

The Approach



**Appraisal
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Real Estate Solutions*

2nd Quarter 2018 Chapter Meeting & Education

When: Tuesday, June 12, 2018

Where: Holiday Inn Airport @ Town Center
9931 Interstate Commerce Drive, Ft. Myers, FL

Cost: Lunch Meeting & Program Only: \$30.00
Lunch Meeting, Program & 7-Hour Seminar: \$190.00

Schedule of Events

8:30 AM—4:30 PM: Seminar: Managing Unusual Appraisal & Litigation Assignments (7 CE)

11:45 AM—1:00 PM: Chapter Lunch Membership Meeting + 2019 Elections

Meeting Program: The 2nd Q chapter lunch and membership meeting will be held at the Holiday Inn Airport at Town Center in Ft. Myers, FL. Our guest speaker at the lunch meeting will be **Stan Stouder, CCIM**, CRE Consultants|Brokerage Services, Ft. Myers, who will present the SWFL market update. Read more details on our meeting speaker in this newsletter. In addition, our officers will update us on all the latest chapter, region and national news and the membership will vote on the 2019 leadership slate as prepared by this year's nominating committee. It should be an informative meeting — [register today!](#)



Seminar: Managing Unusual Appraisal & Litigation Assignments. This new 7-hour seminar covers practical issues that the appraiser may face when asked to tackle unusual appraisal problems and litigation assignments. There is little reference material regarding the management side of the appraisal process, which is sometimes even more complex than the valuation side. Through examples and case studies, this seminar provides advice for planning ahead, managing in the moment, and optimizing interaction with the parties involved.

Topics will include unusual inspection issues, managing multiple clients, and advice for preparing engagement letters for unusual assignments.

Developers and instructors:

Shawn E. Wilson, MAI
Joni Herndon, SRA

REGISTER HERE
2nd Q Chapter Meeting

This seminar is approved for 7 hours of CE with the Florida Real Estate Appraisal Board, #0009803 and 35 points of CE credit for Appraisal Institute members.

We hope to see you at the 2nd Quarter meeting in Ft. Myers! Stay informed on all the issues of importance to us, locally, state-wide and nationally. Candidates for Designation, Practicing Affiliates and designated members are encouraged to attend at least one chapter membership meeting each year. This should be a very interesting day of events. We hope to see you all there!

2018 Officers & Directors

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Wesley Sanders, MAI, AI-GRS

Vice President

Julie Battaglia, MAI, AI-GRS

Treasurer

Rachel Zucchi, MAI

Secretary

Brian Zamorski, MAI

Directors

Andrew Skinner, MAI, SRA

Robert Klein, MAI

John Fabian, MAI

Michael Twitty, MAI

Patricia Whittington

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@gulfcostai.org

Region X Officers

Val Chiasson, MAI, SRA, Chair

Nick Pilz, MAI, SRA, Vice Chair

Lauren Dowling, Region ED



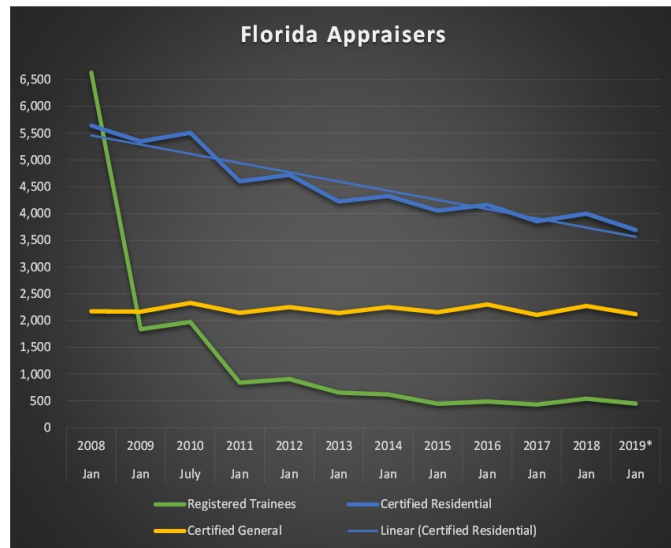
President's Message, Wesley Sanders, MAI, AI-GRS



Welcome to late May, everyone. Our next chapter meeting will be at the Holiday Inn in Fort Myers starting at 11:30 on June 12th. Our speaker is Stan Stouder, CCIM, who will give an overview of the SW Florida market. There will also be a 7-hour CE seminar that day, Managing Unusual Appraisal and Litigation Assignments, being led by the nationally famous Shawn Wilson, MAI and Joni Herndon, SRA. If you have not taken USPAP and FL Law, we still have a few offerings at heavily discounted prices for chapter members in early registration.

In the last Newsletter, I mentioned the number of appraisers nationally. The data showed there was a 25% decrease from 2007 to 2016. Please take a look, if you missed it- good stuff in there. This quarter, I took a look at the number of appraisers in Florida, with the status of active, from January 2008 to 2018.

The number of certified commercial appraisers has been relatively stable. This may be due more to Florida being a retirement destination than new commercial appraisers coming into the profession. The number of residential appraisers has continued to decline, even as the market has increased in volume. Probably most important, as you can see, the number of current trainees is alarmingly low.



Florida Appraisers	Jan 2008	Jan 2009	July 2010	Jan 2011	Jan 2012	Jan 2013	Jan 2014	Jan 2015	Jan 2016	Jan 2017	Jan 2018	Jan 2019*
Status - Current												
Registered Trainees	6,632	1,838	1,973	839	907	656	619	445	488	431	540	450
Certified Residential	5,644	5,350	5,508	4,602	4,724	4,225	4,329	4,055	4,166	3,857	3,998	3,690
Certified General	2,172	2,167	2,331	2,146	2,251	2,140	2,250	2,156	2,303	2,105	2,274	2,120

*Estimated

The spike in January 2018 will likely fall in line after the renewal this fall. I've estimated 2019 based on the last couple renewal cycles.

We are currently considering having a roundtable discussion on the appraisal industry, Florida appraisal law, and what the chapter can do to help the group as a whole. If you would be interested in that, please let a board member or Nancy know.

In national AI news, in Chicago last week, Rodman Schley, MAI, SRA was chosen to be the 2019 Vice President by the National Nominating Committee.

New Region X Chapter Benefit- I am excited to announce that after working for a few months on this, we are now able to join the Florida Gulfcoast Commercial Association of Realtors as AI members, and have access to the member's only portion of their comps database - Catylist. This was previously only for Realtor members with sales/broker licenses.

To welcome AI members, they have extended us a new member discount of almost 25%. It will be \$469 for the remainder of 2018 at sign-up and \$420 by the end of December for 2019. That is a savings of \$290 off the \$1,179 full price. You can sign-up at their website: fgcar.com under Membership Application - local level, or call Suzanne at 727-939-4227. The Florida commercial associations were previously all using their own databases, but as of this spring, they have combined databases for Florida Gulf Coast, Jacksonville, SW Florida, and the Tallahassee and Panhandle Associations. The Realtors maintain ownership of their data and Catylist provides the database. Other Florida associations may join into the combined database at a later date.

Thanks for reading, and I look forward to seeing you in June at the Holiday Inn- Fort Myers.

Chapter Meeting Program Speaker - June 12, 2018

Our guest speaker at the 2nd Q chapter lunch meeting will be **Stan Stouder, CCIM**. Stan has been successful since 1981 in the Southwest Florida real estate market as a broker, corporate site selector, investor and developer. Stan holds a Bachelor of Science degree in real estate from Indiana University, the CCIM designation, and is a Master Practitioner of Neuro-Linguistics Programming.

Stan was a founding partner of the Lee, Collier and Charlotte county offices of CB Richard Ellis from 1998–2012. In 2012, he again became a founding partner, this time of **CRE Consultants**, which provides strategic advice, sales and leasing, property management, research and consulting for owners of commercial properties that include industrial, office, retail, multi-housing and land.

Stan's real estate acumen is demonstrated as a perennial top producer, speaker, award-winning author, TV show host and advisor on sundry community and professional boards. He speaks on business principles throughout the United States and internationally.



Significant Assignments

Stan formerly was the Regional Director of Development for Twistee Treat. Stan has formed and managed numerous, highly successful and harmonious investment groups. He is often called upon to provide fee work to lenders, attorneys, and to solve complex real estate riddles with creative and simple solutions.

[Register today](#) for all the chapter events on June 12th in Ft. Myers. We hope to see you at the 2nd Q lunch meeting and seminar.

*The Florida Gulf Coast Chapter of the Appraisal Institute recognizes the following
Gold Sponsor for the 2nd Quarter 2018 Membership Meeting*



Sponsorship opportunities are available for our chapter meetings. Contact the chapter office for more details! Sponsorships include recognition in email blasts, chapter website, newsletters in addition to recognition at chapter meetings.

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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

The House Financial Services committee approved the Securing Access to Affordable Mortgages Act that essentially exempts appraisals evaluations from USPAP compliance for loans under \$250,000. This creates greater flexibility for lenders by allowing appraisers to perform these services without complying with some requirements such as full interior inspections or the necessity of second appraisals. The regulatory relief aligns Dodd-Frank with FIRREA.

AI supports this legislation as it is projected to affect less than five percent of loan transactions and increase the need for this type of evaluation vs. full appraisal services to be performed by certified and/or designated appraisers. No date has been set for a full House vote.

In a precedent that could have far reaching effects, the North Carolina Supreme Court has ruled that brokers are allowed to testify as to Fair Market Value in condemnation cases. The ruling did not go so far as to allow non-certified appraisers to opine to a value opinion; however, the ruling could evolve to eventually allow for brokers to provide Fair Market Value opinions.

Several states are attempting to codify shorter Statutes of Repose which will limit the amount of time an appraiser can be civilly sued. The idea is to negate the discovery rule which, in most states, allows for discovery of appraisal errors to essentially run until the error is found. The laws would start the discovery clock on the date of the report. A handful of states including Kentucky, North Carolina and South Dakota already have limitations of one year, while Minnesota and Oregon limit the amount of time to six years.

Another issue involves review appraisers performing reviews across state lines. Several states require review appraisers to have in-state credentials if the reviewer steps foot in the state where the subject of the review is located. Obviously, this is not necessary as the subject of the review is the appraisal, not the property. It is a different issue if the reviewer opines to a value opinion however.

AQB is changing the minimum qualification criteria and all state will need to adopt the new criteria by May 1, 2018. Certified residential appraisers will now have to have a bachelor's degree. The required experience is being reduced for both certified residential and certified general appraisers. Certified residential appraisers will be required to run up 1,500 experience hours, down from 2,500 in no less than 12 months. Certified generals will need 3,000 hours in no less than 18 months, down from 30 months. These altered qualifications will need to be adopted by each state through statutory changes.

Interested in Becoming an Appraisal Institute Instructor?

The Appraisal Institute will hold an **Instructor Qualifying Conference (IQC)** in Chicago this September.

The IQC has two goals:

- 1) To assess the communication and instruction skills of potential AI instructors, and
- 2) To review educational principles and practices for potential instructors in order to teach Appraisal Institute programs effectively. The IQC is the first step one must take to become an approved Appraisal Institute instructor.

Designated members and/or PhD's who currently are not approved to teach for the Appraisal Institute but are interested in completing the process to become a full instructor for AI programs. Completion of program does not guarantee approval to teach.

The IQC will be held on September 21 & 22, 2018 in Chicago, IL. For registration information and requirements, [click here](#).

Election—2019

This year's nominating committee hereby recommends the following individuals to serve the position of 2019 officers, directors and regional representatives for the **Florida Gulf Coast Chapter**. The election of these nominees will be held during the 2nd Quarter chapter meeting on Tuesday, June 12th at the Holiday Inn Airport in Ft. Myers, FL. No additional nominations can be made from the floor.

Florida Gulf Coast Chapter - 2019 Officers

President: Julie Battaglia MAI, AI-GRS

Vice President: Rachel Zucchi, MAI

Treasurer: Brian Zamorski, MAI

Secretary: Patricia Staebler, SRA

2018 Nominating Committee

Don Saba, SRA, Chair

Michael Jonas, MAI

Joel Salley, SRA

Karen Goforth, MAI

Joni Herndon, SRA

Directors (2017-2019)

Timothy Sunyog, MAI

Robert M. Klein, MAI

Directors (2018-2020)

John Fabian, MAI

Ed W. Smith, MAI

Brad Saucier, MAI (*to complete Staebler term*)

Directors (2019-2021)

Ashlie Dummeldinger MAI

Michael Cliggitt, MAI

Byron Torres

Wesley Sanders, MAI (Ex-Officio)

Region X Representatives—2019

Ned Palmer (2017-2020)

Andrew Skinner, MAI, SRA (2017-2020)

Rachel Zucchi, MAI (2017-2020)

Ed W. Smith, MAI ((2018—2021)

Jennifer Marshall, SRA (2018—2021)

Michael Jonas, MAI (2019—2022)

James (Matt) Terry, SRA (2019—2022)

Patricia Whittington (2019—2022)

Julie Battaglia, MAI — Chapter President

Alternate Region Reps: Don Saba, Karen Goforth, Patricia Staebler, Robert Klein, John Fabian, Brian Zamorski, Woody Herr, Michael Twitty, Steve Griffith, Dan Richardson

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 Bachor



2018 Florida Gulf Coast Chapter Meetings

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

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

3rd Quarter Meeting - August 17 - Sarasota *

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

Florida Gulf Coast Chapter, Appraisal Institute

P. O. Box 273994, Tampa, FL 33688 T: 813-962-4003 Website: www.gulfcoastai.org

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



Julie Battaglia, MAI, AI-GRS

2018 is a state recertification deadline year, and we still have lots of new offerings on the schedule. Remember that it is never too early to begin accumulating your CE hours for the renewal deadline, which is **November 30, 2018**. Don't let it sneak up on you.

We are off to a great start and have been very busy in the 1st and 2nd quarters of the year with several offerings of the required Florida Law and 7-Hour USPAP Update courses. We still have classes planned for Tallahassee in June, Destin in September, and Tampa in October. So you have plenty of opportunities to take these required classes. *Here is the good news....*your chapter 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 **CHAPTER**, 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.



USPAP class held in Tampa

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 Tallahassee down to Ft. Myers. We also have some new 1/2 day seminars that will be held in conjunction with quarterly meetings.

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 12th 2nd Quarter chapter meeting. This seminar is approved for 7 hours of CE by the FREAB.

Sandy Adomatis, SRA will present two residential seminars in Tampa on July 13th and again in September in Tallahassee 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. We hope to present a new 3-hour seminar at the November meeting which will be held at the St. Petersburg Yacht Club.

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 very lowest in the country. 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. **PLEASE** give us your feedback and/or let us know if there is a specific class or topic you would like to have added to the schedule.

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 locally developed 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. You can also file an extension request by calling the national office at 312-335-4111 or email to admissions@appraisalinstitute.org.

Capstone Program—there is only one remaining offering this year, being held in Denver, CO on September 10—16th.

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:

Michael D. Kelly, SRA— Lake Suzy, Florida **Congratulations!**

We currently have 49 candidates for designation, 60 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

[Click Here](#) for Comp Exam Information

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

Submit your applications for 2018 exams by deadline dates below :

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.

Questions? Contact 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.

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	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	What’s New in Residential Construction (A.M.) Valuation Resources for Solar Photovoltaic Systems (P.M.)	Sandra K. Adomatis, SRA 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: Insurance Appraisal: Report Contents & Valuation	Patricia Staebler, SRA
September 12	Florida Appraisal Law - Destin	Clay Ketcham, MAI
September 13	7-Hour USPAP Update - Destin	Clay Ketcham, MAI
September 27	Valuation Resources for Solar Photovoltaic Systems What’s New in Residential Construction	Sandra K. Adomatis, SRA Sandra K. Adomatis, SRA
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 & Installation - St. Petersburg Seminar: Ignorance Isn’t Bliss: Understanding Investigation by State Agency (Pending)	Clay Ketcham, MAI

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, 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

Florida Gulf Coast Chapter - 2018 Officers & Directors

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 July 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.

Learn more about AIET Scholarships [here](#) or email educationtrust@appraisalinstitute.org.

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

Jonathan Colby Hurt, MAI, Tampa
Michael D. Kelly, SRA, Lake Suzy

MAI Candidate

Michael P. Linebaugh, Tampa *(Change from P.A.)*

Practicing Affiliate:

Nichole R. Leach, St. Petersburg

Affiliate

Daniela Bermudez, Tallahassee

Change in Membership Status:

Retired:

William L. Armstrong, Retired, North Port
Ann M. Huhn, MAI, Bradenton
Kenneth R. Devos, MAI, SRA, Ft. Myers Beach

Members Resigned

Eugene Presley, MAI, SRA, Pensacola
James P. Anderson, Tampa
Thomas W. Tyrell, SRA, Naples

Deceased

Ronald P. Floyd, Clearwater
Patricia A. Silverthorn MAI, SRA, Lakeland

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!!!

2nd Quarter Chapter Luncheon Meeting & 7-Hour CE Seminar

Tuesday, June 12, 2018 ♦ 11:45 A.M.

Seminar—8:30 AM—4:30 PM

“Managing Unusual Appraisal and Litigation Assignments” (7 CE)

Holiday Inn Airport at Town Center—Ft. Myers

Register Today!!

Jobs Board

Ft. Myers/Naples – CBRE, Inc.

CBRE is a Fortune 500 (#215) and S&P 500 company, the world's largest commercial real estate services and investment firm. We are seeking candidates to assist in establishing a Valuation Office in SWFL. The ideal candidate would be MAI designated (but Advanced Candidates with desired attributes would be considered); have strong communication skills (both verbal and written); advanced computer skills (Word, Excel, Argus, etc.); superior technical and analytical skills; have established client relationships; and ability to oversee and train appraisers. This position will provide opportunity for motivated individuals to build and grow an office within our platform. Interested individuals seeking more information on this opportunity, please reach out in confidence to john.fabian@cbre.com.

Newmark Knight Frank, the fastest growing national full service real estate firm, is looking to hire certified general appraisers and trainees throughout Florida. We are looking for appraisers that have a record of accomplishment performing high quality work and experience with complex properties. Proficiency with Argus Enterprise is a strong plus. Please contact Greg Becker, MAI at greg.becker@ngkf.com

Senior Appraisers. The Property Tax Oversight Program for the State of Florida Department of Revenue has immediate positions available for Senior Appraisers, based in the Orlando, Tampa 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-32801/473728600>/Contact information: Lin Wilhelm, (407)245-1661, lin.wilhelm@floridarevenue.com

Tampa. The appraisal firm of Lee Pallardy, Inc. is seeking a research assistant and apprentice appraisers as well as an experienced appraiser to fill immediate openings in Tampa. If interested, please contact David Taulbee by telephone at 813-221-3700, or email dtaulbee@leepallardyinc.com and include resume.

LDAC 2018

Hosted by the Appraisal Institute
May 16–18



The Leadership Development & Advisory Council (LDAC) is a group of dedicated appraisers who come together once a year in Washington, D.C., to formulate solutions to problems and challenges faced by the appraisal profession.

LDAC strives to foster creative thought from talented individuals involved in the real estate appraisal profession while developing future leaders of the Appraisal Institute. LDAC also establishes an "appraiser-presence" in Congress and demonstrates that the Appraisal Institute is made up of professionals who recognize the importance of being actively involved in the political process.

LDAC has served as a source of leadership and as an inspiration for new programming ideas for the Appraisal Institute since 1969. Through a series of roundtable discussions, LDAC provides a forum where ideas and opinions on targeted topics of concern to the appraisal profession are exchanged

Our chapter was represented at this year's LDAC by Rachel Zucchi, MAI and Jennifer Marshall, SRA.

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.

AI EDUCATION AND RELIEF FOUNDATION SCHOLARSHIPS

Scholarships are eligible to worthy Candidates for Designation. Deadline to apply is [July 1st](#). For more information on the scholarship options, go to; www.aiedtrust.org.



**Pursue an
Appraisal Institute
Designation**

Advisors Needed - Candidate for Designation Program

Become an Advisor! We still need Advisors who are willing to work with Candidates on the AI-GRS and AI-RRS review designation paths; most regions have very few, and many have no advisors who can take Candidates seeking those designations. Remember, just because you hold the AI-GRS or AI-RRS designation, does not mean we show you as willing to advise Candidates on those paths. You must let me know if you wish to advise Candidates on those paths. Also keep in mind that you are **NOT** required to hold the AI-GRS or AI-RRS designation to advise Candidates on those paths; you will always be able to see a Candidate's remaining requirements on their status report no matter what path they are seeking

If you are not at your maximum limit of Candidates (you set your own maximum on your Advisor Agreement), you will always appear on the available advisor list from which Candidates can select their advisors. If you don't remember how many Candidates you have set as your maximum, or on which path(s) you agreed to advise, just ask! If you want to make any changes (i.e. to add or eliminate paths, change your maximum, or change your Advisor status) please e-mail advisors@appraisalinstitute.org.

[Download the PDF that will explain the process.](#)

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

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.

National News



Registration is open for the AI Annual Conference, July 30—August 1 in Nashville, TN.

“This year’s conference is going to be outstanding” said Appraisal Institute President James L. Murrett, MAI, SRA. “It’s a must attend event for valuation professionals of all types from across the country and around the world. There is something for everyone”.

The event theme is “**Setting the Stage for Success**” and will feature hundreds of real estate professionals from across the U.S. and around the globe, dozens of knowledgeable presenters, 30 educational sessions (offering state and Appraisal Institute CE credit), exhibits of cutting-edge valuation products and services, an awards luncheon, networking with colleagues and opportunities for exploring Nashville.

This year’s keynote speaker will be Allison Levine, a best-selling author and mountain climber focused on leading teams in extreme environments. Levine, the team captain of the first American Women’s Everest Expedition, asserts that the principles that apply to the world of extreme adventure also apply to demanding business environments. Having skied across the Arctic Circle to the geographic North Pole, her work demonstrates how progress can be made going backward why egos are a good thing and how complacency can kill you.

The 2018 Appraisal Institute Conference will take place at the brand new JW Marriott, which is offering deeply discounted rates for attendees. Located in downtown Nashville, the JW Marriott is just steps from Music City’s most renowned dining and entertainment venues. Attendees will be able to enjoy Southern food, live music, museums, art, architecture, history and much more.

[Register for the AI Annual Conference](#) today.

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](#)

1st Quarter South Chapter Meeting—March 15, 2018 and March Education Rusty Pelican, Tampa, FL



Florida Law seminar at Tampa Realtors



*Ted Anglyn speaking at chapter meeting
in Tampa*



*Roy Martinez receiving SRA Certificate from
Wes Sanders*



MAI Certificate presented to Kara Phillips



2nd Q Meeting and Seminar—Tampa



*Brad Johnson, MAI, FL State Rep. Matt Caldwell (running
for Agriculture Commissioner), Ted Anglyn, MAI and Ger-
ald Hendry, MAI at March reception*



*Wes Sanders with CompStak representative,
Matt Lee*

2nd Quarter Meeting of the Florida Gulf Coast Chapter Tuesday, June 12, Ft. Myers, FL

Please join us for the 2nd quarter chapter meeting!

Location

Holiday Inn Airport

9931 Interstate Commerce Dr

Ft. Myers, FL



Schedule of Events

8:30 AM—4:30 PM - 7-Hour Seminar: Managing Unusual Appraisal and Litigation Assignments

11:30 AM—12:45 PM - Chapter Membership Lunch, Meeting & Program

Fees

Chapter Meeting + Lunch Only: Members \$30 (Early Registration Pricing until June 1st)

Chapter Meeting + Lunch + 7-Hour Seminar: \$190 Members (Early Registration until May 26th)

Directions— Take I-75 to Alico Road exit. Head east on Alico Road to left onto Interstate Commerce Drive to hotel.

[CLICK TO REGISTER](#)
SIGN UP EARLY FOR DISCOUNT

Registration Application — Tuesday, June 12th —2nd Q Chapter Meeting

Name _____

Firm _____

CC Billing Address _____

City _____ State _____ Zip _____

Email _____ License # _____

Phone _____

R.S.V.P. Required!

Mail or email 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 5.27.18

[Register Online Here](#)

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

Credit Card: # _____

Exp. Date _____ **CCV:** _____ Zip _____

Name on Card: _____



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