

# The Approach



**Appraisal  
Institute®**

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Real Estate Solutions

## 3rd Quarter Chapter Meeting & Economic Real Estate Presentation

**3rd Q Real Estate Market Update:** Featuring **K.C. Conway, MAI, CRE, CCIM**, Director of Research & Corporate Engagement ACRE, Chief Economist, CCIM Institute. We will also have a panel of Commercial and Residential presenters from a variety of real estate markets in our chapter's jurisdiction from Collier County to Hillsborough/Pinellas Counties. See more information on all the featured speakers on page 3 of this newsletter.



**When: Thursday, September 3, 2020**  
**3:30 PM—5:30 PM EDT - Virtual Format**

There will be charge of \$25.00 for members and \$30 for nonmembers for this presentation. To register, [click here](#). Please note that there is no state CE credit, however AI members will receive 10 CE points. Register early to secure a spot on this virtual presentation.

## 2021 Officers, Directors and Region X Representatives

**The following members were recently elected to serve the chapter in 2021.**

**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 Alternate Region Reps:

Karen Goforth, MAI, John Fabian, MAI, Wesley Sanders, MAI, Caroline Sutton, MAI, Victor Torres, Justin Butler, Byron Torres, Joy Thomas

### 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

## 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@gulfcostaai.org](mailto:info@gulfcostaai.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 everyone is doing well as we try to navigate through this unprecedented period. Now more than ever it's a time to share information about market activity, perceptions, and forecasts. I'm very pleased and excited to announce **K.C. Conway, MAI, CRE, CCIM** will join us for our **3<sup>rd</sup> Quarter Virtual Chapter Meeting & Market Update**. K.C. is the Director of Research and Corporate Engagement at the Alabama Center for Real Estate (ACRE) Culverhouse College of Business, University of Alabama and the Chief Economist for the CCIM Institute. He is a nationally recognized expert and speaker on a wide range of commercial real estate topics and will be giving an update of macro-economic indicators and the overall state of the real estate market. Following K.C.'s presentation we have 6 local experts providing updates on the **commercial and residential market from Collier to Pasco County**.

- ♦ **K.C. Conway, MAI, CRE, CCIM**, Director of Research & Corporate Engagement ACRE, Chief Economist, CCIM Institute
- ♦ **Michael Timmerman, CRE**, Chief Market Intelligence Officer, Club Benchmarking, Broker Associate Premier Sotheby's International Realty
- ♦ **Gary Tasman, CEO** and Principal Broker Cushman & Wakefield Commercial Property Southwest Florida
- ♦ **Robert E. Carroll, CCIM, MAI** with Investment Properties Corporation, Naples
- ♦ **Nick DeVito, II**, partner with Ian Black Real Estate, Sarasota
- ♦ **Jaclyn Blair**, Senior Associate with Marcus & Millichap, Tampa
- ♦ **Rachel E. Gallagher**, Broker Owner Re/Max Advantage Realty, Trinity

[Click Here to Register](#) for the Zoom program on September 3, 2020 from 3:30 – 5:30 PM eastern time.

A **huge thank you** to all of the speakers for joining our panel. You do not want to miss this presentation, please sign up early as space is limited! We look forward to seeing you there!

♦ ♦ ♦

Congratulations to **Craig Steinley, MAI, SRA, AI-GRS, AI-RRS** of Rapid City, South Dakota on his election as 2021 vice president by the National Board of Directors on August 6th. Craig was nominated by the AI National Nominating Committee in May. The Board put forth an additional nominee, Michael Tankersley, MAI, SRA, AI-GRS, AI-RRS, in the form of a petition, but Craig Steinley ultimately won the election and will begin his one-year term on January 1, 2021. Following his vice-president term he will serve one year each as president-elect, president and immediate past president. He will also serve on AI's Executive Committee and the policy-making Board of Directors all four years. He will chair the Finance Committee in 2021 and the National Nominating Committee in 2024.

Also remember you can support our Chapter by attending our Virtual Classroom Offerings. We have several offerings of USPAP and Florida Law remaining as well as Client Requested Evaluations: Appraisal Assignments (Vincent Dowling, MAI, SRA); A Dive into Houses with Labels & Style (Sandra K. Adomatis, SRA); Artificial Intelligence, AVMs and Blockchain (Brian Flynn, MAI, AI-GRS) and Ignorance Isn't Bliss (Craig Steinley, MAI, SRA, AI-GRS, AI-RRS). Please check out the full slate of [Virtual Classes here](#).

Finally, we're always looking for new Chapter volunteers. Please contact Nancy, or any of the officers or board members 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!

## 3rd Q Economic Market Presentation - Thursday, September 3, 2020

We hope you can join us for our virtual [3rd Quarter Chapter Meeting & Economic Market presentation](#) on September 3, 2020 from 3:30 PM—5:30 PM EDT. Register soon for this dynamic program. Our panel of speakers will include:



**K.C. Conway, MAI, CRE, CCIM, [ECONOMIST, INDUSTRY SPEAKER](#).** Director of Research & Corporate Engagement ACRE, Chief Economist, CCIM Institute. K.C. is a nationally recognized and frequently interviewed CRE Industry Speaker and Economic expert with presentations to approximately 750 conferences and published content in media and journals. He has a history of accurately forecasting real estate trends and changing market conditions across the U.S. A nationally recognized Subject Matter Expert on commercial real estate matters with specialized expertise in Valuation, Ports & Logistics, housing economics, AG Land, Aging-Services Housing, Bank Regulation and Real Estate Finance. He has risk management, valuation and market intelligence experience with progressive roles within the Federal Reserve (CRE Risk Specialty Officer), national brokerage & large bank organizations.

**Michael Timmerman, CRE,** Chief Market Intelligence Officer, Club Benchmarking, Broker Associate Premier Sotheby's International Realty, Bonita springs office. With expertise monitoring housing market trends and related economic dynamics, Mike is able to provide his customers with unique market insights and real-time information to assist them in making informed decisions. He is a frequent speaker on the topic of real estate market trends, economic analysis, and the impact of club amenities on the value and marketability of real estate.



**Gary Tasman, CEO** and Principal Broker Cushman & Wakefield Commercial Property Southwest Florida. The firm provides commercial real estate solutions, locally and globally, in every stage of the real estate process, representing clients in buying, selling, leasing, financing and valuing assets. Gary is a 30-year veteran of the real estate industry and is regarded regionally and statewide as an expert on Southwest Florida commercial real estate.

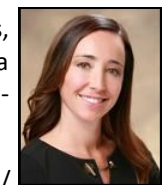
**Robert E. Carroll, CCIM, MAI** with Investment Properties Corporation, Naples. A leasing and sales agent for IPC since 2014, Rob professionally assists clients with all aspects of commercial leasing and sales, including landlord and tenant representation, marketing properties for lease and sale, canvassing and conducting market research. Rob worked as a state certified General Real Estate Appraiser with Carroll and Carroll in Naples. He has a bachelor's degree in Business Administration and Finance from the University of Florida. Rob was awarded an MAI designation from the Appraisal Institute in June 2015 and the CCIM in 2016.



**Nick DeVito, II,** a partner with Ian Black Real Estate, Sarasota. Nick has successfully assisted clients with leasing, sales, and tenant representation for regional expansion of warehouse, office, and retail locations. Other specialties include acquisition and disposition of Investment, Owner/User and Real Estate owned properties for lending institutions and Trusts. Companies Nick has served include Northern Trust, Gorman Plumbing, Berlin Patten Ebling, Lennox, ASO, Roofing Supply Group, Wentzel's Heating and Air, Allied Building Products, HD Supply, Custom Air & Plumbing, Massey Services, Clark & Washington, Tidewell Hospice, Microtron Inc., The Starling Group, Willis Smith Construction, Linksters, and Paddywagon. In 2017, DeVito worked with the Sarasota County Sheriff's Department to help assess the market in their relocation and to purchase of a 70,000 square foot office facility. He is a graduate of the University of Florida.



**Jaclyn Blair,** Senior Associate with Marcus & Millichap, Tampa specializing in investment property sales, specifically, mid market and institutional office, industrial and flex assets in the firms Tampa office. She is a member of the National Office and Industrial Properties Group and focuses on assets located in the southeastern United States, primarily the Tampa and Raleigh, NC markets.



**Rachel E. Gallagher,** Broker Owner Re/Max Advantage Realty, Trinity. As Broker-Owner of RE/MAX Advantage Realty, Rachel Gallagher has an extreme passion for Real Estate. She is equipped with an extensive background in Marketing, Graphic Design, Video Production and Real Estate which has led her to be known as "Rachel Gallagher The Tech Savvy Broker" in the community. Rachel has always been in business for herself and has never been a stranger to hard work. Rachel is also a Broker Partner with RE/MAX Alliance's Northern Region Office in Tarpon Springs.

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

Many of you have already taken a few virtual classes and we hope you have enjoyed the experience. We have received lots of positive feedback, which we appreciate. Our instructors have been doing a great job with this new format and we still have lots more to go. Don't delay getting your hours—the license renewal deadline is November 30, 2020.



Julie Battaglia, MAI, AI-GRS

As we have reported to you, the Florida Real Estate Appraisal Board 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 is limited. **We were also granted an extension to continue to offer previously scheduled national classes including the 7-Hour USPAP in the virtual format through the end of November.**

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. Please review the attached schedule and register for our virtual classes as quickly as possible since there are limited enrollments. [Review available classes here.](#)

Due to the new virtual format, each class will be limited to approximately 30 students and several classes are being offered jointly with all Florida chapters. **You will be required to provide us with a government issued photo ID prior to each class to verify each student.** (You can block out personal information – we are only required to review your name and photo.) **Important:** 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. It is your responsibility to confirm CE approval outside Florida.

**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 at [www.gulfcoastai.org](http://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](http://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 changes to the education schedule and other chapter news. The Florida Gulf Coast Chapter website can be found at [www.gulfcoastai.org](http://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](mailto:info@gulfcoastai.org) or education chair Julie Battaglia with any questions or suggestions. Click here 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)	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	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	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
June 25 VIRTUAL	Valuation of Donated RE Including Conservation Easements (8 CE)	Panel of Speakers
June 29 VIRTUAL	How Tenants Create or Destroy Value: Leasehold Valuation and its Impact on Value (7 CE)	Vincent Dowling, MAI
July 23 VIRTUAL	Florida Appraisal Law 2020	Nicholas Pilz, MAI
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	Nicholas Pilz, MAI Vincent Dowling, MAI
September 2 VIRTUAL	A Dive into Houses with Labels & Style (7 CE)	Sandra K. Adomatis, SRA
September 3	3rd Quarter Meeting & Real Estate Market Update via ZOOM	Featuring: KC. Conway, MAI, CCIM
September 9	Artificial Intelligence: AVMs and Blockchain (4 CE)	Brian Flynn, MAI
September 16	Ignorance Isn't Bliss (4 CE)	Craig Steinley, MAI
October 8- VIRTUAL	Business Practice & Ethics (6 CE) - VIRTUAL	Brian Flynn, MAI, AI-GRS
October 14–15 VIRTUAL	Florida Appraisal Law 2020 7-Hour USPAP Update	Robert Sutte, MAI Robert Sutte, MAI
October 22 VIRTUAL	The Cost Approach: Unnecessary or Vital to Growing Practice (7 CE)	Craig Steinley, SRA
November 10 VIRTUAL	Developing a Supportable Workfile (3 CE)	Vincent Dowling, MAI
November 12	4th Quarter Chapter Meeting & Installation— TBA	TBA

## Member Spotlight

### Congratulations to new MAI, Victor Torres, Tampa.



**1. Where do you work? How long?**

I work at Bluemark Realty Advisors, a company that I founded 3 years ago in Tampa, Florida.

**2. How did you get started in the business?**

I started 9 years ago in this business. Back in 2011 after I graduated with a Bachelor of Business in Accounting, I had a friend that was the accountant for an appraiser firm in Puerto Rico. He insisted that I should be an appraiser since there was an opening and he thought it would be a good fit for me. Several weeks later I was taking my first course with the Appraisal Institute and working as an appraiser researcher.

**3. What type of appraisal work do you do?**

I mainly concentrate on commercial properties but I have specialized in residential subdivisions in the past two years.

**4. How has your practice changed in recent years?**

I think it has changed significantly in the past 5-7 years. First, now information is easily available from different sources which make my job smoother. Also, appraisal courses play a significant role in how I approach my inspections as well as my written reports. The courses give you a better understanding of all the factors and influences affecting the property. In conclusion, my practice has become much more effective.

**5. Who/what is the biggest influence for you in getting the designation?**

One of the biggest influences has been just self-motivation. I am a person that always wants to excel in anything I do. The MAI just gives that level of achievement for your career as it is recognized by many people that work in real estate and related industries. Also, if I want to be a great leader I need to be committed to the highest standards and ethical requirements, which is what MAI represents.

**6. Hometown?**

My hometown is San Juan, Puerto Rico.

**7. Favorite Hobby/Activities?**

Favorite hobbies are CrossFit, Boating on weekends, and taking my BMW M3 to the track.

**8. What advice can you give to other candidates and practicing affiliates letting the demo hold them back from receiving their designation?**

I can give you some advice since I took it twice. I failed the first time since I was relying on other appraiser experiences more than the actual textbooks and I was too confident. In the second round, I gathered and brought all the related textbooks, read them, and apply everything to the demo. It is a little harder and it takes time but it will guarantee you pass successfully. I believe you will learn more from the demo than any other part of the designation process since you are forced to apply all your knowledge.

**9. Any other advice you can pass along to candidates for designation and practicing affiliates?**

My advice is to start the designation as soon as possible, do not wait for tomorrow. The sacrifices always pay-off.

## 2020 Appraisal Institute Annual Conference Cancelled



### The 2020 Appraisal Institute Annual Conference has been cancelled.

Due to the coronavirus pandemic, the Appraisal Institute took the necessary step of canceling its 2020 Annual Conference, which had been scheduled for Orlando, Florida, in August. We have been notified that the national conference has been rescheduled for August of 2021 in Orlando.

## Membership Updates – Florida Gulf Coast Chapter

### New Designations:

Victor Torres, **MAI**—Tampa

Cristie E. Garrett, **MAI, AI-GRS**, Tallahassee

### New Practicing Affiliate

Kymberly R White, St. Petersburg

### New Candidates for Designation:

Jeffrey Velasco Thomas, Tampa



VERISITE

MOBILE APPRAISAL SOLUTIONS

Created by Appraisal Firewall, non-AMC residential and commercial appraisal software connecting appraisers directly with their clients.

We are excited to be working with the Appraisal Institute to bring appraisers the most complete, secure and fraud-proof home inspection offering on the market as we believe it will help to keep both appraisers and homeowners safe and secure during this pandemic." - David Chiappe, President, SharperLending LLC - the company behind Verisite and Appraisal Firewall.

**For more information and to try Verisite for free, [click here](#).**

### 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).

### 2020 Committee

Candidate Guidance: Jennifer Marshall, SRA, AI-RRS  
 Bylaws: Patricia Staebler, SRA  
 Education: Julie Battaglia, MAI, AI-GRS  
 Finance: Patricia Staebler, SRA  
 Government Relations: Devon Carter, MAI

Nominating: Julie Battaglia, MAI, AI-GRS  
 Programs: Brian Zamorski, MAI  
 Public Relations: Brian Zamorski, MAI  
 University Relations: Bruce Cumming, MAI

## Government Relations

### What's On The Ballot? Here's A Look At Florida's 2020 Amendments for Property Owners

On November 3rd, Florida voters will be asked to do more than select local, state, and national leadership – they will be asked to decide on six amendments to the Florida Constitution. Two of these amendments will have an impact on property owners throughout the state.

#### **Amendment 5: Extend “Save Our Homes” Portability Period**

For many property owners, the current portability law simply does not allow enough time for owners to port their savings. To transfer the Save Our Homes benefit within two tax years (not two years from date of sale) can result in a qualifying window as narrow as one year and a day. At the Property Appraiser's Office, we not only see the detrimental impact of the current two-year port with those dealing with new construction, but also those needing to rent or move in with a relative for a year prior to buying their next home – often a result of a dissolution of marriage or other financial hardship. By changing this language in the constitution from two to three tax years, this amendment will guarantee that homesteaded property owners always receive a minimum of two years to transfer their Save Our Homes benefit, eliminating the risk of loss of these savings for most homesteaders.

I was pleased to gain support and work alongside various partners within our state's legislative leadership as well as the Property Appraisers' Association of Florida (PAAF), the Florida Association of Property Appraisers (FAPA), and the Pinellas Realtor Organization to get this constitutional amendment on the ballot. Senator Jeffrey Brandes and Representatives Rick Roth (sponsors), James Grant and Jennifer Webb (co-sponsors), supported this effort to align the state constitution with voter perception/expectation from when portability was originally approved by voters in 2008.

#### **Amendment 6: Homestead Property Tax Discount for Spouses of Deceased Veterans**

Our state legislature and Florida voters have approved surviving spouse tax discounts for disabled first responders and veterans in the past; however, one exemption had been overlooked. As such, bi-partisan state leaders and Property Appraisers worked together this year to improve and rectify this veteran related exemption benefit. *Amendment 6: Homestead Property Tax Discount for Spouses of Deceased Veterans* would allow the surviving spouse of a combat disabled veteran age 65 and over to continue to receive the veteran's exemption. Passage of Amendment 6 would align this with other surviving spouse disability exemptions for both veterans and first responders.

State House Representative Sam Killebrew introduced Amendment 6 and received co-sponsorship by Thad Altman, Dane Eagle, Randy Fine, Mike Hill, MaryLynn Magar, Richard Stark, Jennifer Webb, and Ardian Zika.

Floridians will be asked on November 3<sup>rd</sup>, 2020 to cast their vote on these proposed amendments to our State Constitution, which require a favorable vote of 60% to pass. For more information on these ballot measures, you can visit the Pinellas County Property Appraiser's website at [www.pcpao.org](http://www.pcpao.org).

Submitted by: Michael Twitty, MAI, Pinellas County Property Appraiser



## National News

### Rapid City's Craig Steinley Elected 2021 Appraisal Institute Vice President

CHICAGO (Aug. 7, 2020) – Craig Steinley, MAI, SRA, AI-GRS, AI-RRS, of Rapid City, South Dakota, was elected 2021 vice president of the nation's largest professional association of real estate appraisers Thursday by its Board of Directors during the Board's virtual meeting.



Steinley's one-year term at the Appraisal Institute will begin Jan. 1, followed by one year each as president-elect, president and immediate past president. He will serve on AI's Executive Committee and the policy-making Board of Directors all four years. He also will chair the Finance Committee in 2021 and the National Nominating Committee in 2024.

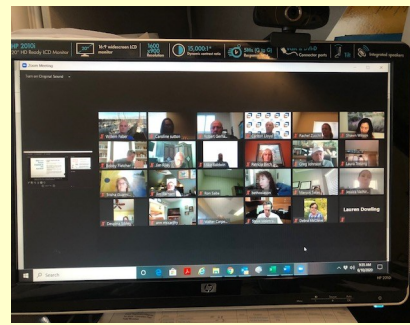
"I feel privileged to have been elected vice president of the Appraisal Institute, and I'm excited to help guide the organization through these unusual times," Steinley said. "I look forward to working hard for valuation professionals in the United States and around the world."

Steinley is principal of Steinley Real Estate Appraisals and Consulting in Rapid City, and is a state-certified general appraiser and an Appraisal Qualifications Board-certified Uniform Standards of Professional Appraisal Practice instructor. He primarily provides litigation support services.

Steinley serves nationally on the Appraisal Institute Board of Directors as Region II vice chair. He previously served on the Audit Committee (2016-19), including as chair (2019) and vice chair (2017-18); as Region II chair (2017-18); on the Strategic Planning Committee (2017-19); Professional Liability Insurance Program Committee (2016-18); as Region II vice chair (2015-16); Region II third director (2014); on the Governance Structure Project Team (2013-16); and on the Professional Standards and Guidance Committee (2013-16). He also has served as president of the Wyoming and Western South Dakota Chapter (2012-13). He participated three years in the Leadership Development and Advisory Council conference, and is an education developer and instructor for the Appraisal Institute.

## The new world of virtual chapter education 2020....

Have you tried one of our ZOOM classes yet? Grab some CE with no travel involved. Sign up for any of our remaining virtual offerings soon.



## Jobs Board

**Tampa.** BBG's remains one of the fastest growing appraisal and consulting firms in Florida. Their expansion continues with staffing opportunities in Tampa, Miami, Orlando, Jacksonville and the Southwest Florida offices. We are actively seeking:

- ♦ MAI Designated Appraisers
- ♦ Senior and Junior Level State-Certified Appraisers
- ♦ Full Shop Acquisition Opportunities

BBG is a national, full-service provider of commercial property valuation products ranging from traditional appraisals to specialized due diligence and consulting services. Our Florida-based management team has over 100 years of combined leadership experience in the commercial valuation industry and has established and maintained professional relationships throughout a broad spectrum of clients including banks, agency lenders, equity investors, real estate fund advisors, REITs and insurance companies. BBG's national presence includes 40+ offices from coast to coast including six (6) in Florida.

BBG offers a complete and dynamic technology package and corporate support staff maximizing the efficiency of the assignment process from engagement to transmittal. All industry standard resources are provided. BBG provides a fully integrated laptop to every employee providing flexibility for work in the office, the field or home offices.

Compensation packages are based on level of experience and background. Competitive fee splits are offered to appraisers. BBG offers attractive employee benefit packages including medical, dental, vision, long-term disability and life insurance. In addition, BBG pays Appraisal Institute dues, applicable state licensing fees.

Career advancement potential is high and expected.

Please forward resumes and inquire to Eric Hoening, MAI – Managing Director at [ehoening@bbgres.com](mailto:ehoening@bbgres.com) or call 813-327-4101.

**The Pinellas County Property Appraiser** is seeking candidates for a commercial appraiser (Appraiser 2) position. This is field and office work of routine difficulty in the gathering of property data to assist in estimating commercial property values for ad valorem purposes. Work involves measuring building characteristics, making quality judgments, conducting inventories, and recording descriptive data. structures and appurtenances, drawing sketches to scale, identifying structural features and characteristics, making quality judgments, conducting inventories, and recording descriptive data.

All interested applicants are required to complete a Pinellas County application form online at: <https://employment.pinellascounty.org>. Application deadline: August 28, 2020