

Report to the Board of Directors 2004 Leadership Development & Advisory Council

March 15-17, 2004

Loews L'Enfant Plaza 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 35 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, 18 positions on the Board of Directors are filled by LDAC Alumni, with 5 filling Executive Committee positions. LDAC Alumni currently serve in 129 positions on national committees. On the Chapter level, 17 LDAC Alumni currently serve as Chapter President, and 155 serve in other Chapter Offices (from Vice President to Regional Representative).

III. March 15-17, 2004 Conference

2004 marked the 35th Anniversary of LDAC, which took place at the Loews L'Enfant Plaza Hotel. It was an extremely successful program. There were 98 participants, including the LDAC Chair, Vice Chair and Discussion Leaders as well as Appraisal Institute Officers and Staff. A strong percentage of second years returned this year. The Regional breakdown is as follows: Region I: 11; Region II: 12; Region III: 12; Region IV: 7; Region V: 11; Region VI: 11; Region VII: 5; Region VIII: 3; Region IX: 12; Region X: 8.

Three staff members attended the conference as LDAC participants. They represented staff from the Human Resources, Education and Legal 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 coordinated the successful lobbying efforts on Capitol Hill.

During the Opening Session, Don Kelly briefed the participants on the specific lobbying issues. In addition, a guest speaker specializing in educating association groups on lobbying strategies, Stephanie Vance, addressed the entire group. She was entertaining and knowledgeable, giving the participants an outstanding overview of how the lobbying process works and what to expect while on Capitol Hill.

During the Closing/General Session, President Gary Taylor, MAI, SRA addressed the LDAC participants and the Officers conducted a Q&A. The Discussion Leaders summed up their recommendations/findings and the participants were encouraged to bring the LDAC recommendations back to their Chapters, making a commitment to be involved on a national and local level.

Discussion Topics

The topics discussed this year were: "Specialization as an Opportunity", led by Dan Crawmer; "Associate Members in Leadership Roles?", led by Jumana Judeh; "The Next Generation: Education and Training", led by Karen Oberman, SRA; and "Promoting Designations: Let's Get it Done", led by John Sozansky, MAI and Alternate Discussion Leader, Jody Bishop, 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 published in the 2nd Quarter Issue of *Valuation Insights & Perspectives*.

Capitol Hill Visit

LDAC participants were exposed to two members of Congress prior to arriving on Capitol Hill. During the Opening Breakfast, Representative Don Manzullo, R-IL addressed the group. Manzullo is the Chairman of the House Small Business Committee and was instrumental in bringing about a decision to scrap the proposed changes to the Real Estate Settlement Procedures Act (RESPA), which would have unfairly given many giant mortgage lenders the ability to bundle support services when offering home mortgages.

During the Opening Luncheon, Representative Phil English, R-PA addressed the group. Rep. English is a member of the Committee on Ways and Means and the Joint Economic Committee. He is currently serving his 5th term in Congress.

LDAC participants, as well as members of the Government Relations Committee, met with their respective Congressional representatives. The target of these lobbying efforts involved two issues: (1) HUD's RESPA Scheme Is Bad for Consumers and (2) Regulatory Relief, Not An Unjustified Power Grab (H.R. 1375). The timing of LDAC in conjunction with these issues was ideal. Two days after LDAC participants met with their Representatives, H.R. 1375 was addressed on the House floor. The vote was consistent with the Appraisal Institute's position! That along with the favorable outcome of the RESPA issue in the following week, heralds the 2004 LDAC as the most successful lobbying group ever!

As they have in years past, APPAC sponsored a reception on Capitol Hill at the Hart Senate 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.

Sponsorships

Sponsorship totals reached \$11,600 this year. Following are the sponsors for the receptions, breakfasts, lunches and breaks: APPAC, Appraisal Institute Education Trust Fund, Chicago Chapter of the Appraisal Institute, Washington DC Metropolitan Chapter, FNC, South Carolina Chapter LDAC Alumni, Trice Valuation, Kelli Kline & Associates, Former LDAC Leaders.

Ted Anglyn Outstanding First Year Participant Award

This year, Kevin Harden, SRA from Nashville, TN 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 fifth 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 Kevin at the Appraisal Institute's 2004 Fall Board of Director and Committee meetings in November in Chicago.

Respectfully submitted by:

Anna Vogt, Manager, Membership Services