

The Approach



4th Quarter Florida Gulf Coast Chapter Meeting

When: Friday, November 19, 2021

Where: [Tradewinds Island Beach Resort](#)
500 Gulf Boulevard, St Pete Beach

Fee: \$50 Member | \$60 Nonmember



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

REGISTER

Meeting Program: Join us for an **in-person** chapter meeting, held on the south lawn at the Tradewinds. Dress for an outdoor event. There will be a one-hour social hour from 5 PM—6 PM at the beautiful beachfront TradeWinds Island Resort, which will include complimentary drink tickets provided by one of our meeting sponsors. The social hour will be followed by a variety of fun food stations for dinner. Please note that you will need to pre-register at the link above. 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, **National Incoming President-Elect, Craig Steinley, MAI, SRA, AI-GRS** will be in attendance to install our 2022 officers, directors and region representatives — [register today!](#) We hope to see you there.... we all need to stay informed and get re-acquainted!

COVID Waiver Required for In-Person Meetings

Per Appraisal Institute directive, a [COVID-19 waiver form](#) will need signed and returned 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.

Thank you to our 4th Quarter Meeting Sponsors!



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



I can't believe how quickly my year as President has gone by! This organization functions so smoothly because we have an excellent team including our Officers, Past President, Board of Directors, Region Representatives, and Committee Chairs. Thank you all for your hard work all year!

Our third quarter meeting at the Tampa Yacht Club was attended by 45 members! We had an excellent program with Patricia Staebler, SRA as our speaker and Mike Twitty honoring our beloved Henry Entreken who passed away this year. We wrapped up the program with a presentation of jewelry and the Entreken Lifetime Achievement Award to our favorite Executive Director, Nancy Bachor!

I would like to thank our members who participated in the 2021 Appraisal Institute National Conference in Orlando. At the National Conference, our very own Sandy Adomatis, SRA from Punta Gorda was elected to be the 2022 Appraisal Institute Vice President! Wesley Sanders, MAI, AI-GRS was elected to be the Region X Third Director as of 2022. We are honored to have the current [National Vice President Craig Steinley, MAI, SRA, AI-GRS, AI-RRS](#) in attendance to install the 2022 chapter leadership. This chapter has strong representation both nationally and regionally and continues to be one of the best in the nation.

Please register for our 4th Quarter Meeting at the TradeWinds Island Resort in St. Pete on November 19th! This is our installation dinner meeting where Patricia Staebler, SRA will be installed as President. Special thanks to our sponsors for their support!

We will once again have the annual VALUEvent Lobby Day on January 25, 2022 in Tallahassee.

I would like to thank Nancy for her time of 31 years as our Chapter Executive Director! We all hope that you enjoy your time at the "island"! Please know that you will be missed by all of us.

Meet Your New Chapter Executive Director

As we mentioned in the last newsletter, after 31+ years of service to our Chapter, our Executive Director, Nancy Bachor, has decided to step down at the end of the year, or as we often say about our outgoing presidents, she is heading to the "island". Nancy will stay on board until the transition is complete and as needed.



Kourtney Wade will be our new Executive Director. Kourtney happens to be Nancy's daughter, so the good news is that we are not completely losing Nancy's expertise. Kourtney graduated from Florida State University with a teaching degree and taught for several years before starting her family with her husband, Jeremy. Kourtney has three young children and is looking forward to this new challenge.

We hope everyone gets to meet Kourtney at one of our upcoming chapter meetings or education offerings. Let's give her a warm welcome to our chapter family.

Meet National Vice President Craig Steinley, MAI, SRA, AI-GRS, AI-RRS

Craig Steinley, MAI, SRA, AI-GRS, AI-RRS, of Rapid City, South Dakota, will be at our 4th Quarter Meeting to



install our leaders. Craig is the 2021 Vice President of the Appraisal Institute. Steinley's one-year term as vice president will be 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.

Steinley's previous national service includes six years on the Appraisal Institute Board of Directors as a representative from Region II, both as its vice chair and chair. He served on the Audit Committee, including as chair and vice chair; on the Strategic Planning Committee; on the Professional Liability Insurance Program Committee; as

Region II third director; on the Governance Structure Project Team; and on the Professional Standards and Guidance Committee. He also has served as president of the Wyoming and Western South Dakota Chapter in 2012 and 2013. He participated three years in the Leadership Development and Advisory Council conference and received a 2015 Volunteer of Distinction recognition. Craig is an education developer and instructor for the Appraisal Institute and is also an AQB-Certified USPAP Instructor.

Steinley is the principal of Steinley Real Estate Appraisals and Consulting in Rapid City, South Dakota. He has also been active in the appraiser regulatory arena since the mid-1990s, including service as the 2018 president of the Association of Appraiser Regulatory Officials. He is a graduate of the South Dakota School of Mines and Technology with bachelor's degrees in both Mathematics and Computer Science, and a minor in Electrical Engineering. He also received a master's degree in Mathematics and worked as an assistant professor of Mathematics and Computer Science at SDSM&T for five years, where he instructed engineers and scientists of all ages.

Sandra Adomatis, SRA Elected 2022 Appraisal Institute Vice President



Congratulations to **Sandra Adomatis, SRA**, from Punta Gorda, Florida, who was elected 2022 Appraisal Institute Vice President by the Board of Directors at its August 12 meeting in Orlando, Florida. Adomatis' one-year term at the Appraisal Institute will begin Jan. 1, followed by one year each as president-elect, president and immediate past president. She will serve on AI's Executive Committee and the policy-making Board of Directors all four years. She also will chair the Finance Committee in 2022 and the National Nominating Committee in 2025. Sandy currently serves on the Appraisal Institute's National Government Relations Committee. She was chapter presi-

dent of the Florida Gulf Coast Chapter in 2009 and has since served on several national and region committees.

3rd Quarter National Government Relations Report

By: Sandra K. Adomatis, SRA

On the Hill

Legislation for Transmission Facilities Contains Important Eminent Domain Language

On Aug. 5th, Bill [S. 2651](#) was introduced to Streamline Interstate Transmission of Electricity Act, legislation would establish a procedure for the siting of certain interstate electric transmission facilities.

Legislation includes a provision for **condemnation** that allows landowners to pick a representative to value their property in accordance with the USPAP before an offer of just compensation is extended. Additionally, a landowner's representative will have the opportunity to accompany an appraiser during the inspection. (AI supports this provision.)

A similar provision can be found in [S. 641](#), the Landowner Fairness Act, legislation that was introduced in March.

Both bills remain in the committee process, and no timetable for Senate review has been established.

Legislation Targeting Conservation Easement Abuse Part of House Reconciliation Package

The Charitable Conservation Easement Program Integrity Act, bipartisan legislation that targets abusive conservation syndications, will be included in the budget reconciliation package that is being finalized by the House Committee on Ways and Means.

[HR 4164/S 2256](#) would limit tax deductions for qualified conservation contributions made by certain partnerships if the amount of the contribution exceeds 2.5 times the sum of each partner's relevant basis in the partnership. This limitation also applies to other pass-thru entities, such as S corporations.

In the Agencies - PAVE

Interagency Appraisal Task Force Convened; Defines Scope and Objectives

The task force for the [Property Appraisal and Valuation Equity Interagency](#), known as PAVE, held its first meeting Aug. 5 to define its scope of work in preparation for creating a final action report due within 180 days. President Joe Biden created the task force via Executive order to address "inequity in home appraisals."

PAVE is expected to finalize a report of findings and recommendations by early next year. The AI Washington staff is watching this development and listening to the discussions. We must have a seat at the table and an ear to the discussions. AI will report the progress as it occurs.

ASC Offers Additional Grants to States for Improvement, Expansion of Appraisal Processes

The Appraisal Subcommittee at its Sept. 15 meeting approved publication of a Notice of Funding

Availability that provides an additional \$3.3 million for "State Appraiser Regulatory Agencies Support Grants." These funds are in addition to the \$3.336 million that was made available via a [NOFA](#) published last year.

(Continued next page)

(National Government Relations Continued)

Approximately \$625,000 was awarded to eight states as part of the first round of funding, according to an ASC [document](#). For more information see [ASC's grants programs](#).

PAREA – Multiple states consider whether to allow PAREA to Satisfy Experience Requirements

Further, 15 states have fully adopted by reference the AQB's Real Property Appraiser Qualification Criteria, known as RPAQC. PAREA is part of RPAQC.

Because [PAREA](#) is part of Real Property Appraisal Qualifications Criteria (RPAQC), it should be permissible for aspiring appraisers in the states that approved PAREA to satisfy their experience hour requirements in a manner equivalent to how others satisfy experience requirements through the supervisor/trainee model.

Other National News

AI Board of Directors Adopts Strategic Plan

Taking a big step forward, the Appraisal Institute Board of Directors adopted a Strategic Plan at its Aug. 12-13 meeting in Orlando, Florida.

The Board's strategic planning process included input from AI professionals who responded to surveys regarding membership needs.

A key component of the Strategic Plan is an updated Mission Statement: Our mission is to empower valuation professionals through community, credentialing, education, body of knowledge and ethical standards.

Another element of the Strategic Plan is Core Values. The Appraisal Institute is:

- Dedicated to excellence, professionalism, ethics and integrity.
- Committed to leadership and innovation.
- Devoted to an inclusive and welcoming community.

Additionally, the Strategic Plan includes four Goals:

- The Appraisal Institute will protect and improve the value of affiliation.
- The Appraisal Institute will provide leadership toward a unified and inclusive profession with diverse perspectives.
- Appraisal Institute professionals will be consistently sought out by users of valuation services.
- The Appraisal Institute will improve the diversity of its affiliated professionals.

Further information regarding the Strategic Plan will be available in the coming months.

The Appraisal Institute, Fannie Mae and Freddie Mac announced that Chase has made a \$3 million commitment to the Appraiser Diversity Initiative. In addition to the Chase commitment, Freddie Mac has joined the Appraiser Diversity Initiative as a core partner, providing additional resources and adviser support. Learn more: <http://ow.ly/e8xF50FOcm8>

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

Thank you for 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 with a few remaining on the schedule. We continue to provide top-notch instructors and have already offered fifteen virtual classes this year. Remember that 2021 is not a state recertification deadline year, however, 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 this year's chapter education will continue in the virtual format for everyone's safety and we plan to get back to a combination of classroom and synchronous/virtual in 2022. We are happy to report that we will be allowed to continue the virtual offerings going forward. Please note that the virtual format will now be referred to as "synchronous".



Julie Battaglia, MAI, AI-GRS

We will offer the 6-Hour **Business Practice & Ethics** via synchronous/virtual on November 18th for those of you who need this required AI class. We will have two more Florida Law seminars on October 28 and December 2, 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—2022 Education Schedule** in this newsletter and remember to register early. The 2022 classes will be posted to the Netforum system and our website within the next month or so. We will kick the year off in Tallahassee with a Florida Law and USPAP class in January. We plan to also schedule a few 1/2 day seminars which will be tied to the quarterly meetings next year. We hope to get back to the in-person chapter meetings.

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 support of our programs. Get what you need locally via virtual or classroom format and sign up soon. The Appraisal Institute and the State of Florida will continue to allow synchronous/virtual education going forward per direction from the AQB., so we plan to add as we go.

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.

Changing of the Guard: After five years of serving as your Education Chair, I will be stepping down at the end of this year but will stay on the education committee. I am happy to report that **Kevin Hayes, MAI** will be our new Education Chair effective January 2022 and I know he will do an awesome job! **Congratulations Kevin!**

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

IMPORANT: Before you register for any online or synchronous course, remember to verify that the class is also approved for QE and/or CE in your state. That is not always guaranteed.

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.



2021—2022 Education Schedule

Florida Gulf Coast Chapter



Date	Classes	Instructor/Speaker
October 28	Florida Appraisal Laws and Rules - Synchronous/Virtual	Nicholas Pilz, MAI, SRA, AI-RRS
November 4	Aerial Inspections for Real Estate	Lamar Ellis, MAI
November 11	4th Q Chapter Meeting & Installation	Tradewinds— St.Pete Beach
November 18	Business Practices & Ethics - Synchronous/Virtual	Brian Flynn, MAI, SRA
December 2	Florida Appraisal Laws and Rules - Synchronous/Virtual	Patricia Birch
December 9	7-Hour USPAP - Synchronous/Virtual (<i>Newly Added</i>)	Brian Flynn, MAI
2022		
January 24	Florida Law & 1st Q Chapter Meeting (Tallahassee) Classroom	Clay Ketcham , MAI
January 26	7-Hour USPAP— Classroom – Tallahassee	Clay Ketcham, MAI
February 9	Florida Law— Classroom – Tampa	Kevin Hayes, MAI
February 10	7-Hour USPAP— Classroom—Tampa	TBA
February 17	Business Practices & Ethics—Synchronous/Virtual	Ken Foltz, MAI, SRA
March 31	Valuation Overview of Accessory Dwelling Units - Synchronous/Virtual	Sandra K. Adomatis, SRA
April 7	Evaluations and Validation for Appraisers: A Scope of Work Issue— Synchronous/Virtual	George Mann, MAI
May 12	3-Hour Florida Law and Rules & 2nd Quarter Chapter Meeting (Tampa)	TBA
May 19	Six Recent Lawsuits Involving Appraisers & Lessons from Each— Synchronous/Virtual	Peter Christensen, Esquire
June 9	What's Up in Technology for Appraisers - Synchronous/Virtual	R. Wayne Pugh, MAI
July 14	3-Hour Florida Law & Rules - Synchronous/Virtual	Nicholas Pilz, MAI
July 21	7-Hour USPAP - Synchronous/Virtual	Mark Smeltzer, MAI, SRA
August 18	Valuation of Donated Real Estate Including Conservation Easements— Synchronous/Virtual	Panel Discussion Moderated by Frank Molinari, Esq.
August, 2022	3rd Quarter Chapter Meeting & CE to be announced (Sarasota)	TBA
September 8	Cognitive Biases of Appraisers—Synchronous/Virtual	Ted Whitmer, MAI
September, 2022	3-Hour Florida Law & 7-Hour USPAP - Classroom/St. Petersburg	TBA
November, 2022	3th Quarter Chapter Meeting—Ft. Myers	TBA
	<i>More offerings to be added for 3rd—4th Quarter 2022</i>	

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

Attention Candidates for Designation

CE Requirements

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

Generally, 1 hour of CE = 5 points (1% of 500 points) or more. This formula is also used for education taken outside of AI, which members can add on their own by logging onto the website and clicking: Add Credit to My AI CE Log. USPAP and Business Practice & Ethics are each valued at 35 points.

If you have not met minimum designation progress, do not risk losing credit for the requirements previously completed. To file an extension request please contact the Appraisal Institute Admissions Department at 312-335- 4111 or admissions@appraisalinstitute.org, or complete the Candidate for Designation Program Extension Request on the Appraisal Institute website in the AI Resources section under Designation Requirements/Resources.

Please feel free to contact Jennifer Marshall, SRA, AI-RRS, Candidate Guidance Chair for the chapter, to answer any questions you might have.

VALUEvent 2022 - January 24—25, 2022

Plans are underway for the annual **VALUEvent** lobbying event at the state capital in Tallahassee. We will hold a 3-hour Florida Law class on Monday, January 24th immediately followed by a brief 1st Quarter Chapter Meeting. We also plan to offer a 7-Hour USPAP some day that week in Tallahassee. Our lobby at the capital day will be on Tuesday, January 25th.

Watch for more details on the events planned and we hope you plan to attend the 2022 VALUEvent in Tallahassee.



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—2022 General FREAB Meetings

- Monday, December 6, 2021
- Monday, February 7, 2022
- Monday, April 4, 2022
- Monday, June 6
- Monday, August 1
- Monday, October 3
- Monday, December 5



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.

Chapter Membership Updates

Who has recently joined the chapter?

Charles Cavanna, MAI, SRA, AI-GRS, Bradenton
 John C. Plumley, II, Practicing Affiliate, Lakeland
 David J. Bailey, III, Student Affiliate, Riverview
 Elizabeth G. Welle, Practicing Affiliate, Mexico Beach
 Daniel H. Harkins, Student Affiliate, Lithia

- **HealthTrust** announced the promotion of Samantha Medred, MAI, Sarasota, to Partner.

BE A SPONSOR! 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.

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

2022 Leadership - Florida Gulf Coast Chapter

The following individuals will be installed at the 4th Q meeting on November 19th to serve the position of 2022 officers, directors and regional representatives for the **Florida Gulf Coast Chapter**. 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! **Installation will be held November 19, 2022**

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, Brian Zamorski, Joy Thomas, Byron Torres, Victor Torres, Dan Brown, Jennifer Marshall, Tim O'Neill

Capstone Programs Scheduled

This program is for candidates seeking the MAI designation. Please note that the General Demonstration Report—Capstone Program—will be offered in just a few locations this year: [\(In Person\)](#)

November 15—21, 2021, Sacramento, CA
 June 20—26, 2022, St. Louis, Missouri
 November 14—20, 2022, Ft. Lauderdale

March 14—20, 2022—Synchronous
 June 20—26, 2022 - Synchronous
 September 12—18, 2022—Synchronous
 November 14—20, 2022—Synchronous

Comp Exam Dates

Submit your applications for 2022 exams by deadline dates below :

April 1—May 31: Application Deadline—February 20, 2022
 August 1—September 20: Application Deadline—June 20, 2022
 November 1—November 30: Application Deadline—September 20, 2022

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

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

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

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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

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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.

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 inquires to Eric Hoening, MAI – Managing Director at ehoening@bbgres.com or call 813-327-4101.

Job Opportunities (Cont'd)

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

SENIOR APPRAISER

The Property Tax Oversight Program for the State of Florida Department of Revenue has immediate position available for a Senior Appraiser, based in the Orlando area. The ideal candidate would have at least 4 years of commercial appraisal experience and be an active Florida State Certified General Appraiser. In lieu of a senior-level real estate appraisal designation or State Certified General Appraisal license, the applicant may have completed 300 hours of Florida pre-licensing training and 3000 hours of USPAP compliant commercial appraisal experience and be a Registered Trainee. Candidates must be detail oriented, have excellent communication skills, a strong writing ability, time management and problem-solving skills; must be computer proficient in Microsoft Office Suite. The State of Florida offers a competitive compensation package, health benefits, company resources, flexible/telework opportunity and a retirement plan. Those interested in this position may follow the link noted below to submit an on-line application using the State's People First system:

<https://jobs.myflorida.com/job/ORLANDO-SENIOR-APPRAISER-73002224-FL-32801/774593400/>

Resumes received outside of the State Hiring portal will not be considered. Contact information: Lin Wilhelm, lin.wilhelm@floridarevenue.com

Looking for Employment

Tampa. State registered trainee and chapter member is looking for an entry-level Real Estate Trainee Appraiser career opportunity with a well-established valuation organization, can utilize his academic education, work experience, and develop valuation capabilities. [Click here for resume.](#) Contact: **Atef Hanna**, Cell: (201) 310-1748 5743, Email: as.rofaiel@gmail.com
<https://www.linkedin.com/in/hanna66/>

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

Florida Gulf Coast Chapter "In-Person" Meetings

Save the dates!!

4th Quarter Meeting & Installation - November 19, 2021 - TradeWinds Island Resort, St. Pete Beach

1st Quarter Meeting—January 24, 2022 - Four Points Sheraton, Tallahassee

VALUEvent 2022 — January 25, 2022 - Tallahassee

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
- Anow

[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.

ANOW—Anow's appraisal office management software streamlines everyday appraisal processes while offering unmatched business insights to help appraisers compete in today's digital environment.

RESNET will host a Free Appraiser Webinar: How to Use the Appraisal Portal for Green Home Valuation on Wednesday, November 17, 2021 from 2 PM—3 PM EST.

Join RESNET on **November 17**, as RESNET Program Director Ryan Meres will demonstrate the portal and how appraisers can pull the data to search for homes in a market to enable them to make market-based comparable analyses.

If you have not logged into the portal or missed the previous invitation to join, below are the steps for your free access:

1. Click on <https://portal.resnet.us>
2. Click "forgot password"
3. Enter your email address and a new temporary password will be emailed to you

For more information, visit <https://www.resnet.us/appraisers/appraisal-portal/>

3rd Quarter Chapter Meeting— Tampa Yacht Club—August, 2021



We hope to see you at the November 19th meeting!



To quote a few “Henryism”s.....

“The great thing about being an appraiser is the flexibility. You get to decide which 15 hours of the day you want to work!” “See you in the Manana!”