



**Appraisal  
Institute®**

*Professionals Providing  
Real Estate Solutions*

# EVALUATING COMMERCIAL CONSTRUCTION

**The Northern Ohio Chapter of the Appraisal Institute presents  
“Evaluating Commercial Construction” Seminar**

**DATES:** October 23-24, 2008

**TIME:** Registration begins at 8:00 a.m. with class from 8:30 a.m. – 5:00 p.m.

**LOCATION:** DoubleTree Hotel, 6200 Quarry Lane, Independence, Ohio 44131, phone 216-447-1300. The DoubleTree Hotel is located east of the I-77/Rockside Road exit. To reserve a sleeping room at the DoubleTree Hotel please call the hotel directly and mention the Appraisal Institute or go to:  
<http://doubletree.hilton.com/en/dt/reservations/index.jtml?hotel=CLEHSDT&corporateCode=0560004829>

**Content:** This two-day seminar will present a complete introduction to site and building improvements for commercial buildings. It will illustrate the site, structure, envelope, enclosure and mechanical systems components of commercial construction, old and new. Improve your identification of building condition and determination of physical and functional depreciation.

**At the end of this unique program, you will understand**

- Essential elements of past and current commercial building.
- Construction addressed in a building description of an appraisal report.
- Correct terminology used to describe the physical and functional condition of a building and its depreciable components.
- The art of physical building inspection that identifies systemic defects that will influence the appraiser’s opinion of value.
- This seminar has direct relevance to commercial real estate development, appraisal, lending, and property management

**INSTRUCTOR:** James C. Canestaro, AIA, AICP

**ENROLLMENT:** Enrollment is on a first-come, first-served basis. The Northern Ohio Chapter reserves the right to cancel this course if the minimum enrollment level is not reached.

**COURSE CREDITS:** This course is good for 14 hours of continuing education for appraisal and real estate.

**EQUIPMENT REQUIRED:**

An HP 12-C financial calculator

**ATTENDANCE:** Attendance requirements mandated by the state of Ohio will be strictly enforced. Certificates will be issued to those in attendance for 90% of the course hours or better.

**COURSE FEE:** \$400.00 (includes continental breakfast, deli-lunch and afternoon snack)  
\$375.00 for AI members who register prior to September 12, 2008.

**CANCELLATIONS/REFUNDS:** a \$50.00 cancellation/refund fee will be applied to all requests for cancellation received within two weeks of the class. No refunds will be given for cancellations received less than one week prior to the start date of the course.

**REGISTRATION:** You may register online at [www.aiohio.org](http://www.aiohio.org), or print the application form and mail the form to the chapter with either a check or credit card information. A confirmation email will be sent out upon receipt of the registration. **Registration and payment should be received by October 14, 2008.**

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ENROLLMENT APPLICATION  
Evaluating Commercial Construction – October 23-24, 2008

Name: \_\_\_\_\_ Designation: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ E-mail: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ AI Member: \_\_\_\_\_ Yes \_\_\_\_\_ No

Appraisal License Number: \_\_\_\_\_ Real Estate License Number: \_\_\_\_\_

Circle all that apply: Certified General   Certified Residential   Licensed Residential  
Registered Appraiser Assistant   Real Estate Sales Person   Real Estate Broker

Seminar/Course Title: \_\_\_\_\_ Date: \_\_\_\_\_

Amount Enclosed: \_\_\_\_\_

Or Charge Card Information:

Exact name on card: \_\_\_\_\_

Card Type (circle one)      Visa                      MasterCard                      American Express

Card No: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

If paying by check, please make check out to "Appraisal Institute". Mail check along with this registration form to: Appraisal Institute, Northern Ohio Chapter, P O Box 31665, Independence, OH 44131. If paying by credit card, either fax to 216-274-9289 or mail to the above address.

**PAYMENT DUE AT TIME OF REGISTRATION**

DETAILS OF ALL COURSES & SEMINARS ARE ON OUR WEBSITE AT [WWW.AIOHIO.ORG](http://WWW.AIOHIO.ORG)