.

EXPERIENCE IN PRIVATE INDUSTRY:

Co-founder of general contracting firm in Madison, a land development firm in Madison, and a farm investment corporation. Member - Board of Directors - Wisconsin Housing Finance Authority. Investment counseling of insurance companies and banks in Wisconsin, court testimony as expert witness, and projects for various Wisconsin municipalities as well as private investors. Co-designer and instructor of EDUCARE teaching program for computer terminal applications in real estate.

PROFESSIONAL DESIGNATIONS:

Senior Real Estate Analyst - SREA; American Society of Real Estate Counselors - CRE; College of Property Underwriters - CPCU

ACADEMIC RESUME - November 1984

Prof. James A. Graaskamp

I. Research

A. Monographs and Books

1. "Potential Applications for the Reverse Annuity Mortgage," a chapter in the book Unlocking Home Equity for the Elderly, Ballinger Press. Spring 1980.
2. Editor of the anthology, Ratcliff Readings on Appraisal and Its Foundation Economics, R.U. Ratcliff, a book, 313 pages, published by Landmark Research, Inc. December 1979.
3. "Institutional Constraints on Redefinition and Reform of the Appraisal Process," Appraisal Colloquium for the Lincoln Institute, June 1984, to be published.
4. "Identification and Delineation of Real Estate Market Research," SREA Symposium on Real Estate Market Analysis, Atlanta, GA, October, 1984 (to be published in Real Estate Issues.)
5. Developing textbook on contemporary appraisal methods with Gene Dilmore of Birmingham, Alabama, sponsored by Dryden Press.

B. Refereed Publications

1. ULI Monograph, "Fundamentals of Real Estate Development," December 1980. Edited five additional monographs in the development component series.
2. "Cash Equivalent Value of Real Property," James A. Graaskamp, William C. Goolsby, and Timothy N. Warner, The Real Estate Appraiser and Analyst, Fall 1983.
3. "Pension Fund Real Estate Asset Management Issues," Mike E. Miles and James A. Graaskamp, Real Estate Review, Spring 1984.

C. Other Publications

1. "Strategic Planning Approach to Major Real Estate Decisions," Questor Real Estate Investment Yearbook, Public Syndication, pp 237-244, 1981, San Francisco, California.
2. "Overcoming the Obstacles to Education," published by National Association of Realtors in the Journal of Real Estate Education, Jan/Feb 1984.
3. "Real Estate and the Economy in 1984: What Goes Down Must Come Up," Anthony Downs, James A. Graaskamp, and Lloyd Hanford, Jr., Journal of Property Management Jan/Feb 1984.

D. Research Grants

- 1979
1. \$11,000 grant from the American Institute of Real Estate Appraisers for development of TRS-80 programs for use in the appraisal office partially completed; TRS-80 proved unreliable and alternative machine is now being selected to complete system development.
 2. Development of tax assessment system for minicomputer and small jurisdictions is operational and will produce January 1, 1980, assessment for Village of Maple Bluff. Funded by \$10,000 from Village of Maple Bluff and summer research grant for Knitter and Graaskamp from Industrial Research Center.
 3. \$6,000 grant from Urban Land Institute to develop initial five units of a modular textbook on The Real Estate Development Process. Targeted publication date is September of 1980. We are coordinating selected authors and topics at VPI, Georgia State, and SMU.
- 1980
4. Valuation of Eastern Cascade Mountains Known as Alpine Lakes Region using Forest Service standards of Wilderness attributes and visual quality to rank comparable sales and price acquisitions. Approximately \$125,000 via WU Foundation. Appraisal of Cascade wilderness based on scenic quality and wilderness indexing successfully concluded with \$28 million settlement for Pack River interests.
- 1981
5. Appraisal specifications of commingled funds - \$7500 Homer Hoyt Institute (1983; additional grant of \$15,000 for 1985).
- 1982
6. Major study for City of Madison on feasibility of marketing West Washington Avenue and West Wilson Streets rail corridor if acquired by City land banks. (privately funded)
- 1983
7. Development of real estate market research symposium and textbook for Homer Hoyt Institute of Economics (funded with \$12,500 at UW Foundation; colloquium to be held in Atlanta in October 1984.) (Co-director with Professors William Kinnard and Maury Seldin of the Institute.)
- 1984
8. Valuation of native claim lands in Alaska for Ahtna Indians (together with Professor Michael L. Robbins). University portion \$25,000 via UW Foundation.
 9. Co-director of colloquium on contemporary appraisal theory with \$30,000 funded by Lincoln Institute of Land Policy in Cambridge, Mass.; scheduled for June 20-24, 1984, in Cambridge. (Co-director Prof. Jerome Dasso, University of Oregon.)
 10. Received pledge of \$15,000 a year from Homer Hoyt Institute for 1985, '86, '87, and '88 for research of departmental choice. 1985 research focused on pension real estate appraisal practice. Additional support on pension research forthcoming from PREA (Pension Real Estate Advisors Association.)

E. Ph.D. Dissertation Committees

Chairman of Committee

1. Ph.D. award Lynn Woodward, December 1979:
Alternative Methods for Brokers Compensation in Residential Single Family Home Sales
2. Terry Gissom, Analysis of the Appraisal Process as Applied to Land Corridors, completed in 1980.
3. James DeLisle, Toward a Formal Statement of Residential Real Estate Appraisal Theory: A Behavioral Approach, completed in 1981.
4. I. Richard Johnson, A Study of the Appraisal/Accounting Reporting Interface in the Commingled Real Estate Industry, completed in 1984.
5. K. Edward Atwood, Current Cost Reliability: An Investigation of the Effect of Certain Measurement Choices, completed in 1983.

Reader

1. Michael L. Robbins, Automatic (EDP) Market Comparison of Wilderness Tracts for Appraisal, completed in 1983
2. Jarjisu Sa-Aadu, The Section 8 New Housing Construction Program: An Economic Analysis of the Magnitude and Distribution of Direct Tenant Benefits, Consumption Impacts and the Efficiency of the Program in Seventeen Counties in the State of Wisconsin, completed in 1980.
3. Seth Gakpo, Regional Econometric Forecasting Models of Housing and Mortgage Markets: Specification and Performance Evaluation With an Application to the Milwaukee Area, completed in 1982.

F. Continuing Education Seminar Days Per Year

1. 1979 - 45 seminar days
- 1980 - 60 " "
- 1981 - 43 " "
- 1982 - 44 " "
- 1983 - 23 " "
- 1984 - 43 " "

2. 1984 Seminars

- | | |
|--------------------|--|
| Jan. 8-12
24-26 | Homer Hoyt Institute Seminar
Executive Management Feasibility Seminar,
Lowell Hall, Madison |
| Feb.-Mar. | Singapore, Australia, New Zealand |
| | 1. Singapore |
| | 1. Real Estate Investment & Minicomputers |
| | 2. Melbourne |
| | 1. Development Process (2 days) |
| | 2. Real Estate Investment |
| | 3. Real Estate Feasibility & Market
Research |
| | 4. Minicomputer Applications to Real
Estate |
| | 3. Sydney |
| | 1. Feasibility |
| | 2. Real Estate Investment & Minicomputers |
| | 4. Brisbane |
| | 1. Feasibility |
| | 2. Investment & Minicomputers |
| | 5. Palmerston |
| | 1. Feasibility |
| | 6. Wellington |
| | 1. Real Estate Investment |
| | 7. Adelaide |
| | 1. Feasibility |
| | 2. Real Estate Investment & Minicomputers |
| | 8. Perth |
| | 1. Development Process |
| | 2. Feasibility |
| Apr 13-14 | Regina, Saskatchewan, Canadian Institute of
Appraisers, Feasibility Seminar |
| Apr. 20 | Contemporary Income Property Appraisal Seminar,
Asheville, North Carolina Chapter MAI's |
| Apr. 24-26 | Real Estate Development Process - Executive
Management Series |
| June 15 | Wisconsin Chapter American Institute of
Real Estate Appraisers, Wisconsin Dells,
Income Property Appraisal Seminar |
| June 20-22 | Appraisal Colloquium - Boston, Lincoln Institute |
| Aug. 7 | American Bar Association, Chicago, The Role
of the Appraiser in Courtroom Litigation |

Aug. 20-21 Graduate School of Banking, Lending on Income
Property
Sept. 5 Management of Corporate Real Estate Seminar
Wisconsin Center
Sept. 12 League of Municipal Assessors, Wisconsin
Rapids, "Assessing Income Properties," two
3-hour seminars.
Sept. 27 SREA Southern Wisconsin monthly meeting,
"Yesterday's Expenses Are Tomorrow's Revenues,"
Oct. 10-13 Market Symposium, Atlanta (Co-director and
gave paper)

II. Teaching

<u>Semester</u>	<u>Course</u>	<u>Students</u>	<u>Adj. Scale Score</u>	<u>TA's</u>
Fall 1979	Bus. 856	39		0
	Bus. 551	97		1
	Bus. 995	8		0
Spr. 1980	Sabbatical			
Fall 1980	Bus. 856	17	60.12	0
	Bus. 551	96	58.95	1
Spr. 1981	Bus 550/705	100	49.71	2
	Bus. 857	18	60.80	0
	Bus. 850	22	59.60	
Fall 1981	Bus. 550/705	169	59.76	2
	Bus. 856	22	61.43	0
	Bus. 552	54	54.62	0
	Bus. 551	68	59.11	0
	Bus. 695	1		
	Bus. 795	3		
Spr. 1982	Bus. 550/705	160	58.20	2
	Bus. 857	26		0
	Bus. 850	37	70.13	0
	Bus. 795	4		
	Bus. 695	2		
Fall 1982	Bus. 550/705	185	60.40	2
	Bus. 856	41	59.90	0
	Bus. 552	49	47.21	0
	Bus. 551	111	49.23	1
	Bus. 695	2		
	Bus. 795	5		
Spr. 1983	Bus. 550/705	175		2
	Bus. 857	27		0
	Bus. 850	42		0
	Bus. 795	5		
	Bus. 695	3		
Fall 1983	Bus. 550/705	204	58.86	2
	Bus. 856	34	62.15	0
	Bus. 551	114	58.02	1
	Bus. 695	2		
	Bus. 795	5		
Spr. 1984	Bus. 550/705	175	54.88	2
	Bus. 857	35	57.10	0
Fall 1984	Bus. 550/705	245		
	Bus. 856	48		
	Bus. 551	140		
	Bus. 795	5		

III. Service

A. University Service

1. Chairman, Chancellor's Committee for Disabled Persons on Campus, through August 1979, excused for sabbatical year
2. Departmental assignment - Chairman, Real Estate and Urban Land Economics
3. Chancellor assignment - Serving as board member and treasurer of Wisconsin Housing Finance Authority since July of 1975 at request of Governor and Chancellor Young. Term expires January 1980.
- 1980 4. Student Service, advisor to Real Estate and Real Estate Construction Club (80 members)
5. University Committee - member, Chancellor's Committee for Disabled Persons on Campus
6. Departmental assignment - Chairman, Real Estate and Urban Land Economics
- 1981 7. Advisor to Real Estate and Real Estate Construction Club (80 members)
8. University Committee - member, Chancellor's Committee for Disabled Persons on Campus
9. Departmental assignment, Chairman, Real Estate and Urban Land Economics
- 1982 10. Advisor to Real Estate and Real Estate Construction Club (75 members)
11. University Committee - member, Chancellor's Committee for Disabled Persons on Campus
12. Departmental assignment - Chairman, Real Estate and Urban Land Economics
13. Ad hoc chairman of committee to raise funds for a partially endowed chair in real estate (approximately \$100,000 collected to date).
- 1983 14. Advisor to Real Estate and Real Estate Construction Club (75 members)
15. Departmental assignment - chairman, Real Estate & Urban Land Economics
16. Ad hoc chairman of committee to raise funds for a partially endowed chair in real estate (approximately \$175,000 collected or pledged to date).
17. Administrator of Executive Management Series of two-day seminars for development companies, for School of Business, Center for Advanced Studies; initial 1983 profit of \$8,000 in addition to faculty stipends.

B. Professional Service

- 1979
1. Chairman of American Real Estate and Urban Economics Association Professional Placement Service
 2. Member Citizens Airport Planning Advisory Committee for Truax Field, representing Disabled Persons on Campus, Community and Madison Clinics
- 1980
3. Chairman of American Real Estate and Urban Economics Association Professional Placement Service
 4. Member Citizens Airport Planning Advisory Committee for Truax Field, representing Disabled Persons on Campus, Community and Madison Clinics
- 1981
5. Chairman of American Real Estate and Urban Economics Association Professional Placement Service
 6. Member of Housing Task Force for Disabled Persons, Secretary of Health & Social Services - Percy
- 1982
7. Chairman of American Real Estate and Urban Economics Association Professional Placement Service
 8. Member of housing task force for disabled persons, Secretary of Health & Welfare - Percy
- 1983
9. Chairman of American Real Estate and Urban Economics Association Professional Placement Service
 10. Board of Trustees, Urban Land Institute
 11. Dane County Regional Airport Terminal Building Committee
- 1984
12. Board of Trustees, Urban Land Institute
 13. Chairman of Appraisal Research, Pension Real Estate Advisors Association
 14. Chairman, American Bankers Association - Real Estate Finance courses to be relocated to University of Wisconsin campus
 15. Made a Fellow of the Homer Hoyt Institute for Land Economics

(All of the above represent a premier position in terms of national recognition in the real estate industry and among real estate academics.)

C. Other Service

1. Board member and treasurer - Wisconsin Housing Finance Authority, Madison, Wisconsin.
2. Assessor (through 1985) - Village of Maple Bluff
3. Real estate advisor without compensation to alderpersons for the City Council of Madison, State Department of Space Planning & Construction, and local Madison civic groups.
4. Expert witness for Internal Revenue Service cases and a variety of State of Wisconsin court issues.

- 1980
5. Sole owner of Landmark Research, Inc., a real estate consulting firm located at 3240 University Avenue, Madison, Wis.
 6. Testimony or court work completed during 1980, includes Real Estate Tax Appeal in Madison for First Wisconsin Bank Building; and Quaker Bridge Mall, Princeton, New Jersey.
- 1981
7. Sole owner of Landmark Research, Inc., a real estate consulting firm located at 1501 Monroe Street, Madison, Wis.
 8. Board of Directors & Executive Committee of First Asset Realty Advisors, a subsidiary of First Bank of Minneapolis
- 1982
9. 50% owner of Landmark Research, Inc., a real estate consulting firm located at 4610 University Avenue, Madison, Wisconsin
 10. Board of Directors & Executive Committee of First Asset Realty Advisors, a subsidiary of First Bank of Minneapolis.
- 1983
11. 50% owner of Landmark Research, Inc., a real estate consulting firm located at 4610 University Avenue, Madison, Wisconsin
 12. Board of Directors & Executive Committee of First Asset Realty Advisors, a subsidiary of First Bank of Minneapolis.

JAMES A. GRAASKAMP'S EXTENDED VITA

Name: JAMES A. GRAASKAMP

Address: 202A Breese Terrace
Madison, Wisconsin 53705

Born: June 17, 1933 Place: Milwaukee

Age: 54

Height: 6'6" Weight: 255 pounds

Physical Disability: Post-polio wheelchair

Secondary Education:

Milwaukee Country Day School, Forms I-XII. Class of 1951;
Honors Student, Class President, Publications Editor,
Football, Basketball, and Track Letters.

Undergraduate College:

Rollins College, Winter Park, Florida; BA (1955) English
major, creative writing. Publications Editor, Chapel Staff
President, Class Officer, Key Society.

Graduate Education:

Marquette University, Milwaukee, Wisconsin MBA (1957)
Finance major, security analysis. Dissertation: "Three
Theories of a 'Growth Stock' as Applied to the Light
Aircraft Industry."

University of Wisconsin School of Business, Madison,
Wisconsin Ph.D. (1964) Risk Management and Urban Land
Economics. Ph.D. Dissertation: "Problems of Pension
Termination Due to Business Failure, Liquidation, or
Migration." Ford Foundation grant study.

Academic Honors:

Omicron Delta Kappa, 1955; University of Wisconsin Fellow,
1959-60; Reim Foundation Scholar 1960-61. Selected as
co-faculty advisor to Delta Sigma Pi, the professional
business fraternity, Delta chapter, at Marquette
University; Beta Gamma Sigma, at University of Wisconsin,
1961. William H. Kiekofer Teaching Award 1966;
Handicapped Man of the Year for State of Wisconsin 1970;
Citation for Meritorious Service for Presidents Committee
on Employment of the Handicapped.

Academic Positions:

- 1956-57 - Lecturer in insurance, School of Business Administration, Marquette University
- 1958-61 - Teaching and Research assistant - Insurance, School of Business, University of Wisconsin, Madison
- 1961-64 - Instructor, Insurance and Real Estate, School of Business Administration, University of Wisconsin Madison
- 1964-67 - Assistant Professor of Real Estate and Insurance, School of Business Administration, University of Wisconsin
- 1968-74 - Associate Professor of Real Estate, School of Business Administration, University of Wisconsin, Madison, Wisconsin
- 1974-present
Full Professor, and Chairman, R.E. and Urban Land Economics

Professional Memberships & Designations:

- Lambda Alpha - Ely Chapter
- American Society of Real Estate Counselors, CRE
- Chartered Property and Casualty Underwriter, CPU
- Senior Real Estate Analyst, SREA
- Certified Property Casualty Underwriter, College of Property Underwriters, CPCU
- Associate member of International Association of Assessment Officers
- American Risk and Insurance Association
- American Real Estate & Urban Economics Association (elected director 1973-75)
- Madison Industrial Development Commission 1968-71
- Wisconsin Housing Finance Authority - Board member 1975-81
- First Asset Realty Advisors-Board member 1981 to present

Business Experience:

General Insurance Agency from 1955-1960
Co-founder of Landmark Homes, Inc., a general contracting firm in Madison, Regency Hill, Inc., a land development firm in Madison; and West Pond Farms, Inc., a farm investment corporation; Landmark Research, Inc. specializing in real estate counseling and feasibility analysis. All business interests except Landmark Research have been profitably operated and sold. Landmark Research remains a wholly owned vehicle for professional activities. Projects include valuations, feasibility studies, counseling of major insurance companies in Wisconsin, court testimony for private and government agencies from coast to coast.

Monographs:

1. Industrial Park Development for the Small Town, with research assistant Alexander Anagnost, funded and published by U.S. Department of Commerce, 1973, 100 pages.
2. The Role of Investment Real Estate in Portfolio Management, J.A. Graaskamp, Bryn Mawr, Pa: American College of Life Underwriters, 1972, 35 pages.
3. Second Edition of A Guide to Feasibility Analysis, Chicago: Society of Real Estate Appraisers, 1972, 134 pages.
4. Lily Lake Forest Recreational Development Project, co-author, Prof. Atef Sharkawy, Department of Landscape Architecture, a book published by the University of Wisconsin, Environmental Awareness Center, 1971, 150 pages, external funding by Inland Lakes Renewal and Management.
5. The Appraisal of 25 N. Pinckney, a demonstration and discussion of contemporary appraisal theory and methods for adaptive reuse of old buildings. Published by Landmark Research, Inc., 1978, 120 pages.
6. "Fundamentals of Real Estate Development," ULI Development Component Series, 1980, 31 pages.

Articles:

1. "A Practical Computer Service for the Income Approach," The Appraisal Journal, January 1969 - 8 pages.
2. "Dollars & Cents of Shopping Centers: A Critical Review," Land Economics, Spring 1970, - 4 pages.
3. "Development and Structure of Mortgage Loan Guaranty Insurance in the U.S.," Journal of Risk and Insurance, Vol, XXXIV, No. 1, March, 1967, pages 47-67.
4. "Simulation Model for Investment Project Analysis of Income Producing Real Estate", a paper presented for and published as Colloquium on Computer Applications in Real Estate Investment Analysis, University of British Columbia, 29 pages.
5. "Implications of Vested Benefits in Private Pension Plans: Comment", Journal of Risk and Insurance, Vol. XXXIII, No. 3, September 1966, 6 pages.
6. "A Rational Approach to Feasibility," The Appraisal Journal, October 1972, (40th anniversary issue) 10 pages.
7. "An Approach to Real Estate Finance Education by Analogy to Risk Management Principles," Real Estate Issues, Summer 1977, pages 53-70.

Articles (Continued):

8. "Strategic Planning Approach to Major Real Estate Decisions," Questor Real Estate Investment Yearbook, Public Syndication, 1981, San Francisco, California, pages 237-244.
9. "Remodeling & Rehabilitation," Chapter 24, Principles of Real Estate Appraisal, 1982, American Institute of Real Estate Appraisers.

Additional academic or professional education projects authored by Professor Graaskamp:

1. Co-author with Prof. Peter Amato of Report to the Statutory Advisory Housing Committee, 1972, published by the Committee, approximately 300 pages.
2. Co-author with H. Robert Knitter, Director of the School of Business Computer Center of a one week training seminar designed to teach real estate professionals the techniques and application of computer time sharing systems to real estate appraisal, market analysis and financial analysis. Involved preparation of manuals, lectures, computer programs and a library of supporting systems on GE Time Sharing for the use of the professional once he has returned to his office. The seminars are offered periodically in various cities in the United States.
3. Co-director with Prof. Dick Smith of Agricultural Engineering of Badger Redevelopment Corporation, a special undergraduate two semester course receiving a University grant for innovative undergraduate programs in 1972. Final report describing and analyzing program, Housing Rehabilitation, An Innovative Undergraduate Teaching Project, jointly authored by faculty and students, published by the School of Agricultural Engineering and School of Business, 1973, 63 pages. (Illustrated)
4. Testimony and report to the Sub-Committee on Real Estate Tax Reform of the Governor's Committee on Use of Land Resources, Chairman, Warren Knowles, "A Pragmatic Approach to Real Estate Tax Assessment Valuation Reform in the State of Wisconsin," 1972.
5. Currently developing and testing an automated market comparison valuation system for tax assessment of single family homes that can be operated by the assessor in his own community. System presently operating in the Village of Maple Bluff, Dane County, Wisconsin.

Additional Academic or professional education projects
(Continued):

6. "Private Mortgage Guaranty Insurance as Distinguished from Banking and Extension of Credit," a 40-page brief prepared for Federal Reserve Bank hearings held on January 28, 1974, into possible powers of one bank holding companies to operate in the area of mortgage guaranty insurance.
7. Chairman, Chancellor's Committee for Disabled Persons on Campus, charged with implementation of University concerns for the disabled and priorities and other policies related to implementation of HEW 504 on the Madison Campus.

Educational Consultant:

Society of Real Estate Appraisers

Mortgage Bankers Association of America

Educational Foundation for Computer Applications to Real Estate (EDUCARE) (a joint venture of the three professional appraisal organizations in the United States charged with development of computer time sharing procedures for appraisers and educational seminars for dissemination of computer techniques. Co-director with H. Robert Knitter of the School of Business Computer Center.)

Continuing Education Institute, Inc. a Wisconsin corporation providing accredited programs to lawyers, accountants, appraisers and other Wisconsin professionals requiring continuing education credits for recertification.

Urban Land Institute Education Committee, a funded division of the Urban Land Institute, Washington, D.C.

Landmark
Research
Inc.

James A. Graaskamp, Ph.D., SREA, CRE
Tim Warner, MS, MAI, SREA
Jean B. Davis, MS

PUBLICATIONS AVAILABLE FROM
LANDMARK RESEARCH, INC.

1. The Appraisal of 25 N. Pinckney: A Demonstration Case for Contemporary Appraisal Methods, James A. Graaskamp, 1977. \$15.00 postpaid
2. Ratcliff Readings on Appraisal and Its Foundation Economics, Richard U. Ratcliff, 1979. \$15.00 postpaid
3. Techniques for Writing Business Reports, Frances R. Larson, 1981. \$12.50 postpaid
4. Fundamentals of the Real Estate Development Process, James A. Graaskamp, Urban Land Institute monograph, 1981. \$ 5.00 postpaid

40% discount available for bulk orders.

