

The Approach



**Appraisal
Institute®**

Professionals Providing
Real Estate Solutions

3rd Quarter Chapter Lunch Meeting & Seminar

When: Thursday, August 17, 2023

Where: [Art Ovation](#), 1255 N Palm Ave, Sarasota, FL

Cost: Lunch Meeting Only: \$40 Members | \$55 Guests
Lunch Meeting & Seminar: \$85 Members | \$95 Guests



Schedule of Events:

11:15 AM—12:15 PM - Chapter Lunch & Business Meeting

12:30 PM—2:30 PM - ISO Construction & Basic Construction Plan Reading Seminar

Chapter Meeting Speaker: The 3rd quarter chapter membership lunch meeting will be held at the Art Ovation Hotel in Sarasota, FL with guest speaker **Simon Bacon**, with Michael Saunders & Co, Sarasota.

Simon serves as the Executive Director of the New Homes and Condominium Division of Michael Saunders & Company in Sarasota, Florida. With over 15 years of brokerage experience within national and internationally recognized firms, Simon's career began in commercial real estate for several years which provided him a strong understanding of deal structuring across a broad base of commercial transactions.



Simon spent more than 10 years in the new development marketing field in New York City, the last 8 of which were with Douglas Elliman Development Marketing as Senior Vice President. In that role he managed sales & marketing strategy, strategic product planning, branding and the implementation & execution of the sales and marketing operations. During his career, Simon has been instrumental in bringing more than 10,000 units to market, and has worked with some of the most acclaimed developers in the city including; Silverstein Properties, RXR Realty, SL Green, Property Markets Group, Tavros Capital and JDS Development amongst others.

Seminar: [ISO Construction & Basic Construction Plan Reading](#). Participants will learn how to determine the ISO construction classes to implement into appraisal valuation work for the cost approach. Students will be introduced to a full set of as-built plans for a mid-rise building to learn how to find the relevant information to determine the ISO classification of a building. This 2-hour seminar was developed by Patricia Staebler, SRA, who is also the instructor. It is approved for 2 FL CE hours.



[REGISTER HERE - Lunch & Seminar](#)

[REGISTER HERE - Lunch Meeting Only](#)



2023 Florida Gulf Coast Chapter Meetings

3rd Quarter Meeting - August 17, 2023 (Sarasota)
4th Quarter Meeting & Installation - November 9, 2023 (Clearwater)

2023 Officers & Directors

President

Timothy Sunyog, MAI

Vice President

Michael Twitty, MAI

Treasurer

Matt Terry, SRA

Secretary

Justin Butler, MAI

Directors

John Fabian, MAI

John Miller, MAI

Dan Brown, SRA

Joy Thomas, MAI

Susanne Timmons, SRA

Victor Torres, MAI

Josh Sicard, MAI

Kevin Hayes, MAI

Kathryn Robinson, MAI

Kenneth Lowry, MAI

Patricia Staebler, SRA (Ex Officio)

Region X Representatives

James "Matt" Terry, SRA

Michael Twitty, MAI

Ned Palmer, MAI

Byron Torres, MAI

John Miller, MAI

Devon Carter, MAI

Victor Torres, MAI

Kenneth (KC) Lowry, MAI

Tim Sunyog, MAI – President

Committee Chairs

Bylaws: Brad Saucier, MAI

Finance: Matt Terry, SRA

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

Region X Officers

Reggie Carter, MAI, Chair

Wesley Sanders, MAI, Vice Chair

3rd Director—Vacant

Lauren Dowling, Region ED



President's Message, Timothy Sunyog, MAI

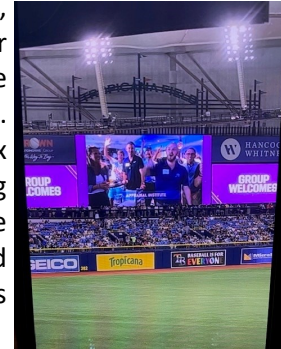


Dear Fellow Chapter Members,

I hope everyone is having a great summer traveling, spending time with friends and family, relaxing, or just staying cool!

For those who were unable to attend, we had an incredible 2nd Quarter Chapter meeting at the Tampa Bay Rays game. It was a great turnout, with over 50 people including chapter members and their friends and families. Thanks to the coordination from our Vice President Mike Twitty, we had the opportunity to hear from St.

Petersburg City Councilman Ed Montanari, the Director with Hines Development, Alex Schapira, and a representative from the Tampa Bay Rays. They discussed the ongoing negotiations and their visions for the redevelopment of the Tropicana Field site. The night was complete with a big Rays win (11-3) which included plenty of offense and home runs. Our group even made the jumbotron! Given the success of the night, this might become an annual tradition for the Chapter!



Our 3rd Quarter Chapter meeting is right around the corner, and I hope everyone can attend. This will be an action-packed lunch meeting and education seminar at the beautiful Art Ovation Hotel in Sarasota on August 17, 2023. Our meeting begins at 11:15 AM, and will include a presentation from Simon Bacon with Michael Saunders & Company in Sarasota, Florida. Simon serves as the Executive Director of the New Homes and Condominium Division and will provide us with valuable insight into the Sarasota real estate market. Following lunch, Patricia Staebler, SRA, will be teaching her chapter developed 2-hour class titled "ISO Construction and Basic Construction Plan Reading". With the amount of new construction and remodeling that has occurred and continues to occur in Florida, being well versed in the ISO construction types and fully understanding and reporting the details of construction plans will set you apart from other appraisers. What better way to spend your Thursday afternoon than socializing with your fellow chapter members, expanding your construction knowledge, getting caught up on the current trends in the Sarasota real estate market! If you have not yet signed up, please visit our chapter website to register.

Mark your calendars for the 4th Quarter Chapter Meeting and installation at the Sheraton Sand Key in Clearwater Beach, Thursday November 9, 2023. Be on the lookout for more details for this exciting evening.

As always, please let us know if you're interested in joining a committee or want to find ways to get involved with our Chapter.

Enjoy the rest of your summer and I look forward to seeing everyone in Sarasota on August 17th!

[Click here for meeting and seminar details.](#)

Tim Sunyog, MAI, 2023 Chapter President—Florida Gulf Coast Chapter

[Learn About AI PAREA](#)



[Appraisal Institute Affiliation Fact](#)

Appraisal Institute Professionals are invited to view the open session portion of the **National 3Q 2023 Board Meeting**, Aug. 10 at 8 a.m. CDT and Aug. 11 at 1 p.m. CDT. View the meeting at the [Appraisal Institute website](#).

Education, Kevin Hayes, MAI, Chair

We would like to thank everyone who has attended our synchronous seminars so far this year. It is never too early to start fulfilling the required CE hours prior to the renewal deadline of **November 30, 2024**.

The Chapter has already presented 7 CE offerings via livestream to date and we plan to offer [Business Practice & Ethics](#) (Synchronous) on October 19th and the 7-Hour USPAP (*pending release*) and [Florida Law](#) in early December, in addition to 4 or 5 additional offerings by the end of the year. Please make sure that you register for any classes through our website in order for the FGC chapter to get the proper credit. **Note:** The livestream classes we offer are joint classes with the other Florida chapters, so we hope you remember to register through the Florida Gulf Coast Chapter. There will be a 2-Hour classroom seminar at the 3rd Quarter Meeting in August. Please review the **2023 Education Schedule** included in this newsletter and sign up for the classes as soon as possible to secure your seat.



Kevin Hayes, MAI

We continue to encourage all of our members to utilize your expertise and consider developing a continuing education (CE) program that would be beneficial to our appraisers and the industry. We are looking for interesting 2-3 hour topics for either livestream or classroom presentation. We have so many talented appraisers in our chapter with a great deal of knowledge. If you are interested in developing a 2-3 hour seminar, please let us know. Once a seminar is submitted to the Florida Real Estate Appraisal Board for approval, the process can take up to three months to get final approval.

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. There are also some new 2024 offerings recently posted. Remember that 2024 is a recertification year. We hope you take your education through AI and our chapter!

2024 Officers, Directors & Region Reps - Florida Gulf Coast Chapter

The following chapter members were elected to 2024 leadership at the 2nd Q Chapter Meeting in June. Thank you to the nominating committee for their work: Patricia Staebler, SRA, Chair, Rachel Zucchi, MAI, Michael Cliggitt, MAI, Woodman Herr, MAI and Karen Goforth, MAI.

2024 Officers:

President: Michael Twitty, MAI
 Vice President: J. Matt Terry, SRA
 Treasurer: Justin Butler, MAI
 Secretary: Victor Torres, MAI

Directors: (2024)

Dan Brown, SRA
 Josh Sicard, MAI
 Joy Thomas, MAI

Directors: (2025)

Kevin Hayes, MAI
 Kenneth Lowry, MAI

Directors: (2026)

Christopher DelPo, MAI
 PJ Cusmano, MAI
 Nathan Van Steenberg, MAI

Region X Representatives

J. Matt Terry, MAI
 Byron Torres MAI
 John Miller, MAI
 Kenneth Lowry, MAI
 Victor Torres, MAI
 Timothy Sunyog, MAI
 Eric Hoening, MAI
 Brian Zamorski, MAI
 Michael Twitty, MAI (*2024 Chapter President*)

Alternate Region X Representatives:

(Listed in alphabetical order):

Julie Battaglia, MAI, Dan Brown, SRA, Justin Butler, MAI; John Fabian, MAI, Kevin Hayes, MAI; Michael Jonas, MAI, Jennifer Marshall, SRA, Tim O'Neill, SRA, Joy Thomas, MAI, and Rachel Zucchi, MAI

Congratulations to our incoming 2024 Chapter Leadership! They will be installed at the 4th Quarter chapter meeting in November. Please plan to attend and show them your support.

2023 Education & Events Schedule



Date	Class/Event/Location	Instructor/Speaker
January 12	FEMA 50% Rule (Livestream)	Patricia Staebler, SRA
January '9	Appraising Condos, Co-ops & PUDs (Livestream)	Maureen Sweeney, MAI
February 9	Business Practice & Ethics (Livestream)	Brian Flynn, MAI
March 2	1st Quarter Chapter Meeting @ Topgolf, Tampa	
March 8	New—Risk & Equity's Role (Livestream)	Vincent Dowling, MAI
March 23	Avoiding Bias and Building a Bias Defense (Livestream)	Nick Pilz, MAI and Frank Gregoire
April 20	Appraisal Review Involving Appraisals with Multiple Appraisers (Livestream)	Richard Borges, MAI
May 18	New—Complex Valuation (Livestream)	Randall Bell, MAI & Michael Tachovsky, Ph.D.
June 23	2nd Quarter Chapter Meeting @ Tropicana Field, St. Petersburg	Speaker: Ed Montanari, St Pete City Council
August 17	3rd Quarter Chapter Meeting—Sarasota Seminar: ISO Construction and Basic Construction Plan Reading (New) (2 Hours)	Patricia Staebler, SRA
September 14	Capital Reserve Studies (Livestream) (4 Hours)	Patricia Staebler, SRA
October 19	Business Practice & Ethics (Livestream)	Vincent Dowling, MAI
November 9	4th Quarter Chapter Meeting & Installation—Clearwater Seminar: TBA	Sandra Adomatis, SRA TBA
November 30	NEW —Aerial Inspections for RE Appraisers (Livestream) (4 Hours)	Lamar Ellis, MAI
December 7	(Pending Release) 7-Hour USPAP Update NEW 2024 (Livestream)	TBA
December 14	3-Hour Florida Law	Nick Pilz, MAI
We hope you take advantage of getting some CE hours this year!		

When registering for joint synchronous classes, remember to register with the Florida Gulf Coast Chapter!

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

Florida Gulf Coast Chapter, P. O. Box 273994, Tampa, FL 33688



Important! Check online state approvals prior to registering for online education.

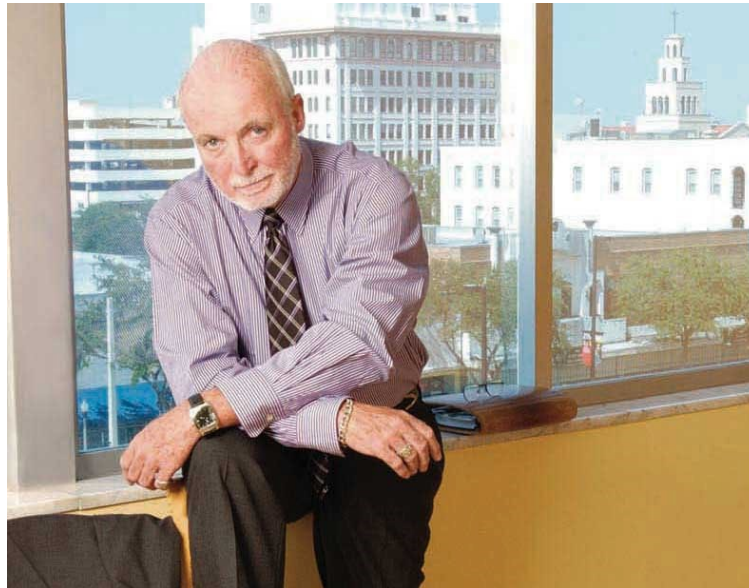
*Florida Gulf Coast Chapter, Appraisal Institute
P. O. Box 273994, Tampa, FL 33618 T: 813-962-4003 Website: www.gulfcoastai.org*

Robert Dunham, MAI, SRA – In Memoriam

We all have choices in our professional lives, and we will encounter many intersections which will determine our fate. I was lucky enough to run into Robert at one of the intersections in my professional life, when he taught an Advanced Income Approach class. I was introduced to a gifted appraiser and teacher. The teacher-student relationship continued outside the classroom and became a mentor-mentee relationship.

Robert had a long stellar career and his vast experience in market analysis, highest and best use, and market studies, made him a sought-after expert in the valuation field. Appraisers who worked with him, gained much knowledge and extraordinary expertise because he always strived to share his knowledge, either in the classroom, the office, or in the field.

"Make yourself an expert in a niche market, and you will always be successful", was the advice he gave me and others. Not only did he share his professional knowhow – but also his life philosophies. He made us not only better appraisers, but better humans. He was not only our colleague and teacher, but mentor and friend.



I am proud to have been his student, colleague, and friend. Without him, I might not be where I am today. My friend and mentor Robert Dunham, MAI, SRA, died on July 16, 2023, after several years of illness.

Ad Astra Per Aspera
"Through Hardship, To The Stars."
Rest in peace, my dear friend.

Submitted by:
Patricia Staebler, SRA

2023 Leadership - Florida Gulf Coast Chapter

Florida Gulf Coast Chapter 2023 Officers

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

Directors

John Fabian, MAI
 John Miller, MAI
 Dan Brown, SRA
 Joy Thomas, MAI
 Susanne Timmons, SRA
 Victor Torres, MAI
 Josh Sicard, MAI
 Kevin Hayes, MAI
 Kathryn Robinson, MAI
 Kenneth "KC" Lowry MAI



Region X Representatives—Florida Gulf Coast

Region Representatives

Michael Twitty, MAI
 James Matt Terry, SRA
 Devon Carter, MAI
 Kenneth Lowry, MAI
 John Miller, MAI
 Ned Palmer, MAI
 Byron Torres, MAI
 Victor Torres, MAI

Alternate Region Reps

Rachel Zucchi, MAI
 Kevin Hayes, MAI
 Justin Butler, MAI
 Jennifer Marshall, SRA
 Kathryn Robinson, MAI
 John Fabian, MAI
 Kathryn Robinson, MAI
 Brian Zamorski, MAI
 Tim O'Neil, SRA

2023 Committee Chairs:

By-Laws:	Brad Saucier, MAI
Candidate Guidance:	John Miler, MAI
Education:	Kevin Hayes, MAI
Finance:	Matt Terry, SRA
Government Relations:	Matt Terry, SRA
Nominating:	Patricia Staebler, SRA
Public Relations:	Brian Zamorski, MAI
University Relations:	J. Bruce Cumming, Jr., MAI

National News

AI PAREA Pilot Program for Licensed Residential Launched

After nearly two years of planning, preparation and hard work from a dedicated team, I am proud to announce the AI PAREA pilot program for licensed residential was launched earlier this month. By design, the pilot program is starting small, with 15 individuals who have completed their Qualifying Education and reside in a state which has fully accepted PAREA in lieu of the traditional supervisor/trainee model. While the initial number of individuals in the pilot program is small, the potential impact is huge. The organization is still on-track to launch AI PAREA broadly and open registration in September, so stay tuned for further details.

- The Appraiser Diversity Initiative is an important priority for the Appraisal Institute. I'd encourage you to keep updated on this initiative on [AI's Appraiser Diversity Initiative webpage](#). If you know an individual who is looking to join the valuation profession, please encourage them to check out the website as well.

2023 Comp Exam Dates

- August 1-31 (registration deadline: July 31, recommended to apply by June 15)
- November 1-30 (registration deadline: October 31, recommended to apply by Sept 15)

Candidates may register through their candidate checklist. Comp Exam results are generally available about two weeks after the examination window has closed after all examinees have completed their exams.

Question: comp@appraisalinstitute.org or call (312) 335-4111

In Recognition of Milestone Member Anniversaries

The Florida Gulf Coast Chapter would like to recognize and congratulate the following individuals who have been members of the Appraisal Institute and this chapter for these milestone years. *We appreciate you!*

40 Years

Randall Chandler, MAI
Raymond Carroll, MAI, SRA
Stephen Griffith, MAI, SRA
James Hatin, MAI, SRA

30 Years

James Ashburn, MAI
Cindy Carroll, SRA
Craig Brodsky, MAI
Shawn Wilson, MAI
Todd Jones, MAI, AI– GRS
Donald Griffin, MAI, SRA
Randy Sheets, MAI
Nicholas Truncone, MAI

20 Years

W. Mark Anderson, MAI
Shannon Deal, MAI
Wayne Johnson, MAI

35 Years

Richard Armalavage, MAI
K. Mitch Caldwell, MAI
Brenda Dohring Hicks, MAI
Gregory Johnson, MAI
Kevin Lindheim, MAI, SRA
Greg Lynch, MAI
Charles Polk, MAI, SRA
Ricky Rape, MAI
Julian Stokes, MAI
Joseph String, MAI
Ronald Tegenkamp, MAI

25 Years

Ron Sparks, MAI
Raymond Veal, MAI

15 Years

Jason Shirey, MAI
Carlton Lloyd, MAI
Michael Green, MAI
John McQueen, MAI

2023 Officers—Florida Gulf Coast Chapter



Timothy Sunyog, MAI



Michael Twitty, MAI



James "Matt" Terry, SRA



Justin Butler, MAI

Membership Updates – Florida Gulf Coast Chapter

Welcome to the recently joined members into our chapter!

Welcome!

Designated Member:

Roby A. Beal, Jr. SRA (rejoined), Navarre

Practicing Affiliates:

Titus Dorsey, Sarasota

Jesus Rafael Martinez, Tampa

Candidate for Designation:

Ryan P. King, Brandon

Alexander Signon, Tampa

Larry G. Tolliver, Jr., Tampa

2023 Chapter Meeting Sponsor

We would like to thank our 2023 chapter meeting sponsor:

Valcre is a turnkey appraisal platform providing an all-in-one solution to manage the appraisal workflow from intake to invoice. The cloud-based application has a complete properties database with comparable storage for sales, leases, expenses, and unit mix surveys. The properties and comparables databases are connected to job and client databases where users can track all their jobs across one office or multiple offices with intuitive dashboards for quick access to the status of every appraisal. Application features include one-page data entry, automated mapping, and one one-click datasheets, summary comp reports, professional service agreements, and invoicing. The cloud-based application provides a scalable, easily-searchable database available anytime, anywhere. Private and secure, data is protected by institution-grade encryption, geo-redundant backups, and globally accepted standards for data protection.

Valcre has high quality USPAP compliant Microsoft Excel and Microsoft Word templates for Retail, Office, Industrial, Land, and Multifamily property types. The templates include all the standard property valuations and approaches to value – and can easily accommodate custom charts, graphs, or text. One-click importing of data is standard. Synchronizing charts and text is efficient and effortless. Full branding support with logos and company branded colors is included. The content was developed by AI designated members with over 50 years of experience with a thorough knowledge of regulations and the appraisal process.

Learn more about [Valcre](#) and the [exclusive AI Pricing Plans](#). Email Valcre Sales at sales@valcre.com !

BE A CHAPTER 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 our newsletter and email blasts, your company logo and link posted to our website, in addition to recognition at the chapter meetings. Some sponsorship levels include addition marketing opportunities. Contact the chapter office today!



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

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.

Candidate Guidance, John Miller, MAI

General Demonstration Report—Capstone Programs in 2023

Synchronous: July 27
 Synchronous: September 7
 Nashville, TN: September 7

Other demo options are the traditional demo report (also requires the General Demonstration Report Writing seminar), research project, peer reviewed publications, or Master's Thesis/Doctoral Dissertation. See [The Official Guide to the Demonstration of Knowledge Requirement: General](#).

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



AIERF Scholarships:

Information and submission requirements are available on the [AIERF website](#).

Candidate Guidance Updates

Please note the following changes to the Candidate Program: Effective January 1, 2023, any education needed to earn an AI designation (a.k.a. designation education) **will no longer be a component but instead a prerequisite** to the Candidate for Designation program.

As such, individuals seeking AI Designated membership who **are not already** Candidates for Designation must complete all required education to be eligible to enter the **Candidate for Designation** program. AI Admissions recommends that these individuals join AI as a Practicing Affiliate, complete all required education, then become a Candidate for Designation.

AI Admissions, with the permission of the ADQC chair, recently granted timeline extensions (12/31/2023) to Candidates whose timelines end either this year or sometime in 2023. These Candidates must complete all required education prior to the expiration of this timeline extension date (12/31/2023) to remain in the **Candidate for Designation** program.

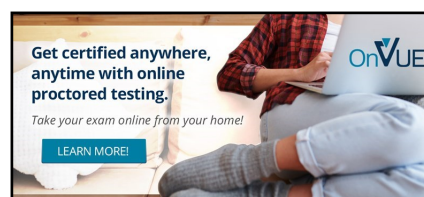
Candidates who **do not complete** the required education (**on the most current designation path**) by this timeline extension date of 12/31/2023 may not remain Candidates, however, they may transition to the Practicing Affiliate category until they can complete the outstanding education requirements and retransition into the Candidate for Designation program. This policy also applies to Designated members earning additional designations. (Designated members would remain Designated members but would no longer be enrolled in a Candidate for Designation program.)

Individuals may retain credit for any previously completed designation requirements (if applicable) if the completion date is no older than 20 years at the time of entry into the Candidate for Designation program or upon approval of an additional four-year extension.

REMINDER: Appraisal Institute Advisors for Candidates for Designation are available. Please contact John N. Miller, MAI at 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 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
- Juris Pro

[Learn More](#)



Face Value The Latest Face Value Podcast Dives into the Swamp... and Other Unusual Appraisal Assignments

Face Value is the official podcast of the Appraisal Institute. Join rotating hosts Warren Boizot, SRA, AIRRS and Tonia Vilas, MAI, AI-GRS, each month as they share appraiser experiences, insights and stories with other credible experts in the valuation profession. The latest episode of the Appraisal Institute's podcast features Designated Members Betsy Hughes, SRA, AI-RRS, and Bo Bass, MAI, who discuss their most unusual appraisal assignments. [Listen to learn](#) about their experiences with swamp-based predators, a close encounter with a wrench and even murder!

FREAB Meetings—2023

The Division of Real Estate is now able to [live stream](#) the meetings. Please note the following: The streaming is not recorded and it has limited space at this time. If you are unable to access the meeting, please try again later as access may become available during the day.

- Monday, August 7
- Monday, December 4

The Florida Real Estate Appraisal Board invites and encourages all members of the public to provide comment on matters or petition 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. Interested individuals/parties may submit a written notice to the attention of FREAB PUBLIC COMMENTS via the following ways: Email: realpublicrecords@myfloridalicense.com Mail: Division of Real Estate, 400 W. Robinson Street, Suite N801, Orlando, Florida 32801, Fax: 407.317.7245

Designated Members Called to Volunteer for National Service

If you are interested in further serving the Appraisal Institute at the national level in 2024, please complete the Leadership Resource Registry no later than 5 p.m. CDT, **August 2nd**. To be considered for national committees, panels, the Appraisal Institute Insurance Trust or the Appraisal Institute Education & Relief Foundation, if eligible, you must express your interests within the [Leadership Resource Registry](#) (login required).

Even if you submitted your interests last year in the Registry, and there are no changes to your preferences, you will need to log back into the Registry.

Thank you in advance for indicating your preferences in the Registry. We look forward to a strong response, which will help to broaden the base of participation in the organization and serve as a source of new ideas and growth.

If you have questions, or need assistance completing the Registry, please contact Rachael Georges at rgeorges@appraisalinstitute.org.

Government Relations Committee—Region X, Joni Herndon, SRA, Chair

For Your Immediate Attention!

The Appraisal Institute is hosting a conference call with Carmen Holly, Senior Supervisor Financial Analyst, Federal Reserve Board and other AI panelists on **Tuesday, August 1st at 1 pm**. There will be important information for all commercial appraisers.

Topic: Expectations for Prudent Commercial Real Estate Loan Workouts

Click link to register: <https://register.gotowebinar.com/register/2985039262064709465>

When: Tue, Aug 1, 2023 12:00 PM - 1:00 PM EDT

Panelists:

- *Carmen Holly, Senior Supervisor Financial Analyst, Federal Reserve Board*
- *Melanie Sieger, MAI, AI-GRS, Chair, Client Advisory Board, Appraisal Institute*
- *Justin Slack, MAI, SRA, AI-GRS, AI-RRS, Chair, Government Relations Committee, Appraisal Institute*

Join us to walk through the new policy statement issued by the federal bank regulatory agencies on Prudent Commercial Real Estate Loan Accommodations and Workouts in understanding examiner expectations relative to collateral and appraisal/evaluation policies.

University Relations Pilot Program Launching Soon

The Appraisal Institute is excited to announce the launch in the coming weeks of its University Relations pilot program. The goal of the pilot program is to understand how AI may best establish and strengthen relationships with universities and foster the growth of valuation as a profession. Twelve universities have been selected to participate in the pilot program. AI Professionals will serve as university ambassadors for each of the pilot universities.

The pilot universities are: the University of Alabama, Ana G. Mendez University, American University, University of Central Florida, Coastal Carolina University, Drexel University, Florida State University, University of Missouri-KC, Penn State University, and Clark Atlanta University, Morehouse College and Spelman College through the Atlanta University Center Consortium.

The pilot program will include the fall 2023 and spring 2024 semesters. Thank you to the Appraisal Institute University Relations Committee for their work on this important initiative. I look forward to sharing more with you in the future.



Jobs Board

Sarasota County Government has an excellent opportunity to be a Real Estate Appraiser with our Planning and Development Services Department. You will prepare and review appraisals and acquisition cost estimates and participate in negotiation, acquisition and disposition of real property interests for Sarasota County by preparing in-house appraisal reports, conducting title research, processing plat and street vacations and property exchanges. This position is Monday - Friday, 8 AM - 5 PM. We offer a generous leave plan with 11 paid holidays, 3 personal days and additional paid time off. Learn more about this opportunity and apply at: <https://bit.ly/SarasotaAppraiser>. For questions, email jsa-go@scgov.net.

If you have a job opportunity for posting to our chapter website or quarterly newsletter, please forward your ad to the chapter office at info@gulfcoastai.org.

2nd Quarter Chapter Meeting & Baseball at Tropicana Field - June, 2023



Great meeting, great speakers and a fun evening watching the Tampa Bay Rays!

