



From the Presidents Desk

AIC Ontario President Dino Giuliani AACI, P.App

Summer turns into Fall on Sept 21, 2021, and so another season is upon us. What does that mean for you? Have you had an opportunity to evaluate where you are and where you want to be? Has work / life balance become more important to you? Are you changing how you do business? I hope you have had some time to rest, re-charge and re-evaluate. Surely, you have been impacted by the state of the world and it is important to acknowledge it.



Working in real estate during a pandemic and a real estate boom probably has you juggling the many competing demands on your time. Our business is constantly changing, and the pace of change can sometimes be a challenge. Although change can be difficult, we must accept the fact that it is the “new normal”. The term “new normal” will be forever engraved in our collective psyche thanks to this pandemic. It is crucial that we learn from the negative and positive fallout's going forward.

We as an association must also embrace change. To change is to transform, and to act. The work of the AIC ON Board of Directors and our Committees have continued virtually, and we continue to work together with the National Association to help all our members navigate through these unique times. Adapting and working together is vital to our success as an organization and as individuals. A vision and an overall shared perspective will enable us to complete the kind of transformation we seek.

I look forward to working with you and with all levels of the Appraisal Institute of Canada Ontario Association. Together, I know that we can successfully navigate the road ahead.

Sincerely,

Dino Giuliani AACI, P.App

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CMBA SUMMERFEST



CMBA Summerfest Golf
Tournament held in Niagara Falls
August 12.

It always feels like the hottest day
of the summer, but great to be
together again.

L to R – Dino Giuliani, Kim Passmore, Claudio
Polito, Paul Duarte.

AIC ONTARIO UPCOMING EVENTS

SAVE THE DATE: Tuesday October 26th, 2021

Date: Tuesday October 26, 2021

Time: 11am via Zoom



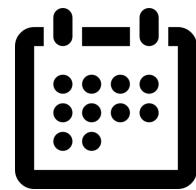
Topic: A panel of qualified professionals will be discussing how they use an appraisal report. An estate lawyer, an accountant who is also an AACI and an AACI who works for the Canada Revenue Agency will all share their unique perspectives.

Speakers:

Karon C. Bales, Bales Beall LLP
Steven Jacob, AACI, CPA CGA
James Rokeby, AACI P. App

SAVE THE DATE:

Time: 11am via Zoom



Topic: Cyber Security is more important now than ever before. Work, career, socializing, banking is all done virtually, and this opens everyone up to various forms of attack. Let's get the information we need to protect ourselves.

Speaker:
Steve Chapelle

UPCOMING CHAPTER EVENTS



CHAPTERS

Local Chapters offer local programming and networking opportunities for members. To see what is happening in your area, please visit the individual chapter pages.



Appraisal Institute of Canada
Ontario Huronia Chapter

Huronia Chapter Event

Event Date: Tuesday October 5, 2021

Time: 11am via Zoom

Topic: Ecological Gift Programs -Information and Guidelines for Appraisers

Details: Canada's Ecological Gifts Program offers significant tax benefits to landowners who donate land or a partial interest in land to a qualified recipient. Recipients ensure that the land's biodiversity and environmental heritage are conserved in perpetuity.

Speakers:

David D. Babineau, AACI P. App , Fellow

Laura Kucey

Mark Bisset
RSVP: huroniachapter.aic.on@gmail.com
by **Friday October 1st @ noon**



Appraisal Institute of Canada

Ontario

London Chapter

London Chapter Event

Event Date: Tuesday November 2nd

Time: 11am via Zoom

Topic: Peer Review

Speakers:

Janice McMillan, CRA P. App

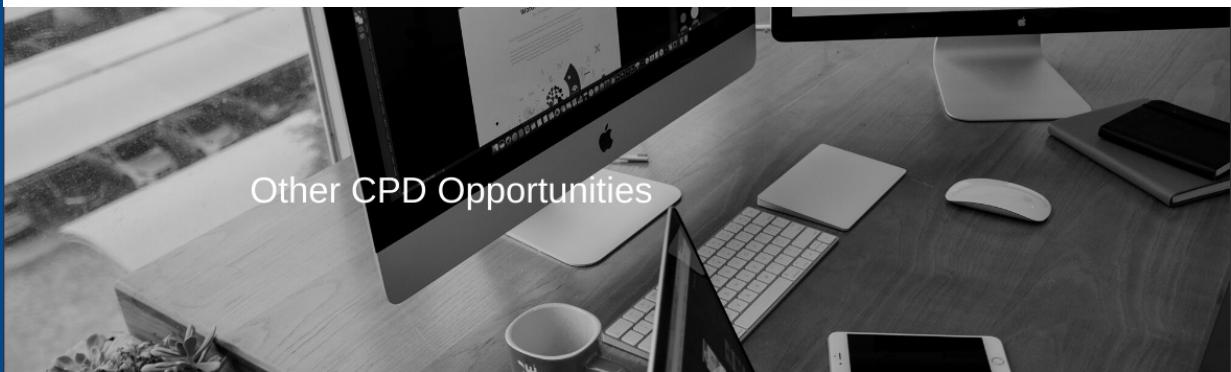
James Rokeby, AACI P. App

RSVP: londonaicchair@gmail.com by Friday October 29th @ noon

Members are able to review AIC Ontario's Chapter pages to check for upcoming events!

AIC ONTARIO CHAPTERS

OTHER CPD OPPORTUNITIES



AIC Ontario updates this page regularly to assist members with any upcoming CPD worthy events.

OTHER CPD OPPORTUNITIES

AIC STATEMENT ON VACCINES

AND ONGOING PANDEMIC

Communique sent out September 9th, 2021

Since the onset of the pandemic, The Appraisal Institute of Canada (AIC) and its membership have continued to quickly adapt to the rapidly evolving guidance from Public Health Authorities (PHA). We constantly work to update and maintain health and safety practices that protect the general public, our members, and all members of the communities with whom we interact. Our members employ procedures that allow them to provide their essential valuation services to Canadians, while adhering to PHA guidance (for example: virtual site visits instead of in-person). The AIC has not imposed a vaccination requirement for its members as the AIC is not their employer; such decisions are the purview of individuals and/or their employers. The AIC has consistently and repeatedly emphasized to its members the importance of following PHA guidelines in both their day-to-day lives as well as in their professional practice. The health and safety of the public and of our members is always a primary consideration.

Appropriate mitigation and management practices during the pandemic, including vaccination, testing, physical distancing, hand-washing, and mask-wearing, are all strongly and openly supported by the AIC and we urge our members to do their part to protect themselves, their loved ones and everyone in their com

[CLICK HERE TO VIEW COMMUNIQUE](#)

IMPORTANT DEADLINES

CRIMINAL RECORD CHECKS AUGUST 1ST, 2021

On August 1st, 2021 the AIC implemented mandatory Criminal Record Checks (CRC) as part of the application process for new Candidates. This also applies to any former members wishing to reinstate.



Canadians are demanding more transparency and accountability from governments and not-for-profit organizations. Criminal record checks provide consumers with a level of confidence and assurance in their dealings with professionals. In the AIC's case, adding a criminal record check program adds a measure of transparency and assurance to all stakeholders of the profession and our Members' integrity.

If an applicant has a criminal record, it does not mean their application will automatically be refused. The AIC will carefully examine the circumstances of each individual case and how it relates to the responsibilities and requirements of an AIC Candidate member.

[AIC COMMUNIQUE CRIMINAL RECORD CHECK](#)

MEMBERSHIP DUES RENEWAL

Pay Online for a Chance to Win!

Everyone who pays their dues online by **September 30, 2021** is eligible for our prize draw. A random draw will be made for the following items:

- 1st Prize: \$250.00 gift certificate from one of these stores selected by you (BestBuy, Canadian Tire, The Bay, Home Depot)
- 2nd Prize: A \$100 VISA gift card generously donated by The Personal, AIC's Home and Automobile Insurance Program provider
- 3rd Prize: Gift certificate for one UBC CPD course (CPD 100 series) generously donated by the Real Estate Division, Sauder School of Business, University of British Columbia
- 4th Prize: Gift certificate for one UBC CPD course (CPD 100 series) generously donated by the Real Estate Division, Sauder School of Business, University of British Columbia

[CLICK HERE TO RENEW AIC MEMBERSHIP ONLINE](#)

IMPORTANT NOTE REGARDING ANNUAL RETIREMENT DUES AND RUN-OFF INSURANCE

You will receive an invoice **annually** for Retired Membership dues in August of every year. If run-off insurance is purchased, this policy will be in place for the next 7 years. **Retired members are required to pay their AIC retired membership fees for those 7 years in order to keep their insurance policy active.** The run-off insurance premium payment is a one-time fee, however, the retired fees are invoiced annually. After 7 years, members may decide to resign their membership with AIC. To resign, send in your resignation letter/email to the AIC ON office @ info@aicontario.ca and include the effective date of resignation.

CUSPAP 2022

CUSPAP 2022 will come into effect on January 1, 2022.

The CUSPAP documents have

[been posted to the AIC](#)

website to allow Members to familiarize themselves with the document before the **January 1, 2022, effective date.**



Bias and Discrimination

With the exposure draft comments from the President's Council on Diversity for guidance, a definition for discrimination was added and sections in the Ethics Standard were revised to address this important issue.



Inspections

Carrying on from CUSPAP 2020: Clarification on the scope of an inspection. A personal inspection is required. An Extraordinary Limiting Condition is required if an inspection cannot be carried out.



Letter of Reliance/Letter of Transmittal

Definitions were added to provide Members with a common language to explain the fundamental differences between these two documents to their clients



Use of the Most Recent Version of the AIC Form Report

Clarification that when using an AIC authorized residential form report, the most recent version must be used.

Key changes:

- **Definitions for:**
 - Administrative Review
 - Discrimination
 - Letter of Reliance
 - Letter of Transmittal
- **Rules/Comments related to:**
 - Bias and discrimination at 4.1.2 and 5.1.1
 - Designations from other organizations at 5.4.9
 - Use of most recent AIC form (if using an AIC form) at 7.1.9
 - Requirements for Inspection at 9.2.1 and 9.2.2
 - Analysis of the effect on the value of leases for Machinery & Equipment at 16.2.8.i & 16.2.8.ii
- **Mass Appraisal Standard Comments added or revised at 19.3, 19.4, and 19.5**

A comprehensive list of the changes can be found in [Appendix B of CUSPAP 2022](#).

AIC COMMUNIQUE CUSPAP 2022

The current 2020-2021 cycle **ends December 31, 2021 with a requirement to obtain 24 credits**. These can be completed through UBC online courses or external association events that qualify for CPD Credits.

Please ensure you keep your membership in good standing by completing the PPS (mandatory CPD Credits) and obtaining your discretionary CPD Credits.

[CLICK HERE FOR THE CPD POLICY](#)

AIC ONTARIO BOARD OF DIRECTORS

President - [Dino Giuliani AACI,P.App](#)

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[Voula Vercillo CRA, P.App](#) - Director at Large

[Vikki Leslie - Executive Director](#) / Secretary Treasurer

If you wish to get in touch with your Regional Board member or any of the individuals listed above, you can click on their name to forward an email.



Appraisal Institute of Canada
Ontario

50^{YEARS}
1971-2021

Don't forget to follow us on all social media platforms for updates & information!

[Visit our website](#)

