

The Approach



Appraisal
Institute®

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Real Estate Solutions

1st Quarter South Chapter Meeting & Education

When: Thursday, March 15, 2018

Where: Rusty Pelican
2425 N. Rocky Point Drive, Tampa, FL

Cost: Members: \$30.00 (Includes Lunch + Meeting)
Nonmembers: \$38.00 (Includes Lunch + Meeting)

All Events: Lunch + Meeting + Seminar = \$105 | \$120



Rusty Pelican, Tampa

Schedule of Events

10 AM: Board of Directors Meeting

11:45 AM: Chapter Membership Meeting + Lunch

1:15 PM—4:15 PM: Seminar: Parking & Its Impact on Florida Properties (3 CE)

4:30 PM—6:30 PM: **Meet & Greet** for Matt Caldwell, Candidate for Agriculture Commissioner sponsored by the Florida Gulf Coast Chapter

Meeting Program: The 1st Q South chapter lunch and membership meeting will be held at the Rusty Pelican located just off the Courtney Campbell Causeway in Tampa. Our guest speaker will be Ted Anglyn, MAI who will speak on using your appraisal skillset outside conventional appraising. Our officers will update us on all the latest chapter, region and national news and two members will be elected to serve on this year's nominating committee. It should be very informative meeting — [register today!](#)

Seminar: Parking is a critical component for most real estate properties and also represents a valuable stand-alone investment. This seminar will present an overview of this often misunderstood industry and explore the various intricacies of parking from a zoning and market perspective and how this affects value. The program will cover parking rates ranging from the national level down to the State of Florida and South Florida. Specific valuation procedures applicable to parking facilities will be presented. The seminar will wrap-up with a coverage of hot topics such as automated garages, the impact of car sharing services like Uber and Lyft, and how autonomous cars may disrupt the parking industry.

Meet & Greet Reception

Plan to stay for the evening **Meet and Greet** from 4:30 PM—6:30 PM and join us in welcoming **Matt Caldwell**, who is running for **Florida Agriculture Commissioner**. This is a free event with appetizers provided. A cash bar will be available. We hope you can stop by and meet Matt. He is currently serving as a Florida State Representative for District 79.



REGISTER HERE
1st Q South Chapter Meeting

We hope to see you at the 1st Quarter South meeting in Tampa! Stay informed and all the issues of importance to us, locally, state-wide and nationally.

2018 Officers & Directors

President

Wesley Sanders, MAI, AI-GRS

Vice President

Julie Battaglia, MAI, AI-GRS

Treasurer

Rachel Zucchi, MAI

Secretary

Brian Zamorski, MAI

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Andrew Skinner, MAI, SRA

Robert Klein, MAI

John Fabian, MAI

Michael Twitty, MAI

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Patricia Staebler, SRA

Timothy Sunyog, MAI

Ed W. Smith, MAI

Don Saba, SRA, Ex Officio

Region X Representatives

Julie Battaglia, MAI

Ned Palmer, MAI

Dan Richardson, MAI

Patricia Staebler, SRA

Andrew Skinner, MAI, SRA

Rachel Zucchi, MAI

Jennifer Marshall, SRA, AI-RRS

Ed W. Smith, MAI

Wes Sanders, MAI (President)

Committee Chairs

Admissions: Jennifer Marshall, SRA, AI-RRS

Bylaws: Patricia Staebler, SRA

Finance: Rachel Zucchi, MAI

Guidance: Brad Saucier, MAI

Education: Julie Battaglia, MAI & Jason Schultz, MAI

Govt. Relations: Devon Carter, MAI

Univ. Relations: Bruce Cumming

Newsletter: B. Zamorski / Nancy Bachor

Public Relations: Brian Zamorski

Chapter Executive Director

Nancy Bachor

(813) 962-4003

info@gulfcoastai.org

Region X Officers

Val Chiasson, MAI, SRA, Chair

Nick Pilz, MAI, SRA, Vice Chair

Lauren Dowling, Region ED



President's Message, Wesley Sanders, MAI, AI-GRS

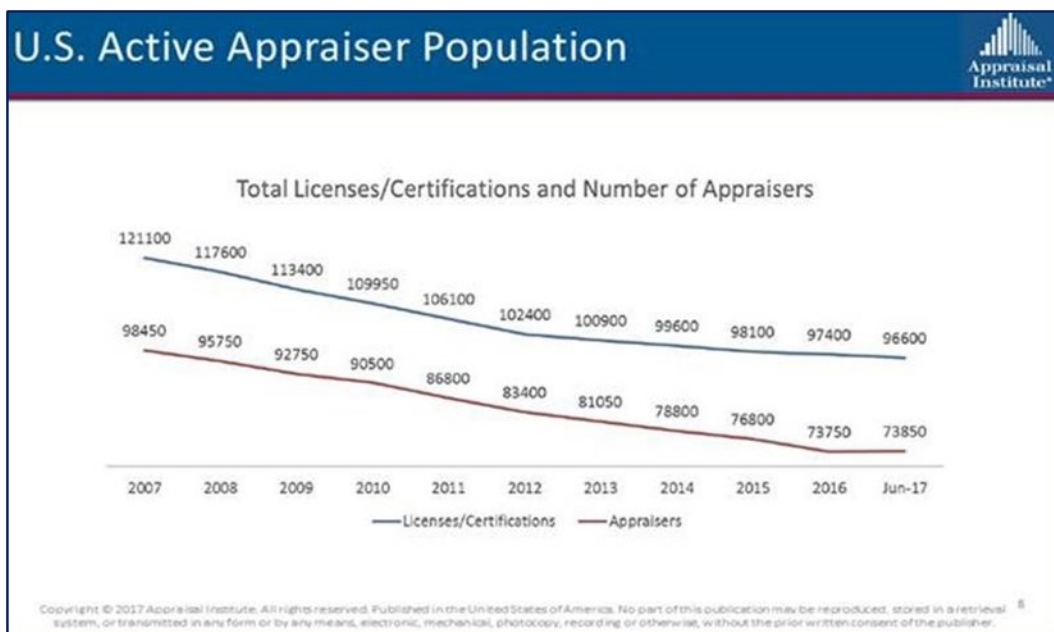


I hope everyone is having a great start to their year; it is quickly passing by. With 2018 being a re-certification year, I know we are all looking forward to some CE and the new USPAP. As I mentioned in the last newsletter, our chapter members will be able to attend multiple offerings of Florida Law and USPAP at heavily discounted prices. For chapter members in early registration, the upcoming Tampa USPAP course is only \$125 and FL law is \$55. I haven't seen prices that low since the HP12C was still relevant!

Our next chapter meeting will be at the Rusty Pelican in Tampa on March 15th, and will feature speaker Ted Anglyn, MAI speaking on appraisers working outside appraisal. Following the chapter lunch, Mr. Anglyn, MAI will be teaching a seminar on Parking and its Impact on Florida Properties. After the seminar, we invite you to a reception from 4:30-6:30 pm for Matt Caldwell, an AI Candidate for designation, who is also currently a State Representative for District 79 and is running for the Commissioner of Agriculture

position.

At the January Region X meeting in Tallahassee, the AI President-Elect Stephen Wagner, MAI, SRA, AI-GRS gave a presentation on the State of the Appraisal Institute. An interesting conversation that was presented revolved around the number of active, certified appraiser in the US. Many appraisers hold licenses in multiple states, so those had to be accounted for. The data showed 98,450 certified appraisers in 2007, which annually dropped to 73,750 in 2016. That is a whopping 25% drop since the height of the market 10 years previous.



Even as the current market cycles upward, the net number of appraisers continues to decline. As you may have noticed in the AI news headlines, Fannie/Freddie are using AVM's as an alternative to appraisals and banks have applied for waivers to bypass appraisal requirements in Tennessee. The consensus from these organizations is that appraisals are too expensive and take too long. Is the answer to rely on computer models that are easily manipulated with no third party oversight?

One alternative for when an appraisal report is not required, but a third party could still be used, is the evaluation report. In 2010, the Office of the Comptroller of the Currency (OCC), the Board of Governors of the Federal Reserve System (FRB), the Federal Deposit Insurance Corporation (FDIC), the Office of Thrift Supervision (OTS), and the National

(Continued)

President's Message (Cont'd.)

Credit Union Administration (NCUA) created the Interagency Appraisal and Evaluation Guidelines. This established criteria for an Evaluation Report.

In 2017, Florida passed HB 927, which paved the way to allow certified appraisers to complete Evaluation Reports under the 2010 IAE Guidelines, when an appraisal report was not necessary for a bank. The transaction must meet certain criteria, and the report must be for a federal financial institution, since they have federal regulators. In writing the Florida legislation, the word 'report' was left out of the bill in several instances such as: *"However, an evaluation may not be referred to or construed as an appraisal."* Legislators did not consider the highly technical minds of appraisers and confusion has ensued due to the word 'report' being left off. When reading the legislation as: *an evaluation **report** may not be referred to or construed as an appraisal **report***, it makes perfect sense. Groups, mainly the appraisal committee of the Florida Realtors, have asked FREAB to add a rule that certified appraisers would once again be required to follow the full USPAP for these evaluation reports. Ironically, the group has not asked FREC to require sales agents to follow USPAP for completing the same reports. Does this group think an AVM or Realtor is a better option than an evaluation report by an appraiser, when an appraisal report is not required? I would like to hear your opinion at the next chapter meeting and the reception in Tampa. The industry will continue to evolve, that is the one certainty.

In other news, the 2018 LDAC will be held in Washington DC, May 16-18th. We are excited to sponsor three attendees this year - Jennifer Marshall, SRA, AI-RRS; Rachel Zucchi, MAI; and Mike Twitty, MAI. We know all three will represent the chapter well, and we look forward to their feedback on the experience. If you are interested in attending LDAC in the future, please contact Nancy for details.

Thanks for reading, and I look forward to seeing you at the chapter meeting in March at the Rusty Pelican. Please email me anytime with your questions, concerns, or suggestions at wsanders@nationalapg.com.

The Florida Gulf Coast Chapter of the Appraisal Institute recognizes the following Presenting Sponsor for the 1st Quarter South 2018 Membership Meeting



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*A \$5 discount on meeting registration
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Florida Gulf Coast Chapter, Appraisal Institute

P. O. Box 273994, Tampa, FL 33618 T: 813-962-4003 Website: www.gulfcoastai.org

Government Relations, Devon Carter, MAI, Committee Chair

2018 VALUEvent Update - held January 16, 2018

The 3rd annual, [Valuation-Appraisal - Legislative Update Event \(VALUEvent\)](#) was held in Tallahassee, FL in January, hosted by the Appraisal Institute's Region X. A reception and dinner meeting was held the night before by the Florida Gulf Coast Chapter. Joining us at the meetings were President-Elect Stephen Wagner, MAI, Scott DiBiasio from the Washington, D.C. Government Affairs Office and Region X lobbyist, Trey Goldman. We look forward to next year's lobbying efforts!



2018 VALUEvent

Several of the Chapter Representatives met with legislators or their representatives in regard to bills moving through the statehouse.

A bill making its way through Tallahassee proposes to extend portability of assessment for homeowners who relocate, from two to three years. This benefits homeowners in that sellers who transact near the end of a calendar year essentially have the portability window reduced due to the January 1 assessment dates. This bill reinforces the intent of the original statute to allow at least two years to purchase a new homestead property.

Another bill clarifies the timing of impact fees during the development cycle. In recent years, some localities have started collecting these fees earlier in the development process. This potentially creates burdens for the developer as impact fees may be assessed even prior to the issuance of a building permit. As summarized, this bill would mandate that assessment fees may not be collected by local governments until a building permit is issued.

The latter two bills should have little effect on valuation issues.

HB1173 and its companion, SB 1632 are moving through the process and appear to have a very good chance of passing. The bill delegates the ability to purchase some state lands from the Board of Trustees (the Governor and Cabinet) to the DEP and requires appraisal only when the land is valued at more than \$100,000. Our lobbyists' efforts lowered this value down from \$500,000; however, two appraisals are required when the land is valued at \$1,000,000 or greater.

We also lobbied for changes to HB 337 and its companion SB 1686 regarding CDDs; however, it does not appear that these will be moving forward this session.

On a national level, you may have heard about "drive-by" inspections of properties testing for ADA compliance. Attorneys were hiring folks to inspect properties for ADA compliance and suing non-compliant property owners who had little or no recourse. A bipartisan bill in Washington provides a "notice and cure" provision in the ADA to give the property owner the opportunity to make repairs to bring the property into compliance. This legislation should greatly reduce or end these frivolous lawsuits.

As the new chair of the Government Relations Committee, I will do my best to keep everyone informed of what is going on legislatively. If there are local issues that should be made known to a wider audience, please feel free to forward any information to me. I also hope the new year brings great opportunities to everyone.



Nominating Committee Appointments

The selection of the five-member nominating committee will need to be completed at the March 15th, 2018 1st Quarter chapter meeting in Tampa, FL. This committee is charged with preparing a slate of nominees for the position of 2019 officers, directors and regional representatives for the **Florida Gulf Coast Chapter**.

The 2018 nominating committee will be chaired by immediate past president, Don Saba, SRA. Our 2018 chapter president, Wesley Sanders, MAI, AI-GRS, will appoint one committee member and the Board of Directors will appoint one committee member at the March 15th board of directors meeting. The chapter designated members, candidates, practicing affiliates and affiliates in attendance at the March 15th chapter meeting will nominate the remaining two members to the nominating committee. **Note—if you are interested in being considered for a chapter board position, you cannot serve on the nominating committee.**

IF YOU ARE INTERESTED in serving the chapter in 2019, here is your opportunity. Please go online and complete the Chapter Leadership Resource Registry at:

http://www.appraisalinstitute.org/membership/ai_volunteer.aspx as soon as possible. If you have any questions, please contact me.

Don Saba, SRA

Email: dsabaandassociates@gmail.com

2018 Nominating Committee Chair

Florida Gulf Coast Chapter

2018 Committee Chairs

Admissions:	Jennifer Marshall, SRA, AI-RRS
Bylaws:	Patricia Staebler, SRA
Candidate Guidance:	Brad Saucier, MAI
Education:	Julie Battaglia, MAI, AI-GRS and Jason Schultz, MAI
Finance:	Rachel Zucchi, MAI
Government Relations:	Devon Carter, MAI

Nominating:	Don Saba, SRA
Programs:	Julie Battaglia, MAI, AI-GRS
Public Relations:	Brian Zamorski, MAI
University Relations:	Bruce Cumming
Website / Social Media:	Ned Palmer, MAI
Newsletter:	Brian Zamorski/ Nancy Bacher



2018 Florida Gulf Coast Chapter Meetings

*Save the dates!! * Note—some meeting dates have changed*

1st Quarter North Meeting - January 15 - Tallahassee

1st Quarter South Meeting - March 15 - Tampa *

2nd Quarter Meeting & Elections - June 12 - Ft. Myers *

3rd Quarter Meeting - August 17 - Sarasota *

4th Quarter Meeting & Installation - November 9 - St. Petersburg

Education, Julie Battaglia, MAI, AI-GRS and Jason Shultz, MAI, Co- Chairs



Julie Battaglia, MAI, AI-GRS

2018 will be a state recertification deadline year and we have lots of new offerings planned. A few new seminars are pending approval but we will keep you informed. Remember that it is never too early to begin accumulating your CE hours for the renewal deadline, which will be November 30, 2018. Don't let it sneak up on you.

We started off the year with two seminars presented in conjunction with the 1st Quarter Meeting in Tallahassee in January.

In March, we will offer Florida Law and the 7-Hour USPAP Update in Tampa. [The Tampa classes](#) are being sponsored by the **Greater Tampa Realtors Appraisal Task Force**, who will provide beverages and a box lunch. These classes will also be offered in Ft. Myers in April, Sarasota in May, Tallahassee in June, Destin in September and back to Tampa in October. So you will have plenty of opportunities to take these required classes. *Here is the great news....* your Board of Directors voted to offer the Florida Law and the USPAP classes at a special discounted price for all members of the Florida Gulf Coast Chapter. When you register for these specific classes, enter the promo code **CHAP-TER**, and you will automatically receive the special FGC chapter member discount price. You will, however, still need to purchase the 2018-2019 USPAP Book directly from the Appraisal Foundation.

In addition to the Law and USPAP classes, we have a variety of new chapter-developed seminars with a variety of topics scheduled throughout the year in a variety of chapter locations from Destin and Tallahassee down to Ft. Myers. We also have several 1/2 day seminars that will be held in conjunction with each quarterly meeting.

Randy Bell, Ph.D., MAI will present his 7-Hour seminar "[Real Estate Damages](#)" in Tampa, Ft. Lauderdale and Puerto Rico in April, in response to the hurricanes that impacted Florida and Puerto Rico a few months ago. Seating will be limited, so register early! Also in April, Vince Dowling, MAI will present [Solving Land Valuation Puzzles](#) in the northwest Florida area. We will offer this seminar again in Tampa in May. Joni Herndon, SRA and Shawn Wilson, MAI have developed a new seminar entitled [Managing Unusual Appraisal & Litigation Assignments](#) that will be held in Ft. Myers in conjunction with the June 2nd Quarter chapter meeting.

Sandy Adomatis, SRA will present two residential seminars in July for 7 hours of CE credit. In October, we will offer the [Business Practice and Ethics](#) class in Tampa to meet your Appraisal Institute CE requirement.

Our chapter education goal is to give you the best instruction, material and topics on a timely basis. Please review the 2018 education schedule in the newsletter for all the planned offerings in 2018. Sign up for them as early as possible to ensure the minimum attendance needed and to take advantage of the early registration discounts. In this time of expanding on-line education, many of you have told us you still desire a classroom setting. Your chapter exists primarily because of classroom education. We receive very minimal funding from National for the on-line programs. Our education program helps keep our chapter dues one of the lowest in the country. In case you didn't hear, the chapter Board of Directors voted to NOT increase chapter dues for 2018. You can help keep our chapter financially stable by supporting our programs. Get what you need from your local chapter!

Check the website often for any new additions to the education schedule and other chapter news. The Florida Gulf Coast Chapter website can be found at www.gulfcoastai.org.

Questions? Please call the chapter office at (813) 962-4003 or email Nancy at info@gulfcoastai.org or contact education chairs Julie Battaglia or Jason Schultz with any questions or suggestions. To register for classes: <http://www.appraisalinstitute.org/education/FloridaGulfCoast.aspx>

Are you interested in developing a 2—3 hour seminar? We are always looking for interesting 2 - 3 hour topics. Please consider developing a continuing education (CE) program that would be beneficial to our appraisers and the industry.

Candidate Guidance, Brad Saucier, MAI, Chair

Candidates: Your Annual Minimum Progress is shown in the form of a graph on our MY AI ACCOUNT page. The chart is located in the right-hand column, and the display shows how many requirements you must complete (blue bar) and how many requirements you have already completed (gold bar). Check your [Candidate Status Report](#) for a list of remaining designation requirements.

2018 Capstone Program— for the candidates seeking the MAI designation, please note that the General Demonstration Report—Capstone Program—will be offered in just a few locations this year. The first offering will be held in Orlando, FL on February 19—25, 2018. Two other offerings will be held in Chicago (April) and Denver (September). For more information on the Capstone Program and the other options, there is a new Capstone page online, which makes it easy to see the schedules, registration deadlines, etc. [Click Here](#).

Experience Requirements—The purpose of the Appraisal Institute Experience Requirements is to determine if a Candidate for Designations work meets the requirements specified in applicable AI Regulations, Policies, and Procedures, including Significant Professional Responsibility, Reasonable Relationship of Hours, and the [Appraisal Institute Standards of Professional Appraisal Practice](#) (or other relevant criteria). Candidates should be open to listening to and exchanging information with the Experience Screener. The Experience Requirement and interview is a learning process, whether or not your credit is approved. You likely will come away with new ideas for reporting and possibly a better understanding of theory and techniques.

Reports must be submitted in their entirety, which means that the report is to be submitted just as it was sent to the client. Reports are not to be edited or altered in any way for the experience process. All work for which experience is claimed must have been performed for a business purpose (mock experience and mock review experience is ineligible).

The following members of the Florida Gulf Coast Chapter have recently received their designation: **Darrell Shepard, MAI (Santa Rosa Beach)** Congratulations!

We currently have **49** candidates for designation, 61 practicing affiliates and **4** members seeking the review designation. We ask that our designated members and candidates encourage any non-designated appraisers to consider getting any AI designation and contact the Candidate Guidance Committee if we can answer any questions they may have and/or explain the many benefits of Appraisal Institute affiliation and designation.

2018 Comp Exam Dates

Submit your applications for 2018 exams by deadline dates below :

April 1—April 30, 2018: Application Deadline—February 20, 2018

August 1—August 31, 2017: Application Deadline—June 20, 2018

November 1—November 30, 2017: Application Deadline—September 20, 2018

Examinees must take ALL required modules within their chosen 30-day window—transfers and refunds are NOT permitted.

[Click Here](#) for Comp Exam Information

Questions? comp@appraisalinstitute.org
or call (312) 335-4111

Candidates for Designation

CE Requirements

Candidates and Practicing Affiliates must complete 70 hours (350 points) of continuing education for every five-year cycle. Designated members must complete 100 hours (500 points) of CE every 5-year cycle. The points system offers an incentive to individuals who attend advanced education. AI will now reward individuals who take and pass exams. The system's tiered point structure allocates higher point values to courses and seminars defined as advanced education. For more information, visit the AI website.

Generally, 1 hour of CE = 5 points (1% of 500 points) or more. This formula is also used for education taken outside of AI, which members can add on their own by logging onto the website and clicking: Add Credit to My AI CE Log. USPAP and Business Practice & Ethics are each valued at 35 points.



Florida Gulf Coast Chapter of the Appraisal Institute

invites you to join

Matt ★★★★★
Caldwell

Florida State Representative for District 79

When: March 15, 2018
4:30pm – 6:30pm

Where: Rusty Pelican
2425 N Rocky Point Drive
Tampa, Florida

www.VoteCaldwell.org Social media: **#2LaneTravels**

Open reception, so please stop by and say hello!

Business casual attire.

Food and beverages provided.

Political advertisement paid for and approved by Matt Caldwell, Republican, for Commissioner of Agriculture.

2018 Education Schedule

Florida Gulf Coast Chapter



Date	Class	Instructor
January 15	1st Quarter North Chapter Meeting and VALUEvent—Tallahassee A.M. Seminar: 3-Hour Florida Law P.M.: The 50% FEMA Appraisal Rule	Clay Ketcham, MAI Patricia Staebler, SRA
March 15 <i>New Date</i>	1st Quarter South Chapter Meeting - Tampa Seminar: Parking & Its Impact on Florida Properties	William “Ted” Anglyn, MAI
March 27	Florida Appraisal Law - Tampa	Tim Andersen, MAI
March 28	7-Hour National USPAP Update - Tampa	Tim Andersen, MAI
April 11	Florida Appraisal Law—Ft. Myers	Kenneth G. Foltz, MAI
April 12	7-Hour National USPAP Update - Ft. Myers	Kenneth G. Foltz, MAI
April 16	Real Estate Damages - Tampa	Randall Bell, Ph.D., MAI
April 26	Solving Land Valuation Puzzles - Destin	Vincent Dowling, MAI
May 3	Florida Appraisal Law - Sarasota	Tim Andersen, MAI
May 4	7-Hour USPAP Update - Sarasota	Tim Andersen, MAI
May 11	Solving Land Valuation Puzzles - Tampa	Richard Borges, MAI, SRA
June 6	Florida Appraisal Law - Tallahassee	Clay Ketcham, MAI
June 7	7-Hour USPAP Update - Tallahassee	Clay Ketcham, MAI
June 12 <i>New Date</i>	2nd Quarter Chapter Meeting & Election - Ft. Myers Seminar: Managing Unusual Appraisal & Litigation Assignments	Shawn Wilson, MAI and Joni Herndon, SRA
July 13	Valuation Resources for Solar Photovoltaic Systems (A.M.) What’s New in Residential Construction (P.M.)	Sandra K. Adomatis, SRA
July 19 July 20	Florida Appraisal Law - Largo 7-Hour USPAP Update - Largo	Patrick Alesandrini, MAI Richard Borges, MAI, SRA
August 17 <i>New Date</i>	3rd Quarter Chapter Meeting - Sarasota Seminar: 3-Hour Seminar TBA	TBA
September 12	Florida Appraisal Law - Destin	Clay Ketcham, MAI
September 13	7-Hour USPAP Update - Destin	Clay Ketcham, MAI
September 27	TBA - Tallahassee	TBA
October 3	Florida Appraisal Law - Tampa	Clay Ketcham, MAI
October 4	7-Hour USPAP Update - Tampa	Clay Ketcham, MAI
October 25	Business Practice & Ethics - Tampa	Ray Krasinski, MAI
November 9	4th Quarter Chapter Meeting - St. Petersburg Seminar: Eye of the Hurricane: Understanding Investigation by State Agency	TBA

To register for any of the above classes, go to: <http://www.appraisalinstitute.org/education/FloridaGulfCoast.aspx>
Questions? Call chapter office at (813) 962-4003 or email info@gulfcoastai.org

Comprehensive Exam Prep

Gary DeWeese, MAI, and an instructor for the Appraisal Institute for more than 20 years, is offering his Comp Exam prep material for sale. The cost is \$300 for the Income, \$150 for the Sales, \$150 for the Cost/HBU and \$150 for the General module material. If you purchase the first 3 modules, the General module material is free. The material is based on multiple choice type problems with detailed solutions illustrated. The material is electronically delivered the same day as ordered.

For more information about the material, to read student reviews, and learn how to order go to www.garydeweese.com or contact Gary directly at garydeweese@comcast.net or 925-216-8751.

The materials were developed by Gary DeWeese and are not sponsored or endorsed by the Appraisal Institute

Florida Real Estate Appraisal Board Meetings

2018 General Meetings

- Monday, April 9, 2018
- Monday, June 4, 2018
- Monday, August 6, 2018
- Monday, October 1, 2018
- Monday, December 3, 2018

The Division of Real Estate is now able to [live stream](#) their meetings. The streaming is not recorded and it has limited space at this time. If you are unable to access the meeting, please try again later as access may become available during the day. If you have connected to the live stream and no longer wish to view the meeting in progress, please be sure to disconnect to allow others to access the live stream. <http://www.myfloridalicense.com/dbpr/re/FREABMeetings.html>.

If you wish to have printed materials to reference during the meeting, please visit the website

www.myfloridalicense.com > *Doing Business with Us* > *Real Estate Division Page* > *Florida Real Estate*

Appraisal Board > *Meetings & Workshops*, and print all publicly available materials as early as 7 days before the date of the meeting. The department endeavors to minimize paper usage in all business practices. If you plan to attend for CE credit, you will need to attend the full day. All FREAB Meetings begin at 8:30 a.m. and are held at the Division of Real Estate Commission Chambers in Orlando unless stated otherwise.

The FREAB invites and encourages all members of the public to provide comment on matters or propositions before the Board or a committee of the Board. The opportunity to provide comment shall be subject to Rule 61J1-7.020, Florida Administrative Code. To submit written notice, send to the attention of *FREAB Public Comments* via email to: realpublicrecords@myfloridalicense.com or fax to 407-317-7245.



Knowledge. Experience. Integrity. The MAI, SRPA, SRA, AI-GRS and AI-RRS designations represent advanced knowledge. They stand for years of proven, real-life real estate valuation experience. Any they always mean a commitment to strict professional ethics and standards.

Florida Gulf Coast Chapter, Appraisal Institute

P. O. Box 273004, Tampa, FL 33688 T: 813-962-4003 Website: www.gulfcoastai.org

2018 Leadership - Florida Gulf Coast Chapter

The following individuals were elected to serve the position of 2018 officers, directors and regional representatives for the **Florida Gulf Coast Chapter** and were installed at the 4th Quarter 2017 chapter meeting in Clearwater. Their term began on January 1, 2018. We want to thank them all for volunteering their time to serve in these important positions!

Florida Gulf Coast Chapter - 2018 Officers

President: Wesley Sanders, MAI, AI-GRS

Vice President: Julie Battaglia, MAI

Treasurer: Rachel Zucchi, MAI

Secretary: Brian Zamorski, MAI

Directors (2016-2018)

Andrew Skinner, MAI

Michael Twitty, MAI

Patricia Whittington

Directors (2017-2019)

Timothy Sunyog, MAI

Robert M. Klein, MAI

Directors (2018-2020)

John Fabian, MAI

Patricia Staebler, SRA

Ed W. Smith, MAI



Region Representatives (2015-2018)

Dan Richardson, PhD, MAI

Patricia Staebler, SRA

Region Representatives (2016-2019)

Julie Battaglia, MAI, AI-GRS

Region Representatives (2017-2020)

Andrew Skinner, MAI

Ned Palmer, MAI

Rachel Zucchi, MAI

Region Representatives (2018-2021)

Ed Smith, MAI

Jennifer Marshall, SRA, AI-RRS

Alternate Region Reps - 2018

Don Saba, SRA

Michael Twitty, MAI

Patricia Whittington

Cristie Garrett, MAI

Karen Goforth, MAI

John Fabian, MAI

Michael Jonas, MAI

Steven Griffith, MAI

Robert Klein, MAI

Brian Zamorski, MAI

AI EDUCATION TRUST

[AIET Scholarship Applications](#)

The next Appraisal Institute Education Trust Scholarship deadline is April 1. Two scholarships are available to eligible Candidates for Designation:

- Appraisal Institute Education Trust AI Course Scholarship - April 1 & July 1
- Appraisal Institute Education Trust Minorities and Women AI Course Scholarship - April 1 & July 1

Please note: It is recommended that, prior to submitting a scholarship application, applicants attend a minimum of two Appraisal Institute chapter meetings annually. Candidates are eligible to receive one scholarship per calendar year.

Reminder to Chapter Officers, Directors, Committee Members and Region Reps!

Designated members and Practicing Affiliates can log their own Service to the AI. Please remember to log your service through the [AI CE Log](#).

Membership Updates – Florida Gulf Coast Chapter

Congratulations New Designated Members

Darrell Shepard, MI, Santa Rosa Beach
Lloyd Brent Diehl, MAI, **AI-GRS**

Practicing Affiliate

Seth Nadreau, Cape Coral
Ivis Olmo Valle, Naples (transfer from Puerto Rico)

Affiliate

John J. Grant, Naples
Jesse A. Larson, Tallahassee

Transfer Out

Nathaniel Briscoe, Candidate (to Ohio)

Change in Membership Status

Matthew Simmons, Naples (*to Practicing Affiliate*)
Brian DeMuth, St. Pete (*to MAI Candidate*)
Donna G. Miller, Destin (*to MAI Candidate*)
Ronald Wright, Destin (*to Practicing Affiliate*)

Members Resigned

Clinton J. Gordon, Lakeland
Gus A. Bert, Candidate, Quincy

Retired:

Larry Edward Whitney, SRA, St. Petersburg

Deceased

Bruce B. Gonce, SRA, AI-RRS, Cape Coral

Region X's University Relations Committee is gearing up for another successful year. We are in the process of setting up a LinkedIn group where students can view job postings by our members. If you have a job opportunity for students please send the following information to **Ned Palmer, MAI** at: ned.palmer@ngkf.com:

1. A description of the job position and responsibilities
2. Full time or part time
3. When will the position be open (i.e. open to current students, fall grads, spring grads)?
4. Office location
5. Company contact and contact information
6. Company website

JOIN US!!!

1st Quarter South Chapter Luncheon Meeting & Seminar

Thursday, March 15, 2018 ♦ 11:45 A.M.

Seminar—1:00 PM

Rusty Pelican, Tampa

[Register Today!!](#)

Evening Reception—Meet & Greet with Matt Caldwell, Florida U.S. Representative

Join us in supporting Matt for Florida Agriculture Commissioner!

Jobs Board

Need State Certified Appraisers for established Florida firm:

BayOne Appraisal Services is seeking State Certified appraisers to perform appraisals in **Tampa Bay, Sarasota, and Fort Myers** market areas.

Please visit our website at bayoneappraisal.com. Email resumes and licenses to Mark Silverstein, SRA at appraisals@bayone.com.

Special Magistrate

The **Hernando County Value Adjustment Board** is seeking individuals to serve as VAB Special Magistrates. Details and the application are available at www.hernandoclerk.org, under County Services, Value Adjustment Board. The application submittal deadline is March 15, 2018.

Members on the Move

CONGRATULATIONS to **Julie Battaglia, MAI, AI-GRS**, Tampa, who was appointed to the Appraisal Institute National Education Committee for the two-year term of 2018—2019. Julie is the current chapter Vice President of the Florida Gulf Coast Chapter and also serving as Co-Chair of the Chapter's education committee.

Matthew Caldwell, Candidate, Ft. Myers, currently serving as a Florida U.S. Representative, is running for Florida Agriculture Commissioner.

Jennifer Marshall, SRA, AI-RRS, Venice, was re-appointed to serve on the Residential Appraisal Project Team (RAPT).

AI Benefits

Are you taking advantage of the benefits that the Appraisal Institute has to offer?

Designated Members, Candidates for Designation and Affiliates have access to exclusive discounts and an insider connection to exciting Appraisal resources:

- ◆ Insurance
- ◆ Education
- ◆ Business Tools
- ◆ Marketing & Publications
- ◆ Travel
- ◆ AI Services
- ◆ Networking & Leadership Development
- ◆ Taxbot (Automobile Mileage & Expense Tracking App)

[Learn More](#)

Appraisal Institute Unveils Governance Structure Web Page

The Appraisal Institute announced in July 2017 that it has launched a [new web page](#) providing information about the AI Governance Structure Project Team's recent recommendations to the AI Board of Directors. The page includes a form for Appraisal Institute professionals to provide feedback to the Board.

AI's Board of Directors created a project team in 2015 to make recommendations to the Board for possibly enhancing the overall AI governance structure, and to find the optimum mix of member services and the efficient delivery of those services. The Governance Structure Project Team was directed to focus on determining the best ways to provide member value – including offering greater consistency in member services and experience – considering current market realities.

The project team provided its recommendations to the AI Board of Directors in June 2017. The Board is now seeking input from Appraisal Institute professionals. No scheduled end date for the comment period has been set at this time.

Appraisal Institute professionals may visit the [web page](#) (log-in required), read the documents there and complete the online form to submit feedback. [Please take a moment and review this information. Your feedback is encouraged. Now is the time to let your voices be heard.](#)

Admissions, Jennifer Marshall, SRA, AI-RRS, Committee Chair

For those who are not familiar with it, the SRA designation is the highest residential designation awarded by the Appraisal Institute. Appraisers, who are members of AI, must certify to upholding the Appraisal Institute's Code of Professional Ethics and Standards of Professional Appraisal Practice, which is above and beyond the minimum standards required by the Uniform Standards of Professional Appraisal Practice (USPAP) of a licensed or certified appraiser. This means the Appraisal Institute members are held to a higher standard. They are looking to stand out from the crowd and be the best that the profession has to offer consumers and clients.

I believe now is the time to move forward with pursuing the SRA. There are significant changes on the horizon and you need to be aware of them. If you are interested and have any questions please feel free to contact me via email at jm4632@aol.com or call me at 813-957-3230.

For anyone interested in obtaining an SRA, if you declare your candidacy on or after January 1, 2018 there will be additional requirements, which include a residential comprehensive exam as well as elective requirements.



**Pursue an
Appraisal Institute
Designation**

Member Spotlight

Congratulations to **K. Jacob Hutchings**, Ft. Myers, on receiving his MAI designation.

Where do you work? How long? I have been with Maxwell, Hendry & Simmons, LLC (formerly Maxwell & Hendry Valuation Services) since 2007.

How did you get started in the business? I started as a researcher on an internship in 2007 while studying Finance at Florida Gulf Coast University.



What type of appraisal work do you do? I'd say a little bit of everything. Most of my work involves office, retail, and multifamily residential. Additionally, I do FEMA 50% and insurable value appraisals for commercial properties.

How has your practice changed in recent years? During the recession, our company focused on diversifying our client base outside of the traditional work that comes from banks. Additionally, we have moved more toward doing as many things digitally, as possible.

Who/what is the biggest influence for you in getting the designation? W. Michael Maxwell, MAI, SRA and Gerald Hendry, MAI, CCIM. Early in my career, I could see the additional opportunities that come to appraisers with a designation. Many of our clients only want to hire an appraiser that has a designation from the Appraisal Institute. I've heard numerous stories of appraisers that had bad experiences with their supervisors, who were afraid of training their future competition. Mike and Gerald were the exact opposite of this. They took the time and energy to train me and encouraged me to seek designation to help my career. Without their guidance, I'm not sure if I would have stuck with it.

Hometown? I was born and raised in Indianapolis, Indiana, but I've been in Fort Myers, Florida for 18 years.

Favorite Hobby/Activities? Most of my time outside the office is spent with my wife and two daughters (3 and 6). I don't like to sit still, so usually we're at a park or the beach.

What advice can you give to other candidates and practicing affiliates letting the demo hold them back from receiving their designation? Treat it like any other assignment you have and make sure you are chipping away at it. If you get stalled on any section, just move onto another section for a little bit and come back to it. It's important to keep yourself on a schedule with a deadline.

Any other advice you can pass along to candidates for designation and practicing affiliates? Don't be afraid to ask questions or seek advice from people that are more seasoned in the appraisal field. The appraisal field is evolving, and seeking out other viewpoints is important for all of us to stay relevant.

Advisors Still Needed - Candidate for Designation Program

Become an Advisor! We need designated members to step up and become an advisor. Please consider applying to serve as an Advisor in the Candidate for Designation Program. Once you have applied and are approved as an Advisor, the national office will place you on a list of approved Advisors. We currently have 31 designated members who are approved advisors, however there are only few of these advisors who have remaining slots available. We currently have a total of 62 candidates.



DESIGNATED MEMBERS:
Become an Advisor

A Candidate may request a particular Advisor or the Appraisal Institute will identify a potential Advisor for the Candidate and make the assignment. The Appraisal Institute will make the final approval as to who will serve as the Advisor for a specific Candidate. **Candidates: Don't delay—choose your advisor today!**

An Advisor can receive up to 125 points of CE credit per AI CE cycle for service to the Appraisal Institute. Please notify the Admissions Department of your interest at admissions@appraisalinstitute.org. A free online orientation is available for potential advisors. Advisors serve as a resource to the Candidate, providing knowledge and expertise.

[Download the PDF that will explain the process.](#) **WE NEED YOU !**

For more information on the Appraisal Institute candidate advisor program, please contact the Admissions Department at admissions@appraisalinstitute.org or [click here](#).

Advisors & Candidates: Remember to check your Appraisal Institute account page online to check your status and/or record your contacts.

Practice Examination Questions for Real Estate Appraisers

Available in print and as an online program.

AVAILABLE NOW!



AI[®]

Updated Designation Descriptions Adopted by the National BOD

MAI Membership Designation

The MAI membership designation is held by professionals who can provide a wide range of services relating to all types of real property, such as providing opinions of value, evaluations, review, consulting and advice regarding investment decisions, among others. Property types may include commercial, industrial, agricultural, residential, vacant land and others.

SRPA Membership Designation

The SRPA membership designation is held by professionals who can provide a wide range of services relating to all types of real property, such as providing opinions of value and review, among others. Property types may include valuation of commercial, industrial, agricultural, residential, vacant land and others.

AI-GRS Membership Designation

The AI-GRS membership designation is held by professionals who can provide reviews of appraisals of a wide range of property types, including commercial, industrial, agricultural, residential, vacant land and others.

SRA Membership Designation

The SRA membership designation is held by professionals who can provide a wide range of services relating to residential properties, including providing opinions of value, evaluations, reviews, consulting and advice regarding investment decisions, among others.

AI-RRS Membership Designation

The AI-RRS membership designation is held by professionals who can provide reviews of residential appraisals. To phase in these new basic designation descriptions as practicable, such as when current hard-copy materials are scheduled for re-printing.

Jobs Board (Cont'd)

APPRAISER II

The Property Tax Oversight Program for the State of Florida Department of Revenue has an immediate position available for an Appraiser II, for the Orlando or Fort Myers area. The ideal candidate would have at least 2 years of commercial or mass appraisal experience. Preference will be given to those applicants who are state licensed or certified appraisers, those with college credits towards certification, or Registered Trainees. This work is appraising commercial real property to determine its just or market value for assessment purposes in accordance with prescribed guidelines. The incumbent will research, compile and analyze communication skills, a strong writing ability, time management skills and problem solving skills; must be market, cost and income data in the development of estimates of value. Candidates must be detail oriented, have excellent computer proficient in Microsoft Office Suite. The State of Florida offers a competitive compensation package, health benefits, company resources, flex/telework schedules, and a retirement plan. Those interested in this position may follow the link noted below to submit an on-line application using the State's People First system:

<https://jobs.myflorida.com/job/ORLANDO-REV-APPRAISER-II-73001094-FL-32801/454259600/>

Only applications submitted through the state hiring portal will be accepted.

Contact information: Lin Wilhelm, (407) 245-1661, lin.wilhelm@floridarevenue.com

SENIOR APPRAISER

The Property Tax Oversight Program for the State of Florida Department of Revenue has immediate positions available for Senior Appraisers, based in the Orlando or Fort Myers area. The ideal candidate would have at least 4 years of commercial appraisal experience, and be an active Florida State Certified General Appraiser. In lieu of a senior-level real estate appraisal designation or State Certified General Appraisal license, the applicant may have completed 300 hours of Florida pre-licensing training and 3000 hours of USPAP compliant commercial appraisal experience and be a Registered Trainee. Candidates must be detail oriented, have excellent communication skills, a strong writing ability, time management skills and problem solving skills; must be computer proficient in Microsoft Office Suite. The State of Florida offers a competitive compensation package, health benefits, company resources, flexible/telework opportunity and a retirement plan. Those interested in this position may follow the link noted below to submit an on-line application using the State's People First system:

<https://jobs.myflorida.com/job/ORLANDO-REV-SENIOR-APPRAISER-73002081-FL-32801/459453700/>

Resumes received outside of the State Hiring portal will not be considered.

Contact information: Lin Wilhelm, (407)245-1661, lin.wilhelm@floridarevenue.com

1st Quarter North Chapter Meeting, Region X Meeting and Reception—January 15, 2018 Four Points Sheraton—Tallahassee, FL



Florida Law seminar in Tallahassee



Region X Meeting—Tallahassee



1st Q Meeting and Region X Reception



Wes Sanders with FL Representative Matt Caldwell



Karen Goforth with Wes & Brittney Sanders and Joel Salley at 1st Quarter Meeting



Mike Jonas, MAI with Devon Carter, MAI



FL State Representative Ben Diamond speaking at chapter meeting



FL State Representative Matt Caldwell speaking at chapter meeting



*2018 VALUEvent
with Region X Representatives at the
State Capital*



Special guest AI President-Elect Stephen Wagner with Lauren Dowling, Nancy Bachor and Val Chaisson, Region X Chair



MAI Certificate presented to Darrell Shepard by National President-Elect Stephen Wagner, MAI

1st Quarter South Meeting of the Florida Gulf Coast Chapter

Thursday, March 15, 2018 - Tampa, FL

Please join us for the 1st quarter chapter meeting!

Location

Rusty Pelican—Tampa

Schedule of Events

10 AM - Board of Directors Meeting

11:45 AM - Chapter Membership Meeting & Program

1:00 PM - Seminar—Parking and Its Impact on Florida Properties (3 CE)

4:30 PM - Meet & Greet Reception - Guest: Matt Caldwell, Candidate for Agriculture Commissioner



Fees

Chapter Meeting + Lunch Only: Members \$30* | Nonmembers \$38 (*Early Registration Pricing until March 1st*)

Chapter Meeting + Lunch + 3-Hour Seminar: \$105 Members | \$120 (*Early Registration until March 1st*)

Directions to Rusty Pelican: Take I-275 to Route 60 West (Courtney Campbell Causeway) towards Clearwater (Exit 2A). Follow Route 60 to N. Rocky Point Drive. Turn left onto Rocky Point and follow to the end. Rusty Pelican will be on the left side. Complimentary parking available.

[CLICK TO REGISTER](#)

SIGN UP EARLY FOR DISCOUNT

***\$5 off provided by chapter**

**sponsor: Enter Promo Code
Compstak5**

Registration Application — Thursday, March 15 —1st Q Chapter Meeting

Name _____

Firm _____

CC Billing Address & Zip Code _____

City _____ State _____ Zip _____

Email _____ License # _____

Phone _____

Payment: **Circle One:** *Visa - MC - Amex - Discover - Check*

Credit Card: # _____

Exp. Date _____ **CCV:** _____

Name on Card: _____

R.S.V.P. Required!

Mail or Fax Registration to:

Florida Gulf Coast Chapter - AI

Tampa, FL 33618

T 813-962-4003

Questions? wcoastfl@tampabay.rr.com

Register Early and Save....fees increase 3/01/18

[Register Online Here](#)



Florida Gulf Coast Chapter of the Appraisal Institute
P. O. Box 273994, Tampa, FL 33688
Phone: (813) 962-4003 • Website: <http://www.gulfcoastai.org>