

The Approach



2nd Quarter Chapter News 2020

Due to the COVID-19, the 2nd Quarter in-person Chapter Membership Meeting was cancelled.

The election of the 2021 chapter officers, directors and regional representatives will now be held via **conference call** on June 18th. Please plan to call-in for a brief chapter business meeting and election of 2021 Chapter Leadership.

2020 Nominating Committee:

Julie Battaglia, MAI, AI-GRS, Chair

Ray Carroll, MAI, SRA Clay Ketcham, MAI, SRA

Robert Franc, MAI Caryn Blauser, SRA



ELECTIONS - 2021 Officers, Directors and Region Representatives

The **2020 Nominating Committee** hereby recommends the following individuals to serve the position of 2021 officers, directors and regional representatives for the **Florida Gulf Coast Chapter**. The election of the following nominees will be held via conference call on **Thursday, June 18, 2020 at 11 A.M.** [Please register here](#). The dial-in number will be sent to you prior to the call.

Florida Gulf Coast Chapter - 2021 Officers

President: Brian Zamorski, MAI
Vice President: Patricia Staebler, SRA
Treasurer: Timothy W. Sunyog, MAI
Secretary: Michael Twitty, MAI
Ex. Officio: Rachel Zucchi, MAI

Directors 2019-2021

Michael Cliggitt, MAI
 Byron Torres, MAI
 Jennifer Marshall, SRA, AI-RRS
 Devon Carter, MAI

Directors 2020-2022

Martin Engelmann, MAI
 James "Matt" Terry, SRA

Directors 2021-2023

John Fabian, MAI
 John Miller, MAI

2021 Region Representatives:

Jennifer Marshall, SRA, AI-RRS (2018—2021)
 Michael Cliggitt, MAI (2019 -2022)
 Michael Jonas, MAI (2019—2022)
 James (Matt) Terry, SRA (2019—2022)
 Julie Battaglia, MAI, AI-GRS (2019—2022)
 Patricia Staebler, SRA (2021—2024)
 Tim Sunyog, MAI (2021—2024)
 Rachel Zucchi, MAI (2019—2022)
 Michael Twitty, MAI (2021—2024)
 Brian Zamorski, MAI — *Chapter President*

2021 Alternate Region Reps: Karen Goforth, John Fabian, Wesley Sanders, Caroline Sutton, MAI, Victor Torres, Justin Butler, Byron Torres, Joy Thomas

2020 Officers & Directors

President

Rachel Zucchi, MAI

Vice President

Brian Zamorski, MAI

Treasurer

Patricia Staebler, SRA

Secretary

Timothy Sunyog, MAI

Directors

Devon Carter, MAI
 Michael Cliggitt, MAI
 Martin Engelmann, MAI
 John Fabian, MAI
 Jennifer Marshall, SRA, AI-RRS
 Brad Saucier, MAI
 James "Matt" Terry, SRA
 Byron Torres, MAI
 Julie Battaglia, MAI, Ex Officio

Region X Representatives

Michael Cliggitt, MAI
 Ned Palmer, MAI
 Andrew Skinner, MAI, SRA
 Jennifer Marshall, SRA, AI-RRS
 Michael Jonas, MAI
 Andrew Skinner, MAI
 James "Matt" Terry, SRA
 Julie Battaglia, MAI
 Rachel Zucchi, MAI (President)

Committee Chairs

Bylaws: Brad Saucier, MAI
 Finance: Patricia Staebler, SRA
 Guidance: Jennifer Marshall, SRA
 Education: Julie Battaglia, MAI
 Govt. Relations: Devon Carter, MAI
 Univ. Relations: Bruce Cumming
 Newsletter: T. Sunyog/ Nancy Bachor
 Public Relations: Brian Zamorski

Chapter Executive Director

Nancy Bachor
 (813) 962-4003
info@gulfcoastai.org

Region X Officers

Nick Pilz, MAI, SRA, Chair
 Elaine Liz-Ramirez, Vice Chair
 Reggie Carter, MAI, 3rd Director
 Lauren Dowling, Region ED



President's Message, Rachel Zucchi, MAI



I hope you and your families are all doing well. It's been a challenging and unprecedented time. It feels like years ago that we were up in Tallahassee for our **1st Quarter Chapter meeting and VALUEvent**. Thank you to all that attended! We had a short chapter meeting at Proof Brewing Company following the Florida Law Seminar. The evening was capped off with a reception which was well attended by our members as well as **Trey Goldman (Region X FL lobbyist)** and **Scott DiBiasio (Manager, State & Industry Affairs for AI)**. It was also a pleasure to welcome **Florida House Representative Jason Shoaf**, thank you to **Matt Terry, SRA** for coordinating with Rep Shoaf. After a Region X hosted breakfast meeting, we went over to the State Capital to meet with elected Representatives to discuss issues facing our industry. Please see the following Government Relation Report by **Devon Carter, MAI, our Chapter Government Relations Chair**, and **Wesley R. Sanders, MAI, AI-GRS**, for the details of our legislative agenda for VALUEvent. We hope you can join us next year!

As you've hopefully seen in our email blasts, the Florida Real Estate Appraisal Board has granted Florida education providers the ability to offer any class that is currently scheduled and approved by FREAB for CE hours (continuing education only), via virtual classes through November 30, 2020. **NOTE: We are waiting for a FINAL decision from AI on whether or not we can continue to offer any national classes (e.g. 7-Hour USPAP) after June 30th, due to ASC guidelines. All national classes that are on the chapter's schedule after June 30th are on hold until this issue is resolved.** Thanks to the hard work and dedication of **Nancy Bachor and Julie Battaglia, MAI, AI-GRS, our chapter education chair**, along with our Region X Chair (Nicholas Pilz, MAI, SRA, AI-RRS), Vice-Chair (Elaine Liz-Ramirez, MAI), Region X/East Florida Executive Director (Lauren Dowling), South Florida Executive Director (Debbie McClave) and Region X Third Director / NE Florida Executive Director (Reggie Carter, MAI) we have a full slate **of virtual USPAP, Florida Law, and CE Seminars planned**. This was a **huge undertaking**, and we hope our members will help support the chapter's education programs and take advantage of this opportunity. Remember that **these virtual classes will be approved for CE in FL and will NOT have any exams or tests involved**.

We were scheduled to have our **2nd Quarter Chapter Meeting** in Sarasota on May 14th. This meeting has been rescheduled to a **Conference Call on June 18, 2020 at 11:00 AM** and will include the elections for our 2021 Chapter officers, directors and regional representatives. We encourage everyone to register [Register Here](#) and hope to "see" you there!

I hope everyone is taking advantage of the resources available on the Appraisal Institute website. **President Jefferson L. Sherman, MAI, AI-GRS** and **Bill Garber (Director of Government and External Relations)** are doing an excellent job in keeping everyone up to date in this very fluid environment. There is a designated COVID-19 page ([Click Here](#)) with Federal, State, and Industry Resources. National is also producing AI Answers videos, Facebook live, Webinars, Guides, Summaries and Emails. If you haven't checked this out, please take a minute to do so, there is a wide range of information available from tips on [SBA's Paycheck Protection Program for Appraisers and Other Small Businesses](#) to [Residential Appraisal Virtual Inspection Apps, Valuation Impacts of COVID-19](#), and the [Initial Impacts and Expectations for Appraisers](#).

The Appraisal Institute recently announced that they have taken the unfortunate but necessary step of canceling the 2020 Annual Conference, which had been scheduled for August 3-5 in Orlando. An announcement for the site and date of the 2021 Appraisal Institute Annual conference will be coming shortly. Stay tuned for updates. Lastly, please let us know if you're interested in joining a committee or want to find ways to get involved with the Chapter. Be safe, take care and let us know if we can help you in any way!

Region X 2020 VALUEvent - Tallahassee, Florida

Held February 11, 2020



Region X Representatives

The annual **Valuation–Appraisal Legislative Update Event** (VALUEvent) was held on February 10th and 11th this year, hosted by Region X of the Appraisal Institute. A reception at Proof Brewing Company followed the Florida Law seminar that was held at the same location.

The attendees of this year's event met with a number of FL Representatives and State Senators, as well as legislative aids, to educate them on appraisal related issues. Once again, we continued to build rapport with the legislators in Tallahassee. The 2020 legislative issue focus was on three key issues facing appraisers in Florida:

Real Estate Appraisal Board Composition: SB 776 /HB 1399 would have reduced the size of FREAB from nine to seven members by eliminating one of the appraisal management industry seats and a member from the general public. AMCs currently make up 20% of the FREAB seats and are only 3.7% of the regulated entities. Appraisal licensees represent over 96% of the total numbers, but appraisers only have 44% of the FREAB seats. The reduction in seats would give appraisers a more proportionate representation.

The proposed bills had wide support, but in a session where little was passed, the bills did not make it into law this year.

Statute of Limitations for Appraisal: Exposure to civil liability for an unlimited duration is unfair and leads to increased costs for appraisers and consumers. Over the past few years, there has been a rise in lawsuits against appraisers for issues unrelated to value on failed loans that were originated 10-15 years ago. Claims against real estate appraisers are subject to the "discovery rule" meaning that they accrue from the time the cause of action is discovered or should have been discovered with the exercise of due diligence. The discovery rule results in an almost infinite statute of limitations as defects in appraisals are often not discovered until something occurs (i.e., a mortgage default) that results in a forensic review of an appraisal. With reasonable due diligence on the part of users of appraisal services, any defect in an appraisal should be discovered at the time, or near the time, that an appraisal is performed.



Florida Gulf Coast Chapter Attendees:
*Wes Sanders, Byron Torres, Rachel Zucchi,
Julie Battaglia and Mike Jonas*

There were no bills for this issue, but several legislators were willing to propose an amendment to a real estate related bill to address the issue. We asked for legislation that would require that any civil action against an appraiser or an appraisal firm commence within six years after the date of the "act or omission giving rise to the action." In most cases, this would be 6 years from the date that the appraisal service was performed or should have been performed. The limitation would not apply to actions that allege fraud or misrepresentation.

Free Copy of Appraisal Standards for Florida Certified Appraisers: Real estate appraisers are the only regulated occupation or profession that we know of in Florida that are required to purchase a copy of the law with which they must comply from a private entity. It does not seem at all appropriate to force a licensee to purchase a copy of the law that they will be required to follow.

There were no bills that provided a solution for this issue. However, legislators were educated on the issue and seemed to be open to supporting a solution. We asked that the Division of Real Estate provide a free copy of USPAP to every current licensee if that is the only standard licensees could value real estate under.

We hope you will join us in Tallahassee next year. Plans for VALUEvent 2021 will soon begin. If you have any ideas for a seminar or legislative issues you think are something worth looking at, please forward them to Devon Carter, MAI at DCarter@eai-rea.com or Wes Sanders, MAI at WSanders@ancregroup.com.

Education, Julie Battaglia, MAI, AI-GRS, Committee Chair

Welcome to the new world of virtual education. Due to the COVID-19 outbreak, we are all dealing with a new normal and the Florida Gulf Coast Chapter is doing the same.

As we have reported to you, the Florida Real Estate Appraisal Board has granted Florida education providers the ability to offer approved classes for continuing education via virtual format until November 30, 2020. Due to this change, the Florida chapters have joined forces to provide a variety of joint virtual CE offerings in addition to each chapter's USPAP and Florida Law offerings. Class capacity will be limited. **We are, however, currently waiting for a determination by the Appraisal Institute whether under ASC guidelines, we can offer any national classes including the 7-Hour USPAP class after June 30, 2020 in the virtual format.** We hope to have an answer from the national office soon.



Julie Battaglia, MAI, AI-GRS

We have been quite busy restructuring our entire education schedule to provide both existing and added offerings to help you get your CE hours by the end of November. The "Fundamentals of Separating Real Property" was removed since it does not qualify for virtual presentation. We plan to present that class next year. Please review the attached schedule and register as quickly as possible since there are limited enrollments.

Due to the new virtual format, each class will be limited to 30 students. **You will be required to provide us with a government issued photo ID prior to each class to verify each student.** (You may block out personal information – we are only required to review your name and photo.) Due to the virtual format of the classes, we can only guarantee Florida continuing education credit. Students with licenses in other states must contact the specific state to determine whether this virtual option is approved to meet that state's CE requirements.

Guidelines: Students **MUST** have webcam/iphone/ipad/smartphone capability to participate and receive CE credit. The platform will be interactive and live. The instructor **MUST** be able to physically see and interact with all the students. A ZOOM access link will be emailed to students prior to the offering. You do not need a paid Zoom account to participate, but you will need to download the Zoom app prior to the offering. It is the student's responsibility to have the required equipment to participate and receive credit. **Test your sound and webcam prior to the class, using this link.**

You can REGISTER for any of the classes listed in the Newsletter through the chapter website (other than the AI classes on HOLD) at www.gulfcoastai.org and click on the **Education** tab on the left side. Scroll down the Education page for access to all the class URL registration links provided. The links will take you directly to the registration page. You can also access the classes by going to www.appraisalinstitute.org and click on Education. Choose the Continuing Education button and scroll to the Florida Gulf Coast Chapter. To locate the Chapter-Developed classes (e.g. Florida Law), click on the "Chapter Events" button on the AI Education page and scroll to our for the chapter name for those classes to appear.

Check the website often for any new additions or changes to the education schedule and other chapter news. The Florida Gulf Coast Chapter website can be found at www.gulfcoastai.org. Sign up early and please check your other states to see if they will accept the virtual format. Again, we can only guarantee Florida CE credit.

Questions? Please call the chapter office at (813) 962-4003 or email Nancy at info@gulfcoastai.org or education chair Julie Battaglia with any questions or suggestions. Click for [Zoom Tutorials](#)



2020 Education Schedule

Florida Gulf Coast Chapter



Date	Class	Instructor
February 5–6	Florida Appraisal Law 2020 Winter Haven, FL 7-Hour USPAP Update	Robert Sutte, MAI Robert Sutte, MAI
February 10–11	1st Quarter Chapter Meeting and VALUEvent – Tallahassee Florida Appraisal Law 2020 (3 CE) 2020 VALUEvent	Clay Ketcham, MAI, SRA
February 26–27	Florida Appraisal Law 2020 & USPAP Destin, FL	Clay Ketcham, MAI, SRA
March 5	Client Requested Evaluations: Appraisal Assignments Developing a Supportable Workfile Ft. Myers, FL	Vincent Dowling, MAI, SRA Vincent Dowling, MAI, SRA
May 21 May 28 VIRTUAL	7-Hour USPAP - SOLD OUT 3-Hour Florida Law 2020	Brian Flynn, MAI Nick Pilz, MAI
June 2–3 VIRTUAL	Florida Appraisal Law 2020 7-Hour USPAP Update	Robert Sutte, MAI, SRA Mark Smeltzer, MAI, SRA
June 10 VIRTUAL	Transferred Value (7 CE) (NEW)	Ted Whitmer, MAI
June 19 VIRTUAL	Measuring Value Reaction to Residential Home Features (3 CE)	Sandra Adomatis, SRA
June 23 VIRTUAL	Solving Highest and Best Use Puzzles (3 CE)	Sandra Adomatis SRA
July 8 VIRTUAL	How Tenants Create or Destroy Value: Leasehold Valuation and its Impact on Value (7 CE) PENDING	Brian Flynn, MAI, AI-GRS
July 23–24 VIRTUAL	Florida Appraisal Law 2020 7-Hour USPAP Update - PENDING	Nicholas Pilz, MAI Brian Flynn, MAI, AI-GRS
July 28 VIRTUAL	Trial Components: A Recipe for Success or Disaster (3CE)	John Underwood, MAI
August 13 VIRTUAL	Client Requested Evaluations: Appraisal Assignments (4 CE)	Vincent Dowling, MAI
August 20–21 VIRTUAL	Florida Law 2020 7-Hour USPAP Update - PENDING	Nicholas Pilz, MAI Vincent Dowling, MAI
September 2 VIRTUAL	A Dive into Houses with Labels & Style (7 CE)	Sandra K. Adomatis, SRA
September 9 VIRTUAL	Artificial Intelligence, AVMs and Blockchain PENDING (4 CE)	Brian Flynn, MAI
September 16 VIRTUAL	Ignorance Isn't Bliss (4 CE) PENDING	Craig Steinley, SRA
October 8	Business Practice & Ethics - VIRTUAL PENDING	Brian Flynn, MAI, AI-GRS
October 14–15 VIRTUAL	Florida Appraisal Law 2020 7-Hour USPAP Update– PENDING	Robert Sutte, MAI Robert Sutte, MAI
October 21	The Cost Approach: Unnecessary or Vital to Growing Practice (7 CE)	Craig Steinley, SRA
November 10	Developing a Supportable Workfile (3 CE)	Vincent Dowling, MAI
November 12	4th Quarter Chapter Meeting & Installation - Tampa, FL	TBA

2020 Comp Exam Dates

[Click Here](#) for Comp Exam Information

Submit your applications for 2020 exams by deadline dates below :

August 1—August 31 : Application Deadline—June 20, 2020

November 1—November 30: Application Deadline—September 20, 2020

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

Florida Real Estate Appraisal Board Meetings

2020 General Meetings

- Monday, June 1, 2020
- Monday, August 3, 2020
- Monday, October 5, 2020
- Monday, December 7, 2020

The Division of Real Estate is now able to [live stream](#) their meetings. The streaming is not recorded and it has limited space. 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 407-317-7245.

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.

2020 Committee Chairs

Candidate Guidance:	Jennifer Marshall, SRA, AI-RRS	Nominating:	Julie Battaglia, MAI, AI-GRS
Bylaws:	Patricia Staebler, SRA	Programs:	Brian Zamorski, MAI
Education:	Julie Battaglia, MAI, AI-GRS	Public Relations:	Brian Zamorski, MAI
Finance:	Patricia Staebler, SRA	University Relations:	Bruce Cumming, MAI
Government Relations:	Devon Carter, MAI	Newsletter:	Nancy Bachor

2020 Appraisal Institute Annual Conference Cancelled



The 2020 Appraisal Institute Annual Conference has been canceled.

Due to the coronavirus pandemic, the Appraisal Institute has taken the unfortunate but necessary step of canceling its 2020 Annual Conference, which had been scheduled for Orlando, Florida, in August.

The Appraisal Institute's top priority for this event is the health, safety and well-being of its professionals and other attendees. AI's leadership decided that the fluidity and severity of the pandemic prevented the necessary assurance that the event could be held safely.

Since registration did not open this year, there is no action you need to take. Speakers and sponsors have been notified separately, and AI staff is working with them directly.

Please note that the Joint Region Meeting scheduled for the week of the AI Annual Conference will not take place in 2020, and the AI Board of Directors meeting set for that week now will be held virtually.

An announcement for the site and date of the 2021 Appraisal Institute Annual Conference will be coming shortly. We look forward to seeing you next year. Until then, please stay safe!

Membership Updates – Florida Gulf Coast Chapter

New Designations:

Antony D. Kamath, AI-GRS, St. Pete
Sean P. Ruane, MAI, Tallahassee
Jeremy J. Domanich, MAI, Englewood
Jason Bennett, MAI, Naples



New Practicing Affiliate

Lloyd M. Spencer, Jr., Tampa
Morgan Wells, Navarre
Kymberly R. White, St. Petersburg
Patricia Whittington, LaBelle
Rachel Wiedeman, Myakka City

New Candidates for Designation:

James Taylor
Robert Tyson

COVID-19 Update

The Appraisal Institute has produced several summaries to help appraisers understand changes to the profession during the coronavirus crisis: See a guide of reporting format allowances and requirements recently issued by the GSEs and federal agencies:

[AI's Flexibilities Guide: Permissible Appraisal Requirements – Excel](#) (April 14, 2020) and [AI's Flexibilities Guide: Permissible Appraisal Requirements – PDF](#) (April 14, 2020).

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](#).



**Pursue an
Appraisal Institute
Designation**



2020 VALUEvent - Tallahassee, FL— February 10–11, 2020



Florida Law held at Proof Brewing Company
with Clay Ketcham, MAI



Jennifer Marshall, SRA, AI-RRS with State
Representative Jason Shoaf



Rachel Zucchi, Julie Battaglia and
Katherine Hull



Jullie Battaglia with Region Rep
Mike Jonas, MAI



Attendees at the Valuevent Reception in Tallahassee



State Rep Jason Shoaf with Trey Goldman
and Matt Terry, SRA



Valuevent meeting prior to departing to
the state capital



Reception at Proof