

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

III. REAL ESTATE DEPARTMENT ADMINISTRATION

- A. Selected Graaskamp Correspondence With Other Faculty Members
 - 5. Selected Annual Reports from Graaskamp Regarding Department Teaching and Research Activities

M E M O R A N D U M

TO: R. B. Andrews

FROM: J. A. Graaskamp

RE: Teaching and Research Loads since 1966.

DATE: December 23, 1968

a. Realestate class enrollments are counts of grades given since the fall of 1966: (1966 teaching load also included insurance courses 542 and 543; 520 averages 25 in the summer)

Course Number	1966-67	1967-68	1968-69
526	23	35	39
528	12	19	19
847	(Ratcliff)	18	15 (est.)
935	6	11	12
937 (760)	(Ratcliff)	19	15
938 (761)	5	15	15 (est.)
522	(Ratcliff)	32	35 (est.)

b. In addition to the following MS papers which have been or will be completed for January graduation, we are supervising papers for Neujahr, Richardson, Ritley, Anding, Coombs, Christianson, and Lee. In addition in 1966 I worked with James Collier for his Ph.D. thesis, Bill Hold for his Ph.D. thesis in 1967; Erwin Blech in 1968; and the MBA paper by Charles Review

Robert C. Markwardt - THE EFFECT OF THE THREAT OF CONDEMNATION: UNIVERSITY EXPANSION, AREA, MADISON, WISCONSIN (1967)

Lynn A. Lee - REGRESSION ANALYSIS BY COMPUTER OF VARIABLES FOR MARKET COMPARISON IN FARM APPRAISAL IN RURAL MADISON, WISCONSIN TOWNSHIPS (1967)

Maurice A. Adams - PROBLEMS IN THE APPRAISAL OF POTENTIAL FREESTANDING SUPERMARKET SITES (1967)

Douglas A. Smith - A TEST OF STATISTICAL INFERENCE AS A TOOL FOR APPRAISING F.H.A. INSURED SINGLE FAMILY RESIDENCES IN MADISON, WISCONSIN (1967)

Berhanu Amlak - HOUSING DESIGNED TO MEET ECONOMIC CONSTRAINTS IN URBAN ETHIOPIA (1968)

- Melvin P. Gruenhagen and Terry E. Klitzkie - POTENTIAL APPLICATIONS OF STATISTICAL REGRESSION ANALYSIS TO SERVICE STATION VALUATION (1968)
- Michael R. Buchholz - A FEASIBILITY ANALYSIS FOR THE OLD WISCONSIN VILLAGE PROPOSED BY STATE HISTORIC SOCIETY (1968)
- Robert M. Reuss - THE CONTRIBUTION OF THE INDEPENDENT VARIABLE "SQUARE FOOT OF LIVING AREA" TO SINGLE FAMILY MULTIPLE REGRESSION VALUATION (1968)
- Donald F. Nemke - A FORECAST OF POTENTIAL NEW CONSTRUCTION FOR THE STUDENT HOUSING MARKET IN MADISON, WISCONSIN, BASED ON AFTER TAX YIELD INCENTIVES AND EDP ANALYTICAL MODELS (1968)
- David P. Stewart - MARKET PREFERENCE MAIL SURVEY OF LUXURY APARTMENT DEMAND IN MADISON, WISCONSIN (1968)
- Robert L. Conner - THE POTENTIAL OF MULTIPLE REGRESSION ANALYSIS APPLIED TO RESIDENTIAL TAX ASSESSMENT APPRAISAL FOR A SINGLE WISCONSIN COMMUNITY (1968)
- Robert A. Blettner - SEARCH FOR SIGNIFICANT INDEPENDANT VARIABLES CORRELATED TO A SINGLE FAMILY HOME SALES PRICE FOR TWO SELECTED NEIGHBORHOODS (1968)
- Michael Y. Rootberg - MARKET SURVEY TECHNIQUES APPLIED TO OFFICE TENANT PREFERENCE PATTERNS IN THE CHICAGO LOOP (1968)
(In Process)

c. Research completed during this time is essentially my work and articles related to computer applications to real estate appraisal. The cash flow simulation models have been licensed to Comappraisal Corporation to the benefit of the University Alumni Foundation and the implications of this work for appraisal theory will be published in the January 1969 Appraisal Journal. The Appraisal Institute is appointing a committee to restudy the theory of the income approach to recognize the after-tax spendable cash theory developed at the University of Wisconsin. A second appraisal development using statistical techniques for analysis of sales prices to assess properties is well under way for the village of Bayside for completion in the Spring of 1969. A third project to build a computerized assessment valuation system for the City of Madison is now under negotiation. All MS papers except Amlak, Smith and Markwardt were financed in part by outside interested parties.

d. Professional presentations to group audiences in 1968 have included lectures and seminars at:

1. Krannert Graduate School of Business, Purdue University, Lafayette
2. Michigan State University School of Mortgage Banking, East Lansing
3. Northwestern University School of Mortgage Banking--3 week summer teaching fellowship
4. Four separate courses for the University Extension.

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Memorandum to R. B. Andrews

December 23, 1968

5. State or regional convention addresses to National Association of Real Estate Licensing Officers, Minnesota Realtors, Wisconsin Realtors, Wisconsin Assessment Officers, Society of Real Estate Appraisors, Ohio and Illinois chapters of the American Institute of Appraisal.

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1968

JAN - 6 1969

DATE January 2, 1969

School of Business

TO: Dean E. A. Gaumnitz
FROM: JAMES A. GRAASKAMP
SUBJECT: Annual Report of Academic Activities

1. Instructional Assignments

List courses taught both semesters as well as summer for the calendar year by number, title, credits, and number of students enrolled. If a course has discussion sections, list the number of these and the number of teaching assistants working under you.

List special courses such as one day presentations for special groups on campus. This is primarily to record University Extension activities.

	<u>Credits</u>	<u># of Students</u>
Spring semester, February-June, '68		
522 - Real Estate Finance	3	32
847 Problem Seminar in Real Estate	2	18
936 Advanced Appraisal Seminar	2	12
938 (761) Real Estate Feasibility Analysis	2	15
Summer Semester 1968		
795 (special readings in research) (Thesis supervision)		2 3
Bayside Research Project		
Bayfield Research Project		
Fall Semester September-January 1968		
526 Property Development	3	39
528 Real Estate Appraisal	3	19
935 Advanced Appraisal Seminar	2	12
937 (760) Real Estate Equity Investment	2	15
University Extension Programs (over)		

2. Theses Supervised

List theses supervised for the calendar year at the Master's and Ph.D. levels (indicate level) and give semester of completion. Berhanu Amlak - HOUSING DESIGNED TO MEET ECONOMIC CONSTRAINTS IN URBAN ETHIOPIA

Melvin P. Gruenhagen & Terry E. Klitzkie - POTENTIAL APPLICATIONS OF STATISTICAL REGRESSION ANALYSIS TO SERVICE STATION VALUATION

Michael R. Buchholz - A FEASIBILITY ANALYSIS FOR THE OLD WISCONSIN VILLAGE PROPOSED BY STATE HISTORIC SOCIETY

Robert M. Reuss - THE CONTRIBUTION OF THE INDEPENDENT VARIABLE "SQUARE FOOT OF LIVING AREA" TO SINGLE FAMILY MULTIPLE REGRESSION VALUATION

Donald F. Nemke - A FORECAST OF POTENTIAL NEW CONSTRUCTION FOR THE STUDENT HOUSING MARKET IN MADISON, WISCONSIN, BASED ON AFTER TAX YIELD INCENTIVES AND EDP ANALYTICAL MODELS

David P. Stewart - MARKET PREFERENCE MAIL SURVEY OF LUXURY APARTMENT DEMAND IN MADISON, WISCONSIN

Robert L. Conner - THE POTENTIAL OF MULTIPLE REGRESSION ANALYSIS APPLIED TO RESIDENTIAL TAX ASSESSMENT APPRAISAL FOR A SINGLE WISCONSIN COMMUNITY

(over)

Instructional Assignments (continued)

University Extension Programs

- ✓ May, 1968 Introduction to Ellwood - one day, Milwaukee Extension
- October-November, 1968 - Introduction to Ellwood, 6 2-hour sessions
- ✓ Madison Extension
- June, 1968 - Conservation Resource Management - one half day - Madison
- ✓ Extension
- March, 1968 - Society of Real Estate Appraisers, one day, Wisconsin
- ✓ Center Workshop
- July, 1968 - Cuna School - Principals of Risk Management, 2 days
- ✓

Theses Supervised (continued)

Robert Blettner - SEARCH FOR SIGNIFICANT INDEPENDANT VARIABLES CORRELATED TO A SINGLE FAMILY HOME SALES PRICE FOR TWO SELECTED NEIGHBORHOODS

Michael Y. Rootberg - MARKET SURVEY TECHNIQUES APPLIED TO OFFICE TENANT PREFERENCE PATTERNS IN THE CHICAGO LOOP (in process)

Masters papers are in progress for Thomas Neujahr, Roger Ritley, Walter Coombs, Robert Richardson, Roger Christianson.

Erwin Blech--Reading Committee for Ph.D. thesis, 1968.

3. Student Service

List sponsorship and/or major advising responsibilities with organized student groups.

1. Wisconsin Insurance Society
- ✓ 2. Real Estate & Construction Administration Club
- ✓ 3. Green Lantern Eating Co-op (Replaced Prof. Harold Groves)
- ✓ 4. Wisconsin Handicapped Students Association

4. Research and Publications

Describe briefly research activities for the calendar year (one or two sentences should be sufficient). Indicate source of funding (internal - external).

List publications including co-authors, title, journal or publisher, date and number of pages. List those publications "in process" and possible outlet.

List papers presented at professional meetings by title and give the name of the professional organization. Include non-academic as well as academic organizations.

Research activities - 1968 including development of a market data statistical appraisal system for the Village of Bayside, (funded by Bayside and University-Industrial Research Committee).

✓ Development of cash flow simulation models for which commercial rights were donated to Alumni Foundation and then licensed to Compraisal Corporation of Columbus, Ohio for cash and royalties.

Publications:

✓ "Simulation model for Investment Project Analysis of Income Producing Real Estate" Colloquium on Computer Applications in Real Estate Investment Analysis, Monograph #2, R. U. Ratcliff, editor, published by University of British Columbia, Vancouver, 1968. (Originally presented as a paper at the Colloquium January 31, 1968, in Vancouver).

"Commercial Computer Service for Financial Analysis of Rental Income Property Decisions", The Appraisal Journal, January, 1969. (Originally presented as a paper at the Annual Meeting of the American Real Estate and Urban Economics Association, December 29, 1968).

(over)

Research and Publications (continued)

Appointed review editor of the book in manuscript Man, Automobiles, and Insurance by Prof. Wm Hold by the publisher Richard D. Irwin, Inc.

- ✓ "Future Problems for Regulation of Real Estate Personnel and Procedures" keynote address to annual convention of the National Association of Real Estate Licensing officers, Minneapolis, Minn., September 25, 1968.
- ✓ "New Techniques in Commercial Property Appraisal", two hour seminar for annual convention of Minnesota State Board of Realtors, Minneapolis, September 26, 1968.
- ✓ "Long Term Changes in the Structure of the Commercial Mortgage Sources", Annual convention of the Wisconsin Realtors Association, Milwaukee, October 10, 1968
- ✓ "Seminar Faculty Member For American Society of Real Estate Counselors" Case Study of an Aging Office Building", Chicago, June 3-7, 1968.
- ✓ Faculty Fellow at School of Mortgage Banking conducted at Northwestern University, School of Business for three weeks, June 16-July 7, 1968.
- ✓ Lecture on Capital Budget, Cash Flow, and Investment Yield at Krannert Graduate School of Business, Purdue University, Lafayette, Indiana, December 5, 1968,
- ✓ and again at the Kellogg Center, Michigan State University, December 11, sponsored by Mortgage Bankers Association.

5. Administration

Give administrative title, if any.

List University committee assignments both within and outside the School of Business. Indicate if chairman of the committee.

- ✓ 1. Building & Development Committee
- ✓ 2. Environmental Resource Management Committee
- ✓ 3. Construction Administration Curriculum Revision Committee, Chairman
- ✓ 4. Counseling safety director, Earl Rupp, on installations for handicapped on campus.

6. Public Service

List off-campus activities including assignments (describe briefly if deemed necessary) on boards or committees, conferences attended, etc.

- 1. Trustee, Madison Industrial Land Utility
- 2. Risk Management Counseling - City Finance Director
- 3. Governors Committee on Eminent Domain Reform
- ✓ 4. Trustee, Wisconsin Handicapped Students, Inc. (scholarship and grant trust)
- ✓ 5. SRA Wisconsin Chapter Educational Committee

7. Miscellaneous

Describe any professionally oriented activities not covered in above categories.

Advancing toward completion of experience and course requirements of M.A.I. and S.R.A. professional appraisal designations.

- ✓ Visiting Lecturer at Georgia State University, Graduate School of Business, April 8 and 9, 1969.

Guest speaker-seminar at Southeastern Regional Appraisal Conference, Chattanooga, Tennessee, March 27, 1969

DATE Jan 29, 1970

TO: Dean E. A. Gaumnitz
FROM: Prof. J. A. Graaskamp
SUBJECT: Annual Report of Academic Activities - 1969

1. Instructional Assignments

Spring '69

522 Real Estate Finance	3 Credits	45 Students
761 Feasibility Analysis	2	10
847 MBA Problem Seminar	2	15
936 MBA Seminar	2	8

✓ Approximately 6 sessions for University Extension

Summer '69

520 Urban Land Economics	3	41
847 MBA Problem Seminar	2	14

✓ CUNA School - 2 days Wisconsin Center

✓ University of Northwestern - Mortgage Bankers School - 1 day

✓ First Annual SREA Symposium - Colorado Springs - 2 days (1 of 2 instructors)

✓ International Association of Assessment Officers - Denver - 1 day

Fall '69-70

520 Urban Land Economics	3	115 (with one instructor,
526 Property Development	3	45 1 T.A., and 1 grader)
528 Valuation of Real Estate	3	31
760 Equity Investment	2	25
935 MBA Seminar	2	16

✓ 100 Business - 1 lecture

✓ 267-300-4 Environmental Resource Management - 1 lecture

✓ 520-252 Landscape Architecture - 2 hrs lecture

2. Theses Supervised

Ph. D. level

Karel J. Clettenberg - summer & fall of 1969 - July 1970 completion

Mohamed Ben Amar - fall '69, Feb. '70 completion

MS level

Michael Buchholz - Jan. '69 (study for Wisconsin Historic Society)

Roger D. Christianson - July '69 (study for Water Resource Center)

Greg D. Lee - August '69

Colin A. Regan - June, '69 (for Governor's Committee for Reform of Eminent Domain Law)

Robert W. Richardson - June '69 (study for Wisconsin Historic Society)

Roger D. Ritley - August '69

Warner Stone - January '70 (Project for NASA)

Walter E. Yesberg, Jr. - January '70

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School of Business

3. Student Service

List sponsorship and/or major advising responsibilities with organized student groups.

1. Wisconsin Real Estate & Construction Administration Club
2. Wisconsin Student Book Cooperative
3. Green Lantern Eating Co-op

4. Research and Publications

Describe briefly research activities for the calendar year (one or two sentences should be sufficient). Indicate source of funding (internal - external).

List publications including co-authors, title, journal or publisher, date and number of pages. List those publications "in process" and possible outlet.

List papers presented at professional meetings by title and give the name of the professional organization. Include non-academic as well as academic organizations.

Publications:

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

Major lecture presentations

- ✓ 1. "Computer Applications to Real Estate Appraisal" American Institute of Appraisers Chattanooga, Tennessee - March '69
- ✓ 2. 2 lectures on Real Estate Feasibility and Real Estate Analysis - School of Business, Georgia State University, Atlanta, Georgia - April '69
- ✓ 3. Wisconsin REaltors Brokers Institute "Principles of Urban Economics", "Real Estate Finance" Madison, Wis. Feb. '69
- ✓ 4. Course III - School of Mortgage Banking, Northwestern University (faculty member) Chicago, Illinois - July 2-3 '69
- ✓ 5. "Risk Management for Credit Unions" CUNA School, Madison, Wis. - July 23-24
- ✓ 6. "First Annual SRA Symposium", Colorado Springs, Colorado, Sept. 4-6 (included preparation of 100 page workbook on decision making as quantitative methods)
- ✓ 7. "Use of Computers for Industrial Investment Decision Making", Society of Industrial Realtors Executive Seminar, University of Chicago, Oct. 7 '69

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- ✓ 8. "Principles of Feasibility Analysis", SRA Regional Conference - Grand Rapids, Michigan, Oct. 10-11
- ✓ 9. "Recent Trends in Investment Real Estate Market" Wisconsin Realtors Annual Convention, Madison, Oct. 16
10. Computer Applications to Appraisal - A Symposium, originated and sponsored by School of Business Real Estate Department at the Wisconsin Center, Dec. 3-5

5. Administration

Give administrative title, if any.

List University committee assignments both within and outside the School of Business. Indicate if chairman of the committee.

Administrator of and student advisor for Construction Administration BS degree program.

School of Business Development Committee

Student Housing Legislative Advisory Committee

6. Public Service

List off-campus activities including assignments (describe briefly if deemed necessary) on boards or committees, conferences attended, etc.

Governor's Committee on Reform of Wisconsin Eminent Domain Statutes

Governor's Committee For Employment of the Handicapped

Member of Educational Fund Advisory Committee for the International Association of Assessment Officers

Ad Hoc Committee for Computer Education in the Real Estate Industry -chairman of this all-industry committee which will announce its programs in 1970.

7. Miscellaneous

Describe any professionally oriented activities not covered in above categories.

Invited to join Society of Real Estate Counselors and given professional designation CRE, certificate 364 in this group of nationally recognized real estate investment consultants and the highest ranking society in national association of real estate boards.

DATE February 27, 1971

TO: Dean E. A. Gaumnitz

FROM: Professor James A. Graaskamp

SUBJECT: Annual Report of Academic Activities - Calendar Year ending
December 1, 1970

1. Instructional Assignments

List courses taught both semesters as well as summer for the calendar year by number, title, credits, and number of students enrolled. If a course has discussion sections, list the number of these and the number of teaching assistants working under you.

List special courses such as one day presentations for special groups on campus. This is primarily to record University Extension activities.

<u>COURSE NUMBER</u>	<u>TITLE</u>	<u>NUMBER OF STUDENTS</u>	<u>CREDITS</u>
761	Feasibility Analysis	19	2
936	Appraisal Theory Seminar	15	2
935	Appraisal Theory Seminar	18	2
522	Real Estate Finance	60	3
847	Industrial Real Estate	17	2
526	Property Development	63	3
760	Equity Investment	28	2

(See other side)

2. Theses Supervised

List theses supervised for the calendar year at the Master's and Ph.D. levels (indicate level) and give semester of completion.

- Ben Amar, Mohamed, Winter, 1970, (PhD), Marketing in a Developing Nation: A Case Study of Housebuilding Materials in Tunisia
- Clettenberg, Karel J., Summer, 1970, (PhD), Real Property Assessment Practices: An Empirical Accuracy Test for Single Family Residences in Madison-1970.
- Powers, John, Fall, 1970, (PhD), Social and Economic Variables Affecting the Type of Resort Facilities and Services Desired by Northern Wisconsin Resort Users.
- Brierton, David L., (M.S.) A Study of Attitudes and Preferences to the Hayward Wisconsin area During the Labor Day Weekend of 1969.
- Coombs, W.T., (M.S.), Product Acceptance Study of a Computer Service for Real Estate Investment Analysts.
- Feiner, Michael A., (M.S.), Systems and Procedures for Computerized Assessment Valuation of Bayside, Wisconsin, as of May 1, 1970.

(See other Side)

1. Instructional Assignments (Cont'd)

Fourth Annual Realtor's Institute (Full Day) February 18, 1970 (Lorraine Hotel)
Seminar of Appraisal Problem for Society of Real Estate Appraisers (Full Day)
April 24, 1970
Business 100 April 7, 1970
School for Mortgage Bankers (Full Day) July 2, 1970 (Northwestern University)
Credit Union School (Two Full Days) July 13 and 14, 1970 (Wisconsin Center)
Feasibility Analysis (Full Day) September 14, 1970 (Hartford, Conn.) ---Seminar
Conservation 300 Friday, November 20 (Multi Media Lab)
School for Mortgage Banking (Full Day) December 4, 1970 (Michigan State University)
Feasibility Analysis Seminar, Chicago Society of Real Estate Appraisers, December 9,
1970 (Glen Ellyn, Illinois)

2. Theses Supervised (Cont'd)

Hinckley, D. Curtis, (M.S.) Assessment Valuation of All Single Family Houses in the Village of Bayside by Computer as of May 1, 1970.
Lynch, John Joseph, (M.S.), Married Student Housing Analysis System Using Attribute Check List.

3. Student Service

List sponsorship and/or major advising responsibilities with organized student groups.

Advisor---Real Estate and Construction Administration Club
Advisor---University of Wisconsin Handicapped Students
Advisor---Green Lantern Eating Coop
Advisor---Madison Association of Student Cooperatives

4. Research and Publications

Describe briefly research activities for the calendar year (one or two sentences should be sufficient). Indicate source of funding (internal - external).

List publications including co-authors, title, journal or publisher, date and number of pages. List those publications "in process" and possible outlet.

List papers presented at professional meetings by title and give the name of the professional organization. Include non-academic as well as academic organizations.

A Guide to Feasibility Analysis, a book published by the Society of Real Estate Appraisers---1970, Chicago. External Funding. (117 pages)

Lily Lake Forest Recreational Development Project, co-author, Professor Atef Sharkaway, Department of Landscape Architecture. This is a book published by the University of Wisconsin, Environmental Awareness Center, 1971. (150 pages) External funding by Upper Great Lakes Regional Commission and Inland Lakes Renewal and Management.

"The Role of Investment Real Estate in Portfolio Management," from C.L.U. Study Guide, Investments and Family Financial Management, A Study Guide published by the American College of Life Underwriters, Bryn Mawr, Pennsylvania, 1970. (26 pages) External Funding.

With Professor Bob Knitter I am serving as course development author and advisor to EDUCARE, A Foundation for Computer Applications to the Real Estate Industry formed by the three leading professional societies, American Institute of Real Estate Appraisers, Society of Real Estate Appraisers, and

(See Other Side)

4. Research and Publications (cont'd)

the American Society of Real Estate Counselors. The one week course in Computer Applications to Real Estate terminal access equipment will be repeated several times during 1971 at the Lowell Hall Center in Madison and is regarded as the elite course in Real Estate Analysis in the industry.

I am also co-authoring with Professor Clettenberg and Thomas L. Turk a book on Statistical Tools for Real Estate Appraisal.

Other presentations during the year included;

The Fourth Annual Conference of the Employment of the Handicapped on May 19 at Marquette University.

Keynote speaker for the 35th Anniversary Conference for the Society of Real Estate Appraisers on May 4, 1970.

Keynote speaker to the Career Development Center in Eau Claire, Wisconsin, October 8, 1970.

Round Table participation in computers for Assessment Valuation at 36th Annual Conference on the Assessment of Administration, October 25-28, Las Vegas, Nevada.

5. Administration

Give administrative title, if any.

List University committee assignments both within and outside the School of Business. Indicate if chairman of the committee.

Construction Administration Program
School of Business Development Committee
School of Business Graduate Studies Committee
Steering Committee Chairman, Advisory Housing Committee, a joint Legislative-University-City Study Committee which will complete a \$40,000 study on student housing needs in Madison in March, 1971.

6. Public Service

List off-campus activities including assignments (describe briefly if deemed necessary) on boards or committees, conferences attended, etc.

City of Madison Industrial Development Committee
Governor's Committee on the Employment of the Handicapped

7. Miscellaneous

Describe any professionally oriented activities not covered in above categories.

DATE Feb. 10, 1972

TO: Dean E. A. Gaumnitz

FROM: J. A. Graaskamp

SUBJECT: Annual Report of Academic Activities - Calendar Year 1971

1. Instructional Assignments

List courses taught both semesters as well as summer for the calendar year by number, title, credits, and number of students enrolled. If a course has discussion sections, list the number of these and the number of teaching assistants working under you.

List special courses such as one day presentations for special groups on campus. This is primarily to record University Extension activities.

See attached schedule

2. Theses Supervised

List theses supervised for the calendar year at the Master's and Ph.D. levels (indicate level) and give semester of completion.

MS - Philip Umhoefer - August 1971

MS - James Magnanenzi - Water Resources Lake Development Study, June 1972*

MS - William Bradley - A Measure of Indirect Family Housing Subsidy, June 1972*

* Data collection during summer of 1971

Item I Instructional Assignments

IA. 1971 Calendar year class assignments

Course #	Title & Credit	Spring '71	Fall '71
522	Real Estate Finance (3) (Team taught with K. Clettenberg)	71	
847	Industrial Real Estate (2)	9	
761	Real Estate Feasibility Analysis (2)	19	
936	Real Estate Appraisal (2)	11	
526	Residential Property Development(3)		61
760	Real Estate Equity Investment (2)		28
935	Real Estate Appraisal Theory (2)		18

Three guest lectures in Urban Land 520 in each semester.

IB. University Extension One Day Presentations

April 19-30 1971 Income Property Appraisal 201-Lowell Hall, Madison
 May 25, 1971 Land Development Seminar-Casba Supper Club, Highway 22, Gillette
 July 13 & 15 1971- CUNA - Risk Management-Lowell Hall, Madison
 September 1, 1971 - Recreational Land Development-Telemark, Wis.

IC. Guest Lecture Assignments:

Environmental Management 300
 Business 100
 Landscape Architecture 252

ID. One Day Seminars conducted entirely by myself on subjects indicated; attendance 90 persons each.

March 11, 1971-Charlotte, N. C. jointly sponsored SRA-MAI Chapters
 (feasibility)
 March 12, 1971-Atlanta, Ga. American Land Development Assoc. (Recreational
 Land Seminar)
 May 2, 1971-Cleveland, Ohio jointly sponsored SRA-MAI Chapters (feasibility)
 May 15, 1971-Chicago, Ill - Mortgage Bankers Assoc. (Finance)
 May 21, 1971-Chicago, Ill - American Land Development Assoc.
 June 11, 1971-Boston, Mass jointly sponsored SRA-MAI Chapters (Feasibility)
 July 14, 1971-Northwestern University Mortgage Bankers Assoc. (finance)
 August 11, 1971-San Francisco, Calif, Mortgage Bankers Assoc. (finance)
 Sept. 18, 1971-Palm Beach, Fla, jointly sponsored by the SRA-MAI Chapters
 of Southern Florida (feasibility)
 Sept. 23, 1971-Louisville, Ky jointly sponsored by the SRA-MAI Chapter
 of Kentucky (feasibility)
 October 28, 1971-Toronto, Canada sponsored by the Canadian Property Tax
 Agents Assoc. (tax assessment techniques)
 November 17, 1971-Macon, Ga jointly sponsored by the SRA-MAI Chapters
 of Georgia (feasibility)
 October 6, 1971-Milwaukee, Wis - Economics of Rehabilitation for Sickroom
 Service, Inc.

3. Student Service

List sponsorship and/or major advising responsibilities with organized student groups.

Faculty Advisor - UW Real Estate and Construction Management Club
Unofficial advisor - MADISON ASSOCIATION OF STUDENT COOPERATIVES, INC.
Director on Board of Student Housing Development Corporation
Member - Ad Hoc Committee for Handicapped Students on Madison campus
Faculty Advisor - UW Handicapped Students Association

4. Research and Publications

Describe briefly research activities for the calendar year (one or two sentences should be sufficient). Indicate source of funding (internal - external).

List publications including co-authors, title, journal or publisher, date and number of pages. List those publications "in process" and possible outlet.

List papers presented at professional meetings by title and give the name of the professional organization. Include non-academic as well as academic organizations.

1. "The Development Process for Industrial Parks in Small Towns", An introductory manual (30,000 words) commissioned by Technical Services Division, Economic Development Administration, U.S. Department of Commerce, Washington, D.C. James A. Graaskamp with the assistance of Alex Anagnost. To be published Spring 1972.
2. "Income Appraisal Capitalization Theory", A 55 minute cassette prepared as part of a 6 cassette lecture series to be distributed nationally by The Society of Real Estate Appraisers, Chicago, Ill. To be released March 1, 1972.
3. "Recent Developments in Real Estate Investment Analysis", a new chapter to be included in the 5th ed. of the classic text Real Estate, by Weimer, Hoyt & Bloom; Ronald Press. To be released in the fall of 1972 (15 pp.)
4. "The Future for Tax Assessment Appraisal Procedure", an address to the Canadian Tax Agents in Quebec October 1971 published in their Quarterly Journal - The Canadian Tax Agents Guide. (10 pp.)

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Research and Publications (cont'd)

5. Student Housing: A Report to the Statutory Advisory Housing Committee.
Editor and co-author with Professor Peter Amato, Department of Urban
and Regional Planning, April 1971. (250pp+)
6. Inland Lakes Renewal and Management Demonstration: Lily Lake
Forest Recreational Environ. by Professors M. Atef Sharkawy and
James A. Graaskamp. Published by The Great Lakes Regional Commission
and Environmental Awareness Center, March 1971. (154 pp.)

5. Administration

Give administrative title, if any.

List University committee assignments both within and outside the School of Business. Indicate if chairman of the committee.

School of Business : Building and Development Committee
Statutory Madison Campus Housing Advisory Committee (Appointed by
Chancellor and resigned in October of 1971)

6. Public Service

List off-campus activities including assignments (describe briefly if deemed necessary) on boards or committees, conferences attended, etc.

President, Handicapped Students of Wisconsin Foundation, Inc.

7. Miscellaneous

Describe any professionally oriented activities not covered in above categories.

Commissioned by the Educational Foundation for Computer Applications to Real Estate, Inc. (EDUCARE), Professors Robert Knitter & James Graaskamp developed a 5 day training program, library of service programs, and GE time-sharing network system for the real estate professional. 3 day seminar was offered twice at Lowell Hall in July & August of 1971 and will be repeated 7 times at Lowell Hall during 1972. International attendance of SRA, MAI, CRE professionally designated appraisers has precipitated theoretical revision of appraisal procedures through application of computer terminal techniques.

DATE 1/23/73

TO: Dean Robert H. Bock

FROM: James A. Graaskamp

SUBJECT: Annual Report of Academic Activities - Calendar Year 1972

1. Instructional Assignments

List courses taught both semesters as well as summer for the calendar year by number, title, credits, and number of students enrolled. If a course has discussion sections, list the number of these and the number of teaching assistants working under you.

List special courses such as one day presentations for special groups on campus. This is primarily to record University Extension activities.

<u>Course #</u>	<u>Spring '72</u>	<u>Name of Course</u>	<u>Credits</u>	<u># of Students</u>
522		Real Estate Finance	3	75
527		Property Development	3	35
761		Feasibility Analysis	2	21
695		Readings & Research	-	4
795		" "	-	2
<u>Fall '72</u>				
526		Residential Development	3	71
760		Equity Investment	2	35
935		Appraisal Theory	2	29
695		Readings & Research	-	7
795		" "	-	4

Spring-Summer '72 (continued)

2. Theses Supervised

List theses supervised for the calendar year at the Master's and Ph.D. levels (indicate level) and give semester of completion.

Theses supervised:

- MS - James Mognanenzi, "An Investigation Into the Spatial and Informational Relationship of the Wisconsin Tax Roll and Potential Wisconsin Land Inventory Systems", Dec. '72
- MS - W. N. Bradford, "The Cost of Housing to a Community: A Survey Method" June, '72
- MS - Frank Haran, "An Operational Approach for Adjusting the Appraised Value of Property Subject to Zoning Change to the Probability of the Zoning Change", Aug. '72
- PH.D. - Nicolas Maritz - "Study of the Rates and Patterns of Wisconsin Inland Lake Shorelines, May, '73
- Ph.D. committee membership for research supervision for Robert Knitter, Atif Sharkawy, Frederico Roberto, & James Moore

3. Student Service

List sponsorship and/or major advising responsibilities with organized student groups.

Faculty advisor - Real Estate and Construction Administration Club
(membership 75)
Faculty advisor - University Handicapped Student Association
Director - Wisconsin Student Housing Development Corporation

18
12

4. Research and Publications

Describe briefly research activities for the calendar year (one or two sentences should be sufficient). Indicate source of funding (internal - external).

List publications including co-authors, title, journal or publisher, date and number of pages. List those publications "in process" and possible outlet.

List papers presented at professional meetings by title and give the name of the professional organization. Include non-academic as well as academic organizations.

Research Activities -

- Two major recreational development feasibility studies for northern Wisconsin
- Preparation of Real Estate Tax reform measures for Wisconsin Bureau of Budget and Planning. (external funding)
- Testing of automated market value appraisal system for assessment purposes - Village of Bayside (internal funding)
- Paired new town feasibility project, U. of Wis. Extension (external funding)

Publications:

- A ⑨ "A Rational Approach to Feasibility," The Appraisal Journal, Oct. '72 (40th anniversary issue) pp. 513-522.
- M ⑦ "Industrial Park Development for the Small Town", J. Graaskamp & Alexander Anagnost, funded and published by U. S. Dept. of Commerce, 100 pages.
- A ⑧ "Recent Trends in Real Estate Investment Valuation," in Real Estate (6th ed.), by Arthur M. Weimer, Homer Hoyt, and George F. Bloom. N. Y., 1972, pp. 353-61.
- M Edited second edition of The Role of Investment Real Estate in Portfolio Management. Bryn Mawr, Pa: American College of Life Underwriters, 1972. 35 pp.
- M Edited second edition of A Guide to Feasibility Analysis. Chicago: Society of Real Estate Appraisers, 1972. 134 pp.

5. Administration

Give administrative title, if any.

List University committee assignments both within and outside the School of Business. Indicate if chairman of the committee.

School of Business Development Committee
Ad Hoc Committee for Handicapped Students

2000 Resource Management Faculty

6. Public Service

List off-campus activities including assignments (describe briefly if deemed necessary) on boards or committees, conferences attended, etc.

Advisor to non-profit housing groups in Madison, MOBIL (an organization of handicapped persons in Metropolitan Madison)

7. Miscellaneous

Describe any professionally oriented activities not covered in above categories.

Educational advisor to Mortgage Bankers Association of America, Society of Real Estate Appraisers, and Society of Real Estate Counselors.

Received professional designation of SRPA - Senior Real Property Analyst from Society of Real Estate Appraisers.

Date February 12, 1974

TO: Dean Robert H. Bock
FROM: James A. Graaskamp, Associate Professor of Real Estate
SUBJECT: Annual Report of Academic Activities - Calendar Year 1973

I. Instructional Assignments

<u>Course # Spring '73</u>	<u>Name of Course</u>	<u>Credits</u>	<u>Students</u>
555 (527)	Commercial Property Development	3	56
851 (761)	Real Estate Feasibility Analysis	2	31
857 (936)	Seminar - Urban Land	2	29
695	Readings & Research		2
795	" "		4
<u>Fall '73</u>			
554 (526)	Residential Property Development	3	65
856 (935)	Seminar - Urban Land	2	39
550	Urban Land Economics	3	102
705	" " "	2	20

II. Theses Supervised

MS - Kevin Hanson, "Application of MKTCOMP to the Assessment of Single-Family Residences in Bayside Wisconsin" May, 1973

MS - Thomas C. McMullan, "An Application of the MKTCOMP Model for the Tax Assessment Valuation of All Residential Land Parcels in the Village of Maple Bluff" December 1973

Ph.D. - Nicolas Maritz, "Study of the Rates and Patterns of Development on Wisconsin Inland Lake Shorelines" July 1973

Ph.D. Dissertations Initiated during fall semester 1973

Herman Kelting, "A History of the Land Use Controversies Surrounding Reuse of the Bong Air Force Base"

Fredrico Roberto, "The Management of Surplus Church Lands to Finance Parochial Education"

Donald Weiss, "A Test of Alternative Methods of Levying the Real Estate Tax in the City of Madison"

Ph. D. Committee Membership for research supervision of Atef Sharkawy, and James Moore of Landscape Architecture; David Moyer of Agricultural Economics; and Robert Knitter of Computer Sciences.

III. Student Service

Faculty advisor - Real Estate and Construction Administration Club (65 members)
Faculty advisor - University Handicapped Student Association
Director - Central Madison Housing Development Corporation (presently involved
in renewal of 1/2 the 600 block on University Avenue - ground breaking
in 1974)
Director - Badger Redevelopment Corporation (final house sale, June '73
but BRC is negotiating to do a third house in '74)

IV. Research and Publications

Research activities -

Condominium consumer survey studies in Milwaukee County (external funding)

Publications -

"Private Mortgage Guaranty Insurance as Distinguished from Banking
and the Extension of Credit," a 40 page brief prepared for Federal
Reserve Board Hearings held on January 28, 1974 into the possible
powers of one bank holding companies to operate in the area of
mortgage guaranty insurance. (External funding)

Seminars - Presented to Professional Organizations

January 6 - Palm Beach - Investment Analysis Seminar
January 10 - St. Petersburg - feasibility seminar
March 14 - Student Finance Club - North Illinois University, DeKalb, Illinois
March 5 - Monroe Clinic Investment Club
February 14 - Full day seminar - Real Estate Financial Analysis
Glen Ellyn, Illinois, Joint Appraisal Chapters
April 3 - Travelers Insurance Company, Lakeshore Club, Chicago,
Mortgage Training Seminar
April 6 - Detroit, American Institute of Real Estate Appraisers
Regional Seminar
April 12 - After dinner speech, Madison Exchange Club, Cuba Club
April 18 - Charlotte, North Carolina, Downtowner, SRA Chapter Seminar
Real Estate Investment Analysis
May 23 - Full day seminar, Real Estate Feasibility Analysis, Grand
Rapids, Michigan
June 4 - Phoenix, Arizona, full day seminar, Real Estate Financial Analysis
June 8 & 9 - Los Angeles - Feasibility and Financial Analysis Seminars
June 13 & 14 - Honolulu - Advanced Financial & Computer Real Estate
Analysis (with Bob Knitter)
July 11 - Mortgage Banking School, Northwestern University
July 18 & 19 - Credit Union School, University of Wisconsin
November 6 - First National Bank of Chicago - Mortgage Executives,
Livingston House, Lake Forest
December 1 - Columbus, Ohio Land Development Seminar
November 7 - Sheraton Hotel - Gaarder Miller Investment Seminar

Uncompensated Speeches and Services to Constituents

January 22 - City Planning Commission - Advisory Housing Commission
January 25 - 10th Ward organization - student housing and zoning
March 6 - Luncheon - Dane County Bar Association
May 18 - Subcommittee on Rent Control, Rep. Elconin (capital)

V. Administration

School of Business Undergraduates Studies Committee
Ad Hoc Committee for Handicapped Students
Director - American Real Estate and Urban Economics Association (term: 1973-1975)
Search and interview responsibilities for two faculty positions for
Urban Land Economics for Department of International Trade and Public Policy

VI. Public Service

Mayor Soglin's Housing Task Force
Advisor to non-profit housing groups in Madison; MOBIL (an organization of handicapped persons in Metropolitan Madison)
Director of Handicapped Students of Wisconsin, Inc. (a non-profit foundation providing financial assistance to handicapped individuals at the University or the Madison school system)
Received civic recognition in "Know Your Madisonian," program sponsored by Madison Newspapers, Inc. and the First Wisconsin National Bank

VII. Miscellaneous

Educational advisor to Mortgage Bankers Association of America, Society of Real Estate Appraisers, and Society of Real Estate Counselors.

VIII. Outside Activities

Taught the Advanced Appraisal Methods 301 course for the Extension Division, Department of Business Administration, October '73 - 12 day course.

Designed and moderated Extension Division, Department of Engineering Program, Real Estate Market Segmentation and Analysis, December 6-7 '73

Conducted a variety of real estate consulting assignments throughout the United States through Landmark Research, Inc. of Madison and Gruen & Gruen Associates of San Francisco.

RECEIVED

FEB 13 1975

UNIVERSITY OF WISCONSIN-MADISON

School of Business

GRADUATE SCHOOL OF BUSINESS

1155 Observatory Drive
Madison, Wisconsin 53706



February 12, 1975

TO: Dean Robert H. Bock

FROM: James A. Graaskamp

RE: Annual Report for 1974 Activities

I. Teaching

A. Courses Taught

1. Spring 1974

- a. 555 Commercial Development 3 credits 61 students
- b. 550 plus 705 The Real Estate Process 3 credits 140 students
- c. 857 Appraisal 2 credits 32 students

2. Fall 1974

- a. 550 plus 705 The Real Estate Process 3 credits 150 students
- b. 850 Equity Investment 3 credits 34 students
- c. 856 Appraisal 2 credits 25 students

B. New Course Preparations - 851 rebuilt and approved as Institutional and Corporate Real Estate Administration

C. Supervised revision of Business 557 and 558 along with installation of additional computer simulation models for case problem analysis in 850 and 551

D. Teaching awards - none

E. Supervision of Ph.D. theses:

- 1. Herman Kelting, The Great Bong Bungle - completed in December, 1974
- 2. Frederick Roberto, Church Management of Surplus Real Estate to Fund Parochial Education - in process
- 3. Atef Sharkawy, Rationalization in Land Planning: Economic-Ecologic Analysis - in process

F. Student Service

- 1. Advisor to Real Estate & Construction Administration Club (75 members)
- 2. Advisor to Handicapped Students on Madison Campus and MOBIL

II. Research and Publication

A. Papers accepted - none

B. Papers published - Industrial Park Development for the Small Town

(monograph), James A. Graaskamp and Alexander T. Anagnost, published by The Center for Real Estate and Urban Economic Studies, School of Business Administration, University of Connecticut, Storrs, Connecticut, October, 1974.

C. Papers submitted - none

D. Papers & Seminars

1. December 29 - "Redefining the Role of Large Universities in Real Estate Education" presented to the American Real Estate and Urban Economics Association, San Francisco, the Hilton Hotel
2. May 12-13 - Bettman Symposium of the American Society of Planning Officials, "A Critique of Transferable Development Rights from an Economic Viewpoint"
3. Complete preparation and presentation of one and two day professional seminars on feasibility analysis for real estate projects
 - a. January 9 - University of Florida- Gainesville
 - b. April 11 - Philadelphia, Pennsylvania
 - c. April 15 - Farmington, Michigan
 - d. May 31 - Fort Lauderdale, Florida
 - e. Sept. 27 - Rochester, New York
 - f. Oct. 10 - University of Wisconsin Engineering Extension, Wisconsin Center
 - g. Nov. 21-22 - Scottsdale, Arizona
4. Complete preparation and presentation of one day seminars on real estate investment analysis
 - a. Jan. 10 - Tampa, Florida
 - b. Jan. 31 - School for Mortgage Bankers
Michigan State University, Lansing, Michigan
 - c. March 14 - School for Mortgage Bankers
California Polytechnic, Pomona, California
 - d. July 10 - School for Mortgage Bankers, Northwestern University
 - e. Nov. 8 - Gruen Gruen * Associates, Seminar
San Francisco, California
5. Complete preparation and presentation of special one and two day seminars
 - a. June 10 - Advanced Appraisal Methods, Tampa, Florida
 - b. July 15-16 CUNA School, Madison, Wisconsin
 - c. Sept. 10 - Corporate Real Estate Administration,
University Extension, Wisconsin Center
6. Joint presentation with H. Robert Knitter - one week EDUCARE seminars
 - a. March 17-22
 - b. March 31-April 4
 - c. October 9-12
 - d. October 27- November 1

- E. Proposals Written and Funded - National Park Service - Advanced Appraisal Techniques for Big Cyprus Swamp (jointly with Robert Knitter and Dick Mortenson)
- F. Ongoing, on-sponsored research - none
- G. Externally funded research - Counseling of State Department of Revenue as to revision of Wisconsin real estate tax procedures for agricultural and conservation land

III. Committees

- A. University Committees - none
- B. School of Business Committees
 - 1. Undergraduate Studies Committee - Spring 1974
 - 2. Practicum Committee
- C. Departmental Assignments - Search and screen for three additional faculty members - Chairman, Real Estate & Urban Land Economics

IV. Service

- A. Uncompensated speeches
 - 1. February 21 - Wisconsin Bar Association Semi-Annual Meeting - Tax Shelter Seminar
 - 2. March 12 - Real Estate Development - MATC
 - 3. October 1 - State of Wisconsin Legislative Council - Real Estate Tax Reform
 - 4. October 7 - Lecture - Environmental Resource Management 300 (multi-media lab)
 - 5. May 12 & Dec. 13 Executive Research Symposium - School of Business, Wisconsin Center
- B. Task forces - none
- C. Outside activities
 - 1. Consulting services provided through Landmark Research Incorporated including real estate tax appeals, court work in Madison and feasibility analysis both within and without the state of Wisconsin
 - 2. Courses taught for the Extension - September 10 and October 10 - Corporate Real Estate and miscellaneous counseling on curriculum

UNIVERSITY OF WISCONSIN-MADISON

GRADUATE SCHOOL OF BUSINESS

1155 Observatory Drive
Madison, Wisconsin 53706



February 5, 1976

TO: Dean Robert H. Bock

FROM: James A. Graaskamp

RE: Annual Report for 1975 Activities

I. Teaching

A. Courses Taught

1. Spring 1975

- a. 550 plus 705 The Real Estate Process 3 credits 100 students
- b. 551 Real Estate Finance 3 credits 75 students
- c. 857 Appraisal 2 credits 22 students

2. Summer 1975

- a. 556 Real Estate Appraisal 3 credits 21 students
- b. 851 Corporate Real Estate Administration 2 credits 9 students

3. Fall 1975

- a. 550 plus 705 The Real Estate Process 3 credits 146 students
- b. 850 Equity Investment 3 credits 34 students
- c. 856 Appraisal 2 credits 28 students

B. Teaching Awards - none (See student grading tallies attached)

C. Supervision of Ph.D. theses:

- 1. Frederick Roberto, Church Management of Surplus Real Estate to Fund Parochial Education - in process
- 2. Atef Sharkawy, Rationalization in Land Planning: Economic-Ecologic Analysis - completed in April 1975
- 3. James Vernor, Implications of the Variable Interest Rate Mortgage on Savings and Loan Portfolio Yield - in process
- 4. Donald Weiss, A Test of a Discriminatory Real Estate Tax System for Land - in process

D. Student Service

- 1. Advisor to Real Estate & Construction Administration Club (75 members)
- 2. Advisor to Handicapped Students on Madison Campus and MOBIL

II. Research and Publication

A. Papers accepted

- 1. "The Real Estate Process - A New Synthesis" accepted by Urban Land, a publication of the Urban Land Institute for 1976 release

B. Papers & seminars

1. Complete preparation and presentation of one and two day professional seminars on feasibility analysis for real estate projects:
 - a. January 7 - Feasibility seminar - Howard Johnson, Orlando
 - b. January 9 - Feasibility seminar - School of Business, Florida State University - Tallahassee
 - c. February 7 & 8 - Two day feasibility seminar - Society of Real Estate Appraisers, San Jose, California
 - d. April 1 & 2 - Feasibility seminar - Caribe Hilton, San Juan Puerto Rico
 - e. May 27 & 28 - Feasibility seminar - University of Tennessee, Nashville
 - f. September 11-12 - Louisville, Kentucky

2. Complete preparation and presentation of one day seminars on real estate investment analysis
 - a. January 4 - Advanced Appraisal seminar, Palm Beach Junior College
 - b. January 7 - Florida Chapter ASA - dinner speaker - Flagler Inn, Gainesville, Florida
 - c. January 8 - Investment Analysis seminar, Reitz Union, University of Florida
 - d. February 6 - Real Estate Investment Analysis School for Mortgage Bankers, California Polytechnical College, Pomona, California
 - e. March 16-21 - EDUCARE - Lowell Hall
 - f. April 24 - Wichita Board of Realtors & WSU Real Estate Program Award
 - g. May 30-31 - Advanced Farm Appraisal seminar - St. Louis Hilton
 - h. June 15-20 - American Society of Real Estate Counselors - Lowell Hall
 - i. July 8 & 11 - Cuna School - Wisconsin Center
 - j. July 10 - Mortgage Bankers Association of America - Northwestern University
 - k. August 15-20 - EDUCARE - University of San Francisco
 - l. September 23 - Corporate Real Estate Management seminar - Wisconsin Center
 - m. October 12-17 - EDUCARE
 - n. October 26-28 - EDUCARE II
 - o. November 20 - Governor's Committee for Computer Assisted Assessment seminar
 - p. December 28 - American Real Estate Economics discussant of selected dissertations on computer application to real estate

3. Joint presentation with H. Robert Knitter - one week EDUCARE seminars
 - a. March 16-23
 - b. August 15-20 (U. of San Francisco)
 - c. October 12-17
 - d. October 26-28

James A. Graaskamp - Annual Report - page three

- C. Four month investigation as to feasibility of relocating Soldiers Grove business district from flood plain. Joint project with Environmental Awareness Center funded by Mississippi River Regional Planning Commission. Graduate assistant - Franz Fischer.
- D. Site selection and feasibility analysis for performing art center - Green Bay, Wisconsin, funded by Wisconsin Public Service Corporation
- E. Ongoing, unsponsored research - none

III. Committees

- A. University Committees - Chairman, Chancellors Rehabilitation Committee
- B. School of Business Committees - none
- C. Departmental Assignments - Chairman, Real Estate & Urban Land Economics

IV. Service

- A. Uncompensated Speeches
 - 1. February 10 - After dinner speech - Wisconsin Society of Landscape Architects, Cuba Club, Madison
 - 2. February 27.- 14th Annual Junior Science, Engineering and Humanities Symposium - Wisconsin Center
 - 3. March 20 - Wisconsin Mortgage Bankers Association - Milwaukee PAC
 - 4. November 18 - Dane County Supervisors TDR Committee
- B. Task forces - Governor's Committee for Computer Assisted Assessment, Mayor's Commission on Housing & Rent Control Policy
- C. Outside activities
 - 1. Consulting services provided through Landmark Research Incorporated including real estate tax appeals, court work in Madison and feasibility analysis both within and without the State of Wisconsin
 - 2. Requested by Chancellor to accept Governor's invitation to become a board member of troubled Wisconsin Housing Finance Agency in July 1975
 - 3. Director American Real Estate & Urban Land Economics Association 1973-1975 - Chairman of AREUA Professional Placement Service

Special Curriculum Vitae
Requested by UW Chancellor's Office
April 1, 1976

A. Identification

1. Name: James Arnold Graaskamp
2. Birth date: June 17, 1933
3. Current Title and Department:

Associate Professor, School of Business
Chairman, Real Estate and Urban Land Economics Department
Member, Executive Committee, Land Resources Program
Member, Executive Committee, Construction Administration Program

B. Education

<u>Institution</u>	<u>Inclusive Dates</u>	<u>Major or Specialty</u>	<u>Degree/Year</u>
Milwaukee Country Day School	Aug. 1938- June 1951	Sports, girls, publications	Diploma 1952
Rollins College	Aug. 1952- June 1955	English - play writing	AB 1955
Marquette University	Aug. 1955- June 1957	Security analysis	MBA 1957
University of Wisconsin School of Business	Aug. 1958- Aug. 1961	Risk management & Urban Land Economics	Ph.D. 1964
School of Hard Knocks	1964 - 1971	Real Estate Development	Contract of Sale 1971

C. Professional Appointments

<u>Title</u>	<u>Institution</u>	<u>Inclusive Dates</u>
Lecturer in Insurance	Marquette University School of Business	9/57 - 8/58
Teaching & Research Assistant	UW School of Business	9/58 - 8/61
Instructor, Insurance & Real Estate	Univ. of Wis., School of Bus. Administration	1961 - 64
Assistant Prof. of Real Estate & Insurance	Univ. of Wis., School of Bus. Administration	1964 - 67
Associate Prof. of Real Estate	Univ. of Wis., School of Bus. Administration	1968 - present

D. HONORS, AWARDS, AND FELLOWSHIPS

Omicron Delta Kappa, national honorary, 1954;
Rollins College Key Society (now Phi Beta Kappa), 1955;
University of Wisconsin Fellow, 1959-60;
Reim Foundation Scholar, 1960-61;
Beta Gamma Sigma, at University of Wisconsin, 1961;
William H. Kiekhofer 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, 1970;
Milwaukee Country Day Alumnus of the Year, 1970;
Lambda Alpha, Ely Chapter, National honorary for Land Economics, 1975

Honors, Awards, and Fellowships cont'd.

Professional Designations include:

CRE - American Society of Real Estate Counselors

SREA - highest designation of Society of Real Estate Appraisers

CPCU - American College of Property and Casualty Underwriters

E. Instructional Activities

1. Formal course instruction during current and preceding 2 years:

<u>Course Title and Number</u>	<u>Credits</u>	<u>Year</u>	<u>Enrollment</u>
550 & 705 Real Estate Process	3	Spring 1976	130
" "	3	Fall 1975	146
" "	3	Spring 1975	100
" "	3	Fall 1974	150
" "	3	Spring 1974	170
" "	3	Fall 1973	122
551 Real Estate Finance	3	Spring 1976	80
" "	3	Spring 1975	75
554 Real Estate Development	3	Fall 1973	65
555 Commercial Real Estate Development	3	Spring 1974	61
" "	3	Spring 1973	56
556 Real Estate Appraisal	3	Summer 1975	21
850 Equity Investment	3	Fall 1975	34
" "	3	Fall 1974	34
851 Corporate Real Estate Administration	2	Summer 1975	9
" "	2	Spring 1973	31
856 Advanced Appraisal Theory	2	Fall 1975	28
" "	2	Fall 1974	25
" "	2	Fall 1973	39
857 Advanced Appraisal-Feasibility Problems	2	Spring 1976	12
" "	2	Spring 1975	22
" "	2	Spring 1974	32
" "	2	Spring 1973	29

2. Graduate research supervision during current and preceding 4 years:

<u>Year</u>	<u>Number of Students</u>	<u>Degrees Completed</u>	
		<u>Master's</u>	<u>Ph.D.</u>
1976	4 Ph.D.'s in process 2 MS's in process	0	0
1975	3 Ph.D.'s in process	0	1
1974	3 Ph.D.'s in process	0	1
1973	3 Ph.D.'s in process	2	1
1972	3 Ph.D.'s in process	3	0

Instructional Activities cont'd.

3. Informal or individual instruction or advising at the undergraduate level:
 Individual student academic and employment counseling, 6-8 hours per week.
 Student club activities, average 1 hour per week, for UW Real Estate Club, UW Handicapped Students Association, Madison Association of Student Cooperatives, and others.

F. Committee and Service Responsibilities

1. Departmental:

Chairman, Department of Real Estate and Urban Land Economics, 1975 & '76
 Administrator, Construction Administration Program until transferred to School of Agricultural Engineering, September 1975.

2. University:

Chairman - Chancellor's Committee for Rehabilitation, Dec. 1975 - present
 Member, Legislative Advisory Housing Committee until 1973.

3. Professional Extramural:

Director - American Real Estate and Urban Land Economics Association, 1973-75.

Director - Wisconsin Housing Finance Authority, appointed by Governor, June 1975.

G. Scholarly Publications

1. Journal articles:

a. Total number: 8

b. Last 5 years: 5

c. Three most recent and/or significant:

1. "The Real Estate Process - A New Synthesis," accepted by Urban Land, a publication of the Urban Land Institute for 1976 release.

2. "Impressions on the Marketability of TDR's," Transferable Development Rights, Report No. 304, Planning Advisory Service American Society of Planning Officials, 1975.

3. "A Rational Approach to Feasibility," The Appraisal Journal, October 1972, (40th Anniversary Issue) 10 pages (Reprinted in Real Estate Investment, a text by James R. Cooper, Heath Lexington Books, 1974)

2. Chapters, books, monographs:

a. Industrial Park Development for the Small Town, with research assistant Alexander Anagnost, funded and published by U.S. Dept. of Commerce, 1973, 100 pages. (Reprinted by U. of Connecticut).

- b. The Role of Investment Real Estate in Portfolio Management, J. A. Graaskamp, Bryn Mawr, Pa.: American College of Life Underwriters, 1972, 35 pages.
- c. Second Edition of A Guide to Feasibility Analysis, Chicago: Society of Real Estate Appraisers, 1972, 134 pages.
- d. 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.
- e. "Recent Trends in Real Estate Investment Valuation," pages 353-361, a chapter in Real Estate, by A. M. Weimer, H. Hoyt, G. F. Bloom, Ronald Press Company, New York, 1972.

3. Other: none.

H. Lectures and Papers Presented

1. Invited Presentations (last three years):

<u>Organization/Conference/Symposium</u>	<u>Subject</u>	<u>Year</u>
The American Real Estate & Urban Economics Association - Annual Proceedings	"Redefining the Role of Univ. Education in Real Estate & Urban Land Economics"	12/1974
Bettman Symposium - American Society of Planning Officials - Annual Convention	"Impressions on the Marketability of TDR's	5/1974

Co-author and co-instructor of EDUCARE, a one-week seminar on computer terminal applications to real estate analysis, originally commissioned by the three leading appraisal organizations; offered once in 1976, five times in 1975, four times in 1974, four times in 1973.

Conduct seminars throughout North America of one to three days duration on feasibility analysis, investment analysis, contemporary appraisal methods, or commercial mortgage lending, for a total of:

1976 - 1 day to date
 1975 - 25 days
 1974 - 24 days
 1973 - 25 days

(All of these seminars are for significant fees during semester and summer breaks)

2. In addition to conducting day long seminars, have presented more than 40 major speeches in past three years throughout Wisconsin, Michigan, and Illinois by invitation from all manner of civic and professional groups.
3. Unpublished professional work related to discipline includes:
 - a. Four month investigation as to feasibility of relocating Soldiers Grove business district from flood plain. Joint project with Environmental Awareness Center funded by Mississippi River Regional Planning Commission. Graduate assistant - Franz Fischer.
 - b. Site selection and feasibility analysis for performing art center - Green Bay, Wisconsin, funded by Wisconsin Public Service Corporation.
 - c. "Private Mortgage Guaranty Insurance as Distinguished from Banking and the Extension of Credit," a 40 page brief prepared for Federal Reserve Board Hearings held on January 28, 1974 into the possible powers of one bank holding companies to operate in the area of mortgage guaranty insurance. (External funding)
 - d. A variety of briefs for Federal Home Loan Bank, State and local attorneys, together with court testimony on unique and innovative real estate issues.

I. Research and/or Instructional Grants

<u>Role</u>	<u>Title</u>	<u>Grant Period</u>	<u>Agency</u>	<u>Amount</u>
Co-Instructor with Prof. Dick Stith of Badger Redevelopment Corp. \$5000 all university grant for innovative teaching		Spring-Summer 1972	Chancellors Undergrad. Teaching Fund	\$5000
Have generated a continuing series of small research grants for the improvement and development of real estate tax assessment techniques; were disbursed by the Univ. of Wis. Foundation, as well as the municipalities so that no central accounting record is available.		Past 5 years	Various Six municipal-ities	Funds probably exceed \$20,000
Co-investigator with H. Robert Knitter and Richard Mortenson on methods for automating appraisals required for condemnation of the Great Cyprus Swamp		Completed in March 1975	National Park Service	about \$12,000

UNIVERSITY OF WISCONSIN-MADISON

GRADUATE SCHOOL OF BUSINESS

1155 Observatory Drive
Madison, Wisconsin 53706



April 21, 1976

To: Prof. R.B. Andrews
From: Prof. J.A. Graaskamp
Re: List of Ph.D. Awards and Candidates under supervision of
Prof. J.A. Graaskamp

Ph.D. Committees Chaired

- Fikry Gahin (1965)
Associate Professor of Insurance, School of Business Administration,
University of Utah, Salt Lake City, Utah.
- Clyde W. Richey (1969)
Associate Professor of Real Estate, School of Business
Administration, University of Colorado, Boulder, Colorado.
- Karel J. Clettenberg (1970)
Formerly Associate Professor of Real Estate, Southern Methodist
University, Dallas, Texas; resigned 1975 to expand private
consulting business in Dallas-Fort Worth.
- Nicholas Maritz (1973)
Professor of Real Estate and Urban Land Economics, University
of South Africa, Pretoria, South Africa.
- Herman J. Kelting (1974)
Assistant Professor of Real Estate, School of Business
Administration, University of Florida, Gainesville, Florida.

Ph.D. Candidates Employed on Other Campuses

- Donald Weiss
Assistant Professor of Real Estate, School of Business Administration,
University of Northern Illinois, DeKalb, Illinois.
- James Vernor
Assistant Professor of Real Estate, School of Business Administration,
Georgia State University, Atlanta, Georgia.
- Lynn Woodward
Assistant Professor of Real Estate, Wichita State University,
Wichita, Kansas.
- Frederico Roberto
Assistant Professor of Real Estate, School of Business Administration,
Dallas, Texas.

UNIVERSITY OF WISCONSIN-MADISON

GRADUATE SCHOOL OF BUSINESS

1155 Observatory Drive
Madison, Wisconsin 53706



April 22, 1976

MEMORANDUM

TO: Dean Robert M. Bock
Prof. J. Weygandt
Prof. S. Levine
Prof. D. Schwab
Prof. H. Westing

FROM: Prof. James A. Graaskamp

RE: Assessment of Real Estate Department, Academic Promotion, and Things in General

Over the past ten years the real estate courses for which I have been responsible have evolved into the most sophisticated and contemporary redefinition and reorientation and searching critique of real estate enterprises in the country. The University of Wisconsin program here at Madison has been recognized by all the professors of real estate all over the country as the pace setter in terms of innovative viewpoints, teaching methods, and interface with the industry. Our real estate syllabi have formed the nucleus of course outlines at fifteen other major universities, all of which have purchased our computer cash flow programs as the core of their undergraduate instruction, techniques pioneered here by our department. This year alone five major universities would have hired one of our Ph.D. graduates if there had been any. Three schools offered to take our MS graduates to serve as instructors in lieu of a Ph.D. and we could only fill one of those positions. I was sought for three alternatives in the south at salaries ranging from \$30,000 to \$40,000, and I still have the provincial viewpoint that salary offers are an indicator of value to an institution. The only professional reason for remaining in Madison has been our success in establishing understanding and working relationships in the other disciplines related to real estate including civil engineering, landscape architecture, environmental resources, and the Law School. Other real estate departments are still bulkheaded within the School of Business and within a view of real estate education as preparation for a broker's exam. The Wisconsin view is analogous to the shift in insurance education from insurance company management to risk management for the insurance consumer. In addition Wisconsin has a synergistic talent pool within our department in terms of Robert Knitter, Michael Robbins, James DeLisle, and our young assistant professors.

- My philosophy as to the direction in which we are moving is summarized in the presentation "Redefining the Role of University Education in Real Estate and Urban Land Economics." I am presently attempting to convert what we have learned to date into a textbook called The Real Estate Process, which will represent a radical departure for introductory textbooks in our field. It is built upon the core of premises sketched in the above address to the American Real Estate & Urban Economics Association. I served as a director of that academic association during its formative years 1973-75 and refused to serve as an officer as I am not impressed by that type of academic credential.

Enrollments in our department have grown significantly over the past ten years because real estate is exciting, many of our courses are well taught, and because we have been placing our MS graduates very well throughout the nation. A number of the major real estate institutions prefer to hire our MS graduates in Real Estate Investment Analysis to MBA's from Harvard or Stanford. Our MS students have more esprit'd'corps than any other master's group in the School of Business and we spend a great deal of time maintaining personal contact with the students so that we can drive them hard.

A full assessment of our department however must indicate that we have failed to establish a fully balanced Ph.D. program because the Ph.D. faculty are not as fully integrated as our undergraduate faculty are, because we have not done as much in selective recruiting as we might, and because my disdain for academic protocol undermines to some extent a desirable level of student faculty formality. On the other hand, we have wide open channels of candid communication which are non-existent in other departments.

At the undergraduate level we have not done a good job of systematic job placement since employers are so anxious to have our MS graduates; however, our undergraduate program has been very successful in reaching non-business school students and providing a much better understanding of enterprise management and respect for the business viewpoint, an area in which the Business School has failed miserably. In the future I plan some modification of course numbers so that our undergraduate program is stronger in appraisal and investment analysis and our MS program is stronger in technical aspects of computer science, quantitative analysis and public finance of urban enterprise so that our BBA is not overshadowed by our MS.

Prof. Andrews has asked me to list institutional service within and outside of the university. Attached to this memo you will find the vita sheet required for legislative audit and the last three years of my faculty report to the Dean.

Current assignments include:

Director, Wisconsin Housing Finance Authority (at the request of Chancellor Young)
Chairman, Chancellor's Rehabilitation Committee
Educational Advisor to American Society of Real Estate Counselors,
Mortgage Bankers Association of America, and International Society of Real Estate Appraisers

Much earlier in the year, I provided Prof. Richard Andrews single copies of significant publications as I do not have any more copies. In addition, I spend as many as 25 full days of seminars not including EDUCARE with the industry, "publishing" our ideas on financial analysis, feasibility, and the real estate process in general. Call me an animated magazine if you like; I don't care what people call me as long as they pay me.

In addition, I had provided Dr. Andrews earlier with an extensive collection of the student course grading sheets and I believe I rank as one of the highest rated instructors in the School of Business. The committee is invited to read student statements on the individual student sheets.

University of Wisconsin Madison

School of Business
1155 Observatory Drive
Madison, Wisconsin 53706

Graduate School of Business

May 9, 1979

SELF-STUDY REPORT, 1978-79

- A. James Arnold Graaskamp, Professor and Chairman of Real Estate and Urban Land Economics
- B. Real Estate and Urban Land Economics
University of Wisconsin School of Business
Room 118, Commerce Building
1155 Observatory Drive
Madison, WI 53706
- C. Degrees
 1. Bachelors degree: Bachelor of Arts, 1955, Rollins College
Major field of study: Creative Writing
 2. Masters or first professional degree: M.B.A., 1957, Marquette University School of Business
Major field of study: Security Analysis
Thesis title: Three Theories of Growth Stock Applied to the Light Aircraft Industry
 3. Doctoral degree: Ph.D., 1964, University of Wisconsin School of Business
Major fields of study: Risk Management and Real Estate
Minor field of study: Law
Dissertation title: Pension Fund Termination Due to Business Failure, Termination or Migration
- D. Personal employment with Landmark Research, Inc., a consulting firm specializing in real estate valuation and analysis, operating on assignments primarily in Wisconsin but throughout the United States, as well. Expert witness in Federal District Court, State Tax Appeal Court, Circuit Courts, and various boards and commissions.
- E. For year of study and preceding two years, I have averaged twelve full days of teaching University of Wisconsin Extension Programs and twenty full seminar days in Executive Management Development Programs on Real Estate Feasibility Analysis, Investment Analysis, Computer Applications to Real Estate Analysis, and related topics from coast-to-coast. I am an educational consultant for American Institute of Real Estate Appraisers, Mortgage Bankers Association of America, Society of Real Estate Appraisers, The Chemical Bank of New York, and others.

Public service activities include being a member of the Board of Directors and Treasurer of the Wisconsin Housing Finance Authority, a \$300 million State bank for low income housing production service on various municipal committees, etc.

- F. Placement director for American Real Estate and Urban Land Economics Association for past three years. Member of Board of same organization in 1977. President of Chapter 73 of the Society of Real Estate Appraisers in 1978.
- G. Have attended AREUA annual meetings in San Francisco in 1977 and Chicago in 1979; keynote speaker at International Convention of Society of Real Estate Appraisers in Toronto in July of 1978 and have been invited to return as a speaker at their meetings in Reno, Nevada in July 1979.
- H. Internationally known for two-day seminars for feasibility analysis and five-day seminars on computer applications to real estate analysis for the past five years.
1. Invited to join Ely Chapter of Lambda Alpha, National Honorary for Urban Land Economics.
 2. Made a research fellow of the Urban Land Institute
 3. University of Wisconsin Sabbatical Award for 1979-1980.
- J. 1. The Appraisal of 25 N. Pinckney, a book, 124 pages, published by Landmark Research, Inc., June 1978.
2. "The Real Estate Program at the University of Wisconsin," Urban Land, October 1978, Urban Land Institute, Washington, D.C.
 3. "An Approach to Real Estate Finance Education by Analogy to Risk Management Principles," Real Estate Issues, Volume 2, No. 1, Summer 1977.
- K. Development of an automated market comparison assessment system for small communities together with H. Robert Knitter; currently being tested for the second year of operation in the Village of Maple Bluff with final turnover of the system and publication of results in January of 1980.
- L. 1. *Ph.D. awarded James Vernor, May, Implications of the Variable Interest Rate Mortgage on Savings and Loan Portfolio Yield.
2. *Lynn Woodward, Alternative Methods for Broker's Compensation in Residential Single Family Home Sales - in process
 3. *Franz Fischer, Feasibility of Portable Mortgages for Borrowers - in process
 4. *Frederick Roberto, proposal in process
 5. *Terry Grissom, proposal in process
 6. James DeLisle, proposal in process Multivariate Analysis in Residential Property Valuation
 7. Jay Sa-adu, Filtering Theory and the Impact of Section 8 Elderly Housing Production on the Supply of Single Family Housing Supply - in process
 8. Seth Gakpo - in process
 9. Michael Robbins, EDP as a Decision Tool for an Integrated Approach to Land Development - in process

The asterisk means Chairman of Dissertation Committee

M. Chairman, Chancellor's Committee for Disabled Persons on Campus
(Implementation of HEW 504)

n. (1) Teaching Experience:

Number of years at other institutions 2 years

Number of years at present institution 18 years

(2) Courses taught for your institution: furnish the following information with respect to courses taught for your institution (include all teaching of courses for credit -- day and evening, on an off-campus) for the fall and spring semesters, or fall, winter and spring quarters of the self-study year.

Term (adjust for quarter system)	Course number	Credits	Title (abbreviate)	Number of Sections	Field (Acctg., Mangmt, etc.)	Possesses Appropriate Doctorate		Course Enroll- ments (Estimate if necessary)
						Yes	No	
Fall (self- study year)	550	3	R.E. Process	1	R.E.	X		200
	551	3	R.E. Finance	1	R.E.			110
	856	2	R.E. Appraisal	1	R.E.			30
Spring (self- study year)	550	3	R.E. Process	1	R.E.			200
	857	2	Feasibility	1	R.E.			25
	850	3	Equity Invest.	1	R.E.			35

o. Courses taught for other institutions: furnish similar information and for the same periods as that called for in "n(2)" above for all courses taught for credit at other institutions.

University of Wisconsin Madison

School of Business
1155 Observatory Drive
Madison, Wisconsin 53706

Graduate School of Business

February 16, 1982

MEMORANDUM

TO: Dean Robert H. Bock
FROM: Prof. J. A. Graaskamp
RE: Annual Report 1981 Activities

I. Teaching:

A. Courses taught:

1. Spring 1981
 - 857 - Feasibility - 18
 - 850 - Equity Investment - 22
 - 795 - Readings & Research - 0
 - 695 - " " - 0
2. Summer 1981 - no courses
3. Fall 1981
 - 550/705 - Real Estate Process - 169
 - 856 - Real Estate Appraisal - 22
 - 552 - Residential Finance - 54
 - 551 - Income Finance - 68
 - 695 - Readings & Research - 1
 - 795 - " " - 3

B. Supervision of Ph. D. Dissertations:

Michael Robbins, in process: Automatic (EDP) Market Comparison of Wilderness Tracts for Appraisal

Franz Fischer, in process: Feasibility of Portable Mortgages for Home Loans

Frederico Roberto, proposal in process

James DeLisle, Ph.D. completed, December 1981

Seth Gakpo, Ph.D. completed February 1982

Rick Johnson, proposal in process

Leon Shilton, proposal in process

C. Student Service

1. Advisor to Real Estate and Real Estate Construction Club (80 members)

II. Research and Publications:

A. Papers accepted and published:

1. "Strategic Planning Approach to Major Real Estate Decisions," Questor Real Estate Investment Yearbook, Public Syndication, pp. 237-244, 1981, San Francisco, CA.

B. Seminars

1. Preparation and presentation of seminars for University of Wisconsin related continuing education programs
 - a. Wisconsin Investment Board, April 14
 - b. NACORE Principles of Retail Site Selection
 - c. Dr. Andrews Symposium
 - d. Real Estate Alumni Seminar - Lowell Hall
 - e. EDUCARE - October 11-16
2. Preparation and presentation of 1-2 day professional seminars off campus
 - a. Long Beach, CA, Queen Mary, ULI - Economic Development Assoc. - March 18-19
 - b. Real Estate in the Next Decade - 2 hours - Apartment Owners Association, Trade Show Keynote Speech - March 27
 - c. Real Estate Project - Feasibility Analysis, Radisson Hotel - Duluth, SREA Chapter 183 - April 10-11
 - d. ULI meetings - Portland - April 25-27
 - e. Society of Real Estate Appraisers, Philadelphia Chapter 2, Contemporary Financing Methods & the Affect on Market Value - April 30
 - f. New Orleans, Course VI, Real Estate Investment Analysis, American Institute of Real Estate Appraisers - May 24-28
 - g. Mortgage Bankers - Cash Flow Analysis, Northwestern University - June 23
 - h. Denver - Contemporary Appraisal - August 3-4
 - i. Los Angeles - Contemporary Appraisal - August 6
 - j. Portland - Contemporary Appraisal - August 9
 - k. Seattle - Contemporary Appraisal - August 10
 - l. San Francisco - Contemporary Appraisal - August 12
 - m. Palo Alto, Mortgage Bankers - August 13
 - n. Gaarder & Miller - Medical Seminar - Edgewater Hotel - October 14
 - o. Ostendorf-Morris Co. - Cleveland, Real Estate Analysis - November 6-7
 - p. Dane County Medical Association - November 11
 - q. Urban Land Institute - Philadelphia - November 12-15
 - r. Dane County Regional Planning Commission, keynote speaker - November 18
 - s. Canadian Institute of Appraisal, Toronto, Contemporary Appraisal Theory - November 20-21
 - t. Madison Board of Realtors Luncheon - November 25

C. Research in progress:

1. 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.
2. Appraisal specifications of comingled funds

III. Committees:

- A. University Committee - member, Chancellor's Committee for Disabled Persons on Campus
- B. Departmental assignment - Chairman, Real Estate and Urban Land Economics

IV. Service:

- A. Chairman of American Real Estate and Urban Economics Association Professional Placement Service
- B. Member of Housing Task Force for Disabled Persons, Secretary of Health & Social Services - Percy

V. Other Outside Interests

- A. Sole owner of Landmark Research, Inc., a real estate consulting firm located at 1501 Monroe Street, Madison, Wisconsin
- B. Board of Directors & Executive Committee of First Asset Realty Advisors, a subsidiary of First Bank of Minneapolis

UNIVERSITY OF WISCONSIN-MADISON



CHANCELLOR
Bascom Hall • 500 Lincoln Drive
Madison, Wisconsin 53706
608-262-9946

January 31, 1982

MEMORANDUM

TO: All Faculty Members

FROM: Bryant Kearn, Vice Chancellor, Academic Affairs

SUBJECT: Outside Activities Reports *BK*

From time to time, faculty members have asked for information on the policies covering reporting of outside activities. Some have suggested that an optional reporting form would be useful, and one is provided on the reverse side of this sheet.

As you know, what the UW-Madison's Faculty Policies and Procedures require is that all faculty members report in writing if they have engaged in or expect to engage in any "gainful outside activities" of an "extensive, continuing or recurring nature" outside of their broad institutional responsibilities during periods of full-time employment by the University. The wording of the policy is given below.

No reporting form is specified, and none has been established. If you are required to report under these policies, you may do so either by letter to your Dean or Department Chair or by giving each of them a completed copy of the form on the reverse side of this sheet.

UW-MADISON POLICY GOVERNING OUTSIDE ACTIVITIES REPORTING

UW-Madison FPP 8.05

"A member of the faculty employed on a full-time basis who engages in or plans to engage in gainful activities of an extensive, recurring, or continuing nature outside of his/her broad institutional responsibilities during any period of full-time employment by the University shall report in writing the nature and scope of such activities to his/her department and to the appropriate dean."

THE UNIVERSITY OF WISCONSIN-MADISON
 Faculty Outside Activities Report

Date February 16, 1982

Name and Title or Rank Chairman, Real Estate & Urban Land Economics

Department or Employing Unit Real Estate Department, School of Business

In the past year I have engaged in the following gainful outside activities of an extensive, continuing, or recurring nature outside the scope of my broad university responsibilities and during periods of full-time university employment:

<u>Kind of business, industry, or other organization involved</u>	<u>Nature of activities</u>	<u>Time commitment and steps taken to insure that university responsibilities were fully met</u>
<u>Landmark Research, Inc.</u>	<u>Real estate consulting and valuation</u>	<u>2 days/week, weekends, and evenings</u>
<u>First Asset Realty Advisors</u>	<u>Director, selection of real estate investments for trust department</u>	<u>1 or 2 days/month</u>

In the coming year I plan to engage in the following gainful outside activities of an extensive, continuing, or recurring nature outside the scope of my broad university responsibilities and during periods of full-time university employment:

<u>Kind of business, industry or other organization involved</u>	<u>Nature of activities</u>	<u>Time commitment and steps taken to insure that university responsibilities can be fully met</u>
<u>Landmark Research, Inc.</u>	<u>Real estate consulting and valuation</u>	<u>2 days/week, weekends, and evenings</u>
<u>First Asset Realty Advisors</u>	<u>Director, selection of real estate investments for trust department</u>	<u>1 or 2 days/month</u>

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School of Business
1155 Observatory Drive
Madison, Wisconsin 53706

Graduate School of Business

February 2, 1983

MEMORANDUM

TO: Dean Robert H. Bock
FROM: Prof. James A. Graaskamp
RE: Annual Report 1982 Activities

I. Teaching:

A. Courses taught:

- 1. Spring enrollment - 1982
 - 550/705 - Real Estate Process - 160
 - 857 - Feasibility - 26
 - 850 - Equity Investment - 37
 - 795 - Readings & Research - 4
 - 695 - " " - 2
- 2. Summer 1982 - no courses
- 3. Fall enrollment - 1982
 - 550/705 - Real Estate Process - 185
 - 856 - Real Estate Appraisal - 41
 - 552 - Residential Finance - 49
 - 551 - Income Finance - 111
 - 695 - Readings & Research - 2
 - 795 - Readings & Research - 5

B. Supervision of Ph.D. Dissertations:

Michael Robbins, in process: Automatic (EDP) Market Comparison of Wilderness Tracts for Appraisal
 Frederick Roberto, proposal in process
 Edward Atwood, proposal in process
 I. Richard Johnson, proposal in process
 Leon Shilton - proposal in process

C. Student Service

- 1. Advisor to Real Estate and Real Estate Construction Club (75 members)

II. Research and Publications:

A. Papers accepted and published:

1. "Consumer Education to Force Professional Standards on the Real Estate Industry," to be published by National Association of Realtors in the "Real Estate Educator."

*2.

B. Seminars:

1. Preparation and presentation of seminars for University of Wisconsin related to continuing education programs
 - a. UW Extension - Housing for Special Groups, April 17
 - b. Urban Land Institute, July 5-9, Teaching Real Estate Principles in Physical Planning & Public Administration Curriculum
2. Preparation and presentation of 1-2 day professional seminars
 - a. January 11, Newark, New Jersey, ULI Conference on private/Public Consortiums for Redevelopment
 - b. February 18, Chicago, MAI Chapter - Appraisal in the Courtroom
 - c. March 5,6, Mortgage Bankers - Houston, Income Property Lending
 - d. April 1,2,3, Bozeman, Montana - Feasibility Analysis - MAI Chapter
 - e. April 23, Chicago seminar - IREM, Pension Fund Valuation Problems
 - f. May 18-22, Denver - Urban Land Institute
 - g. June 15, Rockford College, American Council of Life Insurance, Real Estate Investment Strategies
 - h. June 19-22, Halifax, Nova Scotia seminar - Contemporary Problems Appraising Large Income Properties
 - i. June 24-26, New York, IREM, Pension Fund Valuations
 - j. July 15-16, San Francisco, IREM, Pension Fund Valuations
 - k. July 26-27, Houston, Contemporary Problems in Appraising Large Income Properties
 - l. July 29-29, Dallas, Contemporary Problems in Appraising Large Income Properties
 - m. August 13, Mortgage Bankers - Stanford, Income Property Lending
 - n. September 16-17, San Francisco, MAI - Contemporary Problems Appraising Large Income Properties
 - o. October 5-6, Houston, Urban Land Institute
 - p. " 7-8, University of Tennessee, Nashville - Contemporary Appraisal Theory
 - q. October 19, Chicago Appraisers - Pension Fund Appraisal
 - r. " 29, Ostendorf-Morris, Cleveland - Marketing of Real Estate Investment Properties
 - s. November 15, San Francisco - National Association of Real Estate Educators, Consumer Education to Force Professional Standards on the Real Estate Industry
 - t. November 16, Minneapolis - NAIOP - 1983 Prospects for Commercial Development

3. Civic presentation:

- a. February 15, Waunakee, St. John's Elementary School

*2. "Cash Equivalent Value of Real Property" - College of Business Adm. working Paper #158, University of Tennessee, Goolsby, Warner, Graaskamp

C. Research in progress:

1. Appraisal of Cascade wilderness based on scenic quality and wilderness indexing successfully concluded with \$28 million settlement for Pack River interests.
2. Appraisal specifications of commingled funds
3. Completing major study for City of Madison on feasibility of marketing W. Washington Avenue and W. Wilson Street rail corridor if acquired by City land banks.

III. Committees:

- A. University Committee - member, Chancellor's Committee for Disabled Persons on Campus
- B. Departmental assignment - Chairman, Real Estate and Urban Land Economics
- C. Ad hoc chairman of committee to raise funds for a partially endowed chair in real estate (approximately \$100,000 collected to date).

IV. Service:

- A. Chairman of American Real Estate and Urban Economics Association Professional Placement Service
- B. Member of housing task force for disabled persons, Secretary of Health & Welfare - Percy

V. Other Outside Interests:

- A. 50% owner of Landmark Research, Inc., a real estate consulting firm located at 4610 University Avenue, Madison, Wisconsin
- B. Board of Directors & Executive Committee of First Asset Realty Advisors, a subsidiary of First Bank of Minneapolis

January 11, 1984

MEMORANDUM

TO: Dean Robert H. Bock
FROM: Prof. James A. Graaskamp
RE: Annual Report 1983 Activities

I. Teaching:

A. Courses taught:

Spring enrollment - 1983

550/705 - Real Estate Process	- 175	(took final exam)
857 - Feasibility	- 27	
850 - Equity Investment	- 42	
795 - Readings & Research	- 5	
695 - " " "	- 3	

Summer 1983 - no courses

Fall enrollment - 1983

550/705 - Real Estate Process	- 204	(took final exam)
856 - Real Estate Appraisal	- 34	
551 - Income Finance	- 114	
695 - Readings & Research	- 2	
795 - " " "	- 5	

B. Supervision of Ph. D. Dissertations:

Michael Robbins, completed April, 1983: Automatic (EDP) Market
Comparison of Wilderness Tracts for Appraisal

Edward Atwood, completed October, 1983

I. Richard Johnson, proposal in process

Leon Shilton, proposal in process

C. Teaching evaluations (See attached summaries)

D. Student Service:

Advisor to Real Estate and Real Estate Construction Club (75 members)

II. Research and Publications:

A. Papers accepted and published:

1. "Cash Equivalent Value of Real Property," James A. Graaskamp, William C. Goolsby, and Timothy N. Warner, The Real Estate Appraiser and Analyst, Fall 1983.
2. "Pension Fund Real Estate Asset Management Issues," Mike E. Miles and James A. Graaskamp, Real Estate Review, Spring 1984

B. Seminars for University of Wisconsin related to continuing education:

1. January 26, "Environmental Awareness Center Seminar on Regional Planning," St. Benedict House, Madison
2. March 20-21, "Executive Management Seminar," Chicago
3. April 7, New Orleans, National Real Estate Fiduciaries Council
4. April 25-26, "Executive Management Seminar," Madison
5. April 29-30, Canadian Appraisal Institute, "Contemporary Income Property Appraisal Seminar," Toronto
6. May 16, Wisconsin Mortgage Bankers, "New Forces in Real Estate Finance For Good and Evil," Milwaukee
7. May 20, Mortgage Bankers, Minneapolis, Radisson South Hotel, "Real Estate Investment Trends"
8. June 15, Life Officers Seminar, "New Aspects to Real Estate Finance," Rockford, Illinois
9. August 16, Graduate School of Banking, "Use of Real Estate Appraisal"
10. August 1-2, "Contemporary Appraisal Techniques," Anchorage, Alaska, MAI Chapter
11. September 14, Society of Industrial Realtors, University of Wisconsin Extension, "Corporate Real Estate Management"
12. September 16-17, American Institute of Real Estate Appraisal, "Feasibility Seminar," Denver
13. September 19-20, "Executive Management Seminar, Development Process," Lowell Hall
14. September 27, PRIA, "Measuring Performance of Pension Real Estate Asset Managers," Chicago

C. Civic presentations:

1. March 24, SRA presentation - Unusual Appraisal Assignments I Have Had
2. April 15, Congregational Church, Future of University Heights
3. Madison Board of Realtors luncheon, Rail Corridors

D. Research Completed:

1. Appraisal of Cascade wilderness based on scenic quality and wilderness indexing successfully concluded with \$28 million settlement for Pack River interests.
2. Appraisal specifications for commingled funds
3. Designing a geo-coding system for national real estate investment index data bank
4. Major study for City of Madison on feasibility of marketing West Washington Avenue and West Wilson Street rail corridor if acquired by City land banks.

E. Research in Progress:

1. Valuation of native claim lands in Alaska For Ahtna Indians (together with Assistant Professor Michael L. Robbins)
2. 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 San Antonio in October, 1984). (Co-director with Professors William Kinnard and Maury Seldin of the Institute)
3. 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.
4. Developing textbook on contemporary appraisal methods with Gene Dilmore of Birmingham, Alabama, sponsored by Dryden Press.

F. Academic Recognition:

1. Received recognition as a Fellow in the Homer Hoyt Institute of Land Economics, a national endowed foundation for study of urban land economics and real estate issues. There are approximately 15 Fellows and organization is described further in attached brochure. UW Real Estate Program designated to receive continuing support.

III. Committees:

- A. Departmental assignment - Chairman, Real Estate & Urban Land Economics
- B. Ad hoc chairman of committee to raise funds for a partially endowed chair in real estate (approximately \$175,000 collected or pledged to date).
- C. 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

IV. Service:

- A. Chairman of American Real Estate and Urban Economics Association Professional Placement Service
- B. Board of Trustees, Urban Land Institute (See attached letterhead)
- C. Dane County Regional Airport Terminal Building Committee

V. Other Outside Interests: (See attached disclosure form)

- A. 50% owner of Landmark Research, Inc., a real estate consulting firm located at 4610 University Avenue, Madison, Wisconsin
- B. Board of Directors & Executive Committee of First Asset Realty Advisors, a subsidiary of First Bank of Minneapolis

February 2, 1985

MEMORANDUM

TO: Dean E. J. Blakely
FR: Professor James A. Graaskamp
RE: Annual Report 1984 Activities

I. Teaching:

A. Courses taught:

Spring enrollment - 1984

550/705 - Real Estate Process	-	175	(took final exam)
857 - Feasibility		35	
Half time appointment			
795 - Readings & Research		3	
695 - Readings & Research		3	

Summer 1984 - no courses

Fall enrollment - 1984

550/705 - Real Estate Process		245	(took final exam)
856 - Real Estate Appraisal		48	
551 - Income Finance		140	
695 - Readings & Research		5	
795 - Readings & Research		5	

B. Supervision of Ph. D. Dissertations:

I. Richard Johnson, completed May 1984: A Study of the Appraisal/Accounting Reporting Interface in the Commingled Real Estate Industry

Leon Shilton, completed August 1984: Perceived Risk Differentials By Investors In Commercial Mortgages and Those in Industrial Revenue Bonds Collateralized by Commercial Real Estate.

C. Teaching evaluations (See attached summaries)

D. Student Service:

Advisor to Real Estate and Real Estate Construction Club (75 members)

11. Research and Publications:

A. Papers accepted and published as monographs following presentation at Invitation Colloquium.

1. "Institutional Constraints On and Forces For Evaluation of Appraisal Precepts and Practices," delivered at Colloquium on Appraisal sponsored by Lincoln Institute, June 20-22, 1984, 33 pages, to be published by Lincoln Institute.
2. "Definition and Delineation of Real Estate Market Research," delivered at symposium on market research in Atlanta, October 12, 1984, 28 pages, to be published by Real Estate Issues, Spring 1985.
3. "Overcoming the Obstacles to Education," published by National Association of Realtors in the Journal of Real Estate Education, Jan/Feb 1984.
4. "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.

B. Continuing Education Seminar Days Per Year

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

2. 1984 Seminars

- Jan. 8-12 Homer Hoyt Institute Seminar
24-26 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)

C. Research Completed:

1. Development of real estate market research symposium for Homer Hoyt Institute of Economics (funded with \$12,500 at UW Foundation; colloquium to be held in San Antonio in October, 1984). (Co-director with Professors William Kinnard and Maury Seldin of the Institute).
2. 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.)

E. Research in Progress:

1. Valuation of native claim lands in Alaska for Ahtna Indians (together with Assistant Professor Michael L. Robbins).
2. Developing textbook on contemporary appraisal methods with Gene Dilmore of Birmingham, Alabama, sponsored by Dryden Press.
3. Appraisal specifications for commingled funds, sponsored by PREA and Consolidated Capital Resources. Co-author - PHD candidate Robert Gibson - \$30,000 funding at UW Foundation.

III. Committees:

- A. Departmental assignment - Chairman, Real Estate & Urban Land Economics.

- B. Research funds raised from Homer-Hoyt Institute, PREA and others \$37,500; Alumni Contributions exceed \$16,000; additional chair fund, \$35,000.
- C. 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.

IV. Service:

- A. Chairman of American Real Estate and Urban Economics Association Professional Placement Service
- B. Board of Trustees, Urban Land Institute, reelected to second three-year term.
- C. Dane County Regional Airport Terminal Building Committee

V. Other Outside Interests: (See attached disclosure form)

- A. 50% owner of Landmark Research, Inc., a real estate consulting firm located at 4610 University Avenue, Madison, Wisconsin
- B. Board of Directors & Executive Committee of First Asset Realty Advisors, a subsidiary of First Bank of Minneapolis

SUMMARY STATISTICS

	RAW	SCALE SCORES+		LEARNING NORMS++	
		STANDARDIZED	ADJUSTED*	HIGH	LOW
INSTRUCTOR IN CLASS	15.13	55.46	55.46	15.40	5.10
TEXT AND/OR OTHER REQUIRED READINGS	14.28	51.84	51.84	14.60	5.90
SUBJECT MATTER	15.49	53.27	53.27	16.60	6.80
GRADED ASSIGNMENTS AND EXAMINATIONS	14.46	51.68	51.68	14.90	7.10

GENERAL EVALUATION QUESTIONS

	PERCENTAGES RESPONDING IN				
	BOTTOM 10 PCT	NEXT 20 PCT	MIDDLE 40 PCT	NEXT 20 PCT	TOP 10 PCT
INSTRUCTOR	.00	.00	4.55	13.64	81.82
SUBJECT MATTER	.00	10.53	26.32	36.84	26.32
TEXT AND/OR OTHER REQUIRED READINGS	.00	10.00	30.00	40.00	20.00

+ SCALE SCORES STANDARDIZED ON ALL GRADUATE COURSES FOR THE CURRENT SEMESTER. MEAN = 50, STANDARD DEVIATION = 10.

++ NORM DATA OBTAINED FROM GRADUATE STUDENTS FALL 1978

* ADJUSTED TO ACCOUNT FOR DIFFERENCES IN EXPECTED GRADE

25 STUDENTS COMPLETED EVALUATIONS IN THIS CLASS.

48 STUDENTS APPEARED ON THE FINAL GRADE LIST.

SUMMARY STATISTICS

	RAW	SCALE SCORES ⁺		LEARNING HIGH	NORMS ⁺⁺ LOW
		STANDARDIZED	ADJUSTED*		
INSTRUCTOR IN CLASS	14.70	54.75	57.80	15.90	5.05
TEXT AND/OR OTHER REQUIRED READINGS	14.26	55.96	61.08	15.40	5.60
SUBJECT MATTER	16.27	59.80	63.79	16.80	6.00
GRADED ASSIGNMENTS AND EXAMINATIONS	10.57	34.95	39.24	14.50	7.70

GENERAL EVALUATION QUESTIONS

PERCENTAGES RESPONDING IN

	BOTTOM 10 PCT	NEXT 20 PCT	MIDDLE 40 PCT	NEXT 20 PCT	TOP 10 PCT
INSTRUCTOR	.00	1.64	8.20	18.85	71.31
SUBJECT MATTER	.00	1.68	10.92	39.50	47.90
TEXT AND/OR OTHER REQUIRED READINGS	5.88	7.56	37.82	31.93	16.81

+ SCALE SCORES STANDARDIZED ON ALL UNDERGRADUATE COURSES FOR THE CURRENT SEMESTER. MEAN = 50, STANDARD DEVIATION = 10.

++ NORM DATA OBTAINED FROM UNDERGRADUATE STUDENTS FALL 1978

* ADJUSTED TO ACCOUNT FOR DIFFERENCES IN EXPECTED GRADE

125 STUDENTS COMPLETED EVALUATIONS IN THIS CLASS.

112 STUDENTS APPEARED ON THE FINAL GRADE LIST.

SUMMARY STATISTICS

	RAW	SCALE SCORES ⁺ STANDARDIZED	ADJUSTED*	LEARNING HIGH	NORMS ⁺⁺ LOW
INSTRUCTOR IN CLASS	15.45	56.70	56.70	15.40	5.10
TEXT AND/OR OTHER REQUIRED READINGS	14.82	54.00	54.00	14.60	5.90
SUBJECT MATTER	15.56	53.69	53.69	16.60	6.80
GRADED ASSIGNMENTS AND EXAMINATIONS	13.63	47.90	47.90	14.90	7.10

GENERAL EVALUATION QUESTIONS

	PERCENTAGES RESPONDING IN				
	BOTTOM 10 PCT	NEXT 20 PCT	MIDDLE 40 PCT	NEXT 20 PCT	TOP 10 PCT
INSTRUCTOR	.00	.00	.00	33.33	66.67
SUBJECT MATTER	.00	.00	9.09	54.55	36.36
TEXT AND/OR OTHER REQUIRED READINGS	.00	9.09	27.27	27.27	36.36

+ SCALE SCORES STANDARDIZED ON ALL GRADUATE COURSES FOR THE CURRENT SEMESTER. MEAN = 50, STANDARD DEVIATION = 10.

++ NORM DATA OBTAINED FROM GRADUATE STUDENTS FALL 1978

* ADJUSTED TO ACCOUNT FOR DIFFERENCES IN EXPECTED GRADE

12 STUDENTS COMPLETED EVALUATIONS IN THIS CLASS.

28 STUDENTS APPEARED ON THE FINAL GRADE LIST.

C. Supervision of Ph.D. Dissertations:

1. Robert Gibson--a study of the feasibility of the standard letter of engagement for real estate appraisal services rendered pension real estate managers.
2. James Cannestero--sensitivity of elderly housing physical plans and financial pro forma to an aging residential base.
3. Dan Gunther--market performance of real estate investment trust shares compared to stock prices and direct ownership of real estate.

D. Teaching Evaluations:

1. See attached student evaluations.
2. Received International Award for Teaching Excellence from Ely Chapter of Lamda Alpha, the International Honor Society for Land Economics.

E. Student Service:

1. Advisor to Real Estate and Real Estate Construction Club (150 members).
2. Operate departmental placement service for graduates and alumni.

II. Research, publications, and presentations:

A. Appointed to Real Estate Advisory Research Board for Salomon Brothers, Inc. Board includes professors Ken Rosen, Sherman Maisel, Mike Miles, Tony Downs, Dwight Jaffee, and Lawrence Smith.

B. Completed major research project for Pension Real Estate Association to develop a standard letter of engagement, protocols for information exchange consistent with appraisal independence, and statement of minimum appraisal procurement policies to be enacted by pension fund sponsors, trustees, or corporate directors.

C. Member of editorial board of the following refereed journals:

1. Journal of Real Estate Research, Editor: Charles H. Wurtzebach, Vice President of Portfolio Management, Prudential Life Insurance Company.
2. Real Estate Issues, American Society of Real Estate Counselors, Editor: Linda Magad, Chicago, Illinois.

D. Research in Progress:

1. Developing textbook on contemporary appraisal methods with Gene Dilmore of Birmingham, Alabama, sponsored by Dryden Press.

E. Articles published:

"Institutional Constraints On, and Forces For, Evaluation of Appraisal Precepts and Practices," James A. Graaskamp, Appraisal & Analyst, Spring 1986, Volume 52, Number 1.

Salomon Brothers Real Estate Advisory Board "Roundtable" - Real Estate Research Series, December 1986, New York.

"Appraisal Reform and Commercial Real Estate Investment for Pension Funds," James A. Graaskamp, Real Estate Market Research Series, Salomon Brothers, Inc., January 1987, New York.

F. Awards for Research and Innovative Appraisal:

Alfred E. Reinman, Jr., Award from Society of Real Estate Appraisers as the outstanding appraiser of the year.

III. Continuing Education

A. Continuing Education Seminar Days per Year:

1979	--	45	seminar	days
1980	--	60	"	"
1981	--	43	"	"
1982	--	44	"	"
1983	--	23	"	"
1984	--	43	"	"
1985	--	27	"	"
1986	--	45	"	"

B. Continuing Education Seminars and Presentations:

1. Jan. 16-17 Pension Fund Real Estate Valuation Issues
(Northwest Center for Professional Education)
Dallas, TX
2. Feb. 9-12 ULI meetings, San Diego
3. Feb. 18-19 "Leasing, Marketing Securitization, and Analysis
of Real Estate Portfolio," San Antonio, TX
4. Feb. 28 Baird & Company, Milwaukee
5. Mar. 6-7 "Real Estate Economics Forecast," NCREIF (Piper,
Jaffery & Hopwood), Toucsan, AZ
6. Mar. 13 First Boston Company, New York, private seminar
7. Apr. 2-5 Paper, ARES - San Diego; Annual meeting, (La Jolla)
8. Apr. 10 Private seminar, Office Network, Inc., Chicago
9. Apr. 18 Founder's Day speech to meeting of Twin Cities
Alumni Club

10. May 1 Office Leasing seminar, Chicago
11. May 5-11 ULI - Education meeting, Orlando
12. May 22 Speech to Madison Area Mortgage Bankers
13. May 28-29 Private seminar on Future Commercial Brokerage Formats, Ross Company, Denver
14. June 2-3 Private seminar on Institutional Appraisal, Salomon Brothers, New York
15. June 4 Old Dominion University Visiting Scholar, Norfolk
16. June 8-13 ULI Seminar - Inntowner, Madison
"Introduction to Development Process - Principles and Cases"
17. June 18 Ely Chapter Initiation banquet Lambda Alpha International Award for Superior Contributions to Real Estate Education
18. June 22-27 ULI Computer Seminar - Wisconsin Center, Madison
19. July 10-11 "Contemporary Appraisal Techniques," Nashville MAI's
20. July 20-25 Chairman of American Bankers Association Real Estate School, held on Madison campus
21. July 27-
Aug. 1 ULI - Second offering - Real Estate Development Process seminar, Inntowner, Madison
22. Aug. 18-22 Graduate Banking School
23. Aug. 27-29 Private seminar for Office Network, Inc., New York
24. Sept. 11 Colloquium of Advisors, Salomon Brothers, New York
25. Sept. 12 "Real Estate Development Strategies: Accommodating the Changing Rules," Office Network, New York
26. Oct. 2 "Contemporary Appraisal Techniques," SREA, Wausau
27. Oct. 15-16 PREA - Washington, D.C.
28. Oct. 23-24 ULI - Chicago
29. Oct. 30 Speech to Finance Society - University of Wisconsin
30. Nov. 16-19 "Real Estate Investment Strategies for Pension Funds," Preliminary Report on Appraisal Study, Debate with Cardinale, Dorchester, & Akerson, Utah Retirement Board, Boston

C. 1986 Special Schools on University of Wisconsin Campus

- June Developed, and taught new National School for Real Estate Development sponsored by Urban Land Institute: First two one-week courses offered weeks of June 8 and June 22, 1986; extra demand led to repetition of Course I July 27-Aug. 1, 1986.
- July Developed, directed, and taught second American Banking Association School of Real Estate Finance (captured from Ohio State University). Two concurrent weeks of residential and income property finance.
- August Developed and taught three new elective sessions on real estate finance for Graduate Banking School of University of Wisconsin.

IV. Fund-raising for School of Business

- A. Two \$5,000 scholarships for minority students from RREEF and New York Life Insurance Company.
- B. \$17,000 in scholarship funds from Real Estate Alumni, American Institute of Real Estate Appraisers, the Harwood Foundation, Wisconsin Realtors Association, and private donors.
- C. Organized and directed a capital fund drive by the Real Estate Alumni Association to generate \$1,300,000 by 1989; \$495,000 in the bank by March 1, 1987, \$200,000 in pledges.

V. Committees:

- A. Departmental assignment: Chairman, Real Estate and Urban Land Economics
- B. School of Business Committee for Continuing Education
- C. School of Business Building Committee

VI. Service:

- A. Senior Real Estate Advisor to State of Wisconsin Investment Board
- B. Board of Trustees, Urban Land Institute, reelected to second 3-yr term
- C. Innumerable speeches to city and state service organizations on Economic Development, Real Estate Trends, or Programs to Employ the Handicapped.
- D. Advisor to Mayor Sensenbrenner on Convention Center and Convocation Center issues
- E. Generated feature stories stressing the School of Business contributions and problems in Milwaukee Sentinel, Isthmus, Minnesota Real Estate Journal, Forbes, and the Wall Street Journal.

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- F. Prepared opposition brief to the Convocation Center at the request of, and for the use of, University of Wisconsin Board of Regents.

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C. Supervision of Ph.D. Dissertations:

1. James Cannestero - sensitivity of elderly housing physical plans and financial pro forma to an aging residential base.
2. Dan Guenther - market performance of real estate investment trust shares compared to stock prices and direct ownership of real estate. (\$7,500 research grant from Alex Brown and Company.)

D. Teaching Evaluations:

1. See attached student evaluations.
2. Fifth straight year as the only Business School course and teacher identified on Kauffman's List of Bellringer Teachers at the UW-Madison. (Specific identity of Kauffman is unknown.)
3. Received Charles B. Shattuck Memorial Award in 1987 from American Institute of Real Estate Appraisers for appraisal education and theory. (\$500 plus plaque.)

E. Student Services:

1. Advisor to Real Estate and Real Estate Club (100 members).
2. Operate departmental placement service for graduates and alumni.
3. Scheduled four-day field trip to Washington DC for 36 members of the Real Estate Club on economy fares, etc. April 23-27, 1987.
4. Scheduled eight-hour field trip to Milwaukee for 90 members of the Real Estate Club on November 13.

II. Research, publications and presentations:

A. Member of Real Estate Advisory Research Board for Salomon Brothers, Inc. Board includes Professors Ken Rosen, Sherman Maisel, Mike Miles, Tony Downs, Dwight Jaffee and Lawrence Smith, all at substantial retainers.

B. Member of editorial board of the following refereed journals:

1. Journal of Real Estate Research, Editor: Charles H. Wurtzback, Vice President of Portfolio Management, Prudential Life Insurance Company.
2. Real Estate Issues, American Society of Real Estate Counselors, Editor: Linda Magad, Chicago, Illinois.

C. Research in Progress:

1. Developing textbook on contemporary appraisal methods with Gene Dilmore of Birmingham, Alabama, sponsored by Dryden Press.
2. Commissioned by State of Nevada to develop valuation formula for Federal Nuclear Repository Site at Yucca Mountain.

III. Continuing Education

A. Continuing Education Seminar Days per Year:

1979 - 45 seminar days
1980 - 60 seminar days
1981 - 43 seminar days
1982 - 44 seminar days
1983 - 23 seminar days
1984 - 43 seminar days
1985 - 27 seminar days
1986 - 45 seminar days
1987 - 25 seminar days

B. Continuing Education Seminars and Presentations:

1. Feb. 12 Chicago, Chicago Office Leasing Brokers Association, one hour lecture on University education in real estate
2. Feb. 24 San Diego - Institute of Real Estate Management, one day seminar on asset management and the property manager
3. Mar. 16 Naples, FL - General Electric Acceptance Corporation, seminar on real estate investment
4. Mar. 20 Newark, NJ - Prudential Life Insurance Company seminar on appraisal reform
5. Apr. 7 Milwaukee, Marc Plaza Hotel - Society of Real Estate Appraisers, half day on R41(c) impact
6. Apr. 23 Baltimore seminar on Regulation of appraisal procurement, sponsored by east coast alumni,
_____ Hotel
7. May 18-23 ULI meetings, Honolulu, HI
8. July 15-16 Salomon Brothers Real Estate Advisory Board Colloquium, New York City
9. Oct. 1 State of Wisconsin Assessors Conference seminar, Fox Hills Resort, Mishicot, WI

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10. Oct. 8 Seminar on housing policy - Wisconsin Housing & Economic Development Association, First Wisconsin Building, Madison
11. Oct. 12 NRA Housing Policy Round Table, Ritz Carlton Hotel, Chicago
12. Nov. 15-16 Seminar - National Association of Realtors Committee on real estate finance "Pension Fund Financing Support for Residential Markets", Hilton Hawaiian Village, Hawaii
13. Nov. 19 NAIOP - half day seminar, Minneapolis Sheraton Plaza.

C. 1987 Special Schools on University of Wisconsin Campus

- June Developed and taught National School for Real Estate Development sponsored by Urban Land Institute: First two one-week courses offered weeks of June 7-12 and June 27 - July 2. ULI applications computer course June 14-19 with Professor Robbins.
- July Developed, directed and taught third American Banking Association School of Real Estate Finance (captured from Ohio State University). Two concurrent weeks of residential and income property finance (July 19-25).
- August Developed and taught three elective sessions on real estate finance for Graduate Banking School of University of Wisconsin.
- October Organized and directed UW Real Estate Alumni seminar and reunion October 21-23 at Concourse Hotel. 350 alumni attended. Net profit \$14,000.

D. Service Speeches

1. Feb. 18 Madison Board of Realtors - Edgewater luncheon meeting, "Real Estate at a Time of Inflation"
2. Mar. 9 Dinner speech, Council of Independent Managers, Madison Club
3. Mar. 24 ABA National Real Estate Finance Conference Embarcadero Center, San Francisco, two hour speech on education for bankers
4. Apr. 14 Speech to Tempo - Madison Women Executives, on Madison Convention Center, at Madison Club
5. Apr. 16 Minneapolis - MN Real Estate Alumni dinner

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6. Apr. 21 Financial planners seminar - Edgewater Hotel, Real Estate as a Wealth Transfer Investment
7. June 6 Graduation address for East High School graduation at UW Field House
8. June 11 Speech to Real Estate Syndication and Securities Institute, Sheraton Hotel
9. July 10 West Madison Kiwanis Club noon luncheon
10. Sept. 25 Chicago American Institute Real Estate Brokers luncheon, trends in university real estate education
11. Sept. 29 Milwaukee - organizational meeting of NAIOP Chapter for Wisconsin, Milwaukee Athletic Club
12. Oct. 22-24 Real Estate Alumni Reunion, Concourse Hotel
13. Oct. 26 ULI Development Council - Milwaukee (see correspondence)
14. Dec. 3 Economics Student Association on International Impacts on Real Estate

IV. Fund-raising for School of Business

- A. Two \$5,000 scholarships for minority students from RREEF and Heitman Mortgage Company.
- B. \$21,000 in scholarship funds from Real Estate Alumni, American Institute of Real Estate Appraisers, the Harwood Foundation, Wisconsin Realtors Association, and private donors.
- C. Directing a capital fund drive by the Real Estate Alumni Association to generate \$1,300,000 by 1990; \$572,000 in the bank by March 1, 1987, \$100,000 in pledges.

V. Committees

- A. Departmental assignment: Chairman, Real Estate and Urban Land Economics
- B. School of Business Committee for Continuing Education
- C. School of Business Building Committee

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VI. Service

- A. Senior Real Estate Advisor to State of Wisconsin Investment Board
- B. Board of Trustees, Urban Land Institute, reelected to second three-year term
- C. Generated feature stories stressing the School of Business contributions and problems in Milwaukee Sentinel, Isthmus, Minnesota Real Estate Journal, and the Wall Street Journal.