

## **78<sup>th</sup> Annual Installation Banquet**

### **Southern California Chapter of the Appraisal Institute**

- Hello everyone, ... if I could have your attention for a few minutes please....
- Good evening everyone, my name is Calvin Cummings.
- Richard Hammell and I have known each other for several years and he's asked me to start this evening off and welcome you all to the 2010, 78<sup>th</sup> Annual Installation Banquet for the Officers and Board of Directors of the Southern California Chapter of the Appraisal Institute.
- Thank you all for taking the time out of your busy schedules, on a Sunday night, to come out and support and recognize the leadership of our local chapter.
- We're fortunate and honored to have leadership represented here tonight, both from the local, regional, and the national level.
- I'm going to take a moment and briefly introduce some of our leaders that are here tonight. If our leaders would please wait until I finish sharing a bit about you before standing, so we can recognize you, I'd appreciate it.
- Then, once each is standing, would all those in attendance please give a warm welcome to our honored guests...

### **At the National Leadership Level:**

#### **Leslie P. Sellers, MAI, SRA:**

- Les was the President of his local Society chapter in 1986, and the President of his local Appraisal Institute chapter in 1998.
- Les has served on the National Board of Directors from 2001 to present.
- Les was recently elected as our National President of the Appraisal Institute for 2010 and we're very honored to have him here with us tonight.
- Les serves on the Appraisal Institute's Executive Committee and its Board of Directors, both of which he chairs.
- Les has been a member of the Appraisal Institute for 30 years.
- Les resides in Clinton, Tenn., just outside Knoxville, where he is the owner of a firm he founded 38 years ago in 1972 – one of the top real estate companies in Anderson and

Knox Counties, TN, offering real estate appraisal, property management, brokerage, development, and investment services.

- Les, if you would stand up please, we'd like to recognize you and thank you for your many years of service to the Appraisal Institute
- We are also very fortunate to have leaders from Region VII Southern California and the Executive Director of the Central California Chapter of the Appraisal Institute

## **At the Region VII Leadership Level:**

### **Robert E. Dietrich, CCIM, MAI:**

- Robert is the Region VII Vice Chair and is one of the Appraisal Institute's Board of Directors.
- Robert is the Managing Director of FMV Opinions, Inc., located in their Irvine California office and he manages the firm's Real Estate Valuation Services Division.
- Mr. Dietrich has more than 25 years of experience preparing real estate consulting and valuation studies.
- Robert is here with his wife Linda.
- If you folks would both stand please, we'd like welcome you and recognize you for your service to the Appraisal Institute.

### **James L. Henderson, SRA:**

- Jim is the immediate Past President of our Central California Chapter.
- Jim is a Region VII Third Director and he is also a National Board Member.
- Jim is also the 2010 Central California Chapter Nominating Committee Chair.
- Jim is the founder of J.L.Henderson & Company, and has been active in appraising real property in the Bakersfield area since 1991.
- Jim, if you'd stand up please, we'd like to welcome you and thank you for your service and leadership to the Appraisal Institute.
- **Jim is also here with his wife Wendy, who I would like to introduce as well...**

## **Wendy L. Henderson:**

- Has been the Executive Director of the Central California Chapter of the Appraisal Institute since 2002.
- Wendy has also been the office manager and a staff appraiser with J.L.Henderson & Company since 2003.
- Wendy is an Associate Member of the Appraisal Institute and is working towards her SRA designation.
- Wendy, if you'd please stand, we'd like to welcome you and thank you for your service to the Central California Chapter over the years.

## **At the Local Level...**

I'd also like to take a moment to recognize our own local Chapter's Executive Director, Linda Zimmer and her staff, Zouka Rosen and Lianna Chaparyan.

- If you ladies would please stand so we can recognize you for all you do to run our local chapter and help all of us here locally.

## **Okay...**

- Tonight, we are all in for a treat. After dinner's finished, I'm going to welcome Steve Fontes, our out-going President, up to the podium, and Steve is going to recognize our outgoing Officers and Board of Directors.
- We then have the distinct pleasure of having Les Sellers, the President of the Appraisal Institute here with us who is going to do the honors and install our new Chapter Officers and our new Board of Directors.
- Hopefully, Les will be able to share a little more about himself and what all he has planned for this coming year at the National level as well.
- After the new Officers and Board have been installed, Richard Hammell, our in-coming Chapter President, is going to be recognizing and making a special presentation to Steve Fontes, our out-going Chapter President. I know that Richard has some **very special remarks** for Steve, so I'm going to defer to his presentation to Steve later, and I hope that you'll forgive me Steve for not saying more about you and all of your dedication and service here at this time.
- Finally, Richard Hammell is going to share a little more about himself and his vision and plans for our local chapter and its membership this coming year.

**Before I finish, I'd like to take just a moment and share a little about Richard Hammell, our incoming President:**

- First of all, thank you Richard for asking me to kick off this Installation Banquet. It's truly an honor and a pleasure for me to be here like this.
- Richard's appraisal career began in 1991, shortly before receiving his Bachelor of Science Degree in Business Administration. His studies were concentrated in finance, real estate, and law.
- Richard began as a residential appraiser, providing appraisal services in LA, Orange, Riverside, and San Bernardino counties.
- This is where I first met Richard. I may have the distinct honor of being the only person in this room who has actually had his home appraised by Richard.
- I remember meeting Richard for the very first time on February 23, 1992 and discussing my home and its "special" locational, physical and economic characteristics at my kitchen table. ☺
- And, I actually have proof of that encounter, and the successful home refinance that ensued, because I actually have a copy of Richard's appraisal here, if anyone would like to look at it later!
- At that time, Richard worked with Keith Murray, President of Pacific Coast Valuations, now PCVMurcor, a major national appraisal company.
- Over the next 18 years, Richard turned his attention toward commercial appraisal with a growing emphasis on litigation support, which he excelled at under the expert mentorship of John Ellis, at John's firm, the Integra Ellis Group, now Integra Realty Resources – Los Angeles.
- Richard was a strong contributor to John's growing organization for several years, and I enjoyed a continuing supportive relationship with him while he was with John Ellis, who, incidentally, is one of the finest appraisers and people I know.
- Finally though, Richard got that inevitable "entrepreneurial" itch, and decided to launch out into business for himself – around the same time I did – and he founded The Hammel Valuation Group, Inc., located in neighboring South Pasadena.
- Since launching his own appraisal company, Richard has continued to grow his litigation support practice, and during his visits to attorney clients here in Pasadena, Richard will sometimes do me the honor of popping into my humble offices, just down the street here, where we've been known to talk for hours about the state of the appraisal industry, Appraisal Institute service, and various business development topics.

- Whether in our offices or out at a local restaurant, it's always been a great pleasure to get together with Richard. He's always been extremely friendly, supportive, respectful, and a consummate professional.
- During the time I've known Richard, which I guess is almost 18 years now, there are two areas he's always been very passionate about...
- The first of these has been his devotion to his son, Adam, who he raised as a devoted Dad and single parent from the age of three (3) to seventeen (17). I have a profound amount of respect for anybody who cares about and is devoted to their children. I have even more respect and admiration when that person is busy building a career and tries diligently, as Richard has, to balance that career with their parental duties and responsibilities. I have a lot of respect for you Richard! You're a class act!
- The other area that Richard is really passionate about is volunteer service to the Appraisal Institute and giving back to the profession that has given us so much.
- And I'm sure Richard will be saying much more about this later tonight and as he shares with us all throughout the coming year.
- Richard possesses three character traits that I admire greatly: integrity, dedication, and a servant attitude. He's shown these traits in his business dealings with his past employers, with his clients, with his employees, in his relationships with his friends and family, and especially in his servant attitude towards the Appraisal Institute and our members.
- I know we're going to have an exceptional year under the leadership of Richard and his fellow Officers and Board of Directors this coming year.
- At this point, I'd like to ask **both** Steve Fontes, our out-going President, and Richard Hammell, our in-coming President, to stand, so we can recognize them both and thank them for their service and dedication to our organization.
- Finally – and even though you're going to be recognized again later – I'd like to ask ALL of our other local chapter Officers and Board of Directors, both out-going and in-coming, to stand – this IS our Leadership Team – so we can recognize them all for all of the sacrifices and service they have given and will be giving to our organization and our members.
- **With that, please turn your attention to your dinners, and please enjoy this festive occasion with those at your table.**
- **Thank you again for coming ...**