

The Approach



Florida Gulf Coast Chapter

2nd Quarter Chapter Meeting Notice

When: Thursday, April 25, 2024

Where: [Top Golf St. Petersburg](#)
220 Carillon Parkway North, St. Pete

Cost: \$60 Members | \$70 Nonmembers/Guests
(includes meeting, election, food, social & golf)



Top Golf St. Pete

Schedule of Events:

5:00 PM—5:30 PM: Chapter Business Meeting & Election

5:30 PM—7:30 PM: Social, Food, Golf

Meeting Program—The 2nd Quarter Meeting will be held at the new Top Golf in St. Petersburg. A brief business meeting will begin at 5:00 PM with updates on national, region and chapter news, in addition to the election of the 2025 chapter leadership. The nominating committee's report is listed below. The business meeting will be followed by the social evening of golf.

[REGISTER HERE](#)

Nominating Committee Report, Timothy Sunyog, MAI, Chair

Thank you to the members who served on this year's nominating committee. They are: [Tim Sunyog, MAI—Chair](#), [David Beshears, MAI](#), [Julie Battaglia, MAI](#), [Joni Herndon, SRA](#) and [Michael Jonas, MAI](#). The committee is pleased to announce the following slate of nominees to serve in **2025**. These nominees will be voted on at the 2nd Quarter chapter meeting:

Officers:

President: J. Matthew Terry, SRA
Vice President: Justin Butler, MAI
Treasurer: Victor Torres, MAI
Secretary: **Josh Sicard, MAI**

Directors (2025):

Kevin Hayes, MAI
Kenneth Lowry, MAI

Directors (2026):

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

Directors (2027):

Michael Seney, MAI
Patricia Staebler, SRA
Craig DiCecco, SRA, AI-RRS

Region X Representatives:

Justin Butler, MAI
Kenneth Lowry, MAI
John Miller, MAI
Eric Hoening, MAI
Timothy Sunyog, MAI
Victor Torres, MAI
Byron Torres, MAI
Brian Zamorski, MAI

Alternate Region Reps:

Michael Twitty, MAI
Julie Battaglia, MAI
Rachel Zucchi, MAI
Kevin Hayes, MAI
Jennifer Marshall, SRA
Mike Jonas, MAI
Joy Thomas, MAI
Dan Brown, SRA
Tim O'Neill, SRA
John Fabian, MAI



2024 Officers & Directors

President

Michael Twitty, MAI

Vice President

J. Matt Terry, SRA

Treasurer

Justin Butler, MAI

Secretary

Victor Torres, MAI

Ex Officio

Tim Sunyog, MAI

Directors

Dan Brown, SRA

Joy Thomas, MAI

Josh Sicard, MAI

Kevin Hayes, MAI

Kenneth Lowry, MAI

Christopher DelPo, MAI

PJ Cusmano, MAI

Nathan Van Steenberg, MAI

Region X Representatives

James "Matt" Terry, SRA

Tim Sunyog, MAI

Byron Torres, MAI

John Miller, MAI

Victor Torres, MAI

Kenneth (KC) Lowry, MAI

Eric Hoening, MAI

Brian Zamorski, MAI

Committee Chairs

Bylaws: Brad Saucier, MAI

Finance: Justin Butler, 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

Region X Officers

Reggie Carter, MAI, Chair

Wesley Sanders, MAI, Vice Chair

Enrique Casado, MAI, 3rd Director

Lauren Dowling, Region ED

Reg I, Article IX. Additional Nominations. may be made by a timely filing of a written petition signed by at least five percent (5%) of the total number of Designated Members, Candidates, Practicing Affiliates and Affiliates in the Chapter. Such petition may be in electronic form. To be effective, each nominating petition must be delivered in writing to the chapter secretary at least 15 days before the regular chapter meeting at which election is to be held.



President's Message, Michael Twitty, MAI



Well 2024 is off to a fast start and it's hard to believe we're already a quarter of the way through it and into Spring! My January and February were a whirlwind due to an early legislative session this year that saw a record number of ad valorem tax related bills filed for the 2024 session. I'll work with our Government Affairs chair so that we can update you all by this summer as to any legislation that we feel might be of interest to you and our industry by this summer after the Governor has signed, vetoed or allowed bills to become law without his signature.



As a substantial part of Region X, our chapter is proud to have the joint regional meeting within our Gulf Coast Chapter boundaries. This Region X hosted joint regional meeting has events and activities scheduled over 3 days (see details on page 10). AI chapter leaders from across the nation will be heading to Clearwater including new AI CEO Cindy Chance and our very own Sandy Adomatis, SRA, who is the current Appraisal Institute National President, to participate in what is sure to be both a festive and impactful event. I'd like to give a shoutout to Region X Vice Chair, Wes Sanders, MAI for his efforts in securing sponsorships and making this event (branded as **REVCO**) a reality. The specific registration links to the various activities/events are located on [page 10](#) of this newsletter. The region meeting and the REVCO event is open to members, but registration is required for this and all other events. [Click Here](#) for information on the REVCO conference.

Please don't forget our [2nd Quarter Chapter Meeting](#) at TopGolf St. Pete, Thursday, April 25th, is rapidly approaching! Come help us break in this brand new facility located in the Carillon corporate park. This meeting was a big hit last year so don't forget to register to show off your swing and engage in some great fellowship!

Also, **Save the Date** (Friday, July 26th) to join our new AI National CEO Cindy Chance at our 3rd Quarter Chapter meeting at Tropicana Field where we'll watch the Tampa Bay Rays take on the Cincinnati Reds and get an update on the Trop redevelopment project from Hines Development. *Go Rays!!*

As you can see, a lot of great opportunities are upcoming this year for you to engage and have some fun with your fellow chapter members. The strength of our chapter resides within our members and their collective knowledge. I encourage you as a member to bring along co-workers and affiliated industry colleagues to expose them to the valuable networking, exchange of information, and other great things that our chapter provides.

I look forward to seeing you all at these upcoming events!!

Mike Twitty, MAI—Chapter President

2024 Officers—Florida Gulf Coast Chapter



Michael Twitty, MAI
President



J. Matt Terry, SRA
Vice President



Justin Butler MAI
Treasurer



Victor Torres, MAI
Secretary



Timothy Sunyog, MAI
Past President

Education, Kevin Hayes, MAI, Chair

Alert...2024 is a recertification year, so we will be offering a combination of classroom and virtual (synchronous) chapter programs throughout the year. It is never too early to start fulfilling the required CE hours prior to the renewal deadline of **November 30, 2024**. We have a very large variety of education and topics scheduled throughout the year so you will have lots of opportunities to get your needed continuing education hours in addition to some very interesting topics. You should have no problem meeting the 30-hour continuing education requirement this year!

Please review the new 2024 Education Schedule listed in this Newsletter and on our chapter website at: www.gulfcoastai.org and sign up as soon as possible to secure your seat. Class sizes are limited.



Kevin Hayes, MAI

Note: Our livestream classes are joint classes with the other Florida chapters, so please remember to register through the **Florida Gulf Coast Chapter**. Just go to the chapter website at: www.gulfcoastai.org.

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 always 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.

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.

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



AI PAREA is Here! [PAREA](#) provides an alternative to the traditional supervisor and trainee model for experience for licensed residential and certified residential appraisers. **AI PAREA** is an online program covering appraisal theory and methodology, in real-world simulations, with mentoring from nationally recognized appraisers. The content and activities in the AI PAREA program recreate the practical experience needed to gain a credential. Exercises, simulations, case studies, and applications are designed to enhance the AI PAREA program participant's existing appraisal knowledge. AI PAREA participants will develop at least three USPAP-compliant appraisal reports at the culmination of the AI PAREA program. Learn more about the AI PAREA program here: [Appraisal Institute PAREA FAQ](#) Questions, please email ol-help@appraisalinstitute.org.



2024 Florida Gulf Coast Chapter Meetings & Other Events

Region X Joint Meeting, Clearwater, FL - April 8-9, 2024
 2nd Quarter Meeting & Elections - April 25, 2024 (St. Pete)
 3rd Quarter Meeting - July 26, 2024
 4th Quarter Meeting & Installation - November 21, 2024

2024 Education & Meeting Schedule

Date	Class/Event/Location	CE Hours	Instructor
January 9 <i>Classroom</i>	Florida Appraisal Laws & Rules - Winter Haven	3-Hours	Nick Pilz, MAI, SRA
January 10 <i>Classroom</i>	2024-2025 7-Hour National USPAP Update Course - Winter Haven	7-Hours	Brian Flynn, MAI
January 18 <i>Livestream</i>	New – The Impact of Short-Term Rentals on Real Estate Valuation	4-Hours	Jason Ferris, MAI, SRA
January 19	1 st Q Chapter Installation Lunch Meeting + Seminar Mass Appraisal vs. Multiple Appraisals – Bascoms Chophouse, Clearwater	2 CE	Mike Twitty and /Anthony Siragusa
January 25 <i>Livestream</i>	New – FHA Update: FHA Handbook 4000.1 Appraisal Changes	3-Hours	Lisa Meinczinger, SRA, AI-RRS
February 8 <i>Livestream</i>	Business Practice & Ethics	6-Hours	Mark Smeltzer, MAI, SRA
March 7 <i>Via Livestream</i>	Top 15 Takeaways and Lessons from Your Colleagues Legal Misfortunates	3-Hours	Peter Christensen, Esq.
March 20 March 21 <i>Livestream</i>	3-Hour Florida Appraisal Law and Rules 7-Hour National USPAP Continuing Education	3-Hours 7-Hours	Kevin Hayes, MAI Vince Dowling, MAI
March 27 <i>Livestream</i>	New —Fundamentals of Appraising Affordable Housing	7-Hours	Claire Feuling, MAI
April 11 <i>Livestream</i>	New – Community Land Trust (CLT) Training (AM)	4-Hours	John Underwood, MAI, SRA
April 25	New - Becoming Proficient in Fractional Interest - Livestream/Zoom 2nd Quarter Chapter Meeting – Top Golf, St. Pete (In-Person) (PM)	4-Hours	Dennis Webb, MAI
May 9 <i>Livestream</i>	New – Appraiser Law in the Real World	4-Hours	Peter Christensen, Esq.
May 16 <i>Livestream</i>	Practical Applications of Fundamental Analysis	7 Hours	Kerry Jorgensen, MAI
May 30	7-Hour National USPAP Continuing Education (Livestream)	7-Hours	Kevin Hayes, MAI
June 6 <i>Livestream</i>	New – ISO Construction and Basic Construction Plan Reading	2-Hours	Patricia Staebler, SRA
June 13 <i>Livestream</i>	Business Practice & Ethics	6-Hours	Brian Flynn, MAI
July 11 <i>Livestream</i>	New – Setting the Stage for Inputs - An In-depth Look at an Inferred	4-Hours	Vincent Dowling, MAI
July 11 July 12 In Person Classroom	7-Hour National USPAP Continuing Education - St. Petersburg 3-Hour Florida Appraiser Law and Rules - St. Petersburg	7-Hours 3-Hours	Craig Steinley MAI Kevin Hayes, MAI
July 26	3rd Quarter Chapter Meeting @ Tropicana Field		Speaker TBA
July 18 July 31 <i>Livestream</i>	7-Hour National USPAP Continuing Education 3-Hour Florida Appraiser Law and Rules	7-Hours 3-Hours	Craig Steinley, MAI, SRA Nick Pilz, MAI, SRA
September 12	3-Hour Florida Appraisal Law & Rules (Livestream)	3-Hours	Tim Andersen, MAI
September 19 <i>Livestream</i>	2024-2025 7-Hour National USPAP Update Course (Livestream)	7-Hours	Brian Flynn, MAI
September 26 <i>Livestream</i>	New —Artificial Intelligence, Blockchain & the Metaverse (Livestream)	7 Hours	Mark Linne, MAI
October 17	New —Critical Thinking and Junk Science (In Person Classroom & Livestream)	7-Hours	Randall Bell, MAU
October 23 October 24	3-Hour Florida Appraisal Law and Rules - Livestream 7-Hour National USPAP Continuing Education - Livestream	3-Hours 7-Hours	Nick Pilz, MAI Dana Thornberry, MAI
October 29	Mass Appraisal vs. Multiple Appraisals (Livestream)	2-Hours	Mike Twitty & Kevin Hayes, MAI
November 21	4th Quarter Chapter Meeting & Installation — Sarasota		
December 12	Business Practice & Ethics (Livestream)	6-Hours	Barry Diskin, MAI

Member Spotlight - Meet the Chapter President

Michael Twitty, MAI, CFA, 2024 Chapter President

Why did you join the local Gulf Chapter of the Appraisal Institute, and what is your favorite aspect of being a part of AI?

My mentor was a huge proponent and supporter of the Institute due to its high caliber of educational offerings, professionalism and networking opportunities. I immediately recognized these same strengths as I began participating in educational offerings, chapter meetings and social events. The education and peer networking are what drew me in as I knew that to become an industry professional I needed to go above and beyond state-certification. My favorite part of being in AI is the fellowship with my appraisal peers. So many have become friends that I can rely on both professionally and personally.



What advice would you offer to members who want to become more involved with the Florida Gulf Chapter of the Appraisal Institute?

Attend chapter meetings and in-person education as much as possible to meet and engage with your appraisal colleagues. If you desire to take your participation further, you can express interest in becoming a board member to learn more about how the chapter functions and its leadership roles.

How many years have you been working in appraisal?

Hard to believe, but I've been in the appraisal profession for 33 years now (26 in private sector + 7 in public/government)

What is your favorite restaurant or activity in (Your Hometown)?

My favorite activity is performing live music in public around the area with my son Sam (drummer). Also enjoy performing at festivals/events as the lead singer for the classic rock band Code Red.

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. You would have an opportunity to teach for the Florida chapters. Contact Education Chair Kevin Hayes, MAI, if you have a topic of interest.

FREAB Meetings—2024

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, April 8, 2024
- Monday, June 3, 2024
- Monday, August 5, 2024
- Monday, October 7, 2024
- Monday, December 9, 2024

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

Message from National AI President, Sandra Adomatis, SRA

In honor of International Women's Day, who better to hear from than our own National President **Sandy Adomatis**, the third ever female president of AI and the first woman SRA-designated President. Sandy shared insight on the progress of women in the profession through the lens of her own leadership journey at the Appraisal Institute:



In 1932, the American Institute of Real Estate Appraisers was formed by 120 men. For many years, the profession and the organization were dominated by men. The merger with the Society of Real Estate Appraisers in 1991 did not change the demographics. In 1985, I received my designation as an RM and, with the merger, took the SRA designation. In 1987 I was appointed to a national committee, 'Residential Demonstration Report Writing.' Eventually, I became chair of the committee. The committee was mostly men. It wasn't unusual for the women to be asked to be the secretary or note taker for the committee.

Some bright young women came along around the same time; to name a few, Dawn Molitor-Gennrich, Kathy Coon, and Nancy Phillips. These ladies are highly recognized for their contributions over the years. We showed dedication, tenacity, and strength to continue pushing forward in a profession dominated by men. We did not ask for positions because of our gender. Gender should not matter in leadership roles. What matters most is the same thing that is expected of both genders, the quality of a person's character to ethical standards, perseverance, commitment to the profession, and personal professional growth. Be the best you can be and be willing to step forward in leadership positions.

In 2009, I was elected President of the Florida Gulf Coast Chapter of AI. This was my first leadership role outside of committee positions. That same year, three chapters in Florida elected a woman President. We began to see more women serving on the chapter level and a few on the Regional and National level. Currently, we have two women on the Board of Directors that are Chairs or Vice Chairs and one serving on the Audit Committee. There are four incoming Third Directors that are women. We have the first woman CEO serving with two women Officers, Paula K. Konikoff and myself.

History was made in 2023 and it should be an inspiration to all women in the profession that the culture has changed at the Appraisal Institute. Not only are we seeing more women on the board and in leadership, but we also have more residential representation as well. My journey has been long, but it made me who I am. I am very thankful to the Appraisal Institute and the many members (men and women) that encouraged me over the years to persevere and grow professionally. Ladies, you are welcome here!

Sandra K. Adomatis, SRA, 2024 National President

2024 Committee Chairs - Florida Gulf Coast Chapter			
Candidate Guidance:	John Miller, MAI	Nominating:	Timothy Sunyog, MAI
Bylaws:	Brad Saucier, MAI	Programs:	Matt Terry, SRA
Education:	Kevin Hayes, MAI	Public Relations:	Matt Spratley, MAI and Brian Zamorski, MAI
Finance:	Justin Butler, MAI	University Relations:	Bruce Cumming
Government Relations:	Matt Terry, SRA	Newsletter:	Kourtney Wade

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 email blasts, website, newsletters in addition to recognition at chapter meetings.

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

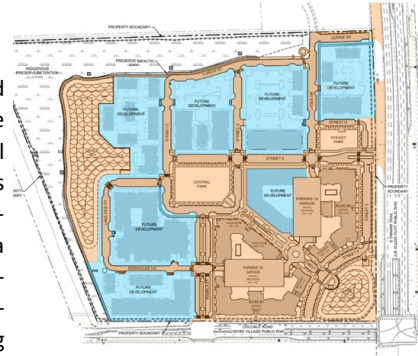
Building Tomorrow: What's Next for Our Florida Counties

Lee County – Woodfield Mixed Use Site

Type: Commercial/Mixed-Use

Lat/Long: 26.3999, -81.81323

The 45.60 acre tract located in the N/W quadrant of Coconut Blvd and US Highway 41 had final construction plans submitted in January 2024. The project will be phased, with Phase 1 consisting of the construction of a master storm water management system, internal roadways, utilities, and bulk fill pads for future development areas. Site data table suggests Phase 1 will include 296 MF Apt Units, 32,500 BSF of commercial retail, 10,000 BSF restaurants, and 230 MF hotel units. Phase 2 to include 300 MF Apt units, 24,800 BSF of retail, a 4,000 BSF civic building, and a 20,000 BSF office building. Parent tract has extensive frontage and multiple points of access. Deed in file dated August 2022 for \$32,000,000. Interview with developer suggests many portions available for contract. Assume breaking ground in summer of 2024 with first phase horizontal completed in early 2026.



Manatee County – Reagan Ranch PH I,II,&III

Type: Residential/SFD

Lat/Long: 27.5081, -82.37703

The 223.99 acre tract located in the southwest quadrant of Upper Manatee River Road and Rye Road NE had final construction plans submitted in January 2024. This land is under contract to Pulte Group. Redacted PSA is in file dated May 2022. Expect closing upon receipt of all engineering approvals or sometime in mid 2024. Phase 1-3 are approved for 430 SFD units. Typical lot dimensions are 42', 52', and 62'x130' with most lots having view premiums. According to Smart Real Estate Data (SmartRE) there have been 436 new home closings over the trailing 12 months within the submarket at a median closing price point of \$518,250. Currently, typical 52' product has an asking price of \$460,000. Overall, developed lots should be at or near \$2,400/FF for typical 52' product. Homes should be available in late 2025/early 2026 based upon construction plan submittal. SmartRE Data is a new home data source tracking all new home closings across the major MSA's of Florida, Georgia, North Carolina, and South Carolina.

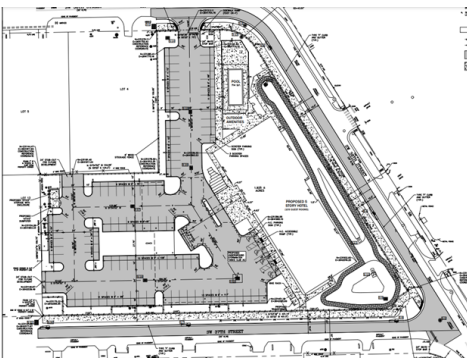
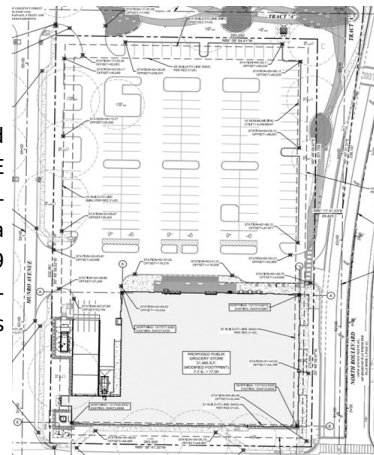


Hillsborough County – Publix

Type: Commercial/Grocer

Lat/Long: 27.9577, -82.4689

This 3.07 acre tract is located within the larger master planned mixed use development called West River located along the north side of I-275 near the Hillsborough River. Phase 3/Tract T5E will be developed with a 31,485 BSF freestanding Publix. It will have 139 parking stalls and access facilitated via inter-connectivity. This parcel will have corner situs. According to the data matrix the parent tract will have 1,179 dwelling units across 9 parcels and a total of 249,589 BSF of commercial space (including Publix). Applications were submitted December 2023, suggesting completion late 2025/early 2026. Note, this should impact surrounding home prices as this is an older area with extensive redevelopment potential.



Alachua County – Home 2 Suites

Type: Residential/MF

Lat/Long: 29.61890, -82.3804

The 2.57 acre is located within the S/W quadrant of SW 38th Street and SW 37th Street, south of Archer Road, in Gainesville. At completion it will be a 5-story hotel consisting of 109 rooms and associated parking/stormwater and attenuation. The tract is irregular shaped, will have two points of access and require extensive offsite improvements with a decel/queuing lane and improvement to SW 37th Street. Deed in file dated September 2023 for \$1,800,000 (\$16.5K/door). The application was submitted January 2024 so look for completion in late 2025, early 2026.

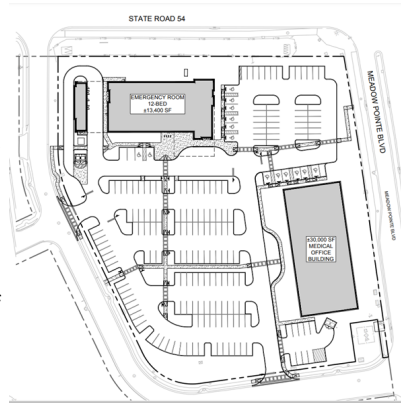
Building Tomorrow: What's Next for Our Florida Counties, *Continued*

Pasco County – Meadow Pointe Medical Campus PH 1

Type: Commercial/Medical Office

Lat/Long: 28.2313, -82.2981

The 4.78 acre tract is located in the S/W corner of SR 54 and Meadow Pointe Blvd, at a signalized intersection. Application was submitted in January 2023 for proposed development of a two phase project. Phase 1 includes a freestanding 13,400 BSF medical emergency room building with 98 associated parking, internal drives, utilities, and stormwater infrastructure. Phase 2 proposes a future 30,000 BSF medical office with additional parking. Note, site plan suggests a potential small coffee QSR, shown on plans, however, no BSF. Given the timing of submittal expect completion in late 2025/early 2026



The data above is provided by Landfinder.AI. Landfinder.AI is a software company that tracks all horizontal construction applications across the state of Florida. Data points include links to plans, potential PSA's, Deeds, Applications, etc. Contact information related to the applicant (Name, Phone Numbers, Email Addresses) is provided for verification. Detailed notes are provided with geographic data as well. Data is exportable to CSV for internal use. Typical license is **\$1,000/annum (paid by check)** or **\$1,200/annum** if paid monthly by credit card for individual users. Landfinder.AI is happy to offer appraisers and lenders a **50% discount (Year 1)** if you notify us at the time of your demonstration that you learned of us via this article. Feel free to visit www.landfinder.ai and go to the Login Icon in the upper right hand corner to get your free one week access. Beside land sale verification Landfinder.AI data will help with paired sales analysis as well as with supply and demand. We even have some reports you can quickly download and place in your reports.

Contact Chris Worley at 813-810-4335 or email chrisw@landfinder.ai to learn more.

Membership Updates – Florida Gulf Coast Chapter

Welcome to the following new members of our chapter!

Candidates for Designation:

Michael McCarthy, Sarasota

Practicing Affiliates:

Katherine Homan, Naples

Jeffrey M. Hortsch, Indian Shores



National News

- The Appraiser Diversity Initiative is an important priority for the Appraisal Institute. We 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.



Face Value— Join hosts Warren Boizot, SRA, AI-RRS, and Tonia Vailas, MAI, AI-GRS, each month as they share appraiser experiences, insights and stories with other credible experts in the valuation profession. Tune in as they dive into the latest trends, news, association updates and more. Don't miss out on appraisal news you won't find anywhere else, all delivered at face value. Listen and watch the newest episode below or see more [Face Value](#) Episodes.

Board Decision in the News: The Appraisal Institute board of directors has held a special board meeting and formally approved allowing affiliates and practicing affiliates to serve in chapter leadership positions. A recent change that re-classified some members from "candidate" to "practicing affiliate" prompted urgent calls from chapters to address the unintended consequence of precluding existing chapter leaders from continued service along with many potential new leaders from stepping up to better contribute to their chapters. More than ten chapters had expressed a desire to appoint to chapter leadership individuals in these categories. The role of chapter president remains a position reserved for designated members, based on a provision in the bylaws.

Appraisal Institute CEO Cindy Chance said, "I appreciate the board resolving this matter, and I want to thank everyone who is volunteering their time to help strengthen our chapters and serve the appraisal profession. We have a great deal of work to do together, and clarifying our approach to leadership service makes it simpler for those generous enough to devote their energies to building One Appraisal Institute."

2024 Comp Exam Dates

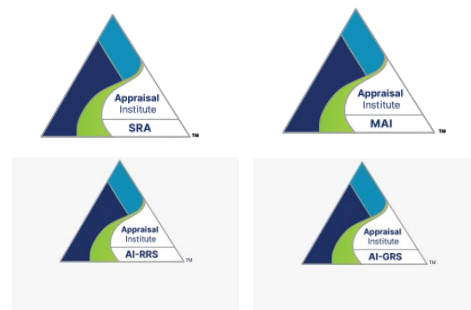
Questions? comp@appraisalinstitute.org

- **April 1-30 (registration deadline: March 31, recommended to apply by February 15)**
- **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.

Request Your New Designation Emblem Pin or Charm

The Appraisal Institute Board of Directors during its Q4 meeting approved an organization brand promotion and awareness plan in which all dues-paying Designated Members will have the opportunity to receive a new designation emblem pin or charm that reflects the AI brand redesign. The pins and charms will be available, **at no cost to you**, through March 31, 2024. To obtain your pin or charm please log in to your AI Account where you will see a link reading "Click Here to Request Your New Designation Emblem Pin or Charm." This link will allow you to make your selection. We are excited to be able to offer a new pin/charm to our Designated Members!





Save the Date!! We are excited to have a joint region meeting in Clearwater Beach on April 8-9th called the **Real Estate Valuation Conference, REVCO**. There are five (5) Regions participating. This is your chance to network with industry professionals from around the country, as well as Appraisal Institute Executives.

Details of the upcoming meeting are listed below. Please register for each event you would like to participate in. The Regions are covering meeting room and audio/video costs, so you are only paying for food and beverage. With this national event being in our backyard, you may never again get a value like this for a semi-national conference.

GUEST and NON-REGION REP LINKS FOR MEETINGS & RECEPTION - DEADLINE TO REGISTER — MARCH 26th by Noon

- 1. Monday, April 8 - \$120 - [Guest Link for Monday Registration](#) - Includes Joint Region Meeting, Lunch, and Region Breakouts**
- 2. Monday Evening Reception, April 8 - \$63 - [Guest Link for Reception Registration](#) - The beachfront reception includes a buffet, cash bar and live music by Mike Twitty.**
- 3. Tuesday REVCO Meetings, April 9 - \$35 - [Guest Link for Tuesday Registration](#)**

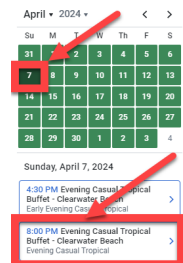
Sunday, April 7th— EVENING CRUISES – DEADLINE TO REGISTER for Option 1 —March 26TH by Noon

Option #1 — There are tickets left on the [Island Soul pirate themed private yacht sunset dinner cruise](#). It can be booked through the link on the flyer or [HERE](#). The price includes \$119 for cruise, food, and drinks, and \$30 in gratuity to the ship staff and bartender. Food will be catered by a local, family-owned Cuban restaurant. Menu will be a chef salad, yellow rice, black beans, Cuban style pork and chicken, and Cuban bread. Served along with water, iced tea, sodas, juice, and open bar with wine, beer, and top shelf cocktails. The **Island Soul** will be booked through the link on the flyer or [HERE](#). There is limited parking at the marina, which is 24 miles away. Consider using Rideshare and allow plenty time for traffic to arrive for a 5:30 boarding.

Option #2 - Sunday Evening, April 7th sunset dinner cruise: [Calypso Queen Cruise](#) out of the Clearwater can be booked directly from the provider. Mention *Appraisal Institute* and they will sit everyone together. Here are the instructions to book the Calypso Queen:

Click the link on the flyer, also here: [Calypso Queen Sunset Dinner Cruise](#). Click “Book Now, Click “Save the Date” and choose April 7th, 8 PM and Buffet or Cruise Only. Calypso boards at 7:30 pm in Clearwater Harbor, located at: 25 Causeway Blvd., Slip #18, Clearwater Beach, just 2 miles north of the hotel. There is limited parking. Consider taking the Trolley or Rideshare. Please book at your earliest convenience since they are first come, first serve.

Option #3— Sunday Evening, April 7th: Another event going on that weekend is the [Pier 60 Sugar Sand Festival](#), 5:30 PM—9:00 PM.



Tuesday, April 9		Click Here REVCO Flyer
8:00 am – 8:30 am	Coffee and Networking	
8:30 am – 10:00 am	Residential Appraisal Discussion - Hosted by 2024 Appraisal Institute President Sandra Adomatis, SRA with Danny Wiley, SRA from Freddie Mac, Michelle Bradley, SRA, Chair of the Appraisal Standards Board, and others	
10:00 am – 11:00 am	Appraisal Institute Member Benefit Discussion Groups	
11:00 am	Break	
11:15 am – 12:30 pm	Non-lender Opportunities for Appraisers - Hosted by 2024 President Elect Paula Konikoff, JD, MAI, AI-GRS, Heather Placer-Mull, MAI, SRA, CCIM, ASA, and Peter Christensen	

“One AI” Advocacy — News from Region X National Government Relations Chair — Joni L. Herndon, SRA

Appraisal Institute CEO, Cindy Chance, understands how effective lobbying and advocacy works. Whether it’s in Washington, DC or Florida – advocacy in politics shapes public policy and therefore, impacts business.

The new “One AI” slogan has been incorporated into government relations – “One AI” Advocacy.

I attended the first members-only virtual Advocacy Briefing on 03/21/2024. The details from our DC Appraisal Institute Staff, Scott DiBasio and Brian Rodger’s and our lobbying Partners, Rich Feur Anderson, said “learn how YOU can be an important part of our grassroots advocacy efforts to promote and defend your profession in Washington and the states.” It offered an overview of work by our DC office and lobbying partners as they seek to “harness the power of our members and extensive chapter network to share the appraiser story with federal and state policymakers.” They provided a “high-level overview of the current policy discussions with the potential to affect the profession.”

What “One AI” Advocacy promises:

<u>Defending</u> the profession	<u>Limiting</u> liability
<u>Streamlining</u> licensing	<u>Preventing</u> intrusion
<u>Promoting</u> transparency	<u>Overcoming</u> barriers to entry

Defending the profession by letting the public know that what is said in the media about bias in appraisal reports is not 100% accurate. Sure, bias lawsuits have been settled but I have not read where anyone admitted guilt. Where is the hard data that supports the bias? Didn’t a Realtor or real estate agent price the property in instances of a purchase? As for a couple (or few) appraisers that are misguided and uneducated – they will be the first registered for the Appraisal Institutes “bias” education and training. Education is what the Appraisal Institute does best.

Streamlining licensing by supporting the passage of the PAL Act means having a portal or clearing house, like what mortgage brokers use, for education, licenses and background checks for appraisers who are licensed in multiple states. This is a “must pass” act for appraisers given current technology. And Commercial appraisers – this one’s for you.

Promoting transparency by encouraging the Consumer Financial Protection Bureau (CFPB) to unbundle the appraisal fee from the Appraisal Management Company fee the consumer pays. Seems like the appraisal fee is often one-third to one-half of the total fee paid by the consumer for the appraisal with no knowledge of the AMC’s involvement. Commercial appraisers get pinched by the AMCs too. The appraisal fee is not a junk fee. Let the consumer know who gets paid what from the “appraisal fee”.

Limiting liability and professional malpractice suits by passing state “statute of repose” (like a statute of limitation) legislation. Shout out to Matt Terry, SRA for his heavy lifting and personal legislative connections he used in passing the 2023 statute of repose for appraisers in Florida.

Preventing intrusion of a 3rd party, property data collector, that does not contribute to the appraisal report. Remember the 2020 Covid pandemic and all the “appraisal waivers”. The GSE’s still like them. Skip the appraisal and let an AVM value the property. Or the property data collector will inspect the property for the appraiser and send information that the appraiser will use to develop an opinion of value. The Appraisal Institute will support the call for the oversight and licensing of property data collectors. Who enters my home or place of business is important to me. Do they know what they’re doing and is the data they “collected” during their time on my property accurate? Who are these property data collector people? What is their background, or lack of one, in valuation?

Overcoming barriers to entry into the appraisal profession. Here, the Appraisal Institute is the leader. Again, the Appraisal Institute leads. Our own Sandra Adomatis, SRA is the voice for the PAREA program. If you don’t know what PAREA is by now, Look it Up. McKissock is a quitter. Enough said.

For decades, the Appraisal Institute has been the voice of appraisers. I’m confident with Cindy Chance at the wheel, the Appraisal Institute will be the articulate voice for its’ members. Watch for the “Members-Only Advocacy Briefing” emails in the future. An hour or less of your time to listen in. It was really, really worth my time. You’ll hear how the Appraisal Institute is going to be bold and advocate for our members - only.

2024 Leadership - Florida Gulf Coast Chapter

Florida Gulf Coast Chapter 2024 Leaders

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



Directors

Dan Brown, SRA
 Joy Thomas, MAI
 Josh Sicard, MAI
 Kevin Hayes, MAI
 Kenneth "KC" Lowry MAI
 Christopher DelPo, MAI
 PJ Cusmano, MAI
 Nathan Van Steenberg, MAI

Region X Representatives—Florida Gulf Coast

Region Representatives

Victor Torres, MAI
 James Matt Terry, SRA
 Tim Sunyog, MAI
 Kenneth Lowry, MAI
 John Miller, MAI
 Eric Hoening, MAI
 Byron Torres, MAI
 Brian Zamorski, MAI

Alternate Region Reps

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

Candidate Guidance, John Miller, MAI, Chair

General Demonstration Report—Capstone Programs in 2024

Capstone is an option Candidates may choose to complete their demonstration of knowledge requirement for MAI Designated membership. This program was designed to offer an option that accelerates the completion of the report. Instead of selecting and compiling data on a property, participants are provided with a subject property and data to analyze and then write the report in a limited time span of approximately two months.

Capstone Location	Registration Deadline	Materials Released	Webinar #1	Webinar #2	Workshop Dates
Dallas, TX	Jan 4	Jan 5	Jan 26	Feb 20	March 11-17, 2024
Synchronous	April 4	April 5	April 26	May 21	June 10-16, 2024
Chicago, IL	April 4	April 5	April 26	May 21	June 10—16, 2024
Synchronous	Aug 29	Aug 30	Sept 20	Oct 15	Nov 4—10, 2024

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](#).

Standards & Ethics Requirements - This first-year requirement is two different courses. Some Candidates think completing the 7-Hour USPAP will suffice, but they must complete both Standards (USPAP/IVS) and Ethics (AI Business Practices & Ethics) within their first year of candidacy, if they have not completed both classes within four years prior to applying for Candidacy.

1st Quarter Chapter Meeting & Installation – Clearwater, FL

