

# The Approach



## 4th Quarter Florida Gulf Coast Chapter Meeting & Installation Ceremony - Hilton Naples, FL

**When:** **Thursday, November 3, 2022**

**Where:** [Hilton Naples](#)  
5111 N. Tamiami Trail, Naples, FL

**Schedule:** 5:00—6:00 PM—Social  
6:00 PM—8 PM—Dinner & Program



*Hilton Naples*

### Meeting Program:

The **4th Quarter Meeting & Program** will be held at the Naples Hilton beginning with a social hour at 5 PM. A plated dinner will be served at 6 PM followed by the program and the installation ceremony to install the 2023 chapter officers, directors and region representatives. We are fortunate to have two great speakers on hand.

**James French—Department Head of Collier County Growth Management Community Development.** James will discuss “The Present and Future Growth of Collier County”. His team is responsible for all land use planning, contractor licensing disaster assessment and recovery economic development and housing policy and wetland compliance.

**Sandra K. Adomatis, SRA, National Vice President, Appraisal Institute,** will update us on all the latest national news. She will provide an overview of PAREA and an update on what AI is doing on their behalf in the area of bias. Sandy will also preside over the Installation of the incoming Florida Gulf Coast Chapter Officers, Directors and Region Representatives.

We hope to see you there to catch up with your fellow chapter members and to congratulate our new Board of Directors.

**[Register Today for the 4th Quarter Meeting](#)**

Thank you to our 4th Quarter Chapter Meeting Sponsor:



**Would your company like to sponsor a future chapter meeting?**

*Contact the chapter office today!*

*Florida Gulf Coast Chapter, Appraisal Institute*  
Email: [info@gulfcoastai.org](mailto:info@gulfcoastai.org) Website: [www.gulfcoastai.org](http://www.gulfcoastai.org)

### [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



Dear Colleagues,

In 25 years living in Florida, I have been through my share of hurricanes, and I have seen it all, from the pre-disaster valuation to the post-disaster adjusting. But I have never seen anything like the catastrophe Hurricane Ian left behind. Unimaginable damage, incredible flooding miles and miles away from the coast in areas which are not in flood plains. Only 20% of residents who experienced flood damage carry flood insurance. As an appraiser in the insurance industry, I encourage all of you to purchase flood insurance, regardless which flood zone your property is located in.

Flooding in Wauchula, Arcadia and Myakka City can be explained with all the rivers flowing in the middle of the state, but look at Kissimmee, which is close to lakes, but not to rivers. Heavy flooding occurred in this area. My neighbor, an avid fisherman, was fishing in these lakes a couple days before the storm and he reported that he could feel the drift of the water flowing south. The authorities prepared for the storm by releasing water into Lake Okeechobee. Florida's disadvantage is its flatness and the connection of the river and lake systems over long inland stretches. We all live in a flood zone and the public needs to realize that. FEMA might be fast in disaster response, but it will take decades for them to adjust flood maps to go along with reality and future climate changes which will make it even worse.

Our hearts go out to all who have lost lives, homes, and businesses. I truly hope that all of you are in good health. Should you experience loss of income and need assistance please contact our chapter Executive Director Kourtney Wade or go online to the Appraisal Relief Foundation to download an [application](#).

For those who were lucky enough to get away unharmed, I encourage you to donate to the

[Appraisal Institute Relief Foundation](#) and of course other organizations assisting Floridians in the disaster areas.

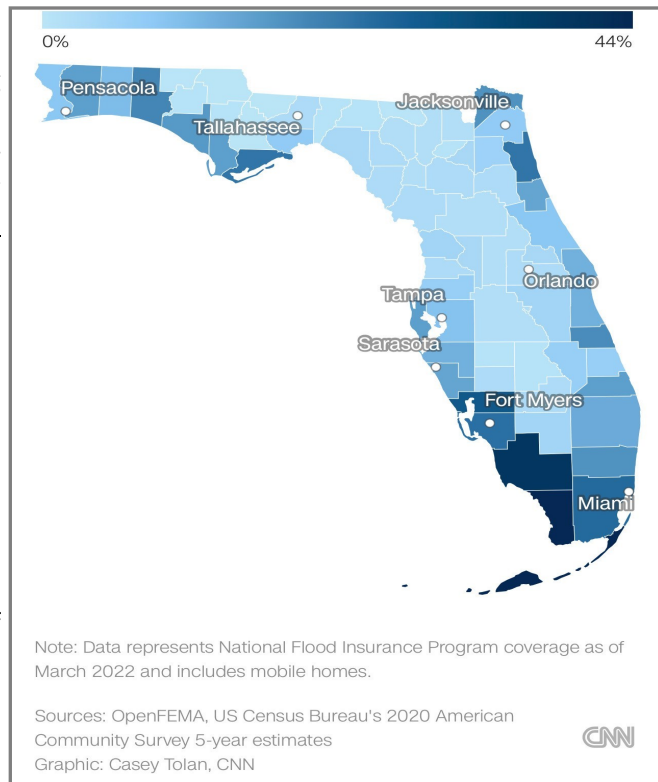
I hope we will have a happy reunion at the 4<sup>th</sup> Quarter Chapter Meeting in Naples when I hand over the gavel to our future chapter president Tim Sunyog. I am so much looking forward to seeing you all.

See you soon!

Best regards,

Patricia Staebler, SRA, RS

2022 Chapter President



## 2023 Leadership – Florida Gulf Coast Chapter

The 2023 Chapter Leadership will be installed on November 3rd. Their terms will begin January 1, 2023:

### 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:

#### 2021-2023

John Miller, MAI  
 John Fabian, MAI

#### 2022-2024

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

#### 2023-2025

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

### Region Representatives:

#### 2021-2024

Mike Twitty, MAI  
 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

### 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  
 Brian Zamorski, 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, your company logo posted to the chapter website, acknowledgment in the 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. If you haven't completed your required continuing education for your state certification or designation, time is running out!



Kevin Hayes, MAI

The Chapter will be offering one more 3-hour **Florida Laws & Rules** course Virtual/Synchronous on October 28. Instructor will be Nicholas Pilz, MAI, SRA. The **7-Hour National USPAP Update** course will be offered Virtual/Synchronous on October 27th. The instructor will be Brian Flynn, MAI. This will be your last opportunity to take these courses from the Chapter this year.

The 3-Hour **"Insurance Appraisals – Report Contents and Valuation"** will be held on November 10<sup>th</sup> from 1-4 and will be taught by Patricia Staebler, SRA, AI-RRS, Livestream/Synchronous.

**Just Added!** Two dates have just been added in December for a new **Hot Topic** 4-Hour seminar **"Avoiding Bias and Building a Bias Defense"**. This 4-Hour seminar will be presented on December 8 and December 15 via Synchronous/Livestream by Dawn Molitor-Gennrich, SRA, AI-RRS and Frank Gregoire, who wrote the seminar.

Check out the Education Schedule in this Newsletter for all the classes scheduled for next year. We will have a combination of classroom and synchronous/livestream and are adding a few introductory appraisal courses and other Qualifying Education courses which will be offered around the state as a joint effort with the other Florida AI Chapters. Spread the word to your new appraisers who might need some QE classes. Registration will be available soon.

**Please make sure that you register for any synchronous courses 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). We will be adding new chapter-developed seminars for chapter meetings.

**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

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.

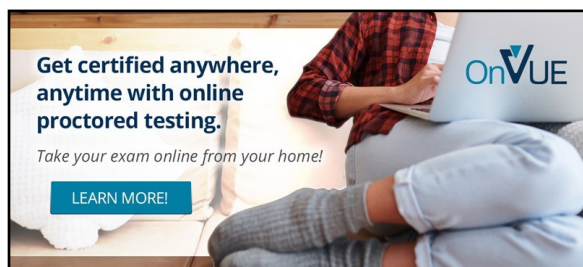


John Miller, MAI

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—2023 Education Schedule



Date	Class/Event/Location & Format	Instructor/Speaker
October 27—28 <i>Just Added!</i>	2022-2023—7-Hour USPAP— <i>Synchronous/Livestream</i> 3-Hour Florida Law & Rules	Brian Flynn, MAI Nicholas Pilz, MAI, SRA
November 3	<b>4th Quarter Chapter Meeting &amp; Installation (Naples)</b>	James French, Collier County Sandra Adomatis, SRA
November 10	Insurance Appraisals: Report Content & Valuation (3 CE) <i>Synchronous/Livestream</i>	Patricia Staebler, SRA
December 8	<b>NEW</b> —Avoiding Bias and Building a Bias Defense (4 CE) <i>Synchronous/Livestream</i>	Dawn Molitor-Gennrich, SRA, AI-RRS and Frank Gregoire
December 15	<b>NEW</b> —Avoiding Bias and Building a Bias Defense (4 CE) <i>Synchronous/Livestream</i>	Dawn Molitor-Gennrich, SRA, AI-RRS and Frank Gregoire
January 19 <b>2023</b>	Appraising Condos, Co-Ops & PUDs (7 CE) <i>Synchronous/Livestream</i>	Maureen Sweeney, MAI
February 9	Business Practice & Ethics (6 CE) <i>Synchronous/Livestream</i>	Brian Flynn, MAI
Feb. 27—March 2	Basic Appraisal Principles (30 CE) <i>In Person   Jacksonville, FL</i>	Brian Flynn, MAI
March 9	Risk & Equity's Role (3 CE) <i>Synchronous/Livestream</i>	Vincent Dowling, MAI
March 27—30	Advanced Income Capitalization (35 CE) <i>In-Person   Orlando</i>	Mark Smeltzer, SRA
April 20	Appraisal Review Involving Appraisals with Multiple Appraisers <i>Synchronous/Livestream</i> (2 CE)	Richard Borges, MAI
April 24—28	<i>Basic Appraisal Procedures</i> (30 CE) <i>In-Person   Jacksonville</i>	Brian Flynn, MAI
May 1—5	General Income Approach, Part 1 (30 CE) <i>In-Person   South Florida</i>	Brian Flynn, MAI
May 18	Complex Valuation (7 CE) <i>Synchronous/Livestream</i>	Randall Bell, MAI
June 9	15-Hour USPAP <i>In Person   Jacksonville</i>	Brian Flynn, MAI
August 21—24	General Income Approach, Part 2 <i>In Person   Tampa</i>	Brian Flynn, MAI
TBA	The 50% FEMA Appraisal Rule (3 CE) <i>Synchronous/Livestream</i>	Patricia Staebler, SRA
October 19	Business Practice & Ethics (6 CE) <i>Synchronous/Livestream</i>	Vincent Dowling, MAI
November 6—10	General Sales Comparison & Cost Approach (30 CE) <i>In Person   Orlando</i>	Brian Flynn, MAI
December 3	2022-2023—7 Hour USPAP <i>Synchronous/Livestream</i>	Mark Smeltzer, MAI

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)  
 - More seminars will be added to chapter meetings—

## Florida Real Estate Appraisal Board Meetings

### 2022 General FREAB Meetings

- 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.

### **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 a few upcoming classes!***

***See attached Education Schedule.***

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

### 2022 Chapter Committee Chairs:

Candidate Guidance:	John Miller, MAI	Nominating:	Brian Zamorski, MAI
Bylaws:	Brad Saucier, MAI	Programs:	Tim Sunyog, MAI
Education:	Kevin Hayes, MAI	Public Relations:	Brian Zamorski, MAI
Finance:	Michael Twitty, MAI	University Relations:	Bruce Cumming
Government Relations:	Matt Terry, SRA	Newsletter:	Kourtney Wade/Tim Sunyog

### AIERF—Appraisal Institute Emergency Relief Foundation

The AIERF is available to help AI professionals in need. If you or someone you know has been impacted by Hurricane Ian, please [click here](#) to learn more and apply for assistance. We would also encourage you to Donate to the AIERF if possible. Our thoughts are with our Southwest Florida chapter members impacted by this hurricane.



***Are you interested in developing a 2—3 hour seminar?*** We are always looking for interesting 2 - 3 hour topics to present at our chapter meetings. 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.

## Membership Updates – Florida Gulf Coast Chapter

*Welcome to the following new members of our chapter:*

Quintin James Kauchick, Candidate—Tampa	Amalfi Scarano, Student Affiliate—Ft. Myers
Christopher Brown, Practicing Affiliate—Naples	Matthew Cardoso, Student Affiliate—Tallahassee
Madison Diliberto, Practicing Affiliate—Tampa	Yuanyuan Liang, Student Affiliate—Tallahassee
Ronald Perry Chambers, Jr., Practicing Affiliate—Pace	Davis W. Brown, Student Affiliate—Tallahassee
Robert Soshnikov, Practicing Affiliate—Sarasota	

*We hope to see you at a chapter meeting soon!*

SALES PROMOTION

## Capstone Programs Scheduled in 2023

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 in-person locations:

Registration Opens January 6, 2023, Workshop March 13—19 Synchronous

Registration Opens April 13, 2023, Workshop June 19—25 - Synchronous

Registration Opens April 13, 2023, Workshop June 19—25—Seattle, WA

Registration Opens July 27, 2023, Workshop October 2—8—Synchronous

Registration Opens September 7, 2023, Workshop November 13—19—Synchronous

Registration Opens September 7, 2023, Workshop November 13—19—Nashville, TN

### Before Registering:

Required prerequisites that must be completed before general Candidates for Designation can register. No exceptions.

- Must have taken the **General Demonstration Report Writing** seminar within the past five (5) years. (General Demo Writing seminar is available online for \$99).
- Must have passed the **Advanced Market Analysis & Highest Best Use** exam (check Candidate status report).
- No continuing education credit is given for this program.
- Due to the nature of the program, no refunds or time extensions will be granted.
- Required Equipment: An HP-19BII, HP-17BII, HP-12C or equivalent calculator.

**Note:** Candidates are prohibited from enrolling in the same Capstone case study, whether or not an appraisal report was completed and submitted. If you have registered for Capstone in the past, please contact [frosenstein@appraisalinstitute.org](mailto:frosenstein@appraisalinstitute.org) to find out which offerings you are eligible for.

[Click Here](#) for more information on the Capstone Program and prerequisites.



## 3rd Quarter Chapter Meeting - Ritz Carlton, Sarasota, FL

