



Appraisal Institute of Canada
Ontario

7th Annual Fee Appraisers' Symposium

February 17 & 18, 2012

EARN UP TO **13**
GUARANTEED CPD
CREDITS



Early Registration
Deadline is
January 24th, 2012

Downtown Toronto

Ontario Association of the Appraisal Institute of Canada
108-16 Four Seasons Place, Toronto, ON M9B 6E4

www.aicanada.ca click on Provincial Sites – Ontario – Events

e-mail: lorraine@oaaic.on.ca



Presenters Biography

Ray Bower, AACI, P. App, Fee Symposium Chairperson

Ray has been actively involved in the real estate profession for over 30 years and received his AACI designation in 1986. He has extensive experience in appraisal, consulting and appraisal reviews. His practice focuses primarily on litigation matters and review work. He has held various positions with the AIC including President of the Ontario Association; Chair of the OAAIC Professional Practice Committee, Member of the AIC Adjudicating Committee; Chair of the AIC Standards Committee and currently AIC Special Investigator. He is a certified Professional Practice Standards Seminar lecturer and has presented numerous lectures for AIC, MPAC and various Real Estate Boards.

Dan Tapping, AACI, P.App, Fee Symposium Chairperson

Dan is a practising fee appraiser since 1975. Dan's appraisal services have been completed on virtually all types of real estate and property development. Projects include a broad cross section of residential, industrial, commercial and investment properties as well as specializing in retirement/ long term care facilities. Feasibility studies, expropriations (partial and whole takings) and subdivision property have also been completed. Numerous reports have been prepared for litigation purposes throughout Southwestern Ontario and attendance as an expert witness before the courts has been required.

John Corrigan, FCSI, Corrigan Wealth Management

As a Portfolio Manager, John specializes in developing wealth preservation plans for entrepreneurs and advocates a coherent, unified strategy to preserve assets. John and his team firmly believe that consultation and collaboration are essential to creating a solid relationship.

As entrepreneurs themselves, John and his team appreciate the constant demands and challenges that can confront a business/an investment portfolio each day. Johns' goals are to provide a complete, worry-free financial solutions through tailor made solutions and exceptional services.

Ted Tsiakopoulos, Ontario Regional Economist

Ted works for CMHC's and is an Ontario regional economist and is part of a team of national economists responsible for the provincial and Canadian housing outlooks. He leads a team of provincial analysts responsible for forecasting and analyzing local housing market conditions. Over the past ten years, Ted's commentary has been featured on CBC, CTV Newsnet, BNN and Investment Television. His research interests include: monetary and financial economics and housing price bubbles.

Prior to joining CMHC's Market Analysis Group in 1999, Ted worked in the banking and investment management industry. Ted is an active member of the Canadian Association of Business Economists and also served as a private consultant to Junior Achievement of Canada - whose mandate was to educate young Canadians about the Canadian economic landscape.

Ted obtained a masters degree in economics from York University and also studied at the London School of Economics in the UK.

Mark Leavens, Professor, Seneca Collage

A graduate of the University of Western Ontario and formerly with MPAC, Mark is a professor and program coordinator at Seneca College in Toronto in the Real Property Administration and Municipal Administration programs. He is a bi-monthly contributor to *Canadian Real Estate* magazine and appears regularly on HGTV's "Income Property" TV show.

Kent Peel, B.A.Sc. (Chem. Eng.), LL.B.

Kent practised law before joining Seneca College's School of Legal and Public Administration as a professor and coordinator. As well as teaching real estate law to law clerk students, he now teaches in the paralegal programs, with courses in administrative law, tribunal practice, and advocacy before administrative tribunals.

Paul Scargall, LL.B, Rueter Scargall Bennett LLP

Paul received a law degree from the University of Toronto in 1986, was called to the Ontario Bar in 1988, and is a member of the Canadian and Ontario Bar Associations, The Advocates' Society and the American Bar Association. Paul has been an instructor at the Ontario Bar Admission Courses, The Advocates' Society, and has also appeared as an instructor/lecturer before several professional organizations on various matters, including examination and cross-examination of expert witnesses.

Paul is a director and past president of the Ontario Expropriation Association Board. Paul also is a director of the Children's Aid Society Foundation of York Region, and was appointed as a Deputy Judge for the Provincial Court, Civil Division in 1999.

John Zukowski, MAI,SRA,IAO

John is the owner of Arrow Appraisal Service Inc., a medium sized appraisal firm located in Western New York. He specializes in complex commercial appraisal assignments.

John was is the past president of the local Western New York/ Ontario Chapter of the Appraisal Institute during the time of the merger between the Society of Real Estate Appraisers and The Appraisal Institute of Canada.

He is also a National Instructor for several major appraisal and assessor associations including a National USPAP Instructor for The Appraisal Foundation.

He regularly teaches advanced assessor courses and seminars at Cornell University for the New York State Assessor's Association, and has instructed many one-day specialty-learning seminars throughout the United States and Canada. His teaching style has been described as a lively interactive one. He has also developed many of these seminars himself.

John has a well-rounded appraisal background in both residential and commercial appraising. Which blends well into this teaching and his appraisal practice.

Gordon Onley, Fisher Environmental

Gordon is a University of Toronto graduate and an originating partner of Ardee Recycling Inc., the first company in Ontario licensed to recycling used oil filters from motor vehicles. In 1997, having recycled 2,000,000 oil filters annually, Ardee received The Recycling Council of Ontario's - Waste Minimization Award. In 2000 Ardee was acquired by a Fortune 500 company, Safety Kleen Corp., and Gordon left the environmental field to work in the commercial real estate finance / investment industry, first with Interbay Funding and then BMO Nesbitt Burns. Last year Gordon recently returned to environmental industry joining Fisher Environmental in charge of business development, and industry education. Gordon is also a member of the Ontario Environment Industry Association (ONEIA) and sit on both their Brownfield Subcommittee and the Provincial Election Subcommittee.

Yvonne Hoogeveen, Fisher Environmental

Yvonne is a University of Guelph, Engineering graduate and has worked in the Environmental field as a Project Manager and Qualified Professional (QP) for the last 5 years. In that time Yvonne has participated in over 250 Environmental Site Assessments, Site Remediation assignments, Mould Investigations, and Designated Substance Surveys (Asbestos, Lead and Silica). Yvonne is passionate about the environment and serves as the Technical Facilitator for Fisher Environmental's Industry Education division.

Michal Lewis, Motivation and Development Training,

Michael is a popular and passionate speaker and experienced workshop facilitator who truly enjoys speaking enthusiastically to audiences ranging from 15 to 1500 in size.

As managing director of his own training and development firm, Michael personally chooses content from a huge "information bank" after years of development includes over 350 workshops, seminars and presentations. He custom designs his presentations to closely match and exceed the specific needs of his clients and of his audience. In close consultation with clients and implementing effective needs assessments, he has discovered how to connect directly to the learning dynamic of his audience.

Calin A. Lawrynowicz B.A., M.B.A., LL.B., J.D. Lawyer & Broker

As an award winning entrepreneur, Calin knows what it takes to succeed in business. His endeavours span a diverse range of industry sectors from management consulting to financial restructuring and from construction contracting to lumber retailing. Calin's entrepreneurial experiences provide his business clients with superior guidance and insight. As an academic, Calin's educational accomplishments are also unique. Calin has two business and two law degrees. His undergraduate business degree focused on management and computer systems while his Masters degree from the Ivey School of Business intensively examined financing, accounting, marketing, operations and entrepreneurship. Calin's American and Canadian law degrees both focused on the business aspects of law, such as taxation, intellectual property, real estate, and financing. Calin's professional and academic business experiences provide his clientele with a competitive advantage.

Calin's real estate clients benefit from his distinctive breadth of knowledge. Calin has been licensed to trade in real estate since 1990 and he operates his own real estate and business brokerage. His residential and commercial construction experience as a contractor provides further insight into this complex area of law. He is also a certified TitlePLUS specialist. This enhanced scope of knowledge allows him to provide his clients with a more comprehensive look at the real estate market. Calin would be equally comfortable building, buying, selling, mortgaging, or completing the legal work on his clients' residential or commercial properties.





2012 Annual Fee Appraisers Symposium

HIGHLIGHTS:

Opening Remarks: Peter McLean, AACI, P.App, ON-AIC President and Michael Mendela, AACI, P.App, AIC President.

AACI Program

- Valuation on New Construction Based on Blueprints and Specifications
- Appraisal of Mini-Marts and Convenience Stores
- How to Grow Your Business Productivity and Profitability!
- Litigation and Commercial Real Estate Professionals-Practical Case Studies to Protect Yourself

CRA Program

- Environmental Site Assessment for Residential Properties
- Changes in Real Estate Law
- Assessment vs Appraisal
- The Adjustment Process Under Direct

IMPORTANT INFORMATION

The CPD cycle is five years in duration, Current 5-year Cycle commencing January 1, 2008 and ENDING DECEMBER 31, 2012

Members who complete the professional practice seminar but otherwise fail to comply with the 60 CPD credits will be subject to:

- ✓ Fine of \$500 payable to their provincial association, and
- ✓ Completion of the required number of credits within 6 months of the last day of the previous CPD cycle (2008-12).
- ✓ After the 6 months, the member's designation will be suspended until such time as all requirements (in 1 & 2) are met.

REGISTRATION INFORMATION:

| | Until January 24 th | After January 24 th |
|--------------------|--------------------------------|--------------------------------|
| Both Days | \$389 | \$429 |
| One Day | \$289 | \$329 |
| CANDIDATES: | | |
| One Day | \$189 | \$229 |
| Two Days | \$289 | \$329 |

(Excluding HST)

Includes: refreshments, lunch and seminar materials.

Hyatt Regency on King Hotel
370 King Street West
Toronto

KEY NOTE SPEAKERS:

John Corrigan, FCSI

8:30 - 9:30 a.m. Friday February 17th

Market Volatility: What you need to know to safe guard your investments

What happened in 2011 and why:

Discuss what occurred in the markets and the news headlines within Canada and the World Markets. e.g. (sector performance, U.S debt crises)

Secrets for investing:

Discussing different methods of investment strategies. e.g. (rewards of discipline, dollar cost averaging, time horizons, diversification)

Where we're going in 2012:

Discuss global economic activity and market outlooks. e.g. (expectations vs. reality, looking at long term perspective)

Ted Tsiakopoulos, Ontario Regional Economist

8:30 - 9:00 a.m. Saturday February 18th

Global Economic

Ted will provide an outlook on the provincial economy and factors that will shape Ontario's housing market. Global economic events and the impact on interest rates will also be discussed.



Friday's Agenda

9:30 a.m. - 12:00 p.m. *Please choice only one session*

Environmental Site Assessment for Residential Properties



Speakers: Gordon Onley and Yvonne Hoogeveen

Fisher Environmental has been a trusted environmental solutions provider for the real estate finance industry since 1989. Consulting services include environmental engineering, site assessments, laboratory services, site remediation and Brownfield investment opportunities.

Learning Objectives:

- ✚ What are the main types of environmental reports that apply to residential properties?
- ✚ What is the impact of new environmental regulations in Ontario?
- ✚ How do environmental issues and Designated Substances (lead, asbestos and mould) affect residential real estate?
- ✚ How can residential appraisers identify and respond to potential environmental issues they encounter?



Valuation on New Construction Based on Blueprints and Specifications



Speaker: John Zukowski, MAI,SRA,IAO

In this seminar, we will define the different types of blueprints and drawings. We will talk about the various methodologies and resources for cost estimation. We will explore the different cost estimation. We will explore the different cost estimating services (advantages and disadvantages).

From there we will briefly look at the various forms for cost estimating. Discuss depreciation from the Cases, and how to formulate this information into an opinion of value, This seminar applies to both the residential and commercial appraiser.

Learning Objectives:

- ✚ Learn the different types of blueprints and drawings
- ✚ Understand the various methodologies and resources for cost estimation
- ✚ Know the advantages and disadvantages of different cost estimating services.
- ✚ Understand how to formulate the information into an opinion of value.





New Changes in the Real Estate Law

Speaker: Paul Scargall, LL.B

The law affecting real estate evolves through case law. The issue of ownership as well as “other” interests in land can be of fundamental importance to an appraisal assignment. These aspects are considered by the courts in numerous contexts.

Appraisers are often required to identify ownership interests when appraising land and an appraisal assignment often involves the valuation of various real property rights regarding a particular real estate holding. This presentation will provide an overview of the property interests most commonly held in land and will identify concepts and resources that will assist in precisely identifying and appraising these interests. The most recent court decisions will also be considered.

Learning Objectives:

- ✚ Discuss the basic concepts of property law and land ownership outlined in the most recent case law.
- ✚ Understand the fee simple estate and other estates in land.
- ✚ Address issues related to “co-ownership” of interests in land, including the distinction between joint tenancies and tenancies in common.
- ✚ Analyze issues that may arise related to the distinction between leases and licenses.
- ✚ Consider interests in land which do not amount to estates, including easements and restrictive covenants.

- ✚ Understand the title search and registration processes in the Land Registry Offices in Ontario.
- ✚ Review recent developments regarding the manner in which Aboriginal interests in land are to be addressed in the context of infrastructure projects.

- ✚ Consider the entitlements to compensation of various interests in land arising as a result of an expropriation.



Appraisal of Mini-Marts and Convenience Stores

Speaker: John Zukowski, MAI,SRA,IAO

Whatever happened to those corner gas and service stations anyway?

We'll find out that and more at this seminar.

We will investigate what makes one mini-mart so much more successful than another. We will go over the different types of c-stores including the latest attribute the QSR's (Quick Serve Restaurants) being placed in many new C-stores today.

On the valuation side we will get down to what we truly are valuing and or assessing. A case study brings this to light.

Learning Objectives:

- ✚ Learn what the C in C-store is, and why it is so important to their success.
- ✚ Understand what makes one mini-mart so much more successful than another.
- ✚ Why traffic count and population density plays apart in the c-store endeavor, along with valuable industry standards and statistics.
- ✚ Case study will show you what you are valuing or assessing.





Saturday's Agenda

9:00 a.m. - 12:00 p.m. *Please choice only one session*

Assessment vs Appraisal



Speakers: Mark Leavens and Kent Peel, LL.B

What you do as an appraiser is what MPAC does as an assessor – value property. But the approaches taken can be drastically different.

This seminar will introduce you to how assessments are done in Ontario, outlining the differences in approaches and what MPAC is trying to establish as a “Current Value Assessment”.

Learning Objectives:

- ✚ Understanding the differences between assessment and appraisal
- ✚ Single property vs mass appraisal
- ✚ What is MPAC?
- ✚ Understanding the difference between "Market Value" and "Current Value" assessments
- ✚ How are assessments done in Ontario



How to Grow Your Business Productivity and Profitability!



Speakers: Michael Lewis

Today's customers have many ways to source services and products and the competition can be fierce. Exquisite customer service, when in experienced from first contact through all levels of your business is the best way to ensure we make a great first and lasting impression and win and earn the customer away from our competitors. Keeping your commitments, establishing and enforcing unflinchingly high customer standards and follow-up with customers are the best ways to earn and keep earning business.

The customer service advantage can often generate referrals. Satisfied customers are often happy to refer your professionalism. Today businesses invest large amounts of capital in terms of marketing and advertising often to realize that delighted and satisfied customers are still the best source of promotion. Join us for this very passionate look at THE critical relationship in business - the one between you and your customer.

Learning Objectives:

- ✚ Discover how to run a “tight ship”, a business that has a focus on remaining profitable
- ✚ Learn the financial tools that you can use in your business to measure success
- ✚ Ten proven ways to build your business and tap into your marketplace
- ✚ Learn how to use your time better when time is money
- ✚ Use ten cost effective approaches make your business profitable

The Adjustment Process Under Direct Comparison Approach

BACK BY
POPULAR
DEMAND

Speaker: Mark Leavens and Kent Peel, LL.B

Direct Comparison is a fundamental technique in appraisal. But are we squeezing everything we can out of it?

This interactive seminar will review the adjustment techniques and procedures available in DCA. We will thoroughly canvass the frequently used tools and expand your perspective on how they can be applied.

Learning Objectives:

- ✚ Relating the Adjustment process in the direct comparison approach to its underlying economic principles
- ✚ Identifying the elements of comparison that affect the value of residential properties
- ✚ Differentiating between qualitative and quantitative adjustments
- ✚ Describing various method of making adjustments in the direct comparison approach
- ✚ Understanding the application of adjustments within the direct comparison approach process

Litigation and Commercial Real Estate Professionals-Practical Case Studies to Protect Yourself



Speaker: Calin A. Lawrynowicz | B.A., M.B.A., LL.B., J.D

Law suits involving commercial real estate are frequent. All professions that are involved in providing services, advice or opinions are subject to being sued for liability.

Learning Objectives:

- ✚ Examine real litigation cases involving commercial real estate and the professionals involved.
- ✚ Examine how a professional can become liable to clients and non-clients.
- ✚ Examine practical ways to have prevented or reduced the liability.
- ✚ Discuss the concepts of 'partially liable' and 'guilt by involvement'.
- ✚ Discuss red flags of providing professional services in certain circumstances--should you have seen it coming?



Downtown Attractions:

CN Tower

Four Seasons Centre

Hockey Hall of Fame

Princess of Wales Theatre

Rogers Centre

Air Canada Centre

Eaton Centre Mall

Royal Alexandra Theatre

Make it a family winter break and experience the entertainment in the downtown district. Watch a hockey game or a concert or even a play. It's all minutes away!