

**Report to the Board of Directors
2003 Leadership Development & Advisory Council
March 31-April 2, 2003
Washington Court Hotel
Washington D.C.**

I. Overview

The Leadership Development & Advisory Council (LDAC) has served as a source of leadership and as an inspiration for new programming ideas for the Appraisal Institute for over 30 years. Through a series of roundtable discussions, LDAC provides a forum where ideas and opinions of targeted topics of concern in the appraisal profession are exchanged. LDAC also helps to establish an “appraiser presence” in Congress. Organized into Congressional Teams, LDAC participants spend a half-day on Capitol Hill lobbying the Nation’s lawmakers on important issues in the appraisal industry.

II. Future Leadership

LDAC continues to have a significant impact on developing the future leadership of the organization. Currently, 11 positions on the Board of Directors are filled by LDAC Alumni, with 5 filling Executive Committee positions. LDAC Alumni currently serve in 121 positions on national committees. On the Chapter level, 20 LDAC Alumni currently serve as Chapter President, and 124 serve in other Chapter Offices (from Vice President to Regional Representative).

III. March 31-April 2, 2003 Conference

2003 marked the 34th Anniversary of LDAC. It took place at the Washington Court Hotel and was an extremely successful program. There were 91 participants, including the LDAC Chair, Vice Chair and Discussion Leaders as well as Appraisal Institute Officers and Staff. Over half of the first-time participants were first-time attendees. The Regional breakdown is as follows: Region I: 6; Region II: 7; Region III: 13; Region IV: 9; Region V: 13; Region VI: 7; Region VII: 2; Region VIII: 7; Region IX: 13; Region X: 6.

Two “up and coming” staff members attended the conference as LDAC participants. They represented staff from the Education and Finance Departments. The staff Vice Presidents nominated these individuals and John Ross, Executive Vice President made the final selection. As with previous years, there was a very positive response to their participation and they contributed well to the discussions. In addition Don Kelly, VP of Public Affairs and two representatives from the Washington D.C. office were present and contributed to the lobbying efforts on Capitol Hill.

During the Closing/General Session, Alan Hummel, President, addressed the LDAC participants and the officers conducted a Q&A. John Ross, EVP presented the leadership development component to the group. The participants were charged with bringing the LDAC recommendations back to their Chapters and making a commitment to be involved on a national and local level.

Discussion Topics

The topics discussed this year were: "Taking Control: Transforming the Appraisal Institute into a Political Powerhouse", led by Kelli Kline; "Strength in Numbers: Could We All Get Along?", led by David Sanford, SRA; "Is the Appraisal Institute Impeding Its Growth? A Look at Designation Requirements", led by Sara Stephens, MAI; and "Competency: Are We Frozen in Time?", led by Larry Wright, MAI, SRA. The participants were evenly divided into 8 groups, which then rotated through all of the topics.

The topic recommendations have been finalized and will be published in the 2nd Quarter Issue of *Valuation Insights & Perspectives*.

Capitol Hill Visit

The Opening Luncheon was at LaColline, a restaurant that has been the favorite dining venue for Washington's political elite and food critics for over 21 years. Representative Clay Shaw, R-FL was the keynote speaker. Rep. Shaw is the third most senior Republican on the House Ways and Means Committee. He is currently serving his 12th term in Congress, having been elected 22 years ago in 1981. Besides his work on leasehold improvement depreciation, he also serves at the Chairman of the Social Security Subcommittee and is spearheading efforts to save Social Security.

LDAC participants, as well as members of the Government Relations Committee, then went to meet with their respective Congressional representatives. The target of these lobbying efforts involved two issues: (1) Inappropriate Client Pressure and (2) Leasehold Depreciation; the second of which Rep. Shaw was the founder of the Bill 1030.

As they have in years past, APPAC sponsored a reception on Capitol Hill at the Longworth House Office Building. The LDAC participants and the Government Relations Committee members personally invited those Congressional representatives and staffers that they met with to the reception. In attendance were Rep. Julia Carson, D-IN, Rep. Scott Garrett, R-NJ, Rep. Howard Coble, R-NC, Rep. Charles Gonzalez, D-TX, Monique Frazier from Mike Ross's office (D-AR) and Caleb Gilchrist, from Danny Davis's office (D-IL),

Sponsorships

Sponsorship totals reached \$12,500 this year! Following are the sponsors for the receptions, breakfasts, lunches and breaks: Chicago Chapter of the Appraisal Institute, Region X of the Appraisal Institute and its Chapters (Jacksonville, Northwest Florida, South Florida and West Coast Florida), 2003 LDAC Discussion Leaders, APPAC, Appraisal Institute Education Trust Fund, Houston Chapter of the Appraisal Institute, Region VI of the Appraisal Institute, Washington DC Metropolitan Chapter, FNC, Integra Realty Resources, STARS, ACS and Washington Mutual. We will work to further develop sponsorships for LDAC next year so that the expense of the participants can be kept to a minimum.

FIABCI-USA

FIABCI-USA (International Brokers Association) held its 2003 Spring Annual Meeting at the Hamilton Crowne Plaza Hotel in Washington, DC from March 29-April 1, 2003. The overlap in dates with LDAC provided an opportunity for LDAC and AI leaders and participants to take part in the economic briefings that FIABCI organized with the German and Taiwan Embassies. Over half of the LDAC participants attended the briefings. In addition to the briefings, the Taiwan Embassy honored its guests by hosting a reception.

Ted Anglyn Outstanding First Year Participant Award

This year, Juan J. Jimenez-Acevedo from Puerto Rico was selected as the Outstanding First-Year Participant by the current Chair, Vice Chair and four Discussion Leaders. In recognition of the enormous amount of time, energy and money that Ted Anglyn, MAI, has spent over the years to promote the LDAC conference, this is the fourth time this annual award has been awarded in his name. The criteria for selection is limited to first-time participants who exhibit outstanding participation in all four breakout sessions. The plaque will be presented to Juan at the Appraisal Institute's 2003 Fall Board of Director and Committee meetings in November in Chicago.

Submitted by: Anna Vogt, Manager, Membership Services