



# James Graaskamp: Dept. of Commerce.

## 1966/1983

[Madison, Wisconsin]: [s.n.], 1966/1983

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## SCHOOL OF COMMERCE

### THE UNIVERSITY OF WISCONSIN

OFFICE OF THE DEAN  
COMMERCE BUILDING  
AREA CODE 608  
262-1553

Madison 53706

March 30, 1966

#### MEMORANDUM

To: Professor Donald H. Bucklin  
207 Zoology Research Building  
1117 West Johnson Street

From: Dean Erwin A. Gaumnitz  
School of Commerce  
102 Commerce Building *b.a.g.*

Subject: Nomination for The William H. Kiekhofer and  
Emil H. Steiger Teaching Awards

On behalf of the Executive Committee of the  
School of Commerce, I wish to supply information relating  
to Assistant Professor James Arnold Graaskamp who has been  
nominated for The William H. Kiekhofer and Emil H. Steiger  
Teaching Awards.

Professor Graaskamp was born on June 17, 1933  
and is, therefore, thirty-two years of age. He received  
his B.A. degree in 1955 from Rollins College, his M.B.A.  
degree in 1957 from Marquette University, and his Ph.D.  
in 1964 from the University of Wisconsin.

His service at the University of Wisconsin is as  
follows:

1958-1959	-	Teaching Assistant
1959-1960	-	Special Graduate School Fellowship
1960-1961	-	Teaching and Project Assistant
1961	- Summer	- Research Assistant (Ford Grant)
1961	- 1962-	Instructor and Ford Grant
1962	- 1964-	Instructor
1964	-	Assistant Professor

While on our instructional staff, he has taught  
several courses in the fields of risk management, property  
development and management, the valuation of real property,  
and urban land economics. He has established a reputation

as an unusually effective teacher both at the undergraduate and post-graduate level. He has been invited to appear before adult groups on several occasions and we have had many very complimentary letters from individuals who have listened to his presentations.

In my capacity as Dean, I have had occasion to discuss many problems with undergraduate and post-graduate students. Whenever his name arises in the conversation, the students invariably remark about the high quality of inspirational teaching of Professor Graaskamp.

One trait that may interest your committee, but which Professor Graaskamp would prefer to keep in the background, is his physical incapacity. Mr. Graaskamp is approximately six feet, five inches in height and while in high school was an excellent athlete. Toward the end of one of the athletic seasons, he was stricken with polio and since that time has been a wheelchair victim, having only slight control of his hands and the ability to turn his head slightly. He, therefore, must have one or more helpers to assist him in practically every movement outside of his wheelchair. He has an electrically driven wheelchair which enables him to travel up and down the halls and turn corners. He is, of course, unable to open or close a door. His lectures are given while he is thus confined. He has a specially designed apparatus attached to an automobile designed to facilitate the loading and unloading operation. His office at the University and his home in Madison also are designed to match his needs.

Last year a special writer from a national magazine wanted to interview Mr. Graaskamp for the purpose of composing a feature article concerning his unusual achievements. Mr. Graaskamp granted the interview, but requested that the article not be written and published, since he did not in any way want to play upon the sympathies of the public. He wishes to be as self-reliant as any other faculty member, but obviously he realizes the facts of his immobility.

In addition to his participation as a full fledged faculty member on our staff, he is very active in encouraging other people who have similar afflictions to become less self-centered and to be more active.

In summary, I wish to emphasize that Mr. Graaskamp would not want me, or anyone else, to make a statement concerning the difficulties that he has had to face in the past several years. Neither do I wish to indicate that our nomination is based on his success in overcoming the limitations that nature has imposed upon him; rather I wish to emphasize the exceptional success that he has had in gaining and holding the interest of students at both the undergraduate and graduate level in every course that he has taught. I could add also that since he cannot participate in as many outside activities, as can the normal adult, he seeks diversion by reading and thinking on a variety of topics outside his regular field. He also finds time to be a productive research scholar.



# SCHOOL OF COMMERCE

THE UNIVERSITY OF WISCONSIN

COMMERCE BUILDING  
AREA CODE 608

Madison 53706

March 30, 1966

Professor Donald H. Bucklin  
207 Zoology Research Building  
1117 W. Johnson Street  
University of Wisconsin  
Madison, Wisconsin

Dear Professor Bucklin:

This letter is in support of the nomination of James Graaskamp, Assistant Professor of Commerce, for a Kiekhoffer or Steiger Award. Professor Graaskamp is 32 years of age; he was granted the Ph.D. degree by the University of Wisconsin in 1964 with risk management and insurance as his major field and real estate as the secondary field. His teaching experience began as a graduate student in 1958-59 and has been divided between insurance and real estate subjects. During several years in close working relationships with Professor Graaskamp, we have had ample opportunity to observe his accomplishments as a scholar and as a teacher of unusual effectiveness. One of the most convincing tests of fine teaching is continued student popularity in the face of demanding class assignments and insistence on high standards of student performance. He fully meets this test; he shows a talent for engendering student interest and enthusiasm in working out challenging management problems of high educational value; in short, he works his students hard and they like it. His courses are popular and he undoubtedly stands near the top in the informal student rating system.

Like all fine teachers, Graaskamp prepares for class with a thoroughness which reflects his deep interest in the subject and his sense of responsibility to his students. He presents his lectures and leads class discussion with vigor and enthusiasm. He makes effective use of modern devices of visual presentation. He has a talent for vitalizing theory by relating it to actual business or industry situations. His scholarship is not only sound but is remarkably versatile as well. During the last four years he has been called upon to develop several new courses and in total, has taught 6 different courses in urban land economics and real estate and 3 in risk management and insurance. His cheerful willingness to fill in wherever needed has been a joy to his colleagues and to his Dean and convincing testimony to his dedication to the teaching profession.

Graaskamp's personal rapport with students is exceptional. He takes a genuine interest in each individual; with patience and wisdom, he counsels with them on both personal and academic problems. His office is crowded with students much of the day and his home is a meeting place for both formal and informal student groups. His leadership and enthusiasm have revived the moribund student club in the real estate field and converted it to a vital and going concern. His leadership has more than doubled membership in the student Risk-Management Club in the past two years. Although confined to a wheel chair,

March 30, 1966

Professor Graaskamp makes several out-of-town trips each year with these groups; perhaps the greatest student tribute to his leadership is the fact that the students do not in any way regard him as a handicapped person.

The talents of the nominee are not narrowly focused nor one-sided. His teaching effectiveness is outstanding for he loves to teach and grasps every opportunity to do so. But his effectiveness in public service activities deserves a high rating as well. He is well-acquainted with business leaders in his field and with public agencies; he is in demand as a speaker. His intellectual capacity for productive and original scholarship was demonstrated in his doctoral thesis. Though he has been carrying an unusually heavy teaching load, he has given ample evidence of an imaginative and creative mind and is at work on a research project to be published by the Bureau of Business Research Service and on an article to appear in the professional quarterly, The Appraisal Journal.

In summary, we strongly recommend Professor James Graaskamp for the Kiekhoffer or Steiger Award as a scholar of high potential for original work, as an effective representative of the University of Wisconsin in public service activities, but most particularly, as a talented young teacher whose scholarship, enthusiasm, teaching technique and warm personality place him in the top rank among all of the many University teachers whom we have been privileged to observe over many years of academic experience.

Respectfully submitted,

Richard U. Ratcliff  
Professor of Land Economics

  
Charles C. Center  
Professor of Commerce

RUR:CCC:ls



MAR 31 1966

March 30, 1966

Professor Donald H. Bucklin  
207 Zoology Research Building  
1117 W. Johnson  
Madison, Wisconsin

Dear Professor Bucklin:

I highly recommend to you Dr. James A. Graaskamp of the School of Commerce for the Emil H. Steiger or The William H. Kickhofer Teaching Award. This recommendation is based on the following associations that I have had with him in the past five years. During this time I have worked with him on (1) curriculum revisions and evaluations, (2) planning activities for the student Real Estate and Construction Management Association, (3) professional consulting work, (4) the organization of the Associated Schools of Construction and (5) have known him as a personal friend.

If I had to make only one observation regarding Jim it would have to be his outlook upon life and the total absence of any bitterness toward anything overwhich he has no control. This attitude alone contributes greatly to his success and to the loyalty his associates have toward him.

Jim's interests are very broad, he is well read, and possesses a keen sense of humor. His personality is pleasant, enthusiastic and optimistic. At the same time his advisees are admiring these characteristics, they also know he is firm in his expectations of them.

Since all of Jim's advisees are required to take three of my courses I have the opportunity to become well acquainted with these students. Their comments regarding Jim are based upon his leadership as faculty advisor to the Student Real Estate and Construction Management Association, his stimulating course work assignments and as adviser.

He is always anxious to advise students and his office, as well as his home, is open to students who need his assistance in planning course work, working on assignments, and counciling them on their vocations preceding and following graduation. The first and last meeting of the

Professor Donald H. Bucklin  
March 30, 1966  
Page 2

Real Estate and Construction Management Association each year is a buffet dinner held in Jim's home. This gives an opportunity for development of mutual acquaintances. He is sincerely interested in undergraduates and problems that face all students.

During our frequent discussions it is evident to me that he is exceptionally devoted to his teaching responsibilities and to the presentation of his lectures. Based upon these personal experiences I believe Jim is one of our exceptionally outstanding teachers at the University of Wisconsin.

Sincerely yours,

*Dick J. Stith*  
Dick J. Stith  
Associate Professor

DJS/smk

5/12/66

William H. Kiekhofer Teaching Award

According to the testimony of his colleagues, Dr. James A. Graaskamp, an assistant professor in the School of Commerce, is a gifted teacher who presents his subject with splendid clarity and color. He is an informed and widely read scholar, sound and versatile. His presentations evidence this scholarship, this thorough knowledge of his subject matter, as well as a capacity for objective analysis and criticism.....He has a talent for vitalizing theory by relating it to actual business or industrial situations-----In his rapport with students, the record is also exceptional. Each individual commands his genuine interest. With patience and wisdom he counsels all on both personal and academic problems. His home and his office are meeting places for students, informal centers where learning and fine human relations are together advanced. In these qualities which James Graaskamp so expertly elicits from his pupils--friendship, admiration, enthusiasm, and best efforts--a large measure of his leadership can be taken. A remarkable zest for life on whatever terms meted out also distinguishes this young teacher. An inspiration to the youthful minds he reaches toward and shapes, this zest is another, and final measurement of worthiness.

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# uw news

From The University of Wisconsin News and Publications Service, Bascom Hall, Madison 53706 • Telephone: (608) 262-3571

Release: **Immediately**

**9/29/66 vh**

By VIVIEN HONE

MADISON, Wis.--They wanted to enroll on the University of Wisconsin's Madison campus, the "Hill" and its considerable barriers notwithstanding. They made their determination known, and the University, having conceded, is now literally easing the path to education for the physically handicapped.

In a recently inaugurated program carried out by the departments of safety and planning and construction, certain step-down curbs and entrance flights of stairs have been converted to ramps, and certain restroom facilities are being replaced or widened, heightened, or lowered to meet the special needs of those for whom the "getting from here to there" is rough indeed.

"For a long time it was felt that our hilly topography alone made the Madison campus unsuitable for handicapped people--and we discouraged their enrollment here," explained Earl V. Rupp, the University's director of safety. But individuals among the handicapped and groups such as the Milwaukee chapter of the National Paraplegic Foundation pressed their point--and won.

Faced with the problem of adaptation, the University turned for suggestions to its own Neurological Center, a Medical School agency concerned with diseases of the nervous system, and examined specially devised building plans and modifications recommended by the National Paraplegic Foundation. Moreover, the University invited certain vitally interested individuals to help on reconstruction planning, among them, Asst. Prof. [James Graaskamp] and senior student David Clarke.

Add one--Construction on Madison Campus to Aid Handicapped

Graaskamp, a native of Milwaukee, was all too familiar with campus handicaps for the handicapped, but in spite of confinement to a wheelchair, he had earned a Wisconsin Ph.D. in 1964 and had taught in the University's School of Commerce since 1958. He has recently found special distinction in winning a 1966 Kiekhofer Award for his outstanding teaching.

Clarke, a senior student greatly interested in architecture, was not physically handicapped but he saw in the invitation of the University an architectural challenge as well as a chance to help others.

From one end to the other, the two surveyed the campus, listing the traps for the disabled student and suggesting ways for improvement. "We gained our major ideas from their survey," said John A. Paulson, University architect in charge of the conversion plan," and adopted their suggestions wherever it was possible."

Paulson emphasized that the continuing program to ease the path of the handicapped, supported out of the remodeling budget, now modifies entrances only to the extent of providing at least one negotiable one in each major building, and in all such remodeling, the basic architecture and beauty is being maintained.

To date, simple ramps have been constructed at one or more entrances of the Social Studies Building, the Wisconsin Center, the Memorial Library, Science Hall, and the Breese Terrace Cafeteria. Two larger and more complex entrance ramps have been erected at the Memorial Union and Birge Hall and another such in front of Bascom Hall is under consideration. Sterling Hall now has an interior ramp extending to Van Vleck Hall's "bridge" and ramped sidewalk curbs are to be found, the cement freshly set, beside the Commerce and Social Studies Buildings and at the entrance to Bascom Hall parking lot.

Eight toilets and stalls designed for the handicapped have also been placed in operation--one for each sex at Bascom Hall, the Union, the Commerce Building, and the Memorial Library.

Add two--Construction on Madison Campus to Aid Handicapped

"We're just beginning on the engineering campus," Paulson said, and added that a number of the time-honored buildings on the "Hill" were originally designed with entrances at grade and have therefore always been the easy ones for the handicapped.

"We're doing the same sort of remodeling on the Milwaukee campus," Safety Director Rupp pointed out, "but we're in a much better position to do so because of the flat terrain and the concentration of the buildings."

The State's newest public buildings and those still to come will hold fewer obstacles for the handicapped, Rupp indicated. A late 1963 Wisconsin Administrative Code enacted by the Industrial Commission requires that every public construction begun in 1964 or thereafter must have at least one entry at ground level and at least one restroom facility for each sex, designed for the convenience of the handicapped.

With such installations required in the new halls of ivy and the University's extending efforts to reduce old hazards, the future for the physically limited student appears promising.

"This will go farther," Rupp pointed out. "Ultimately we'll be concerned with elevators, telephone booths and telephones which meet their special needs, with things like washbowls and drinking fountains at a proper height, and with more and easily reached handrails."

# # #

# U.W. NEWS

From The University of Wisconsin News and Publications Service, Bascom Hall, Madison 53706  
Telephone (Area Code 608) 262-3571

Release: Immediately

5/12/66 vh

MADISON, Wis.--Five young assistant professors among the University of Wisconsin faculty were cited for teaching excellence and each presented with a \$1,000 award at a Madison campus faculty meeting on Thursday.

The Emil H. Steiger Teaching Award was given to Michael E. Sabbagh (SAB-BA) of the geography staff, and William H. Kiekhofer Teaching Awards went to Richard B. Byrne, speech; James A. Graaskamp, commerce; Robert R. Borchers, physics, and Joseph E. Milosh, Jr., English.

Graduate School Awards of \$500 each, to reward and encourage fine teaching, were presented to ~~eight~~ teaching assistants at the same meeting.

The Steiger and Kiekhofer Awards were presented by Angus Rothwell, State Superintendent of Public Instruction and member of the University's Board of Regents.

Given annually since 1959, the Steiger Award memorializes the late pioneer business leader, Emil H. Steiger of Oshkosh, father of University of Wisconsin Regent Carl E. Steiger. The Kiekhofer Awards, established in 1953, are memorials to the late William H. Kiekhofer, beloved and colorful professor of economics who was teacher to more than 70,000 students during his 38 years on the Madison campus. Until the current year, no more than two were awarded annually.

Candidates for the Steiger and Kiekhofer teaching prizes are nominated by their departments and chosen by a faculty awards committee. They usually hold the rank of instructor or assistant professor, and must have demonstrated at Wisconsin exceptional teaching ability. The candidate also must have been selected by his department for a full-time appointment in 1966-67 and must be planning a career involving teaching.

Add one--Teaching Awards

Zoology Prof. Donald H. Bucklin, chairman of the awards committee, said selecting winners was exceptionally difficult this year because of the large numbers of highly qualified candidates.

"We had great trouble whittling down from 10," he said. "When you get down to the last 10 or 12, these are all fine teachers."

Kiekhofer heirs generously reduced the dilemma by increasing funds sufficiently to make four awards this year.

James Graaskamp, 32, born in Milwaukee and son of Mr. and Mrs. Arnold Graaskamp (7824 N. Links Circle), Milwaukee, began his teaching at Wisconsin with an appointment as teaching assistant in 1958. He became an instructor in commerce in 1962 and assistant professor in 1964. He received the Ph.D. from Wisconsin in 1964. Rollins College granted him his B.A. and Marquette University his M.B.A.

Michael Sabbagh (Steiger Award), 32, is a native of Johannesburg, South Africa. He became an assistant professor in Wisconsin's department of geography in 1964 following two years of teaching at the University of California, Riverside. He holds from the University of the Witwatersrand, South Africa, one bachelor's degree in mathematics, another in geography. He received a Wisconsin Ph.D. in 1961. He has also taught earth science courses at Dartmouth College.

Robert Borchers, 30, holds a bachelor's from the University of Notre Dame and two advanced degrees from Wisconsin. The Chicago born teacher was appointed an instructor in Wisconsin's department of physics after earning the Ph.D. in 1961 and in 1962 was promoted to assistant professor. He took a leave of absence from the Madison campus, 1964-65, in order to study at the Bohr Institute, Copenhagen, on a Sloan Foundation Fellowship.

Joseph Milosh, 29, a Champaign, Illinois native, joined the University of Wisconsin English faculty as an instructor in 1963. He earned an A.B. from St. Edwards University and the M.A. and the Ph.D. from the University of Illinois. He spent four years as a graduate assistant at Illinois. On a fellowship granted from Illinois, he carried out independent research at the British Museum during the second semester, 1961-62.

Add two--Teaching Awards

Richard Byrne, 31, joined Wisconsin's department of speech in 1962 after receiving his Ph.D. at the University of Iowa in the same year. Born in Independence, Missouri, he holds a master's degree from Iowa, and a B.A. from William Jewell College.

Some 35 persons including this year's recipients have won the faculty teaching prizes since they were established in the 1950s, Bucklin pointed out. Most of them are still at Wisconsin further distinguishing themselves in faculty or administrative positions. The list includes Robert Clodius, vice president and professor of agricultural economics; Michael Petrovich, professor of history; James Skiles, electrical engineering; Alvin Whitley, English; August P. Lemberger, pharmacy; Donald H. Bucklin, zoology; Karl Kroeber, associate dean of Graduate School and professor of English;

James W. Cleary, assistant chancellor and professor of speech; Edward R. Fadell, mathematics; Lucius J. Barker (University of Wisconsin-Milwaukee), political science; B. Robert Tabachnick, education; Richard Greiner, electrical engineering; Reginald Horsman (UW- Milwaukee), history; Thomas Thorson, political science; Leonard E. Ross, psychology; Donald Novotny, electrical engineering; Charles W. Anderson, political science;

G. Thomas Tanselle, English; John G. Bollinger, mechanical engineering; Herbert Jacob, political science; Goodwin F. Berquist (UW- Milwaukee), speech; Norman K. Risjord, history; and Richard A. Gaggioli, mechanical engineering.

The list also includes seven who have left Wisconsin. They are Charles W. Curtis, mathematics, now at Princeton; Israel Abramowitz, commerce, Ohio State; E. James Arthur, psychology, University of Colorado; John Margrave, chemistry, Rice University; Wayne Swift, electrical engineering, now of Control Data Corp., Minneapolis; Eugene Kaelin, philosophy, Florida State; and James Rathe (UW- Milwaukee), education, University of Maryland.

# uw news

From The University of Wisconsin News and Publications Service, Bascom Hall, Madison 53706 • Telephone: (608) 262-3571

Release: **Immediately**

**3/14/68 ns**

## CAMPUS BRIEFS

MADISON--Prof. James A. Graaskamp of the University of Wisconsin Graduate School of Business at Madison will present a paper at the Midwest Business Administration Association annual meeting at Minneapolis April 19.

His paper is titled "A Computer Program for Predicting Private Development of Ancillary Facilities Near University Campuses."

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MADISON--Lewis M. Cline, University of Wisconsin professor of geology, has been appointed chairman of the Academic Advisory Committee of the American Association of Petroleum Geologists.

The committee, a group of 50 or more geologists drawn from faculty and administrative ranks at American universities, serves as a liaison body between geologists engaged in academic work and those serving with petroleum companies.

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# uw news

From The University of Wisconsin News and Publications Service, Bascom Hall, Madison 53706 • Telephone: (608) 262-3571

Release: **Immediately**

3/29/68 jb

MADISON--Three members of the University of Wisconsin Graduate School of Business in Madison will present papers at the fourth annual meeting of the Midwest Business Administration Association in Minneapolis April 18-20.

Prof. Fremont A. Shull, association president, will chair a session on graduate education and speak at a meeting on accounting.

At an industrial relations panel, Prof. Andre L. Delbecq will discuss "Sensitivity Training-Its Place in Contemporary Management Development Programs."

Prof. James A. Graaskamp's paper is titled "A Computer Program for Predicting Private Development of Ancillary Facilities Near University Campuses." His section is "Problems of Urban Land Economics for a Growing University."

Profs. Delbecq, Shull, and Alan C. Filley will deliver discourses at the Midwest Academy of Management Conference in St. Louis April 5-6.

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# uw news

From The University of Wisconsin News and Publications Service, Bascom Hall, Madison 53706 • Telephone: (608) 262-3571

Release: **Immediately** 9/19/68 jb

## CAMPUS BRIEFS

MADISON--Two major addresses will be delivered in Minneapolis next week by Prof. James A. Graaskamp of the University of Wisconsin School of Business, Madison.

On Wednesday, Sept. 25, he will speak to the annual convention of the National Real Estate Licensing Officers on the topic "Problems and Trends in Licensing Real Estate Brokers and Appraisers." Prof. Graaskamp will keynote the meeting.

When he addresses the state convention of the Minnesota Board of Realtors Thursday, Sept. 26, he will discuss "What's Wrong With the Income Approach to Values?"

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MADISON--"Decision Rules for the Optimal Behavior in the Automobile Insurance System" is the title of a paper to be presented in Germany Sept. 27 by Prof. Christoph Haehling von Lanzenauer of the University of Wisconsin faculty.

A member of the School of Business staff since 1967, he will address the German Society for Operations Research in Dortmund. Prof. Haehling von Lanzenauer taught at the University of Bonn, Germany, before coming to Madison.

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- more -

# feature story

From The University of Wisconsin News and Publications Service, Bascom Hall, Madison 53706 • Telephone: (608) 262-3571

Release: Immediately

5/18/71

(SENIOR PROFILE)

ATTENTION: SPORTS EDITORS

By GARY D. WILLIAMS

MADISON--The big jump from jarring tackles on the gridiron to academic excellence in the classroom was achieved at the University of Wisconsin by senior Jim DeLisle.

DeLisle, a 6 ft.-4 in. 255-pound Wausau native, will graduate with a B average.

Football fans have known him as a rugged defensive dependable who played in 1968, 1969, and 1970 for the Wisconsin Badgers. Last fall the Associated Press picked him as one of the four top tackles in the Big 10 Conference.

The dual life of a student and football player he led on the Madison campus went hand in hand. A football tender paid most of his education costs. And the education now gives him an alternative career.

DeLisle started his college career in engineering, but changed to the School of Business where he has majored in real estate and organizational management. In retrospect, Jim said he is thankful he went to the UW-Madison for his education, "mainly for the diversity of thought."

Prof. James A. Graaskamp, his advisor, has had the most impact on his own thinking. DeLisle noted:

"He is totally handicapped, confined to a wheel chair, and can move only one hand. Yet he always has time for students. His knowledge of housing problems is amazing."

Add one--DeLisle

Jim plans to continue his education in real estate. He sees many problems in the field and hopes to do something about them: "I am mainly interested in low-income housing programs. Bureaucratic red tape, strict regulations, and double financing procedures work against the poor people rather than work for them.

"Many educated persons are unable to figure out the regulations. And there is nobody telling the poor and uneducated and minority groups that low-cost housing is available."

When the big husky first came to Madison, he did not have a scholarship. "At Wausau Newman High School," he explained, "I was injury prone. And most of the scholarships and tenders went to fellows from the larger schools."

But DeLisle moved out to prove that he could make the Badger team despite coming from a small school and being a comparatively unknown prep performer. It took him only <sup>a</sup> semester to earn a scholarship and varsity recognition as a stand-out defensive star.

Elroy Hirsch, UW athletic director and also a Wausau native, said: "Jim may not have been the fastest man on the team, but he was among the leaders in the all-important quality--desire."

The Green Bay Packers will take a look at DeLisle when training camp opens July 15, and the same desire that brought him football honors and a high academic average at Wisconsin may earn him a Packer jersey.

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# uw news

From The University of Wisconsin News and Publications Service, Bascom Hall, Madison 53706 • Telephone: (608) 262-3571

Release: **Immediately**

1/14/70 jb-rf

MADISON--Dr. James A. Graaskamp, professor of real estate at the University of Wisconsin Graduate School of Business in Madison, has been named a member of the American Society of Real Estate Counselors.

An expert on municipal land management and education and employment of the handicapped, Prof. Graaskamp won the UW William Kiekhofer Teaching award in 1966.

The society is an affiliate of the National Association of Real Estate Boards.

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MADISON--Two members of the teaching staff of the Naval Reserve Officer Training Corps unit at the University of Wisconsin in Madison have received promotions to the grade of lieutenant commander.

They are Thomas J. Kile and James W. LaPean, both assistant professors of naval science. Col. W.F. Dyroff, commanding officer of the UW NROTC, presented the promotions.

Lt. Cmdr. Kile, son of Dr. and Mrs. Marvin W. Kile, Creighton, Neb., graduated from the U.S. Naval Academy in 1962. He is an instructor of navigation and naval operations.

Lt. Cmdr. LaPean, son of Mr. and Mrs. William D. LaPean, Stevens Point, graduated from Ashland High School in 1955, and Northland College, Ashland, in 1960. He is an instructor of naval weapons.

# feature story

From The University of Wisconsin-Madison / University News and Publications Service, Bascom Hall, Madison 53706 / Telephone: (608) 262-3571  
**Immediately**

6/21/72

Release:

By MARK P. McELREATH

MADISON, Wis.--Communities everywhere are facing a housing crisis. In Madison, neighborhood groups, college students, professors, and local businessmen have teamed together on a remodeling project that offers a new solution to current problems.

Nine students from the University of Wisconsin-Madison, their professors and assistants, as part of a unique course in housing construction and real estate, formed a private corporation early this year and bought two rundown houses on Madison's near eastside and are now remodeling them.

The students, only voting members of the board of directors of the Badger Redevelopment Corp., will sell the houses at cost. They purchased the buildings for approximately \$10,000 each, and they expect to sell the homes in the \$13,000 to \$14,000 range.

The students sought the advice of the Marquette Neighborhood Association, families living in nearby housing, and especially the family of four occupying one of the buildings. As one student explained:

"Rather than work for a profit, we want to work with the neighborhood, retain the single-unit housing concept, and help build up the neighborhood atmosphere."

All remodeling plans are prepared by the students, who also do most of the construction work themselves. Equipment, tools, and supplies have been donated or sold at a discount to the students. The Lucey Realty Co. gave up most of its commission when the students bought the houses. The First Wisconsin National Bank also is a major backer of the project.

Add one--housing project

Initial funds for this project came from the \$160,000 savings claimed by UW Pres. John C. Weaver when he reduced the size of the pre-merger central administration. Sixteen other projects aimed at improving undergraduate teaching also received funds from this saving--four others on the Madison campus, five in Milwaukee, four in Green Bay, one in Parkside, and two grants to the Center System.

"Our approach to urban renewal--working with the people to keep the neighborhood looking like they want it to--is much better and cheaper than having the federal government come in and tear down all the buildings and put up some big complex," one student said.

Willie J. Parker, his wife Rainey, and two children were living in one of the buildings when the students bought it. Now they are living temporarily in the building next door that the students also bought, while the students remodel their old home. The Parkers have watched suggestions they offered turn into reality. The students also are helping the Parker family find financing to purchase their new home.

The non-profit Badger Redevelopment Corp. will also help whoever buys the second home find proper financing. The home at 1408 Jenifer st. is for sale now.

A minimum hourly wage will be paid the students, but they also will earn college credit. The course, designed by (Business Prof. James A. Graaskamp) and Agricultural Engineering Prof. Dick J. Stith, is meant to "expose the middle-class student to conditions and to cultural patterns which they treat in theory." According to Graaskamp, the course is a success:

"The students have learned about a lot of practical matters. We have had red tape problems from the University, local unions, and others, but it has been a valuable learning experience for all the students."

The students said they still need landscaping materials, particularly ready-mix concrete, railroad ties, dirt, and plants. Anyone who could donate such items can call Prof. Graaskamp at 238-8452.

Add two--housing project

This year's students are:

Jerry R. Draeger, Milwaukee; L. David Wood, Greendale; Robert A. Sigrist, New Berlin; Thomas L. Hoskens, De Pere; Terry N. Hilgenberg, Shawano; and Robert L. Hubbs, Jan W. Klund, Robert L. Pfeifer, Thomas D. Ripple, all of Madison.

If deemed worthwhile and practical, the course may be offered again next year.

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UNIVERSITY OF WISCONSIN-MADISON

GRADUATE SCHOOL OF BUSINESS

1155 Observatory Drive  
Madison, Wisconsin 53706



April 8, 1976

MEMORANDUM

TO: Jack Burke

FROM: Prof. James A. Graaskamp

RE: Meet the Professor Feature - 150 Words on the Teaching Art

Our Real Estate Department within the School of Business believes the primary task of a real estate university professor is to teach students the analytical process, the drama, the social significance, and the fun of real estate. Most of our graduates enter the real estate industry directly, prepared to proselyte for the advanced methods, for the ethics of land use, and for the reforms suggested and advocated in class so that we impact throughout the state. Good teaching requires enthusiasm, sensitivity to the individual student, and the leadership to drive students well beyond accepted workload norms. Today students respond magnificently to that type of teaching but unfortunately university budgets, academic peer groups, and the real estate industry provide less than full support for that approach.

Jack -

I had another paragraph on your original letter as to personal outlook but apparently you wanted something heavier. Is the above too heavy?

A handwritten signature in black ink, appearing to read "James A. Graaskamp".

UNIVERSITY OF WISCONSIN-MADISON

GRADUATE SCHOOL OF BUSINESS

1155 Observatory Drive  
Madison, Wisconsin 53706



December 8, 1975

MEMORANDUM

TO: Jack Burke  
University News Service  
115 Science Hall

FROM: James A. Graaskamp

RE: The Residential Real Estate Market

ARE SINGLE FAMILY DETACHED HOMES PRICED OUT OF REACH FOR YOUNG COUPLES?

While the average price of new or used homes has never been higher, the critical factors are the amount of downpayment required and the monthly payment necessary to carry the mortgage, real estate taxes, and other fixed costs of home ownership. In general this monthly payment should not exceed 25% of family income. Thus if only the husband is working it is very difficult to purchase a typical suburban home on \$12-15,000 a year income. However, if the wife is also working, particularly at a skilled or professional occupation and is willing to continue doing so, the young couple can still acquire and begin to pay for that suburban dream home.

The job is made easier if the family automobile and basic furniture and household equipment have been paid for, before purchasing the home. Nevertheless, high interest rates, rising real estate taxes as well as the cost of construction and land, mean the monthly payment must be met at the expense of other alternatives such as travel, liquid savings, or starting a family. These tradeoffs may not be acceptable to the active couple who wish to travel, enjoy the north woods, etc. Thus many couples are choosing to postpone children and the detached home for a lower cost apartment and more dollars to pursue other interests.

ANY RELIEF IN SIGHT?

The conventional suburban home will continue to inflate in cost to buy and to operate until demand is insufficient to absorb the normal turnover of existing homes as people move or change life style. However, many young couples are beginning to acquire older, run-down properties in established parts of the city and renovating them, doing much of the work themselves. They reduce their dependency on the automobile and build equity by improving resale value of their home through their own efforts. Others are choosing ownership in townhouse projects and condominiums to gain the economies of

land and construction which multi-family projects may offer or may apply to extra amenities such as swimming pools and tennis courts. Other couples are spending more rent dollars for spacious apartments and building an equity in a recreational home at a lake or skiing area.

#### HOW IS THE CURRENT MARKET?

In general there is adequate mortgage money if someone can afford interest rates of 9-10%, unlike a few years ago when there was no money at almost any price. Wisconsin offers very favorable financing to state veterans and some sellers are resigned to providing land contract terms to buyers. However, the market is a little sluggish as fewer people may qualify for the higher loans required and fewer people choose to sell their home for another, knowing the next one will cost them much more per month than their existing home.

#### WHAT DOES THE FUTURE LOOK LIKE?

The single family home market is changing, not only because of cost but also because of energy costs, real estate tax policy, and changing life styles and objectives for the young couples who no longer always dream of a home in the suburbs as their ultimate objective. For many reasons people will buy smaller homes, on smaller parcels of ground closer to the existing city, and postpone that purchase longer than has been the case in the past.

#### ANY ADVICE FOR HOME BUYERS?

The home buyer today should not be impatient to invest on a Sunday afternoon compulsion. He should define his locational preference very precisely, then define space needs, and then ally himself with a single reliable real estate broker and play a waiting game until something suitable comes on the market that is a close fit to original objectives. Because the right house is not listed for sale just at this time doesn't mean one will not appear on the market in the next three to six months. Buy location and required space and expect to update and renovate over the years rather than hop from one house to the next.

Release:

Immediately

7/8/76 jb

CONTACT: ( Prof. James A. Graaskamp ) (608) 262-6378

ATTENTION: Business Editor

### BUYERS PREFER EXISTING HOMES, REAL ESTATE EXPERT REPORTS

MADISON--Rather than building their own dream house at the edge of a suburban development, more people appear to prefer buying existing homes, a University of Wisconsin-Madison business-real estate expert observes.

Prof. James A. Graaskamp notes that the market for existing homes in the \$30,000-\$40,000 class has been extremely strong in the past few months. He says:

"People are going for houses in proven locations with established landscaping and neighborhood appearance, in lieu of erecting their own house on their own lot.

"As far as newly-built homes are concerned, I expect to see the average price fall a little. These are being built smaller or are parts of townhouse complexes. There is a lag in the delivery time for new construction, and so builders who have decided to offer smaller, more basic single-family models are just now starting to provide a finished product ready for purchase."

Another factor, he explains, has been the ongoing auction of existing condominiums "and this may depress average property prices."

Looking ahead, Prof. Graaskamp sees somewhat higher initial costs for smaller homes due to a bigger investment in energy conservation features and even partial adaptation to solar energy. He adds:

"A technological breakthrough to lower costs is not likely since the vested interests of both construction unions and material suppliers militate against building code changes to facilitate innovation."

# research news

From the University of Wisconsin-Madison / University News and Publications Service, Bascom Hall, Madison 53706 / Telephone (608) 262-3571

Release: **Immediately**

**2/6/74**

**UIR SCIENCE WRITING DIVISION  
University-Industry Research Program (608-263-2876)**

**Further information: Prof. Graaskamp (608-262-6378)**

**By MARY ANN WEST  
UW Science Writer**

## **NEW COMPUTER PROPERTY APPRAISAL FAST--CUTS ERRORS**

**MADISON, Wis.--A computerized property appraisal system developed at the University of Wisconsin-Madison School of Business may help solve growing tax assessment problems, according to real estate professor (James A. Graaskamp.)**

**In a Bayside, Wis. property appraisal study, graduate student Keven Hansen and Graaskamp found that a computer program was able to cut appraisal costs per residence from \$30 to \$1.37 while reducing appraised error by two-thirds.**

**Written by Robert Knitter, director of the University's computing center, the program was designed to provide yearly valuation of individual properties with speed and accuracy.**

**Many Wisconsin tax assessors in recent years have lagged five to six years behind in property tax assessments, actually appraising only a fraction of properties in their municipalities each year. The program can be used to value properties annually, thus eliminating a large jump in taxpayers' assessments every three or four years.**

**"Under the present system," explained Graaskamp, "if the market value of the community is understated, it will receive less than its share of state aid and individual taxpayers will carry unequal tax burdens."**

Add one--MKTCOMP

The program is different from other computerized appraisal programs in its use of the traditional market comparison method of assessment in which assessors assign a value to a property based on what properties with similar characteristics have sold for.

The program, named MKTCOMP, is accessed via teletype to the GE Mark III Information System. Data on properties already sold, including the number of rooms, design, and quality of the houses are stored by the assessor. He then stores in the computer the data on those properties to be valued. MKTCOMP finds the closest matches between the two sets of properties, making adjustments for differences, and thus assigns a market value to the properties under consideration.

"MKTCOMP actually simulates the method an appraiser uses," Graaskamp said. "It permits an assessor to exercise his judgment and experience."

Hansen concluded that MKTCOMP, in comparing a sample of 16 test properties sold in 1973 to 100 other property sales, estimated selling prices for individual properties more accurately than either an assessor or a previously-tested computer program using regression analysis.

MKTCOMP's average dollar error per property was \$7,000 less than the error of the assessment on record. Further, MKTCOMP processed one property per minute and would be able to value all 1,127 properties in Bayside in less than 20 hours of computer and analyst time.

MKTCOMP is now part of the Educare computer network. Educare, a non-profit corporation owned by the professional appraisal societies, offers educational courses and a library of real estate programs to real estate professionals.

This study was sponsored by the UW-Madison Graduate School Research Committee.

(MEET THE PROFESSOR SERIES)

IMY

/ 1/76 jb

MADISON--Both his teaching achievements and his fishing prowess have won much praise and admiration for University of Wisconsin-Madison (Prof. James A. Graaskamp).

His course in the Graduate School of Business, the Real Estate Process, is taught to more than 150 students every semester. His "land use gospel" has a broad audience throughout the campus, attracting students from business, landscape architecture, urban and regional planning, economics, agricultural economics, and a variety of civil and environmental areas.

In 1966 he won the William H. Kiekhofer Teaching Award.

Wisconsin's Handicapped Man of 1970, Prof. Graaskamp, 43, a native of Milwaukee, is a quadriplegic confined to a wheelchair since he was stricken with polio 26 years ago. He has been a leader in the on-going campus program to wipe out barriers that make attending classes more difficult for ~~the~~ handicapped persons.

He is responsible for the construction administration program, a four-year course which combines home architecture, business administration, and civil engineering. He says:

"That's what I like about real estate. It's a universal subject that allows me to dabble in all fields. Our department believes that the primary task of a real estate professor is to teach students the analytical process, the drama, the social significance, and the fun of real estate.

"Our graduates enter the industry directly, prepared to fight for the advanced methods, the ethics of land use, and for the reforms needed--so we show impact throughout the state.

"Good teaching requires enthusiasm, sensitivity to each student, and the leadership to drive students well beyond accepted workload norms. Today's students respond magnificently to that type of teaching, but unfortunately, university budgets, academic peer groups, and the real estate industry provide less than full support for that approach."

add one--GRAASKAMP

Several years ago, Prof. Graaskamp gave his students a practical taste of the business world when they bought, remodeled, and resold two Madison homes. "It was some of the cheapest urban renewal in the city," he comments.

His hobby of fishing from coast to coast and his electric-powered fishing gear, he claims, "is notorious from the Bahamas to the ~~S. S.~~ Pacific." His interest in angling was spurred a decade ago when several of his students designed a reel operated by an electric motor. "That free reel has cost me a fortune since then, but brought me many hours of great sport."

As an English major, stressing creative writing, Graaskamp received his first degree at Rollins College in 1955. He earned his M.A. in finance at Marquette University in 1957, and his Ph.D. in urban land economics and risk management at Madison 12 years ago. After serving as a teaching assistant for three years, he joined the Madison faculty in 1961.

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# feature story

From the University of Wisconsin-Madison / News Service, Bascom Hall, 500 Lincoln Drive, Madison 53706 / Telephone: (608) 262-3571

Release: Immediately

3/3/78 rm

CONTACT: Prof. James A. Graaskamp (608) 262-6378

## NEW COMPUTER PROPERTY APPRAISAL SYSTEM IMPROVES EQUITY

MADISON--A computerized property appraisal system developed at the University of Wisconsin-Madison School of Business has helped solve growing tax assessment problems, according to real estate Prof. James A. Graaskamp.

Graaskamp concluded the system, called MKTCOMP, has worked "quite well" since being introduced in the village of Maple Bluff (Wis.) in May 1977 as the official property appraisal system.

Maple Bluff has about 1,600 residents and approximately 560 separate property parcels.

Graaskamp and Robert Knitter, director of the School's computer services, serve without pay in conducting the experiment, while the village of Maple Bluff pays for computer and clerical time used at the University.

"This system differs significantly from other automated appraisal systems that have been put into effect," Graaskamp explained. "The program uses the traditional market comparison method in which assessors assign a value to a property based on what properties with similar characteristics have recently sold for. The taxpayer's file is complete and easily understood."

The better-known multiple regression assessment system, based on statistical theory, have several problems, Graaskamp believes. The taxpayer cannot compare individual properties because the regression system compares a single property to an average of all other properties. Second, many taxpayers and some assessors have difficulty understanding the sophisticated statistics of the regression system, and

are therefore suspicious of it. Finally, Graaskamp believes chances for error in predictions of value based on the statistical method are high, putting the average taxpayer at a "significant disadvantage" in appealing the conclusion.

"Taxes in the village have leveled," Graaskamp said. "Assessments in Maple Bluff using the MKTCOMP system brought taxes for some residents down by as much as \$800 a year, although many experienced an increase of about \$50. Last year we raised the ratio of assessed value to market value from 20 to 90 percent and had only four appeals. I think this shows people believe the system is fair."

The MKTCOMP system produces a written inventory of a property's components, in a form the taxpayer can easily understand. The value of the home's accessibility to a nearby lake, for example, is determined by making a mathematical comparison with the most similar homes recently sold.

"Our approximate predictions of selling price have been very reliable," Graaskamp observed. "Our tests indicate the system is more reliable than either individual appraisers or multiple regression systems."

In addition, MKTCOMP enables assessments to be made on an annual basis, thus eliminating a large jump every three or four years. In a previous study, Graaskamp found that a computer program was able to cut appraisal costs per residence from \$20 to \$1.50 (not including data collection), while reducing appraised error by two-thirds.

While he emphasized that MKTCOMP is still an experiment, Graaskamp said he believes small tax districts could easily use the system for property appraisal through mini-computers, which can be purchased for less than \$10,000. A "canned" MKTCOMP program, he said, could be run by someone with a minimum background in property appraisal, reducing scarce appraisal talent for one-of-a-kind type properties.

The computerized system may soon be applied to some larger communities. Other forms of MKTCOMP are now being used by the U.S. Bureau of Indian Affairs and the U.S. Wildlife Service. MKTCOMP can be applied to farms, wilderness, ranch land, homes, and small multi-family rental units, according to Graaskamp.

# uw news

From The University of Wisconsin-Madison / News Service, Bascom Hall, 500 Lincoln Drive, Madison 53706 / Telephone: (608) 262-3571

Release: **Immediately**

**12/7/78 jhs**

## **SABBATICAL LEAVES GRANTED 12 UW-MADISON FACULTY MEMBERS**

MADISON--Twelve University of Wisconsin-Madison professors have been granted one-semester sabbatical leaves during 1979-80 to further the effectiveness of their teaching techniques and courses, the chancellor's office announced Thursday.

Given in part to recognize teaching excellence, the sabbatical awards were instituted in 1976. Projects planned by the faculty members during their paid leaves next year range from creating<sup>9</sup>business ethics course to finding better ways to teach statistics and communicative disorders.

The list of faculty members and their projects was presented to the UW System Board of Regents' education committee Thursday afternoon.

In most cases the teaching duties of those awarded sabbatical leaves are assumed by their colleagues.

The professors, departments and activities are:

--Ron Allen, educational curriculum and instruction, to develop a course on speech communication instruction in the grade schools and produce curriculum materials for the use of Wisconsin grade school teachers.

--John R. Cameron, medicine, radiology and physics, to study bone measurements and develop quality control instruments.

--R. Booth Fowler, political science, to study evangelical Christians, the intellectual history of religious-political thought and religious-connected voting behavior in an attempt to adapt political science insights in these areas.

Add one--sabbatical

(-James A. Graaskamp,) real estate and land economics, to update marketing research statistical techniques and revise the Housing Economics course.

--William Hay, philosophy and educational policy studies, to develop teaching materials for a course in business ethics.

--William G. Hunter, statistics and the Engineering Experiment Station, to develop teaching modules in statistics for students in a variety of science courses, devise new approaches in undergraduate statistics courses, revise curriculum for master's degree candidates and develop computer programs in teaching experimental design.

--Ronald Netsell, communicative disorders and rehabilitative medicine, to develop skill in using electrophysiologic techniques to study speech disorders due to nervous system damage and develop rehabilitation methods.

--Philip Perrone, educational counseling and guidance, to identify the factors which people consider in course planning, and add to career development courses and Guidance Institute for Talented Students.

--Richard Ringler, Scandinavian studies and English, to develop materials for courses in Old English, Scandinavian studies and medieval studies.

--Sheldon D. Rose, social work, to revise and develop two courses, Interpersonal Skill Development and Small Groups in Social Work Practice, along with constructing course manuals and developing a role-playing text for both.

--Mary L. Woodworth, Library School, to investigate the development of young adult literature and advise the Library School and Cooperative Children's Book Center on adolescent literature; and

--Steven Yussen, educational psychology, to develop new courses in adult development and aging.

# UW news

From The University of Wisconsin-Madison / News Service, Bascom Hall, 500 Lincoln Drive, Madison 53706 / Telephone: (608) 262-3571  
**Immediately**

4/8/77 emd

Release:

CONTACT: ( James Graaskamp ) (608) 262-6378

## CENTER FOR DISABLED PERSONS WILL OPEN

MADISON--A Resource Center for Disabled Persons will open April 12 at the University of Wisconsin-Madison. The center will offer students, faculty, and staff who are limited in any of life's major functions information about facilities, housing, transportation or anything else that will help them adjust to the large, hilly campus.

The center will also be a place where disabled persons can help make the campus adjust to them. Its staff will collect information about what buildings are inaccessible, what educational materials are hard for disabled persons to obtain, and what services disabled persons need. The information will then go to the faculty and administration.

The center will be staffed by two work-study students trained to work with the disabled, Mary Ellen Norton of dance therapy and Marilyn Ley of nursing. Beyond their information services the staffers will provide emergency assistance, such as reading for a blind student whose regular reader didn't arrive.

The office will be temporarily located in 117 Bascom Hall. Service hours will be noon to 4:30 Mondays, one to 4:30 Tuesdays, nine to one and three to 4:30 Wednesdays, three to 4:30 Thursdays, and one to 4:30 Fridays. The telephone number is 263-2741 and a tape recorder will take messages when the office is closed.

Add one--center for disabled persons

The resource center, which will move to a permanent office at 77 Bascom when remodeling is completed, is a product of the Chancellor's Committee for Disabled Persons on Campus, which business professor James Graaskamp chairs. The University, a federal program, and private firms all contributed money to the project.

"Certainly it's an experiment," said Graaskamp, but he noted that the University of California at Los Angeles has handled a similar project successfully.

The center's opening parallels the rebirth of the Handicapped Students Association, an informal organization chaired by computer sciences student Deborah Honer of Monona. The HSA, which also existed in a different form in the 1960s, will serve as a place for handicapped students to discuss common concerns.

"It's not a club," said Graaskamp. He said the students want "some central point to which they can relate when they want to relate."

Graaskamp said finding out which students are disabled and might want to join the HSA or tell their experiences is a major problem. Student medical records are private, but next fall the registration form will ask students to identify their disabilities so they may be contacted by the HSA.

#/#

# uw news

From The University of Wisconsin-Madison / News Service, Bascom Hall, 500 Lincoln Drive, Madison 53706 / Telephone: (608) 262-3571

Release: **Immediately**

**9/22/78 emd**

**CONTACT: William L. Church (608) 262-1815 and  
James A. Graaskamp (608) 262-6378**

## **DISABLED GET GRIEVANCE PROCEDURE AT UW-MADISON**

**MADISON--**Disabled students or employees at the University of Wisconsin-Madison who believe they are victims of discrimination now have a grievance system.

The procedure was written by the Committee for Disabled Persons on campus and approved in August by Chancellor Irving Shain. It sets up a subcommittee of the disabled persons committee as a grievance board to act on appeals of non-academic grievances.

The procedure separates academic and non-academic grievances, drawing a line between questions such as whether a disabled student should be required to do some difficult laboratory task and whether the University should be made to build special equipment so the student is able to do it.

"You have a problem of turf here," said business Professor James A. Graaskamp, chairman of the Committee for Disabled Persons.

Deciding academic matters is a faculty responsibility, he said, and thus the grievance procedure leaves academic grievances up to the departments, colleges and schools. Graaskamp, a quadriplegic, said professors who review academic grievances must decide, "When are you helping the handicapped without really abridging the guts of the curriculum?"

The non-academic grievance procedure allows the appeals body to order spending as much as \$500 without other approval for such things as minor building repair, easier access or a reader for a blind student. Law Professor William L.

Add one--disabled

Church, who drafted the procedure, said the \$500 limit was set because, "We did not want anyone not representing the state making commitments that are going to have extensive monetary consequences."

Graaskamp and Church agreed that the new procedure is not a reaction to any serious problems in the past, but rather a way the disabled can express their requirements and make the University work more smoothly for them.

"What we are trying to do is anticipate," Graaskamp said, "and not make a problem that may arise in the future any worse than it need be."

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# UW news

From the University of Wisconsin-Madison / News Service, Bascom Hall, 500 Lincoln Drive, Madison 53706 / Telephone: 608/262-3571

Release: **Immediately**

**8/30/79 meb**

## **HIGHER PRIME RATE MAY NOT AFFECT MORTGAGE MONEY VERY MUCH**

MADISON--Recent eyebrow-raising leaps in the prime interest rate will be reflected by increases in short-term consumer loans but probably not in home mortgage interest rates, according to two University of Wisconsin-Madison business professors.

However, the increase of three percentage in points in one year for loans taken by businesses at the lenders' most favorable rate--the prime rate--will mean that new houses will cost more and that fewer of them may be built, real estate specialist (James Graaskamp) said.

"An increase in the prime means that contractors and builders will borrow less and produce less. They will have less in inventory," Graaskamp explained.

"A higher prime rate will reduce the demand for money by business," finance Professor James Pappas agreed. That reduced demand for more expensive money will come because businesses, including the housing industry, will "no longer find some investments to be profitable."

While the increase to 12½ percent for loans at the prime rate will not have a significant effect on mortgages, it will make financing an automobile, furniture, appliances and other durable goods more expensive, Pappas added.

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# uw news

From the University of Wisconsin-Madison / News Service, Bascom Hall, 500 Lincoln Drive, Madison 53706 / Telephone: 608/262-3571

Release: **Immediately**

**6/9/81 meb**

CONTACT: (James A. Graaskamp) (608) 262-6378

## NEW SAVINGS AND LOAN MORTGAGE RULES MAY EVEN THE SCORE

MADISON--Homeowners with traditional fixed interest rate mortgages have been getting rich while the savers who generate the capital for mortgages have been getting ripped off, says a business professor here.

But James A. Graaskamp, business professor and real estate specialist at the University of Wisconsin-Madison, believes recent changes in rules governing savings and loans associations will begin to even the score.

At the end of April, the Federal Home Loan Bank Board put into effect new rules that permit savings and loans associations to make loans with variable interest rates. The interest rate will follow the inflation rate and the buyer can choose whether to take the difference in variable monthly payments or a varying term of the loan.

Supporters of the change say it will generate more loans to home buyers because lenders will not be afraid of getting stuck with interest rates that have been surpassed by inflation. Detractors say it will scare buyers out of the market because they may not know, from month to month, how much their house payment will be.

"This fear of variable rate mortgages is overstated," according to Graaskamp. "Interest rates won't be changing month to month. The administrative cost of making the changes would be too high."

Add one--Graaskamp

"Buyers can expect modification of interest rates but to a degree that is not as dramatic as market rates overall.

"Mortgage rates are still behind interest rates for other long term funds. It's still a good buy for the money."

Low interest rates for real estate have fueled inflation by encouraging speculation, overbuilding and overbuying in the housing market, Graaskamp contends.

People have been buying houses that are bigger than they really need and builders have been putting<sup>up</sup> houses that are too big on lots that are too big--resulting in urban sprawl.

With more realistic mortgage interest rates, home builders will be in competition with industry re-investment, transportation network redevelopment and other uses of capital. "Homes are not going to have the priority they have had from the 1950s to the 1970s and that's probably a good thing," he continues.

Although variable rate mortgages will permit interest to drop if inflation slows, Graaskamp believes buyers should not anticipate any big changes.

"A drop of two or three percent will bring fixed high-interest mortgage holders back to lenders to refinance at the lower rates. They will be in competition for the available funds with new buyers. The competition will keep the interest rates up.

"A large drop in mortgage rates would be accompanied by economic deflation and a loss of confidence in the future that would cause an economic upset that would be far worse than what we have now.

"Homeowners should expect high interest rates for a long time to come."

###

**James Graaskamp—Business**

As a high school student in Milwaukee, James Graaskamp was busy collecting academic honors; letters in football, basketball, and track; a publications editorship; and the class presidency, when he was struck by polio. Thirty years later, he has proven it will take more than a crippling disease to slow him down.

Arriving at Rollins College in Winter Park, FL, Graaskamp was told it would take five years to receive his bachelor's degree; he did it in three. James Thurber being one of his idols, Graaskamp majored in playwriting and the humorous essay. "I was too much of an extrovert to stay home with a typewriter, however, and had always wanted to be a builder," he notes, "so the logical step was to go into business and real estate." Thus he headed to Marquette University where he received an M.B.A. degree in Finance and became an insurance professor, while running a home building business.

In 1964, Graaskamp received a Ph.D. degree in Urban Land Economics and Risk Management from UW-Madison, and ten years later became Chairman of the Department of Real Estate and Urban Land Economics. He received the University's William Henry Kiekhofer Distinguished Teaching Award in 1966, and four years later, was named Handicapped Man of the Year for the state of Wisconsin.

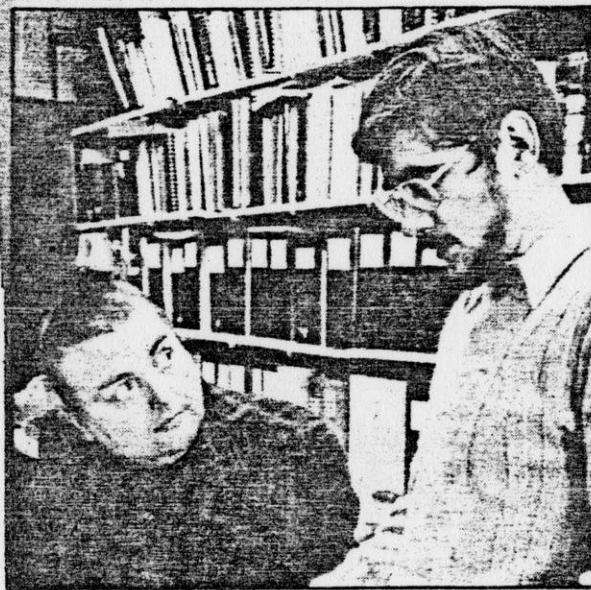
Graaskamp teaches in the areas of urban land economics, appraisal theory and methods, real estate investment and finance, real estate marketing research, residential and commercial property development, and risk management. His research activities include development of a variety of after-tax cash flow investment simulation models for real estate, innovative tax assessment techniques, recreational real estate development, and techniques of feasibility analysis.

Summer provides no vacation, as he conducts continuing education seminars on contemporary appraisal, both locally and across the country. He also organizes a biennial real estate seminar for alumni.

Graaskamp's experience in the private sector has been extensive as well. He has co-funded a local general contracting firm, a land development firm, and a farm investment corporation.

Graaskamp serves as a member of the Board of Directors of the Wisconsin Housing Finance Agency and is co-designer and instructor of the EDUCARE teaching program for computer terminal applications in real estate. He also serves as educational consultant for numerous groups.

What is his secret? "I don't take anything too seriously, myself included," he explains. "I also work seven days a week." As for James Thurber



**James Graaskamp**

and Graaskamp's venture into humorous writing, he says, "That is now largely confined to my annual Christmas letter and notes to those who disagree with me. I would really like to be remembered as an international sports fisherman!"

From the University of Wisconsin-Madison / News Service, Bascom Hall, 500 Lincoln Drive, Madison 53706 / Telephone: 608/262-3571

Release: **Immediately**

2/9/83 sjs

CONTACT: (James Graaskamp) (608) 262-6378, Gordon Orr (608) 263-3000

## DISABLED DESERVE TO ENTER FRONT DOOR, UW-MADISON PROF SAYS

MADISON--A good deal of money has been spent--the official estimate is more than \$2 million in the past 17 years--in an effort to make the University of Wisconsin-Madison campus accessible to the physically disabled.

That might seem a high price to some, but not to UW-Madison business Professor James Graaskamp.

"There is no reason the handicapped should not be able to go through the front door, instead of the back door where the trash is put out," said Graaskamp. "The justification for this work is simply that public capital should be used to make our buildings equally accessible to all the public."

Graaskamp is one who knows the feeling of having to use the back door. He has been making his way around the campus in a wheelchair since 1956, well before work began to open doors for him.

"Back then, I assumed that if you wanted to get up some steps, you got two strong students to bounce you up," he said. "But over the years, the idea has developed that not only should University buildings be accessible, but the accessibility should be as normal as possible."

Graaskamp has been long regarded as a campus pioneer in creating awareness of needs of the disabled. He said the University has done a "pretty good job" of dealing with the problems of access, first through an ad hoc committee in the 1960s, and more recently through a formal Campus Committee on Disabled Persons and the creation of a clearinghouse for the disabled called the McBurney Resource Center

Add one--disabled

The work has included a number of major building rehabilitation projects over the years, most recently in the Education Building, Music Hall, Mechanical Engineering, the old Red Gym, Babcock Hall, the School of Social Work and Science Hall. Rehabilitation has involved ramping to eliminate steps, installing elevators with braille indicators, and widening doorways, bathroom stalls and even entire corridors in narrow old buildings.

According to UW-Madison architect Gordon Orr, major building expenditures will end with completion of three more projects now underway--student services offices in the University Club, the Soil Science Building and the B-10 lecture hall in the Commerce Building.

"Not that all the problems are solved," Orr said. "But then we'll be able to go back and work on the smaller projects--adding railings, improving elevators, even adjusting the amount of pressure it takes to pull doors open."

The University also has begun what Graaskamp calls "the second phase:" an awareness that services for the disabled are as important as the elimination of architectural barriers, and that the term "disabled" is a broad one.

"There is a growing realization that the definition of disabled extends beyond those in wheelchairs or with hearing or sight impairments," Graaskamp said. "Circulatory problems, learning problems, emotional problems--all are disabilities."

The McBurney Center, he said, represents the University's commitment to the broader definition by providing individual services ranging from class notetakers to specialized equipment, and through programs to promote faculty and staff awareness of problems encountered by the disabled.

The Center, headed by Nancy Smith and Kitty Barry, is located in 75 Bascom Hall and available to any University students, faculty or staff members with disabilities. The center's telephone number is (608) 263-2741.

# Catching Up to Where We Ought to Be.

Look inside the timetable for an indication of how far the campus has come toward greater accessibility for the physically disabled. Listed there is every regular assignment classroom *not* usable by students in wheelchairs; there are only fourteen out of more than 400! The University has spent well over \$2 million in seventeen years toward making buildings and the campus itself negotiable by everyone.

Prof. Jim Graaskamp PhD '65, of the School of Business, has been in a wheelchair since coming here as a grad student in 1958. "Back then, if you wanted to get up some steps, you got two strong students to bounce you up," he said recently. "But since then has come the realization that not only should we all be able to get around inside buildings, but that we should be able to do so as normally as possible. There is no reason why the handicapped should not be able to go through the front door instead of back where the trash is put out. Public capital should be spent on *all* the public."

Seven large buildings have been rehabilitated in the last five years: Education, Music Hall, Mechanical Engineering, the Red Gym, Babcock Hall, the School of Social Work, and Science Hall. The Planning and Construction department is now working on three more: the upper levels of the University Club which house several student-service offices, the Soils Building, and the entrance to the large B-10 lecture hall in the Commerce Building. Last summer, University Housing completed a \$350,000 program in the dorms on the southeast campus and along the lake shore.

Now, campuswide, there are ramps, elevators with braille indicators, larger doorways, new bathrooms, wheelchair space in classrooms (achieved in some instances by removal of a few rows of seats), wider corridors where necessary, curb cuts.

"Not that all the problems are solved," said Gordon Orr MA '71, the campus architect since 1965. "But for the most part, we're now down to such things as adding extra railings or reducing the pressure needed to open a door. I feel good about what we've accomplished. We had a lot against us with the older buildings and the topography of the campus. There isn't much you can do to shave Bascom Hill."

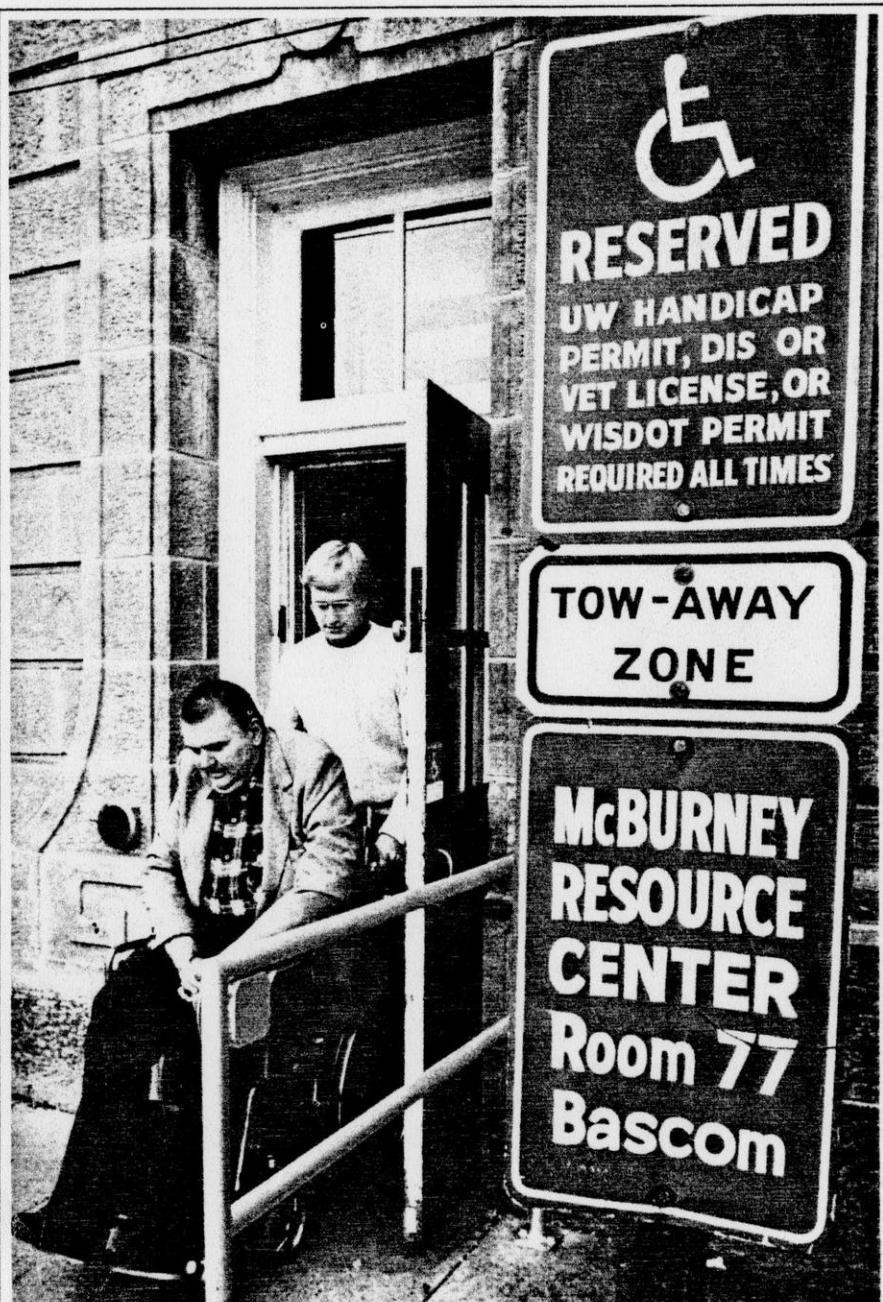
He credits Prof. Graaskamp and the late Floyd W. "Mike" McBurney '60—who also was confined to a wheelchair—with bringing the campus to a new awareness of the problem when both were students. McBurney graduated from the Law School in 1963, and went on to become Dane County district attorney. Before his death in 1967 he lobbied successfully for a state law requiring public buildings to be accessible to

everyone. Graaskamp adds that their efforts would have been far less successful were it not for then-safety director Earl Rupp and Blair Mathews, an assistant dean of students who was instrumental in the founding of what is now the McBurney Resource Center (WA Nov/Dec '82). The center provides what Graaskamp calls the second phase of concern for campus handicapped, the realization that "this whole definition extends beyond just those in wheelchairs or with hearing or sight impairments; circulatory problems, learning problems, emotional problems—all are disabilities."

The center, in Bascom Hall, is a clearinghouse of information and individual help. It's headed by Nancy Smith and Kitty Barry MA '81, and is available to faculty and staff as well as students. (At fall regis-

tration, 331 students mentioned disabilities of one kind or another, but Mathews believes there are many more; the others fear being "labelled.") Among McBurney's services—all involving volunteers—are the use of reading machines or readers, tape recorders, proxy registration, class notetakers, alternative testing methods, wheelchairs with "pushers," and counseling; these, and a constant alertness to newly discovered needs. Said Planning and Construction department assistant Jim Roeber '58, '68, "The campus will never be perfect for everyone. It's like trying to paint the Golden Gate Bridge. But tomorrow, if there's someone with a disability problem we've not considered, the McBurney Center will get the word to us and help us take care of it."

—Steve Schumacher '72



Prof. Jim Graaskamp was instrumental in the updating program.

# UW news

From the University of Wisconsin-Madison / News Service, Bascom Hall, 500 Lincoln Drive, Madison 53706 / Telephone: 608/262-3571

Release: Immediately

5/2/85

## HICKMAN, GRAASKAMP TO RECEIVE BUSINESS FACULTY AWARDS

MADISON--Two University of Wisconsin-Madison business professors will receive awards Saturday (May 4), one in recognition of overall contributions to the school and the other for excellence in teaching.

James C. Hickman, 57, a mathematical statistician who turned his talents to insurance and Social Security, will be presented the Erwin A. Gaumnitz Distinguished Faculty Award for "outstanding contribution toward fulfillment of the mission (of the school) through excellence in teaching, research and public service."

(James A. Graaskamp, 51, who heads the real estate department, will be presented the second annual Larson Excellence in Teaching Award for his role in curriculum development and teaching.

Both professors will be cited at the school's fourth annual recognition luncheon scheduled at The Edgewater, a Madison hotel. More than 300 alumni, students and parents are expected to attend the event, which also will feature the presentation of awards to outstanding students and to Chicago accountant John W. March as the school's 1985 alumnus of the year.

The Gaumnitz award to Hickman is named for a former business school dean at UW-Madison and supported by a special fund created in his name. The award includes a \$1,000 honorarium.

Gaumnitz, who died in 1982 at age 75, had joined the faculty in 1938 and led the school from 1955-72.

Hickman is a 1950 graduate of Simpson College in his hometown of Indianola, Iowa. He received his master's and doctoral degrees in mathematics and statistics with an emphasis on actuarial science from the University of Iowa in 1952 and 1961.

From 1952-57 he was on the actuarial staff of Bankers Life Co., Des Moines, Ia. He joined the mathematics and statistics faculty of the University of Iowa after receiving his doctorate and joined the statistics and business faculty at UW-Madison in 1972.

In research, Hickman is coauthor of a mathematics text and about 110 monographs, papers, reviews, reports and essays -- most of them in statistics and its applications, insurance, and Social Security. In teaching and public service, he has directed more than a dozen seminars and programs for the insurance industry. He is a fellow of the Society of Actuaries, a former vice president of the society and a member of several other professional and academic organizations.

The Larson award to Graaskamp was created two years ago in the name of Lawrence J. Larson, then chairman and chief executive officer of National Guardian Life Insurance Co., Madison. The \$1,000 annual prize is supported by the "Larson Excellence Fund" created by a donation from the insurance company through UW Foundation. The fund also supports creative curriculum development in business.

Graaskamp was cited for his longstanding continuing education work bringing advanced courses to real estate practitioners, for raising UW-Madison's real estate program to national prominence, for service to the school, for curriculum development and on the basis of student evaluations of his teaching.

Graaskamp, a Milwaukee native, received his bachelor's degree from Rollins College in Florida, his MBA from Marquette University and, in 1964, his doctorate from UW-Madison in risk management and urban land economics. At

Add 2--Business faculty awards

Wisconsin, he was hired as a teaching assistant in 1956, became an instructor in 1961 and joined the business faculty in 1964. His courses in real estate process and land use economics have traditionally drawn heavily from both inside and outside the business school.

Previous honors have included a Marquette University teaching award presented when he was a lecturer there. He also won the 1970 award as Handicapped Man of the Year for the State of Wisconsin for success despite being left paralyzed by a teenage bout with polio.

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-- Joseph H. Sayrs (608) 262-8290

11/12/87

#### UW-MADISON CAPTURES SUMMER PROGRAM AWARD

UW-Madison was awarded an outstanding creative/innovative program award at the 24th Annual Conference of the North American Association of Summer Sessions (NAASS) in October for the School of Education's noncredit Middle School College Access Program.

The program was offered for the first time last summer to 61 Madison area minority and disadvantaged sixth, seventh, and eighth graders. It is designed to expose students to various fields of learning and career possibilities through workshops and personal development seminars.

Teachers and counselors from the Madison Metropolitan School District helped plan the program and recruit the students, then became group leaders and facilitators.

NAASS is composed of 434 member schools in North America. Each year the Association presents one outstanding and two merit awards in both credit and noncredit program categories.

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#### GRAASKAMP HONORED BY REAL ESTATE GROUP

James A. Graaskamp, chairman of the real estate and urban land economics department at UW-Madison, has been named recipient of the 1987 Charles B. Shattuck Memorial Award by the American Institute of Real Estate Appraisers.

The Shattuck Award recognizes authors of published writings that advance education and knowledge of real estate valuation and related topics.

Graaskamp is the designer and instructor of the Urban Land Institute School of Real Estate Development and the American Bankers Association National School of Real Estate Finance. He is president and founder of Landmark Research, Inc., and is a consultant both locally and nationally for private corporate investors and municipalities.

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JAMES A. GRAASKAMP, 54, Professor, UW-Madison School of Business

Native of Milwaukee

Bachelor's degree -- Rollins College, Fla (Creative writing)

MBA -- Marquette University (Security analysis)

PhD -- UW-Madison, 1964 (Urban land econ & risk manage.)

and urban land economics

Joined School of Business faculty in 1964, headed real estate program  
and became a national expert in the field.

called by some "the West Point  
of real estate"

Fondly called "Chief" by his 900+ grads.

His program was widely regarded as the first in the country to specialize in development analysis. There is a heavy emphasis on the practical side of the development business that attempts to bring the real world into the classroom.

Graaskamp once told the Milwaukee Journal: "Real estate cuts across every major issue of our time. Man is the only animal that builds his terrarium around him as he goes and there are tremendous ethical conflicts inherent in that. Real estate is business and social ethics, public policy through private research and action."

Graaskamp, who was stricken with polio at the age of 17, was also instrumental in establishing a resource center for disabled students on the UW-Madison campus in 1977.

Died Friday, April 22 @ Meriter-McGon Hoze. after brief illness

Winner of many awards during his career. Recently received the 1987 Charles B. Shattuck Memorial Award from the American Institute of Real Estate Appraisers. The award recognizes authors of published writings that advance education and knowledge of real estate valuation and related topics.

Operated a consulting company, Landmark Research, with partner Jean Davis that has done many appraisals. Also was an advisor to Salomon Bros. bankers in N.Y. Outspoken critic of the move of MATC to Truax and UW-Madison plan to build a convocation center, as well as building a convention center on the South Side of the square.

STATEMENT BY CHANCELLOR DONNA E. SHALALA -- 4/23/88

"Jim Graaskamp was one of the most dedicated and gifted teachers in the history of the university. A towering figure in his field, he leaves his mark on a generation of students who were rigorously trained and filled with his enthusiasm for improving the quality of our physical environment, and who are rapidly becoming leaders in the field. The entire university mourns his loss and I will personally miss his wise counsel and the opportunity for friendship."

Other sources; Jim Hickman, Dean, UW-Madison School of Business, 271-9371 ; 2-1553  
Bill Strang, Assoc. Dean, ", 833-5105 ; 2-1550

2348n

# uw news

From the University of Wisconsin-Madison / News Service, Bascom Hall, 500 Lincoln Drive, Madison 53706 / Telephone: 608/262-3571

Release: **Immediately**

**9/8/89**

## UW-MADISON NEWSBRIEFS

### FACULTY SENATE MEETS MONDAY

The UW-Madison Faculty Senate will hold its first meeting of the fall Monday (Sept. 11) at 3:30 p.m. in Room B-10 of the Commerce Building.

Chancellor Donna E. Shalala will deliver the annual chancellor's address to the faculty at the meeting.

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### GORDON RECEIVES HOOVER GRANT

UW-Madison history Professor Colin Gordon has been named a Hoover Scholar by the Herbert Hoover Presidential Library Association. Gordon's project, "New Deal, Old Deck: The Industrial Origins of Public Policy, 1920-1935", was unanimously recommended by an independent Fellowship and Grant Committee on the basis of quality and potential of his work.

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### SCULPTURE TO CELEBRATE GRAASKAMP'S MEMORY

The late James A. Graaskamp, UW-Madison professor of business, will be honored in a sculpture to be unveiled this fall in a new city housing development.

The five-piece work, "Content -- Professor James A. Graaskamp," will be part of the Avenue, a 40-unit low- and moderate-income housing project on East

-more-

Washington Avenue. According to artist Michael Burns, the sculpture will consist of polished geometric shapes in quartzite, limestone, granite, bronze and iron. Installation is expected by October.

A founder of both UW-Madison's real estate and urban lands program and the McBurney Center for Persons with Disabilities, Graaskamp died in April, 1988.

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#### UW GRAD STUDENT WINS HUGHES FELLOWSHIP

UW-Madison graduate student James Langeland was among 61 students from across the country to receive fellowships this summer from the Howard Hughes Medical Institute for study towards graduate degrees in the biological sciences.

The doctoral fellowships promote excellence in biomedical research by giving up to five years of support for full time study. Each \$23,000 fellowship includes a \$12,300 annual stipend and a \$10,700 allowance to the fellowship institution.

Langeland began his doctoral studies at UW-Madison in developmental biology.

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# UW news

From the University of Wisconsin-Madison / News Service, Bascom Hall, 500 Lincoln Drive, Madison 53706 / Telephone: 608/262-3571

Release: Immediately

4/25/88

CONTACT: James Hickman (608) 262-1553, William Strang (608) 262-1550

## COLLEAGUES REMEMBER GRAASKAMP

by Susan Trebach  
University News Service

MADISON--James A. Graaskamp, University of Wisconsin-Madison's nationally known expert in real estate development, was remembered by colleagues this week as "brilliant," "uncompromising," and absolutely dedicated to his students.

Graaskamp, 54, died unexpectedly Friday evening at a Madison hospital after a brief illness.

Fondly called "Chief" by the more than 900 graduates he trained, Graaskamp developed a renowned real estate and urban land economics program that was the first in the nation to specialize in development analysis. The program included heavy emphasis on the practical side of business development.

A large man with a booming voice, he was stricken with polio at the age of 17. He was instrumental in 1977 in establishing what is now known as the McBurney Resource Center for disabled students on the campus.

Graaskamp, who earned a bachelor's degree in creative writing at Rollins College and an MBA at Marquette University, earned his Ph.D. from UW-Madison in urban land economics. He joined the School of Business faculty in 1964, and eventually became head of a program called by some the "West Point of real estate."

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Add 1--Graaskamp

"He forced his students to work very hard and involved them in real-life projects," said William Strang, associate dean of the School of Business. As a consequence, Graaskamp's students were "extremely well prepared to succeed in industry," he said.

"Jim's program was so strong that people in mid-career would quit their jobs and come to Madison to spend a year or two working with him," Strang said.

School of Business Dean James Hickman called Graaskamp a man of "courage, determination and brilliance." Hickman said Graaskamp "created a truly distinctive and nationally recognized" real estate program built on foundations laid by Richard T. Ely and Richard Ratcliff.

"Jim Graaskamp was one of the most dedicated and gifted teachers in the history of this university," said UW-Madison Chancellor Donna E. Shalala.

"A towering figure in his field, he leaves his mark on a generation of students who were rigorously trained and filled with his enthusiasm for improving the quality of our physical environment, and who are rapidly becoming leaders in the field."

Graaskamp's keen intellect and great personal power made him a force to be reckoned with on the Madison development scene. When he felt the political establishment was headed down the wrong development path, he sometimes issued stinging attacks of local leaders and their plans.

"He was a very difficult person to deal with because he could be so unyielding," Strang said. "But it will be very difficult to do without him."

Graaskamp specifically did not want either a funeral or a memorial service.

Gifts in his memory can be made to either the Real Estate Alumni Fund or the McBurney Center, care of the UW Foundation, Wisconsin Center, 702 Langdon St., Madison, Wis., 53706.

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1976

## MEET THE PROFESSOR

## JAMES A. GRAASKAMP

Both his teaching achievements and his fishing prowess have won much praise and admiration for University of Wisconsin-Madison Prof. James A. ~~Graaskamp~~ Graaskamp.

His course in the Graduate School of Business, The Real Estate Process, is taught to more than 150 students every semester. His "land use gospel" has a broad audience throughout the campus, attracting students from business, landscape architecture, urban and regional planning, economics, agricultural economics, and a variety of civil and environmental areas.

In 1966 he won the William H. Kiekhoffer Teaching Award.

Wisconsin's Handicapped ~~Man~~ of 1970, Prof. Graaskamp, 43, a native of Milwaukee, is a quadriplegic confined to a wheelchair since he was stricken with polio 26 years ago. He has been a leader in the on-going campus program to wipe out barriers that make attending classes more difficult for the handicapped.

He is responsible for the construction administration program, a four-year course which combines home architecture, business administration, and civil engineering. He says:

"That's what I like about real estate. It is a universal subject that allows me to dabble in all fields. Our department believes that the primary task of a real estate professor is to teach students the analytical process, the drama, the social significance, and the fun of real estate. Our graduates enter the industry directly, prepared to fight for the ~~best~~ advanced methods, the ethics of land use, and for the reforms needed--so we impact throughout the state.

"Good teaching requires enthusiasm, sensitivity to each student, and the leadership to drive students well beyond accepted workload norms. Today's students respond magnificently to that type of teaching, but unfortunately university budgets, academic peer groups, and the real estate industry provide less than full support for that approach."

Several years ago, Prof. Graaskamp gave his students a practical taste of the business world when they bought, remodeled, and resold two Madison houses. "It was some of the cheapest urban renewal in the city," he comments.

add one--GRAASKAMP

As an English major, stressing creative writing, he received his first degree at Rollins College in 1955. He received his M.A. in finance at Marquette in 1957, and the Ph.D. in urban land economics and risk management at Madison 12 years ago. After serving as a teaching assistant for three years, he joined the Madison faculty in 1961.

His hobby of fishing from coast to coast and his electric-powered fishing gear, he claims, "is notorious from the Bahamas to the Pacific." His interest in fishing was spurred a decade ago when several of his students designed a reel operated by an electric motor. "That free reel has cost me a fortune, but brought me many hours of great sport."

--Jack Burke

James A. Graaskamp  
Assistant Professor of Commerce  
School of Business  
University of Wisconsin  
Madison, Wisconsin

News and Publications Service  
University of Wisconsin  
Madison, Wisconsin

One of three William H. Kiekhofer Teaching Awards in 1966 went to a native Milwaukeean, James A. Graaskamp, who began his career at the University of Wisconsin as a teaching assistant in 1958.

He became an instructor in commerce in 1962 and assistant professor in 1964. He received the Ph.D. at Wisconsin in 1964, following receipt of his B.A. at Rollins College and the M.B.A. at Marquette University.

In spite of confinement to a wheelchair, the result of a polio attack suffered while he was a senior at Milwaukee Day School, Dr. Graaskamp has taught six different courses in urban land economics and real estate and three in risk management and insurance.

When nominated for the Kiekhofer award, he was cited for his scholarly thoroughness, his personal rapport with students, his teaching success, and leadership of the student Risk-Management Club and Student Real Estate and Construction Management Association.

Prof. Graaskamp started his education in creative writing, switched to marketing and securities at Marquette, and to insurance and real estate at Wisconsin. He taught at Marquette for three semesters and for 3½ years had his own building construction firm in Milwaukee.

His articles have appeared in The Appraisal Journal and publications of the Bureau of Business Research Service.

# # #

FACULTY INFORMATION SHEET

University of Wisconsin-Madison  
News Service

DATE OF FILLING IN FORM February 25, 1976

NAME James A. Graaskamp

POSITION (academic rank, department, date of appointment, etc.)

Associate Professor; Chairman, Real Estate & Urban Land Economics

School of Business, U. of Wis.

PREVIOUS POSITIONS YOU HAVE HELD (please give status, institution, dates)

1956-57 - Lecturer in Insurance, Sch. of Bus. Adm., Marquette University

Madison

1958-61 - Teaching and research assistant - Insurance, Sch. of Bus., U. of Wis.

1961-64 - Instructor, Insurance & Real Estate, Sch. of Bus. Adm., U. of Wis. Madison

1964-67 - Assistant Professor of Real Estate & Insurance, Sch. of Bus. Adm.,  
U. of Wis. Madison

1968 - present - Associate Professor of Real Estate, Sch of Bus. Adm., U. of Wis  
Madison

EDUCATION (please give dates of degrees granted or dates of attendance)

Undergraduate 1955 - Rollins College, Winter Park, Florida, English major

Graduate 1957 - Marquette University, Milwaukee, Wisconsin - Finance major, MBA

1964 - University of Wisconsin, Madison, Urban Land Economics

& Risk Management - Ph.D.

SPECIAL FIELD(s) OF STUDY OR RESEARCH (give dates of completion of any major project(s) and information on anything you are now working on.)

Development of a variety of after-tax cash flow investment simulation models

for real estate; research of innovative tax assessment techniques; recreational

real estate development, techniques of feasibility analysis.

PUBLICATIONS (books and articles with dates, and information on any works in progress)

A Guide to Feasibility Analysis - 1972 (2nd Edition)

The Role of Investment Real Estate in Portfolio Management - 1972

HONORS AND/OR AWARDS YOU HAVE RECEIVED (dates) FRATERNITIES

William H. Kiekhofer Teaching Award-1966

Handicapped Man of the Year for State of Wisconsin - 1970

Omicron Delta Kappa - University of Wisconsin Fellow - 1959-60

Lambda Alpha - Ely Chapter

Beta Gamma Sigma, University of Wisconsin 1961

HONORARY ~~FRATERNITIES~~, PROFESSIONAL SOCIETIES, CLUBS TO WHICH YOU BELONG (list dates of offices held)

American Society of Real Estate Counselors, CRE

Senior Real Estate Appraiser - SRPA

American Real Estate & Urban Economics Association (director 1973-75)

DATE AND PLACE OF BIRTH June 17, 1938, Milwaukee, Wisconsin

IN ADDITION TO THE ABOVE "WHO'S WHO"-TYPE INFORMATION, WE WOULD APPRECIATE A FEW INFORMAL NOTES ON THE CLASSES YOU TEACH, YOUR HOBBIES, YOUR PUBLIC SERVICE, ETC.

His introductory course, The Real Estate Process, Business 550, is taught to more than 150 students every semester, only half of whom are from the School of Business. The dynamics of land draws students from Landscape Architecture, Urban & Regional Planning, Economics, Agricultural Economics, and a variety of civil and environmental fields so that the land use gospel according to St. James has a broad audience throughout the University. Much involved in public service, he is a member of the Wisconsin Housing Financial Agency Board of Directors, various task forces of the City of Madison and has a citation for meritorious service from the President's Committee for Employment of the Handicapped. His principal hobbies are the pursuit of good food and good fishing from coast to coast and his electric powered fishing gear is notorious from the Bahamas to the Pacific.

## VITA OF JAMES A. GRAASKAMP

Name: JAMES A. GRAASKAMP

Address: 202A Breese Terrace  
Madison, Wisconsin 53705

Born: June 17, 1933 Place: Milwaukee

Age: 48 Marital Status: Single

Height: 6'6" Weight: 255 pounds

Physical Disability: Post-polio wheelchair

Secondary Education:

Milwaukee Country Day School, Forms I-XII. Class of 1951;  
Honors Student, Class President, Publications Editor,  
Football, Basketball, and Track Letters.

Undergraduate College:

Rollins College, Winter Park, Florida; BA (1955) English  
major, creative writing. Publications Editor, Chapel Staff  
President, Class Officer, Key Society.

Graduate Education:

Marquette University, Milwaukee, Wisconsin MBA (1957)  
Finance major, security analysis. Dissertation: "Three  
Theories of a 'Growth Stock' as Applied to the Light  
Aircraft Industry."

University of Wisconsin School of Business, Madison,  
Wisconsin Ph.D. (1964) Risk Management and Urban Land  
Economics. Ph.D. Dissertation: "Problems of Pension  
Termination Due to Business Failure, Liquidation, or  
Migration." Ford Foundation grant study.

Academic Honors:

Omicron Delta Kappa, 1955; University of Wisconsin Fellow,  
1959-60; Relm Foundation Scholar 1960-61. Selected as  
co-faculty advisor to Delta Sigma Pi, the professional  
business fraternity, Delta chapter, at Marquette  
University; Beta Gamma Sigma, at University of Wisconsin,  
1961. William H. Kiekhofer Teaching Award 1966;  
Handicapped Man of the Year for State of Wisconsin 1970;  
Citation for Meritorious Service for Presidents Committee  
on Employment of the Handicapped.

Academic Positions:

1956-57 - Lecturer in insurance, School of Business Administration, Marquette University  
1958-61 - Teaching and Research assistant - Insurance, School of Business, University of Wisconsin, Madison  
1961-64 - Instructor, Insurance and Real Estate, School of Business Administration, University of Wisconsin Madison  
1964-67 - Assistant Professor of Real Estate and Insurance, School of Business Administration, University of Wisconsin  
1968-74 - Associate Professor of Real Estate, School of Business Administration, University of Wisconsin, Madison, Wisconsin  
1974-present  
Full Professor, and Chairman, R.E. and Urban Land Economics

Professional Memberships & Designations:

Lambda Alpha - Ely Chapter  
American Society of Real Estate Counselors, CRE  
Chartered Property and Casualty Underwriter, CPU  
Senior Real Estate Analyst, SREA  
Certified Property Casualty Underwriter, College of Property Underwriters, CPCU  
Associate member of International Association of Assessment Officers  
American Risk and Insurance Association  
American Real Estate & Urban Economics Association (elected director 1973-75)  
Madison Industrial Development Commission 1968-71  
Wisconsin Housing Finance Authority - Board member 1975-81  
First Asset Realty Advisors-Board member 1981 to present

Business Experience:

General Insurance Agency from 1955-1960  
Co-founder of Landmark Homes, Inc., a general contracting firm in Madison, Regency Hill, Inc., a land development firm in Madison; and West Pond Farms, Inc., a farm investment corporation; Landmark Research, Inc. specializing in real estate counseling and feasibility analysis. All business interests except Landmark Research have been profitably operated and sold. Landmark Research remains a wholly owned vehicle for professional activities. Projects include valuations, feasibility studies, counseling of major insurance companies in Wisconsin, court testimony for private and government agencies from coast to coast.

Monographs:

1. Industrial Park Development for the Small Town, with research assistant Alexander Anagnost, funded and published by U.S. Department of Commerce, 1973, 100 pages.
2. The Role of Investment Real Estate in Portfolio Management, J.A. Graaskamp, Bryn Mawr, Pa: American College of Life Underwriters, 1972, 35 pages.
3. Second Edition of A Guide to Feasibility Analysis, Chicago: Society of Real Estate Appraisers, 1972, 134 pages.
4. Lily Lake Forest Recreational Development Project, co-author, Prof. Atef Sharkawy, Department of Landscape Architecture, a book published by the University of Wisconsin, Environmental Awareness Center, 1971, 150 pages, external funding by Inland Lakes Renewal and Management.
5. The Appraisal of 25 N. Pinckney, a demonstration and discussion of contemporary appraisal theory and methods for adaptive reuse of old buildings. Published by Landmark Research, Inc., 1978, 120 pages.
6. "Fundamentals of Real Estate Development," ULI Development Component Series, 1980, 31 pages.

Articles:

1. "A Practical Computer Service for the Income Approach," The Appraisal Journal, January 1969 - 8 pages.
2. "Dollars & Cents of Shopping Centers: A Critical Review," Land Economics, Spring 1970, - 4 pages.
3. "Development and Structure of Mortgage Loan Guaranty Insurance in the U.S.", Journal of Risk and Insurance, Vol, XXXIV, No. 1, March, 1967, pages 47-67.
4. "Simulation Model for Investment Project Analysis of Income Producing Real Estate", a paper presented for and published as Colloquium on Computer Applications in Real Estate Investment Analysis, University of British Columbia, 29 pages.
5. "Implications of Vested Benefits in Private Pension Plans: Comment", Journal of Risk and Insurance, Vol. XXXIII, No. 3, September 1966, 6 pages.
6. "A Rational Approach to Feasibility," The Appraisal Journal, October 1972, (40th anniversary issue) 10 pages.
7. "An Approach to Real Estate Finance Education by Analogy to Risk Management Principles," Real Estate Issues, Summer 1977, pages 53-70.

Articles (Continued):

8. "Strategic Planning Approach to Major Real Estate Decisions," Questor Real Estate Investment Yearbook, Public Syndication, 1981, San Francisco, California, pages 237-244.
9. "Remodeling & Rehabilitation," Chapter 24, Principles of Real Estate Appraisal, 1982, American Institute of Real Estate Appraisers.

Additional academic or professional education projects authored by Professor Graaskamp:

1. Co-author with Prof. Peter Amato of Report to the Statutory Advisory Housing Committee, 1972, published by the Committee, approximately 300 pages.
2. Co-author with H. Robert Knitter, Director of the School of Business Computer Center of a one week training seminar designed to teach real estate professionals the techniques and application of computer time sharing systems to real estate appraisal, market analysis and financial analysis. Involved preparation of manuals, lectures, computer programs and a library of supporting systems on GE Time Sharing for the use of the professional once he has returned to his office. The seminars are offered periodically in various cities in the United States.
3. Co-director with Prof. Dick Smith of Agricultural Engineering of Badger Redevelopment Corporation, a special undergraduate two semester course receiving a University grant for innovative undergraduate programs in 1972. Final report describing and analyzing program, Housing Rehabilitation, An Innovative Undergraduate Teaching Project, jointly authored by faculty and students, published by the School of Agricultural Engineering and School of Business, 1973, 63 pages. (Illustrated)
4. Testimony and report to the Sub-Committee on Real Estate Tax Reform of the Governor's Committee on Use of Land Resources, Chairman, Warren Knowles, "A Pragmatic Approach to Real Estate Tax Assessment Valuation Reform in the State of Wisconsin," 1972.
5. Currently developing and testing an automated market comparison valuation system for tax assessment of single family homes that can be operated by the assessor in his own community. System presently operating in the Village of Maple Bluff, Dane County, Wisconsin.

Additional Adademic or professional education projects  
(Continued):

6. "Private Mortgage Guaranty Insurance as Distinguished from Banking and Extension of Credit," a 40 page brief prepared for Federal Reserve Bank hearings held on January 28, 1974 into possible powers of one bank holding companies to operate in the area of mortgage guaranty insurance.
7. Chairman, Chancellor's Committee for Disabled Persons on Campus, charged with implementation of University concerns for the disabled and priorities and other policies related to implementation of HEW 504 on the Madison campus.

Educational Consultant:

Society of Real Estate Appraisers

Mortgage Bankers Association of America

Educational Foundation for Computer Applications to Real Estate (EDUCARE) (a joint venture of the three professional appraisal organizations in the United States charged with development of computer time sharing procedures for appraisers and educational seminars for dissemination fo computer techniques. Co-director with H.R. Knitter of School of Business Computer Center.)

Continuing Education Institute, Inc. A Wisconsin corporation providing accredited programs to lawyers, accountants, appraisers and other Wisconsin professionals requiring continuing education credits for recertification.

Urban Land Institute Education Committee, a funded division of the Urban Land Institute, Washington, D.C.

UNIVERSITY OF WISCONSIN-MADISON  
NEWS SERVICE

**RE : PROMOTION**

Graaskamp, James A.

## Business Department

was promoted to Full Professor

by action of the Board of Regents in their meeting of 6/10/76.

UNIVERSITY OF WISCONSIN

NEWS SERVICE

reg PROMOTION

Franskamp, James A. Business  
Last Name      First      Department

was promoted to ( Assist., Assoc., Full) PROFESSOR by action of the Board  
of Regents in their meeting of 6/12/70.

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