

# The Approach

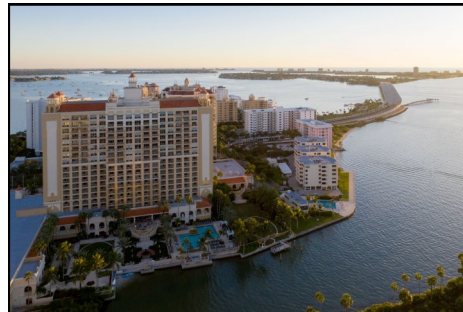


## 3rd Quarter Florida Gulf Coast Chapter Meeting Ritz-Carlton Sarasota, FL - August 25, 2022

**When:** Thursday, August 25, 2022

**Where:** [Ritz-Carlton Sarasota](#)  
111 Ritz Carlton Drive  
Sarasota, FL 34236

**Schedule:** 10:00 AM - Seminar  
Noon—1:30 PM—Lunch; Meeting  
& Program



*Ritz-Carlton Sarasota*

### Seminar and Chapter Meeting Program:

#### SW Florida Energy Efficiency & Green Features Explored - 10 AM—Noon

**Seminar Description:** Energy Efficiency and Green Features are a growing trend in South-west Florida. The new appraisal reports being draft by the GSEs will have more of these fields than the current 1004 form. This class will give you resources to find the homes and resources to support trends and adjustments. Expect an interactive session with productive discussion on ways to make your reports more meaningful with support for the market's reaction to these features.

This seminar was developed by Sandra K. Adomatis, SRA. It is approved for 2 hours of Florida CE credit in addition to 10 AI CE points. To register, [click here](#).

#### **Chapter Meeting—Noon—1:30 PM:**

The **3rd Quarter Lunch Meeting & Program** will be held immediately after the seminar and is included in the seminar fee. If you prefer to attend the lunch and meeting only, [click here](#). Sign up today.

\* Valet Parking will be provided by meeting sponsor, [Staebler Appraisal & Consulting](#)

**Meeting Guest Speaker— Mary Dougherty**, Executive Director, Gulf Coast Builders Exchange (GCBX).



The **Gulf Coast Builders Exchange (GCBX)**, represents a broad cross section of the building industry, including contractors, subcontractors, suppliers and others from affiliated industries. GCBX's advocacy efforts on behalf of the building industry are conducted in Manatee, Sarasota and Charlotte Counties. Wholly owned by the membership, the Builders Exchange is a not-for-profit corporation operating as a trade organization under the guidance of a volunteer board of directors as representatives of the industry.

**[REGISTER HERE](#)**

### 2022 Officers & Directors

#### President

Patricia Staebler, SRA

#### Vice President

Timothy Sunyog, MAI

#### Treasurer

Michael Twitty, MAI

#### Secretary

Matt Terry, SRA

#### Directors

John Fabian, MAI

John Miller, MAI

Martin Engelmann, MAI

Brad Saucier, MAI

Dan Brown, SRA

Justin Butler, MAI

Joy Thomas, MAI

Susanne Timmons, SRA

Victor Torres, MAI

Josh Sicard, MAI

Brian Zamorski, MAI (Ex Officio)

### Region X Representatives

Michael Cliggitt, MAI

Michael Jonas, MAI

James "Matt" Terry, SRA

Julie Battaglia, MAI

Rachel Zucchi, MAI

Tim Sunyog, MAI

Michael Twitty, MAI

Don Saba, SRA

Patricia Staebler, SRA —President

### Committee Chairs

Bylaws: Brad Saucier, MAI

Finance: Mike Twitty, MAI

Guidance: John Miller, MAI

Education: Kevin Hayes, MAI

Govt. Relations: Matt Terry, SRA

Univ. Relations: Bruce Cumming

Public Relations: Brian Zamorski

### Chapter Executive Director

Kourtney Wade

(813) 962-4003

[info@gulfcoastai.org](mailto:info@gulfcoastai.org)

### Region X Officers

Elaine Liz-Ramirez, Chair

Reggie Carter, MAI, Vice Chair

Wesley Sanders, MAI, 3rd Director

Lauren Dowling, Region ED



## President's Message, Patricia Staebler, SRA



Every year it seems time flies faster, I can't believe it is already August. Most colleagues are reporting a constant workflow with many offices at least a month out. Good times to be an appraiser!

We are in a certification year, and we have four more months of time to get our Continuing Education hours together. If you still need a couple hours, visit our chapter website to sign up for seminar offerings.

Many of our colleagues from all over the nations are in the process of heading back from Las Vegas where the Annual Conference of the Appraisal Institute was held. Unfortunately, I could not attend, but our chapter members who went to Vegas will hopefully give us an overview.

The 3<sup>rd</sup> Chapter BOD meeting will be held virtually on August 23 and our 3<sup>rd</sup> Chapter meeting will be on August 25 at the Ritz Carlton in Sarasota. We will start at 10 am with a seminar, "Southwest Florida Energy Efficiency & Green Features Explored", taught by our very own Sandy Adomatis. The chapter meeting with lunch will start at 12 pm. If you have not signed up yet, please head to our chapter website!

Our Region Reps will head to San Juan, Puerto Rico for the 4<sup>th</sup> Quarter 2022 Joint Region Meeting (Regions III, IV, VI and X) and the Puerto Rico 60<sup>th</sup> Anniversary Reception from October 19<sup>th</sup> to the 22<sup>nd</sup>.

The 4<sup>th</sup> Chapter meeting and officer installation will be on November 3. Currently we are planning to have the meeting in Naples – stay tuned for more information!

Please consider sharing your knowledge and write a 2-hour seminar! We want to offer more chapter developed contents and with the talent we have in our chapter, that is a no-brainer!

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 25<sup>th</sup>!

### 2022 Livestream and Classroom Education presented by the Florida Gulf Coast Chapter



USPAP and FL Law held in St. Petersburg, FL



## 2023 Leadership Report – Florida Gulf Coast Chapter

The following nominees for 2023 Chapter Leadership were elected at the 2nd Q Chapter Meeting and will be installed on November 3rd. Their terms will begin January 1, 2023:

### Nominating Committee:

Brian Zamorski, MAI  
Ray Carroll, MAI  
Brent Scott, MAI  
Julie Battaglia, MAI  
Michael Jonas, MAI



### Region Representatives:

#### 2021-2024

Mike Twitty, MAI

#### 2020-2023

James "Matt" Terry, SRA

#### 2023-2026

Ned Palmer, MAI  
Byron Torres, MAI  
Victor Torres, MAI  
John Miller, MAI  
Devon Carter, MAI  
Kenneth (K.C.) Lowry, MAI

### Slate of Officers for 2023:

President: Timothy Sunyog, MAI  
Vice President: Michael Twitty, MAI  
Treasurer: James "Matt" Terry, SRA  
Secretary: **Justin Butler, MAI**  
Immediate Past President: Patricia Staebler, SRA

### Board of Directors:

#### 2023-2025

Kevin Hayes, MAI  
Kathryn Robinson, MAI  
Kenneth (K.C.) Lowry, MAI

#### 2022-2024

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

#### 2021-2023

John Miller, MAI  
John Fabian, MAI

### Alternate Region Representatives:

Rachel Zucchi, MAI  
Kathryn Robinson, MAI  
Kevin Hayes, MAI  
Joy Thomas (Lipsmeyer), MAI  
John Fabian, MAI  
Justin Butler, MAI  
Dan Brown, SRA  
Tim O'Neil, SRA  
Jennifer Marshall, SRA  
Karen Goforth, MAI

### **BE A CHAPTER MEETING SPONSOR!**

***Is your company interested in sponsoring a chapter meeting(s) 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!**

## Education, Kevin Hayes, MAI, Chair

We would like to thank everyone that has attended Florida Gulf Coast Chapter sponsored education thus far in 2022. We really appreciate your continued support.

The Chapter will be offering the 3-hour **Florida Laws & Rules** course Virtual/Synchronous on September 22nd from 1 PM—4 PM. Instructor will be Nicholas Pilz, MAI, SRA. The **7-gour National USPAP Update** course will be offered Virtual/Synchronous on September 15th from 9 AM—4:30. The instructor will be Jennifer Marshall, SRA, AA-RRS. This will be one of your last opportunity to take these courses from the Chapter this year. We are in the process of adding one more offering of Florida Law and USPAP in late October and those links will be added to our website soon.



Kevin Hayes, MAI

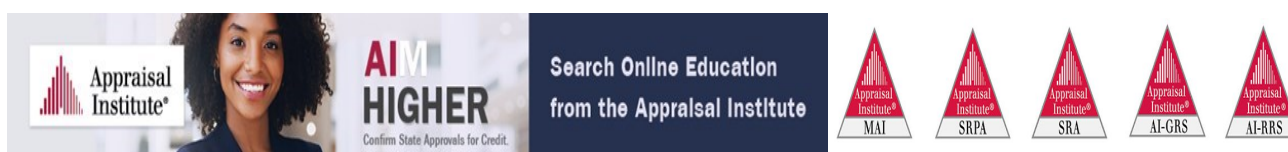
If you haven't completed your required continuing education for your state certification or designation, time is running out! In conjunction with the 3<sup>rd</sup> Quarter Chapter Lunch Meeting at the Ritz-Carlton in Sarasota, Sandy Adomatis, SRA will be teaching "**Southwest Florida Energy Efficiency & Green Features Explored**" from 10 am to Noon. This seminar is approved for 2 Hours of FL CE credit. On September 8<sup>th</sup> from 1-5, Patricia Staebler, SRA, AI-RRS will offer "**Capital Reserve Studies: A Business Opportunity for Appraisers**", via Livestream/Synchronous.

Lastly, we will be offering "**The 50-Percent FEMA Rule Appraisal**" on October 6<sup>th</sup> from 1-4 and "**Insurance Appraisals – Report Contents and Valuation**" on November 10<sup>th</sup> from 1-4. Both courses will be taught by Patricia Staebler, SRA, AI-RRS, Livestream/Synchronous. Bob Sutte, MAI, SRA, will teach **Business Practice & Ethics** on October 13<sup>th</sup> from 9—3:30, Synchronous/Livestream. For more detailed information on the aforementioned educational opportunities, please visit the Chapter website and save a copy of the Education Schedule in this newsletter.

***Please make sure that you register for any courses that you take through our website in order for the chapter to get the proper credit.***

Check the website often for any new additions to the education schedule or other chapter news. The Florida Gulf Coast Chapter website can be found at [www.gulfcoastai.org](http://www.gulfcoastai.org).

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



### 2022 Florida Gulf Coast Chapter Meetings & Other Events

Region X Meeting, San Juan, Puerto Rico— October 21, 2022

3rd Quarter Meeting - August 25, 2022 (Sarasota)

4th Quarter Meeting & Installation - November 3, 2022 (Naples)

*Florida Gulf Coast Chapter, Appraisal Institute*

P. O. Box 273994, Tampa, FL 33688 T: 813-962-4003 Website: [www.gulfcoastai.org](http://www.gulfcoastai.org)



## Candidate Guidance, John N. Miller, MAI, Chair

Candidates are reminded to ensure you are positioned to meet your annual designation requirements. Progress requirements and accomplishments may be reviewed under the Candidate's **My Account** tab of the Appraisal Institute website within the **Candidate Status Report** and **Candidate Minimum Progress** table.

You may have heard, the National Board approved changes to the Annual Minimum Progress requirement. Going forward, while Candidates are recommended to complete sufficient requirements per year to fulfill their timeline, they will be considered to have met Annual Minimum Progress if they have completed – or attempted to complete – at least one requirement per year.

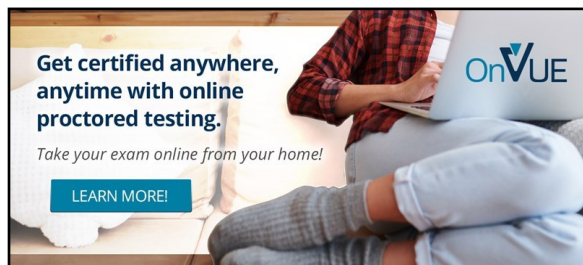


John Miller, MAI

If you have not met minimum designation progress, do not risk losing credit for the requirements previously completed. File an extension request with the Appraisal Institute at 312-335-4111 [admissions@appraisalinstitute.org](mailto:admissions@appraisalinstitute.org). You can also complete the *Candidate for Designation Program Extension Request* on the Appraisal Institute website in the AI Resources section under Designation Requirements Resources.

REMINDER: Appraisal Institute Advisors for Candidates for Designation are available. Please contact John N. Miller, MAI at [john.n.miller.mai@gmail.com](mailto:john.n.miller.mai@gmail.com) if you are interested.

## The Appraisal Institute is proud to announce OnVUE online proctoring!



**Have you heard about OnVue?** This online proctoring allows Practicing Affiliates and Enrollees access to licensing and certification testing from home. It also allows Candidates for Designation access to designation education testing from home. [Click here](#) to learn more.

## AI Scholarship Programs Available

**AIERF Minorities and Women AI Course Scholarship** - Apply by July 1, October 1 Minorities and women Candidates for Designation who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the MAI, SRA, AI-GRS or AI-RRS designations.

**AIERF AI Course Scholarship** — Apply by July 1, October 1 Candidates for Designation who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the MAI, SRA, AIGRS or AI-RRS designations.

**AIERF Practicing Affiliate Course Scholarship** — Apply by July 1, October 1 Practicing Affiliates who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the state certification.

Additional scholarships, information and submission requirements are available on the [AIERF website](#). If you have any questions regarding the scholarships, please email [aierf@appraisalinstitute.org](mailto:aierf@appraisalinstitute.org) or call 312-335-4133. [Apply today!](#)

## 2022 Education & Events Schedule

### Florida Gulf Coast Chapter



Date	Class/Event/Location & Format	Instructor/Speaker
May 5	<b>2nd Quarter Chapter Meeting &amp; Elections</b> Seminar: NEW—Appraisal Review Involving Appraisals w/Multiple Appraisers (3 CE) (Tampa)	Richard Borges, MAI, SRA
May 19	Six Recent Lawsuits Involving Appraisers & Lessons from Each NEW—Synchronous/Livestream (3 CE)	Peter Christensen, Esquire
June 2 New Date	NEW - Evaluations for Commercial & Residential Appraisers (3 CE) Synchronous/Livestream	George Mann, MAI
June 9	What's Up in Technology for Appraisers (7 CE) Synchronous/Livestream	R. Wayne Pugh, MAI
June 23	Business Practice & Ethics (6 CE) Synchronous/Livestream	Vincent Dowling, MAI
July 14	Florida Appraisal Laws & Rules (3 CE) Synchronous/Livestream	Nicholas Pilz, MAI, SRA
July 21	2022-2023 7-Hour USPAP Synchronous/Livestream	Mark Smeltzer, SRA
July 28	2022-2023 7-Hour USPAP (St. Petersburg)	Jennifer Marshall, SRA, AI-RRS
July 29	3-Hour Florida Law & Rules (St. Petersburg)	Kevin Hayes, MAI
August 11	<b>NEW</b> —The Paperless Real Estate Appraisal Office (3 CE) Synchronous/Livestream	Andy Sheppard, MAI
August 25	<b>3rd Quarter Chapter Meeting</b> (Sarasota) Seminar: SW FL Energy Efficiency & Green Features Explored	Sandra K. Adomatis, SRA
September 8	<b>NEW</b> —Capital Reserve Studies (4 CE) Synchronous/Livestream	Patricia Staebler, SRA
September 15	2022-2023 7– Hour USPAP - Synchronous/Livestream	Jennifer Marshall, SRA, AI-RRS
September 22	Florida Appraisal Laws & Rules (3 CE) - Synchronous/Livestream	Nicholas Pilz, MAI, SRA
October 6	The 50% FEMA Rule Appraisal (3 CE) - Synchronous/Livestream	Patricia Staebler, SRA
October 13	Business Practice & Ethics (6 CE) Synchronous/Livestream	Robert Sutte, MAI, SRA
October 27—28 <i>Just Added!</i>	7-Hour USPAP—Synchronous/Livestream 3-Hour Florida Law & Rules	Brian Flynn, MAI Nicholas Pilz, MAI, SRA
November 3	<b>4th Quarter Chapter Meeting &amp; Installation (Ft. Myers)</b> Seminar: TBA	
November 10	Insurance Appraisals: Report Content & Valuation (3 CE) Synchronous/Livestream	Patricia Staebler, SRA
	<b>Remember—Recertification Deadline is November 30th</b>	

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](mailto:info@gulfcoastai.org)  
 Florida Gulf Coast Chapter, P. O. Box 273994, Tampa, FL 33688

## Florida Real Estate Appraisal Board Meetings

### 2022 General FREAB Meetings

- Monday, October 3
- Monday, December 5

The Division of Real Estate is now able to [livestream](#) 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: [www.myfloridalicense.com](http://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.

**Thank you to the following chapter meeting sponsors!**



***Become a Chapter Meeting Sponsor TODAY.....***

**Get your CE Hours before the 2022 deadline**

***We hope to see you this year in either the virtual or in-person classroom. Remember to take your 30 hours of CE before November 30, 2022. We still have lots of upcoming classes!***

***See attached Education Schedule.***

***NOTE : Virtual/Livestream has been permanently approved for FL CE credit.***

## 2022 Leadership - Florida Gulf Coast Chapter

The following individuals are serving the positions of **2022** officers, directors and regional representatives for the **Florida Gulf Coast Chapter**.

### *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**

#### **Region Representatives (2022)**

Michael Cliggitt, MAI  
 Michael Jonas, MAI  
 Julie Battaglia, MAI, AI-GRS  
 Rachel Zucchi, MAI

#### **Region Representatives (2023)**

James "Matt" Terry, SRA

#### **Region Representatives (2024)**

Timothy Sunyog, MAI  
 Michael Twitty, MAI

#### **Region Representatives (2025)**

Don Saba, SRA

### **Alternate Region Reps - 2022**

Justin Butler, MAI  
 John Fabian, MAI  
 Brian Zamorski, MAI  
 Jennifer Marshall, SRA  
 Byron Torres, MAI  
 Joy Thomas, MAI  
 Victor Torres, MAI  
 Dan Brown, SRA  
 Karen Goforth, MAI  
 Tim O'Neil, SRA

## 2022 Comp Exam Dates

[Click Here](#) for Comp Exam Information

Submit your applications for 2022 exams by deadline dates below :

November 1— 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](mailto:comp@appraisalinstitute.org)  
 or call (312) 335-4111

## 2022 Chapter Committee Chairs:

Candidate Guidance: John Miller, MAI  
 Bylaws: Brad Saucier, MAI  
 Education: Kevin Hayes, MAI  
 Finance: Michael Twitty, MAI  
 Government Relations: Matt Terry, SRA

Nominating: Brian Zamorski, MAI  
 Programs: Tim Sunyog, MAI  
 Public Relations: Brian Zamorski, MAI  
 University Relations: Bruce Cumming  
 Newsletter: Kourtney Wade/Tim Sunyog



## Membership Updates – Florida Gulf Coast Chapter

*Welcome to the following members to our chapter!*

### New MAI

Jordan Menke, MAI—Tampa

### Student Affiliates:

Jackson Alan Harris - Lakeland

Justin J. Kurian—Holiday

### Candidates for Designation:

Billy B. Burleson - Gulf Breeze

Bethjoven De Los Reyes, Jr.—St. Petersburg

### Practicing Affiliates:

Christopher Brown—Naples

Katherine Hull—Tallahassee

## Jobs Board

### Commercial Real Estate Analyst—BBG Real Estate Services

**Description:** The Researcher position requires a self-motivated, driven individual who can complete high quality appraisals in a timely manner with excellent communication skills. The Researcher will work in conjunction with a senior member of the BBG staff to complete appraisal assignments. Day-to-day responsibilities will include research of properties, writing portions of reports, and communicating internally and externally. In addition, the Researcher must be career oriented and have a strong desire to advance in obtaining state licensing and professional designations.

### Requirements:

- Excellent written and verbal communication skills.
- Effective research methods.
- Ability to understand and execute complex verbal and written instructions.
- Work and communicate effectively with all other positions within the company.
- Proficiency in Microsoft Word and strong working knowledge of Microsoft Excel and Outlook.
- Experience using databases and ability to master the firm's database with initial in-office training.
- Knowledge of PDF software; knowledge of Nuance is a plus.
- The ability to multi-task accurately is essential.
- Willingness to increase knowledge and skills.

All interested candidates, please reach out to Somer Sanderson [ssanderson@bbgres.com](mailto:ssanderson@bbgres.com).



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

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

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.

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

## Jobs Board, Cont'd.



**Tropical Valuation Advisory** is looking for **Certified General Appraisers and Trainee 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. 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

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

### APPRAISER II

The **Property Tax Oversight Program for the State of Florida Department of Revenue** has an immediate position available for an Appraiser II, based in the Orlando area. The ideal candidate would have at least 2 years of commercial or mass appraisal experience. Preference will be given to those applicants who are state licensed or certified appraisers. Candidates must be detail oriented, have excellent communication skills, a strong writing ability, time management skills 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, 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://peoplefirst.myflorida.com>.

Contact information: Lin Wilhelm, (407) 245-1661, [lin.wilhelm@floridarevenue.com](mailto:lin.wilhelm@floridarevenue.com)

## Candidate Guidance Updates

### General Demonstration Report—Capstone Programs in 2022

Synchronous September 12—18  
Ft. Lauderdale: November 14—20  
Synchronous: November 14—20

### Why Become a Candidate for Designation:

- Dedicated advisors to help Candidates on their journey to designation
- Program support from your local chapter
- Structured timelines with milestones to help keep you on track

***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. Contact Education Chair Kevin Hayes, MAI, if you have a topic of interest. Consider sharing your knowledge.

## 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](mailto: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.

**IREM**— The Institute of Real Estate Management has digitally upgraded their income/expense data and is now available for you to access for 20% off. .

**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 25 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 32 candidates.



**DESIGNATED MEMBERS:**  
Become an Advisor

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](mailto: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](mailto:admissions@appraisalinstitute.org) or [click here](#).

## LDAC 2022—Washington, D.C.

Appraisal Institute members from across the country showed up in force (over 100 strong) for the 2022 Leadership Development Advisory Council (LDAC) in Washington, DC. This event brings together some of the brightest and most active members of the appraisal industry, providing a series of discussion thinktanks; the results of which help shape the direction of the organization's strategic plan. In addition, to the four collaborative discussion groups, LDAC appraisers broke into state and/or regional groups to lobby on appraisal related issues with their respective legislative delegations and key committees.



*LDAC Attendees Victor Torres, MAI, Mike Twitty, MAI, Tim Sunyog, MAI with AI Vice President Sandy Adomatis, SRA*

Participants were excited to be back together in person as this event has been canceled the past two years due to the pandemic. The discussion group topics change each year based on items considered most relevant to the industry, client needs, the organization and its members. This year's discussion groups topics and resulting key points were as follows:

### 1. **Technology:**

- a. Providing annual education/seminars on tech updates in our field.
- b. Providing new courses that reflect new tools and statistical models appraisers can use to complete non-traditional appraisal services so that appraisers can adapt to client needs

### 2. **Member services:**

- a. Partnering with other RE organizations such as IREM, NAR, etc... and exposing them to our profession.

### 3. **Diversity, Equity, and Inclusion:**

- a. Hiring a diversity director at the national level
- b. Continuing work on partnering with universities to provide education both as a way to get new members and increase diversity. See PEREA below.

### 4. **Recruitment:**

- a. University involvement is key to expose students to our profession
- b. PEREA is already scheduled for rolled out in 2023, which offers another pathway to designation that doesn't have the traditional experience requirement and is targeted to new and diverse communities
- c. Increasing our social media presence
- d. Increasing availability of mentoring/trainee opportunities; Continuing education on how to recruit and train new appraisers

In person lobbying meetings participated in by members of the Gulf Coast Chapter were held with our respective House and Senate members as well as other key committee staff members and other agencies. In these meetings we addressed:

- Discussion of the PAVE Task Force Action Plan and the strides the Appraisal Institute already has underway or is planning to implement that align with the Task Force's initiatives relating to diversity in the industry.

*(Continued)*

National

## LDAC 2022 (Continued)

- Explaining the significance of the passage of HR 5756 (Portal for Appraisal Licensing), which would provide for a nationwide licensing/certification portal (which would include background checks). This would allow for better communication between states and is one of the elements of the PAVE Task Force Action Plan. Expressing support for a reconsideration of value process in residential appraisals, which the passage of HR 5756 could be a foundational piece to assist in this process.
- Expressing our concerns over the PAVE Task Force's desire to create additional bureaucracy via a new governmental appraisal agency to replace the Appraisal Foundation and the current governance model.
- Making sure all know that we as appraisers are available to them as a resource to assist in their policy crafting and decision-making process whenever needed.

A list of our meeting schedule follows:

### Thursday, May 19, 2022

- 2:00 pm -- Kate Weissert, Legislative Counsel  
Sen. Rick Scott (R-FL)
- 3:30 pm – James Hitchcock, Sara Persichetti, Legislative Assistants  
Sen. Marco Rubio (R-FL)
- 4:00 pm – Nicole Christus, Republican Professional Staff Member  
Senate Banking Committee
- 4:45 pm – Elayne Weiss, Jordan Haedtler, Professional Staff Members  
House Financial Services (Democrat)



### Friday, May 20, 2022

- 10 am – FEMA Meeting—Mr. Jeffrey Jackson—Washington, DC  
Key Items Discussed pertaining to Florida:  
New Risk Rating 2.0 methodology for setting premiums
- ♦ Florida has been a donor state in NFIP for over 40 years
  - ♦ Elevated homes being penalized
  - ♦ Credit for Community Rating System (CRS) mitigation efforts appears to be severely diluted
  - ♦ No variable for deep foundations (assuming will be 100% loss)
  - ♦ Doesn't take into account FL building codes, which are the strongest among the 18 coastal states
- 11 am - Ryan Donnelly, Legislative Aide  
Congressman Byron Donalds (R-FL)

We were happy to represent the Florida Gulf Coast Chapter for this year's LDAC.

**Submitted by: Michael Twitty, MAI, Timothy Sunyog, MAI and Victor Torres, MAI**



## National Conference—Region Meetings—Las Vegas, NV —August 1-3

This year's national AI conference and Joint Region Meeting was held in Las Vegas in early August. Our chapter was represented by Mike Twitty, MAI, Matt Terry, SRA, Mike Jonas, MAI, Victor Torres, MAI, Rachel Zucchi, MAI and Julie Battaglia, MAI, in addition to Region X 3rd Director, Wes Sanders, MAI. Julie is currently serving as Vice President of the Appraisal Institute's **Women's Initiative Committee** and Rachel serves on the Region X Government Relations.



Joint Regional Meeting

Our attendees submitted the following message:

It was wonderful to both engage and share some fun with colleagues from across our state and nation at this year's National Conference in Las Vegas. It kicked off with a Joint Region session followed by region breakout meetings. Our Region X meeting was engaging and effective as the entire state was well represented. The Florida group addressed many pending Region items, legislative efforts at both the state and national level, as well as upcoming events such as the 60th Anniversary of the Puerto Rico Chapter. This rolled into the National Conference which included a host of guest speakers and a multitude of breakout sessions on a variety of appraisal industry related topics.

<h3>APPRAISAL INSTITUTE AWARDS</h3>	
<b>J. Scott Robinson Lifetime Achievement Award</b> <b>Outstanding Service Award</b>	<b>Steven L. Marshall, MAI, SRA, AI-GRS</b> <b>Arthur "Rocky" McElhannon, MAI, SRA, AI-GRS</b> <b>Jacinto "Jay" Munoz, MAI, SRA, AI-GRS, AI-RRS</b>
<b>Women's Initiative SPOTLIGHT Award</b> <b>President's Awards</b>	<b>Claire M. Aufrance, MAI, SRA</b> <b>Elaine Liz-Ramirez, MAI, AI-GRS</b> <b>Mark E. Verrett, SRA</b> <b>Claire M. Aufrance, MAI, SRA</b> <b>Rodman Schley, MAI, SRA</b> <b>Suzanne Brockway</b>
<h3>APPRAISAL INSTITUTE EDUCATION AND RELIEF FOUNDATION AWARDS</h3>	
<b>George L. Schmutz Award</b> <b>Dr. William N. Kinnard Jr. Award</b> <b>James H. Pritchett Award</b>	<b>Brad Carter, MAI and Tyler Leard</b> <b>Larry Wright, MAI, SRA, AI-GRS</b> <b>Henry J. Wise, MAI</b>
<h3>THE APPRAISAL JOURNAL AWARDS</h3>	
<b>Armstrong/Kahn Award</b> <b>Swango Award</b> <b>Richard U. Ratcliff Award</b>	<b>Richard J. Roddewig, JD, MAI</b> <b>Sandra K. Adomatis, SRA</b> <b>Stanley D. Longhofer, Ph.D.</b>



VP Sandy Adomatis, SRA with Julie Battaglia, MAI and Kelly Yeatts, Chair of the Women's Initiative Committee with Canadian AI officers



2022 National Officers: Jim Amorin, CEO, Craig Steinley, President-Elect, Sandy Adomatis, Vice President, Jody Bishop, President and Rodman Schley, Immediate Past President

## Industry News

### [Economy is Slowing, Housing Starts and Home Sales Both Decline, Data Reveals](#)

Wed, 03 Aug 2022 08:30:00 GMT

The Conference Board Leading Economic Index, which assesses the 3-6-month economic outlook, dropped 0.8% in June, the fourth consecutive monthly decline, Fannie Mae reported July 22. Existing home sales were down 5.4% in June, the lowest point in two years, and housing starts dropped 2% to the lowest [...]

### [Federal Reserve Planning More Rate Increases to Curb Inflation](#)

Wed, 03 Aug 2022 08:30:00 GMT

Federal Reserve Chair Jerome Powell on July 27 raised the benchmark U.S. interest rate 75 basis points to a range of 2.25% to 2.5%, and noted that the Fed will continue tightening monetary policy, including additional interest rate hikes, to help curb inflation, Bloomberg reported.

[View More](#)



**We hope to see you at the August 25th Chapter Meeting!**

**Ritz-Carlton Hotel, Sarasota, FL**

10 AM—1:30 PM

[SIGN UP TODAY!](#)

Chapter Website: [www.gulfcoastai.org](http://www.gulfcoastai.org)