

The Approach



**Appraisal
Institute®**

Professionals Providing
Real Estate Solutions

1st Quarter Florida Gulf Coast Chapter Meeting

When: Thursday, **February 11, 2021**

Where: **Virtual Meeting via ZOOM**

Fee: **Free Event – This program is NOT approved for CE credit**

Schedule : **3 PM—4:30 PM**

[REGISTER HERE](#)

Meeting Program: The 1st Q virtual chapter membership meeting will be a business meeting immediately followed by remarks from the 2021 Appraisal Institute National President, Rodman Schley, MAI, SRA - **register today!**

Rodman Schley, MAI, SRA, of Arvada, Colorado, is the 2021 president of the Appraisal Institute. He will serve as immediate past president in 2022. He also will serve on the organization's Executive Committee and on its policy-setting Board of Directors. Schley served as Appraisal Institute vice president in 2019. He also chaired the Finance Committee in 2019 and will chair the National Nominating Committee in 2022.



Schley wrote the book "Finding Your Fortune in Repossessed Real Estate," and is the creator and host of a national PBS/Create TV television show entitled "Urban Conversion," which educates viewers about maintaining environmentally friendly, sustainable lifestyles in urban settings.

Schley has served nationally on the Appraisal Institute Board of Directors, and he has been a member of the Strategic Planning Committee, the Governance Structure Project Team and the National Nominating Committee. He attended AI's annual Leadership Development and Advisory Council conference as a participant (2013-15) and was selected as a discussion leader (2016), vice chair (2017) and chair (2018). He also has served in chapter roles, including as president of the Colorado Chapter. In 2002, he founded Denver-based Commercial Valuation Consultants, Inc., which was acquired by national appraisal firm BBG in 2016. Schley is also Senior Managing Director at BBG.

He received the Appraisal Institute Education Trust's Y.T. and Louise Lee Lum Award, which is given in recognition of distinguished contribution to the furtherance of the high ideals of the profession of real estate appraising and practices.

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

2021 Officers & Directors

President

Brian Zamorski, MAI

Vice President

Patricia Staebler, SRA

Treasurer

Timothy Sunyog, MAI

Secretary

Michael Twitty, MAI

Directors

Devon Carter, MAI
Michael Cliggitt, MAI
John Fabian, MAI
Jennifer Marshall, SRA, AI-RRS
John Miller, MAI
Byron Torres, MAI
James "Matt" Terry, SRA
Martin Engelmann, MAI
Rachel Zucchi, MAI (Ex Officio)

Region X Representatives

Michael Cliggitt, MAI
Jennifer Marshall, SRA, AI-RRS
Michael Jonas, MAI
James "Matt" Terry, SRA
Julie Battaglia, MAI
Rachel Zucchi, MAI
Patricia Staebler, SRA
Tim Sunyog, MAI
Michael Twitty, MAI
Brian Zamorski, MAI—President

Committee Chairs

Bylaws: Brad Saucier, MAI
Finance: Tim Sunyog, MAI
Guidance: Jennifer Marshall, SRA
Education: Julie Battaglia, MAI
Govt. Relations: Matt Terry, SRA
Univ. Relations: Bruce Cumming
Newsletter: Nancy Bachor
Public Relations: Brian Zamorski

Chapter Executive Director

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

Region X Officers

Elaine Liz-Ramirez, Chair
Reggie Carter, MAI, Vice Chair
3rd Director: Vacant
Lauren Dowling, Region ED



President's Message, Brian Zamorski, MAI



Happy New Year! I am very excited and honored to be your Chapter President for 2021. I would like to thank Rachel Zucchi, MAI for her leadership and dedication in 2020. Thanks to our members for participating in virtual meetings and education programs last year. Our chapter has tremendous talent with our line-up of officers including Vice President Patricia Staebler, SRA, Treasurer Tim Sunyog, MAI, and Secretary, Mike Twitty, MAI. Our first chapter meeting will be virtual and will be held on **Thursday, February 11** at 3 PM. The 2021 Appraisal Institute President Rodman Schley will be our featured speaker.

While 2021 is a non-certification year, we encourage our members to take your education early as our education committee has put together a diverse offering of seminars throughout the year. Our Education Chair, Julie Battaglia, MAI and our Executive Director, Nancy Bachor work tirelessly throughout the year to provide quality educational offerings to the chapter. Most of our virtual classes will be held jointly with the other Florida chapters.

We also encourage our members to attend the Appraisal Institute's 2021 Annual Conference being held at the JW Marriott Orlando Grande Lakes in Orlando from Monday August 9 to Tuesday August 10. The Annual Conference is a great way to connect with Appraisal Institute professionals. More details can be found on the Appraisal Institute website and registration should open in the near future.

Candidate Guidance Chair Jennifer Marshall, SRA, AI-RRS co-hosted a Region X Candidate Guidance Virtual Get-Together on January 20th and the discussion topics included study tips and strategies for exams as well as providers of prep courses. Thank you to our members who participated in this get-together. This event was presented along with Matthew Roach, MAI (South Florida Chapter) and Kristin Soltys, MAI (East Florida Chapter) and also included several representatives from the national Appraisal Institute and had over 50 members and candidates in attendance. They plan to schedule future Candidate Guidance workshops.

I wanted to recognize one of our chapter members, Sandra K. Adomatis, SRA who was honored with the Appraisal Institute's Lifetime Achievement Award last year. Sandra is a tremendous asset to our Chapter and I encourage everyone to attend one of her seminars/courses.

I am looking forward to an exceptional year! Please feel free to reach out to me with any questions, concerns, or comments. Watch for our new and improved website coming soon.

Is your company interested in sponsoring a chapter meeting or event?

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

Event Sponsorships Available...[Click Here](#) to Become a Meeting Sponsor Today!

National News

Essential Worker Status May Help Appraisers Get Vaccination

The Appraisal Institute on Jan. 20 advised its professionals to check with state and local government agencies where they reside to see if the real estate valuation profession falls into an essential workforce category that will give them early access to a COVID-19 vaccine.



Some state and local governments are scheduling vaccinations based on essential workforce categories that were put in place when the stay-at-home orders and other restrictions were initially enacted. Individuals identified as being in an essential workforce category, or as being in a public facing occupation or profession are often placed into a “phase” or “tier” that would give them earlier access to a vaccine.

Inclusion in the essential workforce category is what permitted most appraisers to continue providing services while state and local stay-at-home and other restrictions were in place; some areas still have those orders in place.

The “[Guidance on the Essential Critical Infrastructure Workforce: Ensuring Community and National Resilience in COVID-19 Response Version 4.0](#),” published by the U.S. Cybersecurity and Infrastructure Security Agency, identifies workers who support “residential and commercial real estate services, including settlement services” as well as those supporting “consumer and commercial lending” as being “Essential Critical Infrastructure Workers.”

If a state references the CISA guidance or if it identifies public facing occupations and professions, it is possible that appraisers will have earlier access to a vaccine. Additionally, appraisers should check to see what documentation is required that identifies them as being part of an essential workforce category when scheduling a time to be vaccinated or at the time of vaccination.

New Appraisal Institute Text Demonstrates Essential Valuation Techniques

CHICAGO (Jan. 20, 2021) – Since problem-solving is the foundation of an appraiser's skill set, “[The Student Handbook to The Appraisal of Real Estate, 15th Edition](#),” includes practice problems that allow users of the handbook to test the knowledge they have acquired every step of the way, according to a book published by the Appraisal Institute, the nation's largest professional association of real estate appraisers.

“The Student Handbook to The Appraisal of Real Estate, 15th Edition,” by Mark R. Ratterman, MAI, SRA, is an instructional text to help users understand the appraisal profession, prepare for the state licensing exam and jumpstart their valuation careers. This book also provides students with a comprehensive introduction to real estate valuation and the challenges of a career in real estate.

“The Student Handbook to The Appraisal of Real Estate, 15th edition, is a practical tool for self-study and classroom use,” Appraisal Institute President Rodman Schley, MAI, SRA, wrote in the book's foreword. “An appraiser new to the profession or any real estate professional in a related discipline interested in valuation will find that the shortest route to appraisal knowledge runs through the student handbook.”

Schley noted, “The student handbook joins other Appraisal Institute handbooks, such ‘Valuation by Comparison’ and ‘Practice Examination Questions for Real Estate Appraisers,’ as valuable supplementary material for the well-rounded appraiser.”

“The Student Handbook to The Appraisal of Real Estate, 15th Edition,” (ISBN: 9781935328810) is a 464-page soft cover book; a PDF is also available. They are available for \$85 (\$75 for Appraisal Institute professionals) each. Call 888-756-4624 or [order online](#)

2021 Appraisal Institute Annual Conference

The 2021 Annual Conference will be held at the JW Marriott Orlando, Grande Lakes on August 9—10. Located on a lush, 500-acre property, the JW is ideal for exploring the Orlando area - or for relaxing poolside in the Florida sunshine. The hotel features inviting accommodations, personalized service, and an extensive array of amenities, making your stay productive and fun.

[The JW Marriott Orlando](#)

4040 Central Florida Parkway—Orlando, FL



Appraisal Institute has reserved a limited block of sleeping rooms with the following rates. The reservation link will be available soon.

- Standard Guest Room: \$135 + discounted resort fee \$25 + local 12.5% tax

The resort fee covers several amenities including enhanced in-room wireless Internet for up to six devices, unlimited local and domestic long distance calls, daily bike rental through Grande Lakes Sports, transportation to SeaWorld, Universal Studios and Disney theme parks, driving range privileges and daily recreational activities. **Registration will open soon.**



Scott Robinson, MAI, SRA, AI-GRS, AI-RRS passed away on January 21, 2021 after a tragic accident. Scott was the 2016 AI National President and a true leader in our organization and our industry.

We send our sincere condolences to his family and friends at this difficult time. Rest in peace, Scott.

<https://www.summersettfuneralhome.com/obituaries/John-Robinson-68/?fbclid=IwAR2Gw-dmhUpdH6cFmmSBsUO8Blaz0qljEzY2VQWgAykHpTMTNj15QUmmhEY#!/Obituary>



For anyone interested, a GoFundMe account was established prior to his passing at:

<https://www.gofundme.com/f/help-scott-robinsons-family-through-a-tough-time>

Steven (Steve) Kapplin, a long time chapter member and instructor for our chapter during the 1980's and 1990's passed away in December. Steve arrived at USF in 1975 as the first professor of real estate. He was a member of the USF College of Business Department of Finance and remained in charge of the real estate area curriculum until his retirement as Professor Emeritus in 2000. During his long tenure at USF he taught every real estate course offered by the Department.

Steve was an active and lifetime member of the American Real Estate Society. In addition to publishing a number of articles in the Society's journal, *Journal of Real Estate Research*, Steve served the Society in various capacities, at one time serving as president. As USF's representative with the Association, he traveled all over the world. Steve also became a certified real estate appraiser and belonged to the Appraisal Institute. Through the Appraisal Institute he was able to sponsor a number of students at USF who wished to join the Institute and find employment as real estate appraisers. A prolific author, Steve co-authored a number of academic articles with Professor Arthur Schwartz at the USF St. Petersburg campus.

Steve passed away at age 78 on December 16, 2020 at Lifepath Hospice in Tampa, Florida. He is survived by his wife, Andi; daughter, Shira; son-in-law, Jeremy; granddaughter, Sam Rachel; sister, Judy; and brother-in-law, Marvin. He was a veteran of the Vietnam War.

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

First of all, we would like to thank everyone who attended **Florida Gulf Coast Chapter** education during the very challenging 2020 year, both the classroom and virtual chapter programs. We provide top-notch instructors and had a total of 29 different offerings. 2021 is not a state recertification deadline year, however, we have many offerings planned. Classes will be added if any timely topics arise. Remember that it is never too early to begin accumulating your CE hours for the renewal deadline, which will be **November 30, 2022**. Don't let it sneak up on you! All of the chapter education offerings will continue in the virtual format this year for everyone's safety with hopes to get back to classroom in 2022.



We are excited to get the year going with Business Practice & Ethics on January 28th and again on November 18th. There are several new national 7-Hour seminars on the schedule in addition to several chapter-developed 3 and 4-Hour seminars with a variety of instructors. We also added a few Florida Law seminars at the end of the year.

Our chapter education goal is to give you the best topics, instructors and material on a timely basis. You can help keep our chapter financially stable by supporting our programs. Get what you need locally and sign up soon.

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. **NOTE:** Our website is being updated with a new look so until it is finalized, please use this temporary link to access our education links: <http://aiwestcoast.web711.discountasp.net/index.asp>

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




**Search Online Education
from the Appraisal Institute**

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.



2021 Florida Gulf Coast Chapter Meetings

Save the dates!!

1st Quarter Meeting - February 11—Virtual

2nd Quarter Meeting & Elections - May 6—Virtual

3rd Quarter Meeting - August 19 - Tampa

4th Quarter Meeting & Installation - November 11 - TBA

Florida Gulf Coast Chapter, Appraisal Institute

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

2021 Education Schedule

Florida Gulf Coast Chapter



Date	Class	Instructor
January 28	Business Practice & Ethics	Brian Flynn, MAI, AI=GRS
February 11	1st Q Chapter Meeting	Speaker: Rodman Schley, MAI
February 18	New – Rapid Response: Market Analysis in Volatile Markets	Vincent Dowling, MAI, SRA
March 25	New – Desktop Appraisals (Bifurcated, Hybrid) and Evaluations	Sandra Adomatis, SRA
April 22	New/Updated: Appraising Condos, Co-Ops and PUDs	Maureen Sweeney, SRA, AI-RRS
May 6	2nd Q Chapter Meeting	TBA
May 13	New – Smart Risk Management for Appraisers	Peter Christensen, Esq.
May 20	New – Legal Issues for Non-Lending and Litigation Appraisers	Peter Christensen, Esq.
June 17	New – What’s Up in Technology for Real Estate Appraisers	R. Wayne Pugh, MAI
July 15	Insurance Appraisals – Report Contents and Valuation	Patricia Staebler, SRA
July 22	New - Nuances of Valuation – Cornerstone of Market Valuation	Vincent Dowling, MAI, SRA
August 19	3rd Q Chapter Meeting	TBA
September 9	New – Fundamental Demand Analysis	TBA
September 30	New - Getting it Right from the Start: A Workout Plan for Your Scope of Work	Mark Smeltzer, MAI, SRA, AI-RRS
October 7	New – Foundations of Valuation – An Inferred Market Study	Vincent Dowling, MAI, SRA
October 28	Florida Appraisal Laws and Rules	Nicholas Pilz, MAI, SRA, AI-RRS
November 11	4th Q Chapter Meeting	TBA
November 18	Business Practices & Ethics	Brian Flynn, MAI, SRA
December 2	Florida Appraisal Laws and Rules	Patricia Birch

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

Candidate Guidance, Jennifer Marshall, SRA, AI-RRS, Chair

On January 20th at 11 am, Region X held a joint Candidate Guidance Zooming Meeting. The meeting was Co-Chaired by Matt Roach, South Florida Chapter's Chair of Candidate Guidance, and Jennifer Marshall, SRA, AI-RRS, Florida Gulf Coast Chapter's Chair of Guidance. Kristin Soltys the Chair of Candidate Guidance for the East Florida Chapter also participated. We had 58 Candidates and Advisors attend the meeting which focused on the Comprehensive Exam. We had the Admissions Staff in attendance which included:

- Carrie Vann – Senior Manager, AI Admissions & CE
- Emma Abraham – AI Admissions & CE (keeps all candidates updated on status and extensions)
- Christina Dougherty – AI Specialist, Comp Exam Admissions & CE
- Angela Candadai – AI Admissions & CE (focus on the demo)

Additional Speakers included:

- Bob Mesner, MAI, SRA, AI-GRS is here to answer questions about the Review Designations.
- Chris Johnson, MAI, SRA, AI-GRS to speak about preparing for the comp exam. Chris has assisted candidates pass the exam and offers his services for free. Christ offered to any participant an opportunity to have 4 Zoom Meeting where he will go thru studying for the Comp Exam.
- Rick Borges, MAI, SRA, AI-GRS, AI-RRS here to answer questions on the Demo.

We finished the meeting with questions on the Comp Exam to the National Admissions Staff. The meeting was a huge success and Chris Johnson already had 8 Candidates register for his Zoom Meetings. This joint effort was a valuable resource to our Candidates and we are planning to hold these Region Candidate Guidance Meetings on a quarterly basis. Our next meeting will focus on the Demonstration Report, the Capstone and the 45-Hour Package.

2021 Capstone Program— for the candidates seeking the MAI designation, please note that the General Demonstration Report—Capstone Program—will be offered in just a few locations this year. Offerings are scheduled in Denver, Chicago, Cleveland and Sacramento. For more information on the Capstone Program and the other options, there is a new Capstone page online, which makes it easy to see the schedules, registration deadlines, etc. [Click Here](#).

We currently have **36** candidates for 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.

The following candidates received their designations in 2020—2021. **CONGRATULATIONS** to the following members:

- Sean P. Ruane, MAI, Tallahassee
- Jeremy J. Domanich, MAI, Englewood
- Stephanie Poole, AI-GRS
- Jason Bennett, MAI, Naples
- Victor Torres, MAI—Tampa
- Susan Alley, AI-RRS

CE Requirements

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

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

USPAP and Business Practice & Ethics are each valued at 35 points.

Florida Real Estate Appraisal Board Meetings

2021 General FREAB Meetings

- Monday, February 1
- Monday, April 12
- Monday, June 7
- Monday, August 2
- Monday, October 4
- Monday, December 6

The Division of Real Estate is now able to [live stream](http://www.myfloridalicense.com/dbpr/re/FREABMeetings.html) 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.

Jobs Board

Tampa. Opportunity for experienced commercial appraiser with **positive productive attitude**. The Dohring Group is a 30 year firm with an excellent reputation in the Tampa Bay market. The firm provides extensive **technology** including our own report writing, comp database and workflow software developed by our sister company RealWired. Leverage our extensive documented processes and **entrepreneurial** office culture. Tap into the **opportunity to grow** with The Dohring Group. Jeff Hicks, MAI cell: 813.230.3798

2021 Committee Chairs

Candidate Guidance: Jennifer Marshall, SRA, AI-RRS
 Bylaws: Brad Saucier, MAI
 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
 Newsletter: Tim Sunyog | Nancy Bachor

2021 Leadership - Florida Gulf Coast Chapter

The following individuals were elected to serve the position of 2021 officers, directors and regional representatives for the **Florida Gulf Coast Chapter** and were installed at the **4th Q** chapter meeting. Their term began January 1, 2021. We want to thank them all for volunteering their time to serve the chapter, the region and the Appraisal Institute in these important positions!

Florida Gulf Coast Chapter - 2021 Officers

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

Directors (2021)

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

Directors (2022)

James "Matt" Terry, SRA
 Martin Engelmann, MAI

Directors (2023)

John Fabian, MAI
 John Miller, MAI

Region X Representatives—Florida Gulf Coast

Region Representatives (2021)

Jennifer Marshall, SRA, AI-RRS
 Brian Zamorski, MAI ([Chapter President](#))

Region Representatives (2022)

Michael Cliggitt, MAI
 Michael Jonas, MAI
 Julie Battaglia, MAI, AI-GRS
 James Matt Terry, SRA
 Rachel Zucchi, MAI

Region Representatives (2024)

Patricia Staebler, SRA
 Tim Sunyog, MAI
 Michael Twitty, MAI

Alternate Region Reps - 2021

Wes Sanders, MAI
 Justin Butler, MAI
 John Fabian, MAI
 Karen Goforth, MAI
 Caroline Sutton, AI-GRS
 Byron Torres, MAI
 Joy Thomas, MAI
 Victor Torres, MAI

2021 Comp Exam Dates

[Click Here](#) for Comp Exam Information

Submit your applications for 2021 exams by deadline dates below :

April 1—May 31 Application Deadline—February 20, 2021
 August 1—September 20 : Application Deadline—June 20, 2021
 November 1—November 30: Application Deadline—September 20, 2021

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

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

Membership Updates – Florida Gulf Coast Chapter

Congratulations New Designated Member:

Susan E. Alley, AI-RRS, Tampa
Stephanie Poole, AI-GRS, Clearwater

Candidates for Designation:

Michael S. Boyle, Sarasota
Brad Hoban, Tampa

Member Transferred In:

David Herring, MAI, SRA, AI-GRS, Winter Garden

Practicing Affiliates:

Marty Domres, Tampa
Alicia R. Lewis, Sarasota
Rashid Mehmood, St. Petersburg
John Recser, Ruskin
Brian Brown, Tampa

Affiliate:

Elizabeth Welle, Mexico Beach

2021 Nominating Committee – Florida Gulf Coast Chapter

The selection of the five-member nominating committee will need to be completed at the 1st quarter chapter meeting on February 11th. This committee is charged with preparing a slate of nominees for the position of 2022 officers, directors and regional representatives for the **Florida Gulf Coast Chapter**. Elections will be held at the 2nd Quarter chapter meeting in May.

The **2021 Nominating Committee** will be chaired this year by immediate past president, Rachel Zucchi, MAI. In accordance with our Bylaws, our 2021 chapter president, Brian Zamorski, MAI, will appoint one member and the Board of Directors will appoint one member to the nominating committee at the 1st Q Board Meeting. The chapter designated members, candidates, practicing affiliates and affiliates in attendance at the 1st Q chapter meeting on February 11th will nominate and elect the remaining two members to the nominating committee. This 5-person committee will prepare a slate of 2022 nominees to be elected at the 2nd Q Chapter Meeting on May 6th. If you have an interest in serving in chapter leadership, please notify Rachel Zucchi prior to May 6th.

Note—if you are interested in being considered for a 2022 chapter board position, you cannot serve on the nominating committee.

IF YOU ARE INTERESTED in serving on the chapter board as a Director or Region X Representation in 2022, here is your opportunity. Contact Rachel to express your interest prior to the 2nd Quarter chapter meeting. Please consider getting involved with your chapter. If you have any questions, please contact Rachel or the chapter office.

Rachel Zucchi, MAI

Email: rzucchi@rklac.com

2021 Nominating Committee Chair



Appraisal Threshold Levels

[Survey of AI Professionals](#)

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
- Valcre
- Travel
- AI Services
- Networking & Leadership Development
- Taxbot (Automobile Mileage & Expense Tracking App)
- STDB

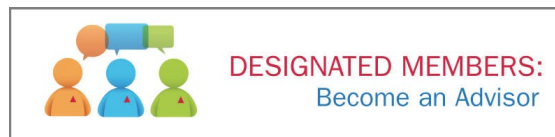
[Learn More](#)

Club Quarters— as part of the Club Quarters network, AI professionals are able to take advantage of savings on hotel costs. You, your family, and friends can enjoy their prime locations and unique services at subsidized rates on weekends and holidays. For reservations and more information, visit Club Quarters and enter the Member ID Appraisal for exclusive rates, go to: <http://clubquarters.com/>.

Valcre—The Appraisal Institute is excited to introduce **Valcre** as a new AI benefit. This innovative and intuitive appraisal technology platform is now available to all Appraisal Institute Professionals at a special AI discount of 10 to 20% off a monthly subscription based on subscription plan package. Learn more at sales@valcre.com.

STBD—Site to do Business is now live. STDB is poised to move towards the future by continuing to provide analysis tools for commercial real estate users and searching for new and innovative products to add to their tool kit.

JurisPro— New benefit. As an AI member, you will receive a \$50 discount to have your qualifications as an appraiser featured to over 800,000 attorneys by listing in the JurisPro Expert Witness Directory.



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

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

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

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

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

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