

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

VIII. PARTICIPATION IN INDUSTRY ORGANIZATIONS

B. Society of Real Estate Appraisers (SREA)

2. Miscellaneous Correspondence: Includes letters from American Society of Appraisers requesting support



# SOCIETY OF REAL ESTATE APPRAISERS

AN INTERNATIONAL ORGANIZATION - HEADQUARTERS 7 SOUTH DEARBORN STREET, CHICAGO, ILLINOIS 60603. -PHONE: FINANCIAL 6-7422

May 16, 1972

Dr. James E. Graaskamp  
Graduate School of Business  
University of Wisconsin  
1155 Observatory Drive  
Madison, Wisconsin 53706



*Designates*  
SENIOR  
RESIDENTIAL  
APPRAISER



*Designates*  
SENIOR  
REALTY  
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*Designates*  
SENIOR  
REAL ESTATE  
ANALYST

Dear Jim:

We call to your special attention, as one of our profession's leading authors, that the professional journal of the Society of Real Estate Appraisers is undergoing changes in emphasis that we think will interest you.

What we hope to do is publish mainly articles that deal with subjects that are "of the moment," timely in their relevance to the current and recent trends of the real estate industry. Just as examples, we think appraisers are especially concerned right now with office and industrial condominiums, rental-to-condominium conversions, the reviving billboard removal program, market analysis, recreational property and the licensing of appraisers. So we are actively trying to acquire and publish as much good information about these subjects as we can.

Appraisal professional journals probably have dwelled more than necessary on fundamental appraisal techniques and terminology and "how to do it" articles that are competently covered in good textbooks. We will still publish the best of this type of article, but our main thrust will be the kind of material that will make The Real Estate Appraiser a source of immediate interest as well as a reference piece.

That type of publication can't be created by an editor mandating it. We must have the interest and contribution of you and other outstanding thinkers and writers.

I appeal to you to consider our publication when you write again, and to go ahead and develop that idea for a good article if you have been thinking about one. The profession will gain by the effort, and you will be contributing to what we hope will be an unusually well-read professional journal.

Sincerely,

Jerry C. Davis, Editor  
The Real Estate Appraiser

P.S. The attached introduction to our May-June issue will indicate to you the type of material that we hope to present regularly in our journal.

PROGRESS IN APPRAISING THROUGH COOPERATIVE ACTION

JCD:pah

## Concerning the May-June Issue

By Jerry C. Davis, Editor

THE REAL ESTATE APPRAISER can be observed, with this issue, to be taking new directions that the reader will be able to perceive more clearly over the term of the next few issues. The magazine will offer more information about topics of special *current* importance to the profession—less about the fundamentals of appraisal that are adequately covered in publications and textbooks and educational programs of the Society. It will present a more challenging, a more sophisticated, at times a more controversial type of article than has been typical of appraisal publications in the past.

The objective of these changes—consistent with the objective of the Society's total publications program—is to establish the leadership and first rank among professional journals for the Society's magazine.

The reader's attention is directed to several valuable articles in the following pages:

A provocative dialogue concerning certain aspects of the Codes of Ethics of the Society and Appraisal Institute is initiated in this issue by Charles R. Bartlett, SRA, MAI. His discussion of matters that trouble him as an individual member of both societies is benefitted by comments on the article by the responsible ethics chairmen of both organizations.

So far as the Editor can discover, no research into the income expectations of an appraisal practitioner has ever been developed until the study of Dr. Byrl N. Boyce and Dr. Stephen D. Messner for the Society. "Appraisers'

Income and Expense Estimates" reports this highly interesting section of their larger study of the management of an appraisal practice.

Surprising conclusions about apartment investors' motivations will leave appraisers wondering about the validity of some investment analysis assumptions when they read Arnold H. Diamond's "Motivations of Investors in Multifamily Housing."

An especially thoughtful analysis of the problems appraisers must overcome to achieve professional recognition is presented by three researchers of "A Strategy for Achieving Professionalism for Real Estate Appraisal."

The Society has never published an article about the valuation of mineral property, and no comprehensive treatment of this subject has appeared in any professional journal for a number of years. The article on this topic by Dr. Roland D. Parks is an outstanding contribution to the appraiser's understanding of the factors in this type of appraisal.

The sizzling current public issue concerning housing subsidies is considered in exceptionally lucid and persuasive style by one of the nation's leading real estate journalists, Gurney Breckenfeld, in "Housing Subsidies Are a Grand Delusion."

Additional brief articles that analyze retail site selection and highest and best use complete an altogether readable and illuminating issue.

1969

Mr. Russell K. Gillette SRA  
Gillette Appraisals, Inc.  
Federal Square Building  
Grand Rapids, Michigan 49502

Dear Mr. Gillette,

Sorry to delay this reply but your inquiry arrived when I was in Northern Wisconsin.

Enclosed you will find a brief personal data summary sheet and a small photograph.

You do me great honor as opening speaker and anchor man. I look forward to the opportunity to hear many of the speakers and I thought part of my closing remarks would attempt to tie their comments into the outline and concept of feasibility analysis which I will present during my first hour. I am looking forward to the sessions with much anticipation.

In regard to mimeographing, Don Snyder may give me permission to copy some of the material and reading lists that I am preparing for him. And so pending a decision on what kindsoof materials we will distribute, I will exclude the costs of mimeographing from my fee and include that as an expense item.

In regard to a change in arrangements, please reserve a twin room for Thursday and Friday nights, with a late arrival for Thursday night. Milage saays the same at ten cents a mile and we can increase the honorarian to \$400 to cover the stay over on Saturday.

Best regards,

James A. Graaskamp

# *Gillette Appraisals, Inc.*

REAL ESTATE APPRAISER AND CONSULTANT

FEDERAL SQUARE BUILDING

TELEPHONE: 456-1034

GRAND RAPIDS, MICHIGAN 49502

April 7, 1969

Dr. James A. Graahskamp  
School of Business  
1155 Observatory Drive  
University of Wisconsin  
Madison, Wisconsin 53706

Re: Guest Speaker  
Great Lakes Conference  
Society of Real Estate Appraisers

Dear Dr. Graahskamp:

Our local chapter of the Society of Real Estate Appraisers will be sponsoring the Society's regional conference here in Grand Rapids at the Pantlind Hotel on October 10th and 11th, 1969. The theme of our conference will be " Feasibility Studies ". On behalf of the conference committee, I would like to extend to you the invitation to be our keynote speaker.

You and your work have been highly recommended by Don Snyder and is further evident by your recent appointment in developing the Society's course on feasibility studies.

We would like you to set the tone of the conference and to discuss the whys, whats and wheres of a feasibility study. Our present schedule is that you would be the opening speaker and would address the full conference on Friday morning from 9:00 A. M. to 10:15 A. M. From your session the conferees will be splitting up to attend dual sessions throughout the day on Service Stations, Shopping Centers, Industrial Parks, Apartments, etc. These lectures will be given by respective authorities in their particular field.

It is my understanding from conversations with Don Snyder, that an honorarium will be paid.

At your earliest convenience I would appreciate a confirmation of this invitation, your honorarium and the other arrangements you would like us to make in connection with your appearance.

Very truly yours,

  
Russell K. Gillette SRA

Program Chairman, Great Lakes Conference

# *Gillette Appraisals, Inc.*

REAL ESTATE APPRAISER AND CONSULTANT

FEDERAL SQUARE BUILDING

TELEPHONE: 456-1034

GRAND RAPIDS, MICHIGAN 49502

June 5, 1969

Dr. James A. Graaskamp  
Assistant Professor in Business  
Graduate School of Business  
1155 Observatory Drive  
University of Wisconsin  
Madison, Wisconsin 53706

Re: Guest Speaker  
Society of Real Estate Appraisers  
Great Lakes Appraisal Conference

Dear Dr. Graaskamp:

May I first thank you for speaking at the Society's conference in October. We are very pleased to have you.

To bring you up to date on the program and to fill in on the quick call I made to you a few weeks back, the following is the conference schedule.

October 10, Friday

9:00 to 10:15	Dr. James A. Graaskamp
10:30 to 11:30	Thomas Bryan, New York Life Insurance Company "Shopping Centers"
10:30 to 11:30	Frank Thomas, President, Burger Chef Inc. "Franchise Operations"
2:00 to 3:15	Dr. Frank Borsenik, Michigan State University "Motels"
2:00 to 3:15	J. R. Gottlieb, J. R. Gottlieb Co., Chicago "Industrial Parks"
3:30 to 4:30	Richard Mitchell, Director of Mobile Home Parks Developments, National Association of Mobile Homes, Chicago "Mobile Home Parks"
3:30 to 4:40	Glenn Jacobson, SRA, Milwaukee "Apartments"

# *Gillette Appraisals, Inc.*

October 11, Saturday

9:00 to 10:15      Russell Hahn, Manager, Real Estate Development,  
Shell Oil Company, Chicago  
"Service Stations"

9:00 to 10:15      Donald Jones, Detroit  
"Leasing"

10:30 to 11:30     Dr. James A. Graaskamp

As you can see, you will be opening and closing the conference. With this in mind you will probably want to rearrange your presentation. Possibly a before and after approach to feasibility studies. I'll leave this up to you.

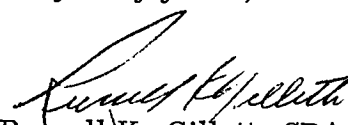
We are anticipating 250 people at the conference, with everyone attending your opening and closing session. The balance of the program will be open choice.

We understand that your honorarium will be increased for this additional time and you can advise us at your convenience. The costs of mimeographing, etc., can be included in this fee or handled separately. Your pleasure.

I am enclosing a speaker's background statement to assist our Publicity Committee in the preparation of various releases that will be going out on the conference. Also if available, include a small glossy photograph of yourself.

If you could return this above information by June 9 we would appreciate it.

Very truly yours,

  
Russell K. Gillette SRA  
Program Chairman

RKG:ms  
Enc.



# SOCIETY OF REAL ESTATE APPRAISERS®

HEADQUARTERS: 645 NORTH MICHIGAN • CHICAGO, ILLINOIS 60611-2881 • (312) 346-7422

August 13, 1984

Dr. James A. Graaskamp, SREA  
Chairman  
University of Wisconsin  
1155 Observatory Drive, Room 118  
Madison, WI 53705

RE: Symposium on Real Estate Market Analysis

Dear Jim:

With the Symposium date fast approaching, can you help me with these organizational details?

Symposium Paper:

As we discussed by phone, to meet production deadlines I will need your paper August 24th. Please send an original suitable for photocopying.

Biography:

We will appreciate receiving a current biography for use in your introduction.

AV Requirements:

An AV Equipment request sheet is enclosed. Please check the items you will need and return it with your written material by August 24th.

We suggest that any transparencies used be clearly legible and recommend that they be in typed or printed form. Please contact me if you wish help from this office in their preparation.

Travel, Housing, and Expenses Reimbursement:

We will reserve a hotel room for the nights you indicate on the enclosed Itinerary Form. The Society will bill room and tax to our master account and reimburse you for airfare, ground transportation and meals.

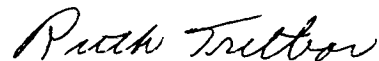


Briefing Session for Presenters:

We hope you will attend a continental breakfast and briefing session for program participants at 8:00 a.m., Thursday, October 11. You also are cordially invited to attend evening events for Symposium attendees: an informal cocktail hour at 6:30 Wednesday, October 10 and a reception at the same hour on Thursday, October 11.

I shall look forward to receiving any written materials, your biography and AV and Itinerary Forms by August 24th. If you have any questions in the interim, please contact me at SREA headquarters. I look forward to seeing you in Atlanta.

Sincerely,



Ruth Tretbar  
Continuing Education Manager

RT:cd

Enclosure

cc: William N. Kinnard, Jr.



## **AMERICAN SOCIETY OF APPRAISERS**

INTERNATIONAL HEADQUARTERS / 1101 Seventeenth Street, Northwest, Washington, D. C. 20036 / (202) 296-3676

*An International Organization of Specialists in the Art of Appraisal Practice*

**WISCONSIN CHAPTER  
OFFICE OF:**

**State Director for Wisconsin**

February 3, 1969

Dr. James A. Graaskamp  
202 North Breese Terr.  
Madison, Wisc.

Dear Jim:

As State Director of the Wisconsin Chapter of the American Society of Appraisers, I am attempting to secure qualified members for our organization. Because of the expanding techniques and specialized knowledge in this field, professionalism in valuation becomes important. Our Society provides valuable professional publications, promotes ethical practices and conduct, participates in many appraisal oriented activities, and is currently embarking on a very extensive educational program.

I know you are a M.A.I. candidate, Jim; but because of your wide interest in all phases of valuation, it might be helpful to you to pursue a professional affiliation of this type. You may also want to tell members of your class about the organization. If you are interested in joining a dynamic chapter and proceeding towarded the A.S.A. designation, I would be happy to send you the application form and answer any questions.

Best regards,

  
Donald L. Evans, A.S.A.

DLE:gs

Enclosure

**AMERICAN  
SOCIETY OF  
APPRAISERS**



INTERNATIONAL HEADQUARTERS / Dulles International Airport / P.O. Box 17265 / Washington, D. C. 20041 / (703) 620-3838

August 2, 1979

**DEXTER D. MacBRIDE, C.A.E., F.A.S.A.**  
Executive Vice President

Professor James Graaskamp  
Chairman, Real Estate Department  
School of Business  
University of Wisconsin  
Madison, Wisconsin 53706

Dear Jim:

It was a real pleasure talking to you yesterday about the Valuation Sciences Degree program; I am indebted to Mr. Clayton Sandstrom for bringing us together on this subject.

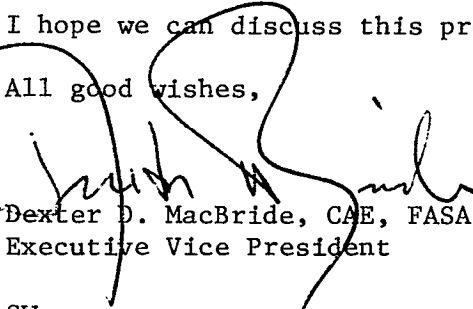
The enclosed brochure briefly describes the program; the resources document "Guidelines for the Baccalaureate in Valuation Sciences" is further explanatory. Note: Pepperdine has been dropped from the "network"; they reported they could not handle the "deluge" of requests and the problems presented.

V. S. Degree opportunity is also available at the Lindenwood Colleges - Lindenwood 4, St. Charles, Missouri (Dr. Richard Rickert; Dean John Burd); telephone 314-946-6912, and at the University of Minnesota - UWW (Director Catherine Marienau; telephone 612-373-3919).

For possible contact re Personal Property - Fine Arts, as related to Valuation Sciences: Dr. Robert Myron, Chairman, Dept. of Art, History and Humanities, and Director, Art Appraisal Program, Hofstra University, Hempstead, NY 11550, telephone 516-560-3528.

I hope we can discuss this program, and some of its implications, further.

All good wishes,

  
Dexter D. MacBride, CAE, FASA  
Executive Vice President

sw

cc: Regional Governor (#12) Sandstrom, ASA  
Academic Liaison Chrm. C.E.O. Walker, FASA, FSVA  
Regional Governor (#4) Hetz, ASA  
Wisconsin Chapter President Lawinger, ASA