

The Approach



3rd Quarter Florida Gulf Coast Chapter Meeting

When: Thursday, August 19, 2021

REGISTER

Where: Tampa Yacht & Country Club
5320 Interbay Boulevard, Tampa

Fee: \$45 Member | \$55 Nonmember



Schedule : 5 PM—6 PM—Social Hour
6 pm—8 pm—Dinner Meeting | Program

Meeting Program: Join us for our first **in-person** chapter meeting since February, 2020. There will be a one-hour social hour from 5 PM—6 PM at the beautiful waterfront Tampa Yacht Club, which will include two complimentary drink tickets provided by our meeting sponsor, [Entreken Associates, Inc.](#) The social hour will be followed by a lovely sit-down dinner. You will have a choice of two entrees when you register for the meeting. Please note that you will need to pre-register at the link provided in this newsletter. We can no longer accept credit card payments at the door—please pre-register in advance.

At the conclusion of the chapter officer and committee reports, we plan to have two presentations, one from Patricia Staebler, SRA on the Surfside Condo collapse followed by Pinellas County Property Appraiser Mike Twitty, MAI to discuss newly passed legislation and other relative topics - [register today!](#) We hope to see you there.... we all need to stay informed and get re-acquainted!

A Special Tribute will be held in memory of Henry C. Entreken, MAI

Please join us at the Tampa Yacht Club on August 19th for the chapter membership meeting to celebrate and remember our dear friend and long-time Appraisal Institute member, Henry C. Entreken, MAI who passed away this year. See article on Henry in this newsletter.



COVID Waiver Required for In-Person Meetings

Per Appraisal Institute directive, a [COVID-19 waiver form](#) will need signed at the door or forwarded to the chapter office in advance. **Note: wearing a mask will be optional.** If you are not vaccinated, the chapter requests you wear a mask except when eating and drinking.

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 Bacher

Public Relations: Brian Zamorski

Chapter Executive Director

Nancy Bacher

(813) 962-4003

info@gulfcoastai.org

Region X Officers

Elaine Liz-Ramirez, Chair

Reggie Carter, MAI, Vice Chair

3rd Director: TBA

Lauren Dowling, Region ED



President's Message, Brian Zamorski, MAI



Well this year feels like it is flying by as we have all had a very productive year! I am certainly looking forward to our first in-person meeting in over a year at the Tampa Yacht Club and I hope to see you all there! See page 1 for all the details.



While 2021 is a non-certification year we encourage our members to register early as our education committee has put together a diverse offering of seminars throughout the year. Please review the education schedule in this newsletter to see our upcoming educational programs for the remainder of the year. This information is also available on our website.

I am looking forward to attending 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 will be a great way to connect with Appraisal Institute professionals. Social distancing measures will be in place so be sure to register for this event! Looking forward to seeing you all there. More details can be found on the Appraisal Institute website. Registration is now open for anyone interested in attending

Candidate Get-Together—Candidate Guidance Chair Jennifer Marshall, SRA, AI-RRS will co-host the 3rd Quarter Region X Candidate Guidance Virtual Get-Together on Wednesday, September 22nd and we highly encourage our members to attend. This event will be presented along with Matthew Roach, MAI (South Florida Chapter) and Kristin Soltys, MAI (East Florida Chapter) and also includes representatives from the national Appraisal Institute. The discussion topics will focus on required experience. Once you are registered, you will receive the Zoom link.

Lastly, please let us know if you're interested in joining a committee or want to find ways to get involved with the Chapter! Please feel free to reach out to me with any questions, concerns, or comments. We hope to see you in person on Thursday August 19th.

Executive Director Position



After 30+ years of service to our Chapter, our Executive Director, Nancy Bachor, has decided to step down by the end of the year, or as we often say about our outgoing presidents, she is heading to the "island". She will be greatly missed by all of us but we wish her all the best with her new found free time! Nancy will stay on board until the transaction is complete.

After interviewing three very qualified candidates, the Board of Directors has chosen Kourtney Wade to become our new Executive Director effective this fall. Kourtney happens to be Nancy's daughter, so the good news is that we are not completely losing Nancy. Kourtney has a teaching background, and she is looking forward to this new challenge. We hope everyone gets to meet Kourtney soon at one of our upcoming chapter meetings.

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](#)

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Order your copy today! Residential appraisers are encouraged to order their copy of [“Residential Property Appraisal.”](#) With the home market booming, residential appraisers are under increased pressure to support their opinions of value. This book includes examples that illustrate common scenarios encountered in residential appraisal practice and presents definitions of key terms to help the reader understand the important concepts presented.

Recent Florida Legislation Passed

Pinellas Property Appraiser Mike Twitty has again successfully championed legislation for Florida homeowners. Two bills were passed during the 2021 session that have set the stage for Florida voters to approve a Constitutional Amendment that would allow residential property owners to voluntarily elevate their property above Base Flood Elevation (BFE) within the Special Flood Hazard Areas (SFHA) without impacting their Assessed Value from the new construction cost. This legislation incentivizes investment of private capital to proactively elevate residential properties out of harm's way.

Key elements of the legislation follow:

- May elevate existing structure or rebuild up to 110% of total square footage (excluding grade level parking/storage/access areas) without a change in Assessed Value
- Must lie within a SFHA (A or V Zone) with lowest living floor below Base Flood Elevation (BFE)
- Structure cannot be condemned
- May not undergo a change of use
- Applies to both Homestead and Non-homestead Residential Properties (Up to 9 units)
- Assessed Value resets to Just/Market Value upon sale/transfer

Effective Jan 1, 2023, if approved by at least 60% of Florida voters. Find out more info on this ballot initiative at www.pcpao.org.

2021 Appraisal Institute Annual Conference • August 9—10, 2021

The 2021 Annual Conference will be held in-person 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



Attendees of the 2021 Appraisal Institute Annual Conference, with its theme of “**Rising to the Challenge**,” will have the opportunity to reconnect safely with colleagues, experience informative speakers and first-rate educational sessions, and so much more. Don’t miss the premier event where real estate valuation professionals gather for top-notch learning and networking. This is a chance to connect and re-connect.

The reservation link is open..... [LEARN MORE](#)

2021 National RoundTable—August 8, 2021—6 PM—9 PM - IceBar Orlando

Special Speaker - Food - Drink Tickets • www.icebarorlando.com

National Government Relations, submitted by Sandra Adomatis, SRA

The Appraisal Institute is staying abreast of the many meetings that are occurring on Capitol Hill and within the agencies focusing on the topic of bias and diversity in the appraisal profession. It is important that we have a seat at the table as these issues are being discussed.

On July 29th, HUD held a virtual event entitled “Advancing Equity in the Home Valuation Process.” The purpose of the event was to discuss how bias in the home valuation process and the lack of diversity in the appraisal appraisal overall contributes to racial wealth disparities. Several speakers presented on the topic, and stakeholder feedback is anticipated going forward. HUD Secretary Fudge discussed President Biden’s recent charge to HUD to lead a new Interagency Task Force on Property Assessment Valuation Equity, or PAVE.

Rest assured the AI Washington D.C. staff will keep the membership informed on this increasingly hot topic.

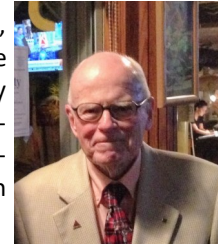


Are you interested in developing a 2—3 hour CE seminar for the chapter?

We are always looking for interesting 2 - 3 hour topics to offer. Please consider developing a continuing education (CE) program for Region X that would be beneficial to our appraisers and the industry. You would have the opportunity to present the class to the Florida chapters.

In Memoriam—A Tribute to Henry c. Entreken, MAI, by Mike Twitty, MAI

I don't think there is an appraiser in the greater Tampa Bay area that won't miss the friendly smile, laugh and southern gentlemen charm of our very own **Henry C. Entreken**. He has been a welcome and ever-present fixture at our chapter meetings for the past several decades. Along the way Henry was a staunch advocate of the appraisal profession, preaching the value of education, and the importance of collaboration and mentoring. Through his instruction, writing over 35 articles in professional journals, and extensive speaking on appraisal subjects, he became recognized as an expert in his field.



Henry's journey as an adult began after graduating from Emory University in 1951. He taught elementary school for a year prior to being drafted and serving his country during the Korean War (1952-1954). However, being the careful and diligent man that he was, Henry made sure to woo and win the hand of Annie Doris Cosby from a competing suitor and put a ring on her finger before leaving for Army bootcamp. They celebrated their 69th wedding anniversary in March.

After completing his military service and returning to Doris in Atlanta in 1954, Henry was ready to start his career. Looking over job want ads in the newspaper one in particular caught his eye. It read something like this: 'Wanted: Trainee Appraiser in Atlanta area for Mutual of New York (MONY). Job requirements include some travel and an ability to hold your liquor.' Henry got the job, and his appraisal career was underway. Henry was fascinated by the appraisal industry and quickly became involved in the American Institute of Real Estate Appraisers, serving as President of the Atlanta Chapter and receiving his MAI designation in May of 1961.

His work experience with MONY led to developing various industry relationships. One of these relationships resulted in Henry moving their now family of four to Pinellas County in 1967, where he joined the Glen E. McCormick Company. Here Henry became heavily involved in the commercial mortgage banking business, working closely with Dwight McCormick and Jesse Stroud. While diversifying the company's services, Henry brought in Harold Robertson to set up a commercial appraisal department. During this time Henry became involved in Florida Chapter 2 of the AIREA, serving as President in 1982.

A few years later, Harold convinced Henry that they should head out on their own due to Henry's passion of the appraisal industry and a changing regulatory climate, forming Entreken Robertson Associates, Inc. in 1985. They brought their first commercial associate, Jeff Boyle, on board in 1988 and then added Mike Twitty in 1990. Tom Hockensmith came on board in 1991 to start a residential department. A new partnership was formed in 1993 between Henry, Jeff, Mike and Tom and the firm became known simply as Entreken Associates, Inc. Together this core group worked, collaborated, laughed, and learned from each other for more than 25 years. Always taking some time to celebrate and enjoy shared fellowship by bringing their work and home families together.

Henry was the first recipient of the Henry C. Entreken Lifetime Achievement Award, which was established by the Chapter in his name and is awarded to chapter members that exhibit exemplary dedication and service. He retired in 2011. An avid fan of the Tampa Bay Rays, he attended games since the inaugural season, as well as being a dedicated fan of football and hockey. Henry attended services at First Baptist Church and First Christian Church in Largo, Pasadena Presbyterian Church, all where he taught Sunday School classes, and Pasadena Community Church.

Henry was a true southern gentleman, with a humble spirit and wry sense of humor. He and Doris loved to travel and saw much of the world together. Fashionably dressed in his suspenders with a ball cap on his head, Henry was always ready for a lively discussion on any topic. He was an avid reader, movie goer, and he loved a good meal, always accompanied by a cold Coca-Cola. A wonderful husband, father, grandfather and friend, Henry will truly be missed every day. He is survived by his wife, Doris; sons, Eddie (Debbie) and David (Vicki); granddaughter, Sarah Entreken; and step-grandchildren, Zachary and Casey Anderson.

Please join us at the 3rd Quarter Chapter meeting at the Tampa Yacht Club on August 19th, 2021 to honor and celebrate our friend and colleague Henry.

Happy Hour – 5 to 6 pm (sponsored by Entreken Associates, Inc.)
Dinner & Program – 6 pm

National News Updates

National Vice President to be named soon

We are excited to announce that one of our chapter members, **Sandra K. Adomatis, SRA**, is a candidate for the 2022 National Vice President. The final candidate for National Vice President will be chosen at the August national board of directors meeting in Orlando.

AI professionals may view the [candidate biographies and questionnaires](#) (log-in required).

The candidates (listed alphabetically) are:

[Sandra K. Adomatis, SRA](#) Punta Gorda, Florida

[Steven G. Stiloski, MAI](#). Jackson, Wisconsin

Other National News

Leadership Resource Registry Deadline Extended —Are you interested in serving on an Appraisal Institute national committee? If so, please go to the Leadership Resource Registry no later than September 30, 2021 at 5 PM. To be considered for a national committee, panel or other positions on the national level, you must express your interest within the Registry. Logon to the AI Website and click on: <http://www.appraisalinstitute.org/about/ai-volunteer-opportunities/>. If you have questions, contact Rachael Georges at rgorges@appraisalinstitute.org.

Capstone (General Demonstration Report: Capstone Program)

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 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.

Clarification on coursework completion prior to registering for Capstone. In fact, although we **Recommend** that you complete at least most courses before taking Capstone, the only actual prerequisites are that the Candidate have passed Advanced Market Analysis & Highest & Best Use and completed the General Demonstration Appraisal Report Writing seminar.



Always check for [state approvals](#) for online education prior to registering

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

First of all, we would like to thank everyone attending the **Florida Gulf Coast Chapter virtual** education during 2021. As you can see, we have offered quite a few CE offerings so far this year. We continue to provide top-notch instructors and have already offered ten virtual classes this year with another seven to come. 2021 is not a state recertification deadline year, however, we have many new offerings planned so 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 for the rest of the year for everyone's safety and we plan to get back to classroom in 2022.



Julie Battaglia, MAI, AI-GRS

We will offer **Business Practice & Ethics** virtually on November 18th for those of you who need this required AI class. There are a few **new** national 7-Hour seminars on the schedule for later this year, in addition to several chapter-developed 3-Hour seminars with a variety of instructors. Our next seminar will be held on September 30th, **Getting it Right from the Start: A workout Plan for Your Scope of Work**, instructed by Mark Smeltzer, MAI, SRA. We are bringing back Lamar Ellis to present his new **Aerial Inspections for Real Estate**, which should be very interesting. We will have two Florida Law seminars towards the end of the year in October and December, so this would be a great time to kick that one out for your renewal while it is still virtual. We also hope to offer a 7-Hour USPAP class in early December if it gets approved in time. Please review the updated **2021 Education Schedule** on page 8 and register early.

Our chapter education goal is to give you the best topics, instructors and material on a timely basis. Your attendance at our classes helps keep our chapter financially stable. We appreciate your supporting our programs. Get what you need locally via virtual format and sign up soon. Florida will accept virtual education until the end of 2021. The virtual format after 2021 has not been determined. We hope to have the opportunity to offer some virtual classes in the future.

Check the website often for any new additions to the education schedule and any other chapter news. The Florida Gulf Coast Chapter website can be found at www.gulfcoastai.org. **NOTE:** Our website has a new fresh look so check it out.

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>

Synchronous Designation Education

Check out AI's synchronous course, "[Advanced Income Capitalization](#)," Aug. 2. This course builds on topics covered in the "General Appraiser Income Approach/Part 1" and "General Appraiser Income Approach/Part 2" courses. It introduces additional topics that a seasoned general real property appraiser can expect to meet in everyday practice. The course features a limited review of material covered in the previous income courses to maximize the time available for advanced topics.

"[Advanced Concepts and Case Studies](#)" will begin on Aug. 16. This 40-hour course synthesizes basic and advanced valuation techniques taught in previous courses and addresses consistent treatment of the three valuation approaches for various valuation problems. Case studies teach participants how to address common but complex appraisal issues, including a leased fee not at market rent, a proposed property, a property in a market not at equilibrium, and a subdivision. The course emphasizes the need to test the reasonableness of conclusions in an appraisal.

IMPORANT: Please verify before you register that any online or synchronous course is also approved for QE and/or CE in your state. That is not always guaranteed.

2021 Education Schedule

Florida Gulf Coast Chapter



Date	Class (All Virtual Classroom)	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—Virtual	Maureen Sweeney, SRA, AI-RRS
May 6	2nd Q Chapter Meeting & Elections (via Zoom)	Virtual Format
May 13	New – Smart Risk Management for Appraisers—Virtual	Peter Christensen, Esq.
May 20	New – Legal Issues for Non-Lending and Litigation Appraisers - Virtual	Peter Christensen, Esq.
June 17	New – What's Up in Technology for Real Estate Appraisers—Virtual	R. Wayne Pugh, MAI
June 24	Business Practice & Ethics - <i>Just Added</i> - Virtual	Kenneth G. Foltz, MAI
July 15	Insurance Appraisals – Report Contents and Valuation—Virtual	Patricia Staebler, SRA
July 22	New - Nuances of Valuation – Cornerstone of Market Valuation Virtual	Vincent Dowling, MAI, SRA
August 19	3rd Q Chapter Meeting - Tampa Yacht & Country Club	Speakers: Patricia Staebler, SRA and Michael Twitty, MAI, CFA
September 30	New - Getting it Right from the Start: A Workout Plan for Your Scope of Work - Virtual	Mark Smeltzer, MAI, SRA, AI-RRS
October 7	New – Foundations of Valuation – An Inferred Market Study	Vincent Dowling, MAI, SRA
October 14 <i>Just Added!</i>	New —Inconsistency: It's Hiding in Plain Sight in Your Appraisal	Mark Smeltzer, MAI
October 28	Florida Appraisal Laws and Rules - Virtual	Nicholas Pilz, MAI, SRA, AI-RRS
November 4	Aerial Inspections for Real Estate - Virtual - <i>Just Added</i>	Lamar Ellis, MAI
November 11	4th Q Chapter Meeting & Installation	TBA
November 18	Business Practices & Ethics - Virtual	Brian Flynn, MAI, SRA
December 2	Florida Appraisal Laws and Rules - Virtual	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

Candidate Guidance Virtual Get-Together

Wed., September 22, 11:00 AM – Noon ET Via Zoom

[To Participate Register Here](#)

Please join us for a virtual candidate get-together. All candidates for designation, candidate advisors and prospective candidates are encouraged to attend this informative meeting. Participants will receive a separate email from the chapter office with the Zoom access information. If you have any questions, please contact the chapter office.

Speakers/Panel:

- Matthew Roach, MAI, South Florida Chapter Candidate Guidance Chair
- Jennifer Marshall, SRA, AI-RRS, Florida Gulf Coast Chapter Candidate Guidance Chair
- Kristin Soltys, MAI, East Florida Chapter Candidate Guidance Chair
- Kyle Krueger, MAI, AI-GRS, Northeast Florida Candidate Guidance Chair
- Whitney Youngs, , AI Admissions & Continuing Education
- Robert Mesner, MAI, AI-GRS
- Sonia Siemaszko, AI Coordinator, Admissions and Continuing Education

Topics:

1. What Qualifies for Specialized Experience
2. Residential Experience—Property Types
3. Types of Assignments
4. Experience Process Requirements
5. Preparation and Information for Experience Requirements
6. Experience Procedure
7. Questions and Answers

This is a free virtual format event. Class size will be limited due to the virtual format. *Sign up for this very informative session today!*

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.

2021 Committee Chairs

Candidate Guidance: Jennifer Marshall, SRA, AI-RRS
 Bylaws: Brad Saucier, MAI
 Education: Julie Battaglia, MAI, AI-GRS
 Finance: Tim Sunyog, MAI
 Government Relations: Matt Terry, SRA

Nominating: Rachel Zucchi, MAI
 Programs: Patricia Staebler, SRA
 Public Relations: Brian Zamorski, MAI
 University Relations: Bruce Cumming
 Newsletter: Nancy Bachor

Florida Real Estate Appraisal Board Meetings

2021 General FREAB Meetings

- Monday, August 2
- Monday, October 4
- Monday, December 6

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>.

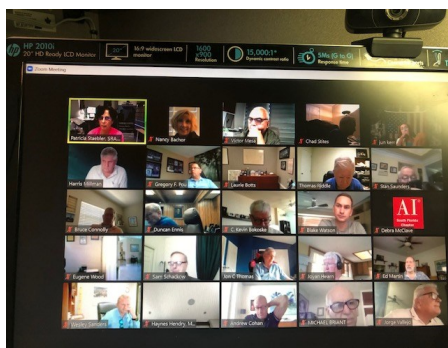
If you wish to have printed materials to reference during the meeting, please visit the website

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

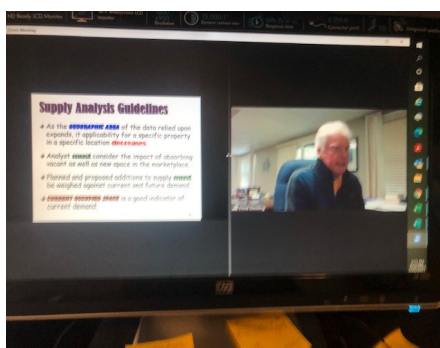
Appraisal Board > Meetings & Workshops, and print all publicly available materials as early as 7 days before the date of the meeting. The department endeavors to minimize paper usage in all business practices. If you plan to attend for CE credit, you will need to attend the full day. All FREAB Meetings 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.

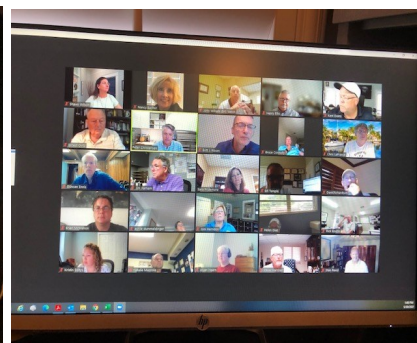
We hope to see you on ZOOM this year...check out our education schedule in the newsletter!



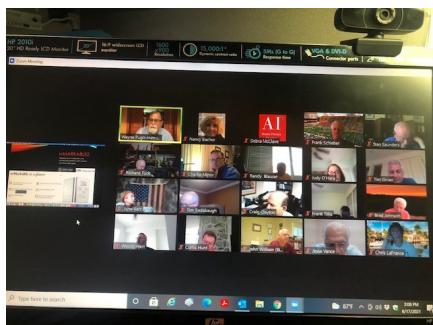
Insurance Appraisals with Patricia Staebler



Nuances of Valuation with Vince Dowling held in July



Legal Issues for Litigation Appraisers and Smart Risk Management for Appraisers presented by Peter Christensen, Esq. in May



Technology for Real Estate Appraisers

Check our Education Schedule and register today for our final virtual offerings - no travel involved!



2022 Leadership - Florida Gulf Coast Chapter

The following individuals were elected to serve the position of 2022 officers, directors and regional representatives for the **Florida Gulf Coast Chapter** and will be installed at the **4th Q** chapter meeting. Their term will begin on January 1, 2022. 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 - 2022 Officers

President: Patricia Staebler, SRA
Vice President: Timothy Sunyog, MAI
Treasurer: Michael Twitty, MAI
Secretary: James "Matt" Terry, SRA
Ex. Officio: Brian Zamorski, MAI

Directors (2022)

Brad Saucier, MAI
 Martin Engelmann, MAI

Directors (2023)

John Fabian, MAI
 John Miller, MAI

Directors (2024)

Dan Brown, SRA
 Justin Butler, MAI
 Joy Thomas, MAI
 Susanne Timmons, SRA
 Victor Torres, MAI
 Josh Sicard, MAI

Region X Representatives—Florida Gulf Coast

Michael Cliggitt, MAI (2019 -2022)
 Michael Jonas, MAI (2019—2022)
 James (Matt) Terry, SRA (2019—2022)
 Julie Battaglia, MAI, AI-GRS (2019—2022)
 Tim Sunyog, MAI (2021—2024)
 Rachel Zucchi, MAI (2019—2022)
 Michael Twitty, MAI (2021—2024)
 Don Saba, SRS (2022—2025)
 Patricia Staebler, SRA — *President*

Alternates: Justin Butler, John Fabian, Karen Goforth, Wes Sanders, Joy Thomas, Byron Torres, Victor Torres, Dan Brown, Jennifer Marshall, Tim O'Neil

2021 Comp Exam Dates

[Click Here](#) for Comp Exam Information

Submit your applications for 2021 exams by deadline dates below :

- 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.

2021 Florida Gulf Coast Chapter "In-Person" Meetings

Save the dates!!

3rd Quarter Meeting - August 19 - Tampa Yacht & Country Club, Tampa

4th Quarter Meeting & Installation - November 11 - TBA

Job Opportunities

Residential Real Estate Appraiser for Greater Sarasota Area

Well established real estate appraisal firm seeking an experienced real estate appraiser to handle assignments in and around the Sarasota/Bradenton areas. We provide a very competitive fee split structure and have a large (and growing) client-base.

Excellent opportunity for someone who is skilled and motivated with a desire to work for a well established and highly professional firm. We have been serving the SW Florida region for more than 70 years and our reputation and longevity offers excellent stability and high earning potential for the right person. Our fee splits are extremely competitive providing excellent income potential.

Persons who possess the ability and desire to generate significant income working with a well respected and established firm are encouraged to apply. *NOTE: Certified appraiser preferred but we will consider a trainee with experience.*

Job Type: Full-time

Pay: \$45,000.00 - \$100,000.00+ annually.

Contact Samuel R Schackow, SRA, Chapman and Associates, Inc., samschack@yahoo.com/ph. (941) 351-3462

VALBRIDGE PROPERTY ADVISORS HAS A GREAT OPPORTUNITY FOR A SENIOR COMMERCIAL APPRAISER!

Valbridge Property Advisors has a great opportunity for a diligent Senior Appraiser to produce credible results for clients. You will be responsible for analyzing, interpreting and reporting appraisal data, and preparing appraisals in a timely and professional manner.

Candidates should have diverse experience with industrial, retail, office, multi-family properties, subdivisions, **BENEFITS**

Company Health Insurance Plan

Interested candidates please send resume to accountingsfl@valbridge.com

Tropical Valuation Advisory is looking for **Certified General Appraisers** for our Tampa office.

Tropical Valuation Advisory, a commercial real estate appraisal firm having been in business for nearly 30 years, is looking to expand our operations. We are a Tampa based firm with staff positions available for experienced appraisers. This is a full time W-2 employment opportunity with benefits. Remote work opportunities also available.

EDUCATION and EXPERIENCE

- Bachelor's degree (BA/BS) from four-year college or university.
- Currently have a Florida General Appraiser License
- MAI Designation preferred

EXPERIENCE/KNOWLEDGE

- Requires advanced knowledge of financial real estate terms and principles.
- Ability to understand and carry out general instructions in standard situations.
- Ability to solve problems in standard situations.
- Requires intermediate analytical and quantitative skills.

OTHER SKILLS and ABILITIES

- Proficient in Microsoft Word and Excel.
- Excellent written and verbal communication skills.
- 5+ years' experience appraising commercial real estate
- Argus knowledge a plus

Job Opportunities (Cont'd)

Please forward your resume to Chris Shaeffer at chris@tropicalvaluation.com or you can call at 813-343-0907 x225 for any additional information about this opportunity.

Orange County Property Appraisers Office has two open positions for Real Estate Appraiser Analyst I and Analyst II. Our link to apply to the positions is: <https://ocpaweb.ocpafl.org/employment>. Further information on duties and requirements for these positions are listed at the link.

COMMERCIAL REAL ESTATE APPRAISER ANALYST II

Full Time

Main Office, Orlando, FL, US

Requisition ID: 1107

APPLY TO COMMERCIAL REAL ESTATE APPRAISER ANALYST II

Salary Range: \$55,000.00 To 60,000.00 Annually

SUMMARY: This position involves the valuation of commercial real estate for ad valorem purposes through the application of standard appraisal techniques, including the sales comparison, income, and cost approaches. Work is performed under the supervision of the Manager, Commercial Real Estate Assessment. Position is also under the oversight of the Assistant Property Appraiser/Chief of Staff and guidance of the Property Appraiser.

COMMERCIAL REAL ESTATE APPRAISER ANALYST I

Full Time

Main Office, Orlando, FL, US

Requisition ID: 1108

APPLY TO COMMERCIAL REAL ESTATE APPRAISER ANALYST I

Salary Range: \$50,000.00 To 55,000.00 Annually

SUMMARY: This position involves the valuation of commercial real estate for ad valorem purposes through the application of standard appraisal techniques, including the sales comparison, income, and cost approaches. Work is performed under the supervision of the Manager, Commercial Real Estate Assessment. Position is also under the oversight of the Assistant Property Appraiser/Chief of Staff and guidance of the Property Appraiser.

BBG's Florida expansion continues with staffing opportunities in Tampa, Miami, Orlando and Jacksonville offices. We are actively seeking:

- **MAI Designated Appraisers**
- **Senior and Junior Level Appraisers**

BBG is a national, full-service provider of commercial property valuation products ranging from specialized due diligence and consulting services to traditional appraisals. Our 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 five (5) in Florida.

(Cont'd)

Job Opportunities *(Cont'd)*

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 and provides a generous annual education allowance. Career advancement potential is high and expected.

Please forward resumes and inquiries to Eric Hoening, MAI – Managing Director at ehoening@bbgres.com or call 813-327-4101.

Note: More job opportunities are listed on our website at www.gulfcoastai.org

Tampa, FL. Well established Real Estate Appraisal firm seeking well qualified and motivated individuals to perform appraisals in the Tampa Bay area.

Must be certified and added compensation will be provided to designated appraisers or those working toward same.

We have openings at this time for both residential and commercial appraisers. We are a 65+ year old well established firm with an extensive (and growing) client base. This position will offer excellent opportunity for both earnings and career growth.

Please contact : Samuel Schackow, SRA

Chapman and Associates, Inc.

941-351-3462/email: achapman@chapman-appraisers.com

AI Market Data—The Appraisal Institute provides a continuous monitor of the economy and real estate markets by supplying market data from a variety of sources for appraisers to keep abreast of market trends.

Economic Indicators

The monthly Economic Indicators provides data from a variety of government Web sites, including market rates and bond yields, stock dividend yields, home mortgage rates and terms, unemployment rates, industrial production index, consumer price index, disposable income data and other benchmarks.

[View the latest Economic Indicators](#)

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!

AI Membership 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
- *Realquantum—Commercial Appraisal Productivity Software - New*
- RESNET—AI Online Appraisal Portal
- Travel
- AI Services
- Networking & Leadership Development
- Taxbot (Automobile Mileage & Expense Tracking App)
- STDB
- COMSTAK

[Learn More](#)

Realquantum—is a productivity software that helps commercial appraisers eliminate tedious manual work and boosts revenue.

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.

Resnet—Accessing this portal allows appraisers to understand the energy efficiency value of HERS rated homes.

COMSTAK—a National CRE data platform for appraisers like you to access vetted lease and sales comps.

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.

Membership Updates — Florida Gulf Coast Chapter

Members Transferred In

Gregory C. Schmitt, MAI, SRA, Port Charlotte
(transfer from Chicago)

Jeremy Winter, MAI, AI-GRS, Punta Gorda
(transfer from MN)

Candidate for Designation

Joseph N. Batrich, Santa Rosa Beach

Update from State of Illinois for CE Renewal!

Are you licensed in Illinois? The IDFPR will NOT be providing online access for real estate license renewals this year. For the 2021 license renewal period in Illinois, the IDFPR will be emailing license renewal applications.

It is important to double-check your email address on file with the IDFPR to be sure it is correct. Appraisers can also visit the IDFPR's website to print a copy of the renewal application. Renewal applications must be postmarked by September 30, 2021.

We hope to see you at the August 19th Chapter Meeting!

Tampa Yacht & Country Club

5 PM—8 PM

[SIGN UP TODAY!](#)

Chapter Website: www.gulfcoastai.org