



**Appraisal  
Institute®**

*Professionals Providing  
Real Estate Solutions*

# AN INTRODUCTION TO VALUING COMMERCIAL GREEN BUILDINGS

**The Northern Ohio Chapter of the Appraisal Institute presents “An Introduction to Valuing Commercial Green Buildings”**

**DATES:** September 24, 2010

**TIME:** Registration is 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.jhtml?hotel=CLEHSDT&corporateCode=0560004829>

***An Introduction to Valuing Commercial Green Buildings:*** Year by year our nation grows more conscious of the environment and alternative means of energy and with this cognizance comes an increase in the construction of green buildings. Get the latest information on a market expected to value between \$19 billion and \$38 billion by 2010. In *Introduction to Valuing Green Building*, students will explore cost-benefit analysis, analyze the relevance of green features in the market, evaluate construction costs, and become familiar with design principles. Discover how green buildings are valued for investment purposes as you discuss case studies of recently completed commercial properties.

**At the end of this seminar participants will be able to:**

- Identify the relevant components of a sustainable property
- Discover green buildings resources
- Evaluate construction costs in the context of long-term benefit, capital and operating costs, and relative to net income from operations and reversion
- Analyze the relevance of green features in the marketplace
- Assess market and investment risks relative to potential rewards
- Identify who pays the costs and who receives the benefits for the sustainable elements incorporated in green construction
- Provide a competent and reliable estimate of market value in the context of available data

**Equipment Required**

An HP-19BII, HP-17BII, HP-12C, or equivalent calculator

**INSTRUCTOR**

- Alan Simmons, SRPA

**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 pending approval for 7 hours of continuing education for appraisal and real estate.

**ATTENDANCE:** Attendance requirements mandated by the state of Ohio will be strictly enforced. Certificates will be issued to those in attendance for 100% of the course hours.

**COURSE FEE:** \$200.00  
\$175.00 for AI members September 10, 2010.

**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 September 15, 2010.**

**Registration form is on next page.**

ENROLLMENT APPLICATION  
An Introduction to Valuing Commercial Green Buildings—September 24, 2010

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)