

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

IV. UW REAL ESTATE ALUMNI ASSOCIATION

G. Miscellaneous Speeches to Alumni

3. Chicago Chapter - "Public and Private Control  
of Appraisal Procurement", September 11, 1987

**Public  
And  
Private Control  
Of  
Appraisal Procurement**

**DEFINED STANDARDS, IMPROVED METHODS, HIGHER FEES**

**HYATT REGENCY HOTEL  
151 E. Wacker Drive  
Chicago, Illinois  
Friday, September 11, 1987, 8:30 a.m. to 5:00 p.m.**

*Sponsored by:*

**UNIVERSITY OF WISCONSIN  
REAL ESTATE ALUMNI  
CHICAGO CHAPTER**

# About the Instructors

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## **Joseph B. Diehl**

Joseph Diehl is a partner and chief financial officer of TCW Realty Advisors, in Los Angeles, a firm which manages over \$1 billion in pension fund assets. A member of the Illinois Bar Association and a CPA, he is currently chairman of the Accounting Committee of the National Council of Real Estate Investment Fiduciaries, which is trying to promote sound and consistent accounting practices for real estate investment. He has been financial officer for several major real estate investment groups during his career stretching from 1971.

## **John D. Dorchester, Jr.**

Don Dorchester is the president of Real Estate Research Corporation in Chicago which operates nationally in the areas of appraisal, market studies and real estate policies for the government sector. Formerly president of the American Institute of Real Estate Appraisers, he has been a leader in introducing higher standards of appraisal, computer analysis software and systems for the small appraisal office, and the interface of appraisers with accounting, government, and European committees for appraisal standards.

## **James A. Graaskamp**

James A. Graaskamp is founder and President of Landmark Research, Inc. and Chairman of the Department of Real Estate and Urban Land Economics, School of Business, University of Wisconsin.

He is currently a real estate advisor to Salomon Bros., the State of Wisconsin Investment Board, and First Minneapolis Bank. His specialty is appraisal for litigation. In 1986 he was the recipient of the Alfred E. Reinman Award from the SREA.

Dr. Graaskamp received his Ph.D. degree in real estate and risk management from the University of Wisconsin. He also received an M.B.A. degree in security analysis from Marquette University, and a B.A. degree from Rollins College.

## **Donald E. Kelly**

Donald E. Kelly is legislative counsel for the Society of Real Estate Appraisers in Washington, D.C. for whom he monitors federal and state legislation and works with the Congressional process in preparing language for legislative proposals and reports. Formerly staff counsel for the U.S. House of Representative's Banking, Finance and Urban Affairs Committee, he is a Political Science graduate from the University of Florida, as well as a graduate from its Law School, and a member of the Florida bar.

## **Jared Shlaes**

Jared Shlaes is now Senior Principal of Pannell Kerr Forster, a nationally recognized accounting and appraisal firm. He is a designated Real Estate Counselor, an MAI, well known author and editor, as well as successful developer. A true Chicagoan, he has a BA and MBA from the University of Chicago and a series of awards for his work with moderate income apartments in innercity locations and in landmarks preservation.

# The Program

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- 8:30 - 9:00 a.m. — **Registration**  
Continental Breakfast
- 9:00 - 9:15 a.m. — **Introductory Comments**  
Professor James A. Graaskamp
- 9:15 - 10:00 a.m. — **A Case for the Federal Initiative from the Viewpoint of the Select Committee for Implementation**  
Don E. Kelly
- 10:00 - 10:15 a.m. — **Questions and Answers**
- 10:15 - 10:30 a.m. — **Coffee Break**
- 10:30 - 11:30 a.m. — **A Case for the Federal Initiative From the Viewpoint of an Appraisal Practitioner**  
Don Dorchester
- 11:30 - 11:45 a.m. — **Questions and Answers**
- 11:45 - 12:45 p.m. — **Lunch**
- 12:45 - 1:30 p.m. — **Accounting/Appraisal Interface**  
Jared Shlaes
- 1:45 - 3:00 p.m. — **Accounting Issues Related to Appraising Income Property for Pension Funds and Others**  
Joseph Diehl
- 3:00 - 3:15 p.m. — **Break**
- 3:15 - 5:00 p.m. — **Letters of Engagement to Control Appraisal Procurement**  
Professor James A. Graaskamp  
Chairman, Real Estate and Urban Land Economics

## Continuing Education Credits:

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The American Institute of Real Estate Appraisers and the Society of Real Estate Appraisers will each provide seven hours continuing education credit. Attendee must sign morning and afternoon rosters and bring certificate for signing by instructor at the close of the meeting.

# Conference Registration Form

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Mail this form and your check, made payable to Center for Advanced Studies in Business, In., for the full amount, to: Chicago Appraisal Conference, Room 118, UW-School of Business, 1155 Observatory Dr., Madison, WI 53706.

Please register the following listed individual(s) for the **Public and Private Control of Appraisal Procurement** conference:

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Firm

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Address

City

State

Zip

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Name of Participant/title

Business phone

Home phone

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Name of Participant/title

Business phone

Home phone

I have enclosed \$\_\_\_\_\_ (\$195 for each participant).

Make checks payable to: Center for Advanced Studies in Business, Inc.

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# The Sponsors

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The University of Wisconsin-Madison, Real Estate Program is the oldest NAR approved curriculum in the country. Its Alumni have their own national organization which is sponsoring regional seminars to raise additional endowment funds for the University of Wisconsin Real Estate Program. Messrs. Diehl, Dorchester, Kelly, and Shlaes have donated their time to this program and Congressman Barnard graciously consented to a special interruption in his congressional day. The Wisconsin Real Estate Alumni wish to acknowledge with appreciation the special services and support of the following organizations:

**American Institute of Real Estate Appraisers**  
**International Society of Real Estate Appraisers**  
**Mortgage Bankers Association of America**

# To Register:

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Complete, detach, and mail registration coupon to: **Chicago Appraisal Conference, Room 118 UW-School of Business, 1155 Observatory Dr., Madison, WI 53706.** Payment in full must accompany registration. Make checks payable to: University of Wisconsin Real Estate Alumni Club. Questions should be directed to Professor James A. Graaskamp at (608) 262-6378.

# The Conference Fee:

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The conference fee including materials and luncheon is \$195 for each participant. Net surplus will be transferred to University of Wisconsin Real Estate Endowment Fund.

# Refunds:

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Written notice or telegram is required for all cancellations. Cancellations received by this office on or before September 8, 1987, will be issued a refund of \$150. There are no issues of refunds on cancellations received by this office after September 8, 1987.

# Hotel Accommodations:

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No provision has been made for hotel accommodations. The attendees can make their own arrangements.

# Parking:

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Parking is available in The Illinois Center Parking Ramp for \$9 for twelve hours. Parking at the hotel with unlimited in-and-out service is available for \$12 a day for hotel guests.

# Meeting Room:

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Conference will be held in the lower level Conference Center at the Hyatt Regency Hotel at 151 E. Wacker Drive, Chicago, Illinois 60601.

UW



**SOCIETY OF REAL ESTATE APPRAISERS®**  
HEADQUARTERS: 225 NORTH MICHIGAN AVENUE / CHICAGO, IL 60601-7601 / (312) 819-2400

August 17, 1987

James A. Graaskamp  
The School of Business  
1155 Observatory Drive  
Madison, WI 53706

Dear Mr. Graaskamp:

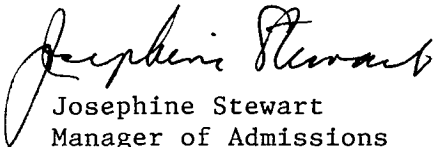
I am pleased to inform you that, based on the information submitted the following hours of Required/Equivalent category credit will be awarded for Society recertification to designated members attending;

September 11 - Public and Private Control of Appraisal Procurement- 7 Hours  
October 23 - Real Estate Investment- 6 Hours

While it is the member's responsibility to obtain and submit a completed attendance form, Chapters may prepare the forms in advance. Each slip handed out should show the attendee's name, Society account number and an original signature of the program official, as well as all program information.

Please contact me if additional information is needed or if I may be of assistance in the future.

Sincerely,

  
Josephine Stewart  
Manager of Admissions

JS/bma