



Appraiser's Coalition of Washington
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BOARD OF DIRECTORS ZOOM MEETING – MINUTES- November 8th, 2022

ATTENDEES:

2022 ACOW Board Members

President	Robert Mossuto	206-280-0335	Bob@bnappraisals.inc	Present
Vice President	Randy Berg	509-220-7193	rberg@bergappraisal.com	Present
Treasurer	Mike Rock	253-565-3070	mike@rockappraisers.com	Present
Secretary	Brady Cornelius	509-326-4130	brady@lembeckappraisal.com	Present
Director	Mike Fredrickson	509-522-2272	mike@asapww.com	Present
Director	Bob Meeks	253-202-6005	bobmeeks100@gmail.com	Present
Director	Kathy Walsh	425-681-5600	kathy@myappraisaloffice.net	Present
Director	Joy Bauer	360-339-3847	dorjoy77@yahoo.com	Present
Director	Brent Johnson	360-907-5500	brent@res1value.com	Present
Director	Todd Redington	206-375-1418	tier1ras@outlook.com	Present
Director	Briana Criqui	425-249-6676	briana@highqualityappraisals.com	Present
Director	Emily Meeks	360-761-8452	emilyjmeeks9@gmail.com	Absent
Director	Andrew Sorba	206-334-5520	asorba@appraisalgroupnw.com	Present

DeAnn Hartman Hartmanagement

CALLED TO ORDER- 5:31 pm

- A quorum was established.
- A motion was made by Mike Frederickson to accept the agenda. The motion was seconded by Bob Meeks. The motion passed unanimously.
- A motion was made by Mike Rock to accept the previous minutes from the October 2022 meeting. The motion was seconded by Kathy Walsh. The motion passed unanimously.

OFFICER REPORTS

1. President's Report

- a. Bob Mossuto reported that the Seattle chapter of the Appraisal Institute's membership meeting is in Seattle on November 16, 2022. He will attend the meeting and push ACOW's membership drive. Bob also reported that he recently registered as a practicing affiliate with the Appraisal Institute.

2. Treasurer's Report by Mike Rock

- a. The current bank balance (Bank of America) is \$31,761.77.
- b. There was no PayPal balance at the time of meeting.
- c. Mike reported no new mail in the post office box.

- d. Mike reported that several checks have been recently cashed, including \$9,000 for T.K. Bentler, \$1,000 for the Spring 2023 conference deposit, and one for the board director's insurance. Bob Mossuto reported that everything has been taken care of except for the first payment for Hartmanagement. An amount of \$884 will be paid at the end of November 2022 and then each month thereafter.
- e. Bob said that has change of address forms for the post office box that will transfer our mail from Lacey to Hartmanagement. He expected that it would be completed by the end of the week.
- f. Lastly, Mike Rock forwarded account information to Hartmanagement, though DeAnn reported that they have not been used yet. Bob also forwarded additional details to DeAnn.

OFFICER NOMINATIONS

1. Nominations for President, Vice President, Secretary, and Treasurer.

- a. Bob Mossuto sent out a survey and request for nominations to 1,965 people on the ACOW mailing list. These nominations would cover positions in the 2023 term. He received two responses for the four positions, which were as follows:
 - President: Bob Mossuto
 - Vice President: Randy Berg
 - Secretary: Brady Cornelius
 - Treasurer: Joy Bauer
- b. Bob then opened the floor to discussion from the ACOW board of directors.
- c. No discussion was made by the board to the nomination of Bob Mossuto for ACOW president. **Bob Mossuto accepted the nomination for President.**
- d. No discussion was made by the board to the nomination of Randy Berg for ACOW vice president. **Randy Berg accepted the nomination for Vice President.**
- e. No discussion was made by the board to the nomination of Brady Cornelius for ACOW secretary. **Brady Cornelius accepted the nomination for Secretary.**
- f. Joy Bauer formally declined the nomination of treasurer. She nominated Kathy Walsh to the seat. Board members then discussed the role of the treasurer of the board. The board agreed that in years without professional management, the treasurer had an active role as we were responsible for generating our own financial information. However, with Hartmanagement, the board believed that the role would be streamlined as the treasurer would be responsible for reading and interpreting information prepared by Hartmanagement. Kathy asked the board if becoming an officer would conflict with her duties at the Appraisal Institute, though Bob Mossuto did not believe this was the case. Andrew Sorba and Briana Criqui also notified the board that they would be willing to take on the nomination if Kathy were to decline.
- g. After discussion, **Kathy Walsh accepted the nomination for Treasurer, though under the condition that Briana Criqui would be the nominee if Kathy was unable to fulfill these duties.**
- h. No other comments or objections were received by the board. Bob Mossuto stated that as the board accepted these nominations and there are no other candidates to the positions, **these roles will be assumed by acclamation if there is no formal vote by ballot requested by members.**

ADMINISTRATIVE TOPICS

1. Management – Transition in Progress

- a. Bob Mossuto reported that ACOW is in the process of transitioning to professional management under Hartmanagement. He has had a couple of meetings with DeAnn Hartman and her employees, and he believed that we are in good shape.
 - b. Bob reported that for the transition to be fully completed, we will need to officially define access to the bank accounts (specifically Bank of America). The board agreed that the board president, treasurer, and Hartmanagement should have access to the bank account. DeAnn will meet with Bank of America later to establish access to the bank account for 2023. The board agreed to an annotation that will be used to establish access to the bank account, which reads as follows:
 1. **As of November 1, 2022, Hartmanagement formally assumed administrative duties for the Appraisers' Coalition of Washington (ACOW). Effective January 1, 2023 ACOW removes Mike Rock and Robert Meeks from signatory authority on ACOW's bank account. Effective January 1, 2023 ACOW adds Kathy Walsh, Treasurer, and DeAnn Hartman, Administrator, and assigns them signatory authority on ACOW's bank account.**
 - c. The board also discussed switching banks, though Bob Mossuto believed that this was an intermediate goal, versus the more urgent goal of assigning officers to the bank account.
 - d. DeAnn reported that she has information related to the board finances, website, and MailChimp server. The remaining information should be available to Hartmanagement by the end of the week.
2. **National Association of Appraisers (NAA)**
 - a. Bob Mossuto reported that ACOW is now on the NAA Board of Governors. There are currently 26 appraisers based in Washington that are members, which will count towards our membership fee in 2022.
 - b. The NAA is having a meeting in San Francisco in April 2023. Bob indicated that it would be discussed at a later date.

OLD BUSINESS

1. **No old business**

NEW BUSINESS

1. **No new business**

COMMITTEE REPORTS

1. **Conference Committee**

- a. Randy Berg reported that Peter Christensen is confirmed for the Thursday morning session. Lisa Desmarais also indicated that she is willing to present, pending approval from The Appraisal Foundation (TAF). Randy said that a request has been submitted to TAF for a Thursday afternoon session that could either be two or four hours.
- b. Joy Bauer reported that she has interest from George Dell of Valuemetrics. Mr. Dell would be willing to do a four-hour class on Friday morning covering data, graphs, and metrics for appraisals. He is based out of San Diego and has taught classes in more than 30 states, with a large national following. However, as part of the presentation, Mr. Dell requested reimbursement for a flight and one night hotel accommodations. The board agreed that scheduling Mr. Dell should be a priority, as Mike Rock and Brent Johnson cited good turnouts

and material in previous presentations. The board discussed reimbursements for accommodations, and Mike Frederickson motioned for a reimbursement of \$650 for flights and hotel accommodations.

- c. Joy also had a conversation with Mark Linne regarding a two-hour class titled "Opening Pandora's Box: The New Wild West of Appraisal Modernization." Kathy Walsh recommended the topic based on previous experiences with Mr. Linne. Joy reported that we have not moved as far with Mr. Linne as well have with Mr. Dell.
- d. The board also brought up recommendations for other speakers. Randy spoke with Bill King about a two-hour block for diversity and fair housing. Mr. King would reportedly be willing to conduct the class for free. Brent reported that Dawn Molitor-Gennrich has taught two- and six-hour fair housing classes for the Appraisal Institute in Seattle and San Diego. Andrew Sorba recommended a speaker for the valuation of solar and energy resources (Devin) and highest and best use (Jenny). Both speakers would be for two-hour blocks.
- e. Randy reported that a draft schedule has been prepared and it will be sent to DeAnn Hartman after conclusion of the meeting.
- f. The board discussed sponsorship for the conference. The board agreed that if we were to get six to eight sponsors, it could offset a portion of the conference fees. Sponsors would generally get speaking time during breaks and display space, though it must be affordable with good benefits. Tiers suggested included friends of the conference, bronze, silver, and gold, with rates between \$100 and \$1,500. The board agreed to a minimum sponsorship level of \$100, and DeAnn would be willing to put together a tier system/form for distribution to the board.
- g. Bob Mossuto discussed pricing with the board. He suggested rates of \$399 for members and \$449 for non-members. Bob believed that we need to be mindful of recent times, but there needs to be a benefit for membership. The board agreed, though directors believed membership should not be extended beyond January 2024.
- h. Bob also suggested a 50/50 raffle, where tickets are sold for \$1, and the winner receives half of the proceeds. This could be used to generate revenue for ACOW and provide a prize for attendees.

2. Budget Committee

- a. Mike Rock and Bob Meeks both reported no new items from the committee. However, Bob stated that we will likely end the year at a balance of \$29,000, which would be a "really good year" for ACOW.

3. Legislative Committee

- a. Brent Johnson reported no new information from the legislative committee.
- b. The committee (and Bob Mossuto) met with Tony Sermonti and T.K. Bentler in October 2022. Bob believed that it was a productive meeting, especially for meeting Tony and reviewing his credentials.
- c. The committee believed that we need to reach out to state senators and representatives to push appraisal-related bills through committees. This could be achieved through visiting days to the capitol (as T.K.'s office is close to the state capitol) and testifying in front of committees.

OTHER ITEMS

- a. None

Next Board Meeting.

- Tuesday, December 13th, 2022 at 5:30 pm.

Adjournment

- A motion was made by Joy Bauer to adjourn the meeting. The motion was seconded by Mike Frederickson. The motion passed unanimously.

- Meeting adjourned at 7:13 pm.

Meeting Minutes Prepared by Brady Cornelius

Draft Date 11/08/2022

Minutes Approved by Majority Vote 12/13/2022

A handwritten signature in blue ink, appearing to read "R. Mossuto Jr.", with a horizontal line underneath.

Robert N. Mossuto Jr.

President

Appraisers' Coalition of Washington