I am both very proud and extremely humbled to serve as your President of the Florida Gulf Coast Chapter - Appraisal Institute for 2013. Thank you all for entrusting me with this position; I hope to build on the excellent work of my predecessor, David Lemonde, SRA of Englewood and other recent past presidents such as Cliff Bowen, SRA of Ft. Myers, Karen Goforth, MAI of St. Petersburg, and Sandy Adomatis, SRA of Punta Gorda.

I’m confident we are going to have a productive 2013 as we have a fine officer corps: Woody Herr, MAI of Tampa, Vice President, Mike Jonas, MAI of Naples, Secretary, and Mary Patterson, SRA of Sarasota, Treasurer. And let’s not forget our nationally recognized and tireless education chair, Ken Foltz, MAI, SRA of Tampa.

We also have a strong board of directors that includes some seasoned members like Brad Johnson, MAI of Tampa, Mike McKinley, SRA of Clearwater (and former chapter president), Don Saba, SRA of Sarasota, and Dr. Dan Richardson, PhD, MAI of St. Petersburg but also younger folks such as Patricia Staebler, SRA of Bradenton, Wes Sanders, MAI of St. Petersburg, and Brian Zamorski, MAI of Tampa. And of course, we are underpinned by our dedicated Executive Director, Nancy Bachor, who makes all things work.

One of our most esteemed members is the January 2013 recipient of the Volunteer of Distinction (VOD) Award from the Appraisal Institute; Joni Herndon, SRA of Tampa is the immediate past chair of Region X, a former chapter president, and former chair of FREAB. Joni has made our voices heard in Tallahassee, Washington, D.C. and Chicago and we are so ever grateful for her dedication and leadership in the profession.

These are all the folks I have worked under and learned from as director, officer and region representative. These are your leaders who have built this chapter into one of the largest and strongest chapters in the Appraisal Institute (some 575 members, candidates, and affiliates from Naples to Pensacola). They have volunteered countless hours over the past years in board meetings, budget planning sessions, Region X meetings, chapter meetings and other events and I hope you will acknowledge their efforts on your behalf.

Our focus for 2013 will be Building Our Brand and Promoting Our People. “BOB and POP”, I know, not another dopey acronym or two! But much of the feedback I get from fellow members centers on concerns about “just what does AI and the chapter do to improve my appraisal business?” The list of answers is far from complete, but here are some initiatives we have undertaken or have under consideration:
President’s Message (Continued)

- We have increased our budget this year in the area of sponsorships to raise the awareness and profile of AI and the Florida Gulf Coast Chapter; these sponsorships are with solid recognized, real estate organizations such as CREW (Commercial Real Estate Women) and CCIM Institute. Just this month we manned a booth as a Silver Sponsor of the CCIM 2013 Annual Outlook Conference in Tampa. We had many participants pick up our AI material including our educational offerings summary. This is a Win/Win outreach to a group that can boost attendance at our classes and seminars in a non-recertification year. And, by the way, CCIM members are instrumental to commercial appraisers in terms of accurate market data, confirmation of sales, and business development. We were also a Silver Sponsor at a similar CCIM conference in Ft. Myers on January 24, 2013 spearheaded by our Secretary Mike Jonas, MAI. Please let us know of other sponsorship opportunities (particularly in the residential sector) where we can expand our brand identification and networking.

- Our 1st Quarter chapter meeting will be in Tallahassee on Thursday, February 28, 2013 and this is one of the distinct advantages resulting from our recent merger with the Northwest Florida Chapter. I have personally contacted over 50 of our state legislators, introducing ourselves and inviting them to participate in this meeting or others in the years ahead. We have had good feedback from our representatives and many have offered to speak to our membership. Come meet State Representative Halsey W. Beshears from Monticello who will be in attendance on February 28th. I believe that one-on-one interactions of this kind will result in a greater understanding of AI, our chapter, and our role in shaping legislation concerning the real estate appraisal industry.

- Bringing it back to the local level, please avail yourself of some of the logo shirts and jackets, etc. from Lands End that promote AI; wear them on your property inspections and meetings with clients. I have had good reactions from folks in the field and have to believe it builds our brand- remember, the other folks in the industry have no identification.

- We all get emails and calls from potential clients; sometime the property location or type may be at the fringe of our comfort area. In these instances, I urge you to access our recently enhanced chapter directory on the website and direct that client to some AI colleagues, who may be better suited to perform the assignment. Believe me, the more ye giveth, the more shall ye receiveth. Let’s not let work get outside of our chapter or AI; our members are the best educated and best equipped to produce the most credible appraisals.

- Finally, let’s Promote Our People to get designated. We’ve had a good response thus far with associates converting to the Candidate for Designation program. We need to be a designation-centered, professional organization if we are to survive and prosper in the appraisal world. I would urge all designated members (myself included) to volunteer to be an Advisor in the C4D Program. This is really not such a new thing; I remember working on my designation in the 1980’s and being mentored by the late Warren Hunnicutt, Jr, MAI, the late Vernon Shea, MAI, and the late Ed Fishback, MAI (whom we lost just last year) among many others in old Florida Chapter No. 2.

Ken Foltz, MAI, SRA and his education committee have put together a fine schedule of offerings throughout 2013; we have strived to select the courses and seminars that members will want to attend and we have tried to spread the venues throughout our sprawling chapter. Please try to avail yourselves of these educational opportunities and also take advantage of the discounted registration fees for chapter-sponsored education, conferences with CCIM, CREW, and other groups. I guarantee that the networking opportunities at these events will more than justify the cost.

Thanks again, and I hope to see y’all in Tallahassee (Hotel Duval) at our chapter meeting and seminar (Spotlight on USPAP; Hypothetical Conditions & Extraordinary Assumptions) on February 28th. Please call or email me anytime with your questions, concerns, or comments; (727) 667-8477; dicktobias@aol.com.
1st Quarter Chapter Lunch Meeting - Tallahassee

When: Thursday, February 28, 2013
Where: Hotel Duval
        415 N. Monroe Street, Tallahassee

Schedule of Events
February 27th: Board of Directors Meeting
February 28th: 9:00 AM—Noon: Seminar: Spotlight on USPAP: Hypothetical Conditions
                   12:30 PM – 2:00 PM: Chapter Lunch Meeting

Chapter Meeting Speakers:
▶ Nick Pilz, SRA, Government Relations Chair for Region X, will speak on the 2015 AQB guidelines, how it affects AI members and new legislation that pertains to real estate appraisal.
▶ Halsey W. Beshears, Florida State Representative, District 7, representing nine northwest FL counties. Come out and meet your local member serving in the House of Representatives.

Seminar: Spotlight on USPAP: Hypothetical Conditions & Extraordinary Assumptions. This 3-hour seminar instructed by Kenneth G. Foltz, MAI is the first in a series of seminars on USPAP topics that provide insight into common USPAP errors and help participants properly apply USPAP to their daily work and discusses commonly overlooked hypothetical conditions and extraordinary assumptions that vary significantly from the norm and must be handled carefully and will clearly define critical issues for clients and intended users.

Location: The beautiful Hotel Duval in the heart of Tallahassee. Visit their website at: www.hotelduval.com. A group rate of $129/night is available under “Appraisal Institute”.

Cost: Seminar & Luncheon: $100 M | $150 NM
      (register by 2/18/13 to receive early discount)
      Lunch Meeting Only: $25 Members | $30 NM
      Meeting Registration Deadline: February 21, 2013
      Advance Reservation Required!
      Questions: wcoastfl@tampabay.rr.com or (813) 962-4003
      (Note—seminar fee includes lunch meeting)

REGISTER HERE

REGISTER TODAY

Membership News

New Designated Members:
R. Jeffrey Hicks, MAI, Tampa
C. Michael Seney, MAI, Winter Haven
Craig P. Miller, MAI, Tampa
Anthony Stablein, MAI, Sarasota

Transferred In:
Amanda L. McDaniel, Candidate (from Alabama)
Michael F. McDaniel, Candidate (from Alabama)
Michael Yacoviello, MAI, Palm Harbor (from Ohio)

Deceased:
Lance C. Hurlburt, SRA, Sarasota
Billy D. Teel, MAI, SRA, Crestview

Transferred Out:
Bradley J. Burrows (to East Florida)
Harry B. Holzhauer, MAI (to Oregon)
Christopher Mikes, MAI (to South Florida)
George F. Tingley, MAI (to South Carolina)

New Affiliates:
Kyle Catlett, Tampa
Kristopher T. Koran, Tampa

Semi-Retired:
Lance M. Biernbaum, MAI, New Port Richey

Resigned:
E. Larry Sewell, MAI, Sarasota

Retired:
Beverly J. Obedzinski, MAI, Crystal River
Happy New Year! We would like to express our appreciation for all of the support you have shown by attending our educational offerings. Check out the 2013 education schedule attached and you will see that we have another full year of opportunities ahead, with a good variety of qualifying education, an advanced course, a professional development offering and several brand new seminars for continuing education. Most of the Tampa classes will be held at a new location this year, Best Western Bay Harbor Hotel, 7700 Courtney Campbell Causeway, so we will look forward to your feedback.

We will begin the year off with General Appraiser Income Approach, Part 1 in early February, followed by General Appraiser Income Approach, Part 2 in March. In May, we will give General Report Writing & Case Studies. The first seminar will be UAD Aftereffects in Tampa followed by Spotlight on USPAP: Hypothetical Conditions & Extraordinary Assumptions, a 3-hour seminar given on February 28th in Tallahassee at the 1st Q chapter meeting.

We are fortunate to have the national office premiere the advanced (AE) course Quantitative Analysis in Tampa on March 4—8, 2013. You will need to contact the national office to register for this class. The Florida Gulf Coast Chapter will offer one additional advanced course in September, Advanced Income Capitalization. Remember when registering for an advanced course, there are deadlines to meet. You are required to take a 2-hour online session that is available 28 days prior to the class start date until 7 days before the class session begins. In addition, you need to take and pass a diagnostic test prior to the class.

Are you aware of the January 2013 UAD changes? The new residential seminar Uniform Appraisal Dataset Aftereffects: Efficiencies & Obligations, set for February 15th, will help you avoid non-compliant UAD reports. In late March, a new 3-hour seminar developed by Vincent Dowling, MAI entitled Introduction to Land Valuation will be presented. This class will blend a review of established concepts with an introduction to new techniques and improve weaknesses in preparing credible appraisal reportss. Don’t miss these very informative new classes!

We have added one more presentation of Fundamentals of Separating Real, Personal Property and Intangible Business Assets, a PDP program, which satisfies the Advanced Education (ACE) requirement for AI continuing education. This class will be held on February 21—22nd in Tampa. In April, another new seminar Marketability Studies: Advanced Considerations and Applications will be given by John Blazejack, MAI. This seminar demonstrates the framework to provide a structured analysis of the marketability of the property. Please review the entire education schedule and make your plans early.

A brand new 4-hour seminar “Front of the House/Back of the House” will be presented at the 2nd Q chapter meeting at the Sirata Beach Resort, St. Pete Beach on May 31st. This class was written by Kathy Conroy, MAI, Karen Goforth, MAI and Shawn Wilson, MAI and will include a tour of the hotel and its operation. One other class has been added for July 11th, the newly released Complex Litigation Appraisal Case Studies.

Finally, the chapter will be seeking applicants for the annual chapter scholarship program soon. We encourage those candidates who have not received scholarships in the past, to consider applying this year. Thank you again for supporting the chapter’s educational program—Appraisal Institute education is the best!

Questions? Please call the chapter office at (813) 962-4003 or email Nancy at info@gulfcoastai.org or education chair Ken Foltz, MAI at kgfoltz@gmail.com. As always, we are here to serve you!

Note: To view and register for the “chapter-developed” seminars scheduled in Florida, please go to: www.appraisalinstitute.org/education/network_sched.aspx?state=FL. These classes are not shown on the Appraisal Institute’s main education offerings listing and can be a bit tricky to find.
# 2013 Education Schedule

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
<th>Speakers</th>
</tr>
</thead>
<tbody>
<tr>
<td>February 15, 2013</td>
<td>UAD, Aftereffects: Efficiency vs. Obligation (CE 7)</td>
<td>Best Western Bay Harbor Hotel, Tampa</td>
<td>Gary F. Scott, SRPA, SRA</td>
</tr>
<tr>
<td>February 21–22, 2013</td>
<td>Fundamentals of Separating Real &amp; Person Property</td>
<td>Best Western Bay Harbor Hotel, Tampa</td>
<td>C. Thomas Cowart, MAI</td>
</tr>
<tr>
<td>February 28, 2013</td>
<td>Chapter Meeting—Hotel Duval, Tallahassee Seminar: Spotlight on USPAP: Hypothetical Conditions</td>
<td>Best Western Bay Harbor Hotel, Tampa</td>
<td>Kenneth G. Foltz, MAI</td>
</tr>
<tr>
<td>March 4–8, 2013</td>
<td>National Offering: Quantitative Analysis (AE)</td>
<td>Best Western Bay Harbor Hotel, Tampa</td>
<td>Kenneth G. Foltz, MAI</td>
</tr>
<tr>
<td>March 12–15, 2013</td>
<td>General Appraiser Income Approach, Part 2 (QE 30/CE 20)</td>
<td>MainSail Conference Center, Tampa</td>
<td>Harry Holzhauer, MAI &amp; Kenneth G. Foltz, MAI</td>
</tr>
<tr>
<td>March 22, 2013</td>
<td>Introduction to Land Valuation (CE 3)</td>
<td>Best Western Bay Harbor Hotel, Tampa</td>
<td>Vincent Dowling, MAI</td>
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<tr>
<td>April 4, 2013</td>
<td>Marketability Studies: Advanced C considerations (CE 7)</td>
<td>Best Western Bay Harbor Hotel, Tampa</td>
<td>John Blazejack, MAI</td>
</tr>
<tr>
<td>April 16–19, 2013</td>
<td>Residential Sales Comparison &amp; Income Approach</td>
<td>Best Western Bay Harbor Hotel, Tampa</td>
<td>Gary F. Scott, SRPA, SRA</td>
</tr>
<tr>
<td>May 10, 2013</td>
<td>Business Practice &amp; Ethics (CE 4)</td>
<td>Dept. of Environmental Protection, Tallahassee</td>
<td>Diane Gilbert, MAI, SRA</td>
</tr>
<tr>
<td>May 14–17, 2013</td>
<td>General Report Writing &amp; Case Studies (QE 30</td>
<td>CE 20)</td>
<td>Best Western Bay Harbor Hotel, Tampa</td>
</tr>
<tr>
<td>May 31, 2013</td>
<td>Chapter Meeting—Sirata Beach Resort, St. Pete Beach Seminar: Front of House/Back of House (CE 4)</td>
<td>Best Western Bay Harbor Hotel, Tampa</td>
<td>Kathy Conroy, MAI</td>
</tr>
<tr>
<td>June 20–21, 2013</td>
<td>Practical Regression Using Excel (CE 14)</td>
<td>Best Western Bay Harbor Hotel, Tampa</td>
<td>Kenneth G. Foltz, MAI</td>
</tr>
<tr>
<td>July 11, 2013</td>
<td>Complex Litigation Appraisal Case Studies (CE 7)</td>
<td>MainSail Conference Center, Tampa</td>
<td>Shawn Wilson, MAI</td>
</tr>
<tr>
<td>August 22, 2013</td>
<td>Chapter Meeting—Ft. Myers, FL Appraising the Appraisal: Appraisal Review—Residential</td>
<td>Best Western Bay Harbor Hotel</td>
<td>Sandra K. Adomatis, SRA</td>
</tr>
<tr>
<td>September 16–20, 2013</td>
<td>Advanced Income Capitalization (QE 30</td>
<td>CE 20)</td>
<td>Best Western Bay Harbor Hotel</td>
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<tr>
<td>October 3–4, 2013</td>
<td>Real Estate Finance (QE 15</td>
<td>CE 14)</td>
<td>Best Western Bay Harbor Hotel</td>
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<tr>
<td>October 25, 2013</td>
<td>Business Practice &amp; Ethics (CE 4)</td>
<td>Best Western Bay Harbor Hotel, Tampa</td>
<td>Kenneth G. Foltz, MAI</td>
</tr>
<tr>
<td>November 7–8, 2013</td>
<td>Chapter Meeting—Sarasota TBA 3-Hour Florida Law and 7-Hour National USPAP Update</td>
<td>Best Western Bay Harbor Hotel, Tampa</td>
<td>Kenneth G. Foltz, MAI &amp; C. Thomas Cowart, MAI</td>
</tr>
</tbody>
</table>

To register for any of the above classes, go to: [http://www.appraisalinstitute.org/education/GulfCoastFlorida.aspx](http://www.appraisalinstitute.org/education/GulfCoastFlorida.aspx)

Questions? Call chapter office at (813) 962-4003 or email info@gulfcoastai.org

Florida Gulf Coast Chapter, 10014 N. Dale Mabry Hwy. #101, Tampa, FL 33618
Candidates for Designation.....Things to Know

New Requirement - Candidates Attendance at Chapter Meetings

*Did you know* - During each calendar year candidates must attend at least (1) one chapter meeting to which the candidate belongs.

**Candidate for Designation Policy Manual – Effective Jan. 1, 2013**

Please log into your account to access the candidate policy manual at:


**CE Requirement**: Candidates and Practicing Affiliates must complete 70 hours of continuing education for every five-year cycle.

### Capstone Program 2013

The Appraisal Institute has announced the 2013 schedule for the **General Demonstration Report—Capstone Program** in the following locations:

- New York City: April 29–May 5, 2013
- Nashville, TN: July 8–14, 2013
- Chicago: September 16–22, 2013
- Atlanta: November 18–24, 2013
- San Francisco: November 18–24, 2013

Note—There are prerequisites that MUST be completed prior to registering.

### Florida Real Estate Appraisal Board Meetings—2013

The Division of Real Estate is now able to live stream their meetings. 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.

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. Please disable your PC audio and video camera prior to logging into the meeting. Failure to do so will result in other users and attendees hearing and seeing you during the meeting.

61J1-4.003(7) Continuing Education—A registrant, licensee, or certificate holder, including a Board member, may earn five (5) classroom hours by attending an entire meeting where the Board considers disciplinary cases, for a maximum of seven (7) of the required thirty (30) hours; provided that, the individual is not appearing as a party to a disciplinary action and notifies the Division of Real Estate, Education Section, of the intent to attend at least seven (7) days prior to the meeting.

Contact JoEllen Peacock at least 7-days prior to the meeting to register at JoEllen.Peacock@dbpr.state.fl.us

If you wish to have printed materials to reference during the meeting, please visit the website [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.

The Appraisal Institute’s member recognition program honors one member in good standing in each region each month for his/her service to the organization, the profession and the community.

Congratulations to Joni L. Herndon, SRA, of Tampa, FL, who was recognized recently as the Appraisal Institute’s January “Volunteer of Distinction” for Region X.

The Appraisal Institute is the nation’s largest professional association of real estate appraisers; Region X consists of Florida, Puerto Rico and the Virgin Islands. Herndon is a member of the Florida Gulf Coast Chapter.

“Joni Herndon is an excellent representative for the Appraisal Institute,” said Appraisal Institute President Rick Borges, II, MAI, SRA. “We’re proud to have individuals like Joni who continually strive to advance the valuation profession while also serving their local communities.”

Joni Herndon has operated her own residential real estate appraisal firm, Real Property Analysts/Gulf Coast, since 1997 where she specializes in residential real estate valuation and consulting services. Joni earned the prestigious SRA professional designation from the Appraisal Institute in April, 1993.

Joni is a qualified expert for the U.S. Bankruptcy Court, Middle District of Florida, Tampa Division. She is also a qualified expert witness in Pinellas, Pasco and Hernando County Circuit Courts.

Some of Joni’s accomplishments include:
- Governors Bush, Crist and Scott appointed Joni to the Florida Real Estate Appraisal Board (FREAB). She was elected to serve as Chair of the FREAB in 2008, 2009 and 2013.
- She served as chair of Region X (Florida and Puerto Rico) of the Appraisal Institute from 2010–2012, vice chair in 2010, director from 2009–2010 and 3rd director in 2008, in addition to a voting member on the Appraisal Institute’s national Board of Directors in 2010–2012.
- 2012 guest speaker at the 36th annual Judge Alexander L. Paskay seminar on Bankruptcy Law and Practice
- As a member of the Florida Appraisal Management Company (AMC) Regulation Task Force, she helped write the model legislation for the registration and regulation of AMC’s which became law on July 1, 2011.
- She has provided pro bono residential real estate valuation and consulting services for Habitat for Humanity of Hillsborough County and Kids Charity of Tampa Bay, Inc. She has been active in community service by representing the appraisal industry as a guest columnist for the Tampa Bay Times, writing the Homeward Bound column on residential real estate valuation issues.

Joni was raised in Tampa, FL where she attended local public schools. She holds a Bachelor of Science Degree in Business Administration from the University of Florida.

To learn more about the Appraisal Institute’s Volunteer of Distinction honorees, visit: www.appraisalinstitute.org/membership/VolunteerofDistinction.aspx.
The Leadership Resource Registry is open - raise your hand and get involved today!

By adding your name to the registry, you will have the opportunity to submit your preferences for volunteer service at the chapter, region, and national level. They may also indicate your interest for service on future committees, project teams, panels, LDAC and other leadership positions. Please take a moment to register so that the chapter board of directors will have information on your areas of interest and expertise. Note: Each year, the nominating committee refers to this list when considering positions for the chapter board of directors, region representatives and committee members. To access the registry:

- Log into your My AI Account
- Head to AI's Volunteer Opportunities page (See “Get Involved” at bottom of he page)
- Click on "Volunteer today" and submit your areas of interest and expertise

You can select our chapter, region and/or national level registry to identify the committees or panels on which you have an interest in serving. This information will help the nominating committee and chapter leadership identify our future chapter, region and national leaders.

For questions regarding committees on a region and national level, please contact Ashley Forman at aforman@appraisalinstitute.org. For questions on chapter committees, contact the chapter office at info@gulfcoastai.org. Get involved!

Advisors Needed for the Candidate for Designation Program

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.

A Candidate may request a particular Advisor or the Appraisal Institute will identify a potential Advisor for the Candidate. The Appraisal Institute will make the final decision as to who will serve as an Advisor for a specific Candidate.

An Advisor can receive up to 25 hours 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. A free online orientation is available for potential advisors. Once the one-hour orientation session has been completed, advisors will submit an Advisor Agreement to the Admissions Department for final approval.

Download the PDF that will explain the process.

For more information on the Appraisal Institute candidate advisor program, please contact the Admissions Department at admissions@appraisalinstitute.org or click here.

The Appraisal Institute Launched the AI Knowledge Center

What is the AI Knowledge Center? http://knowledgecenter.appraisalinstitute.org

The web-based center provides AI content specific to the various AI audiences. Initially, the center will house downloadable seminar education e-materials for those registered for a particular program, and will maintain online access to the content for one year after registration. It also will provide students the opportunity to directly purchase e-materials if student chooses not to attend an offering.

The center will maintain a library of the programs purchased for future access to that individual. Moving forward, the AI Knowledge Center may house additional AI content outside of education materials.
R. Jeffrey Hicks, MAI, Tampa, FL


How did you get started in the business?  Received a bachelor of science in real estate from Florida State University which had an emphasis on appraising. So after graduation it made perfect sense to go into the field.

What type of appraisal work do you do?  All different types of commercial property in the Tampa Bay area such as retail, office, hotels, industrial, convenience stores, assisted living facilities, subdivisions, car washes, vacant land, etc.

How has your practice changed in recent years?  Due to Dodd Frank, long-term productive relationships with the banks are now largely regulated to blind e-mail bids. Our firm leverages our technology heavily with systems and software applications specific to the commercial real estate appraisal industry. Ongoing and incremental improvement to your process of how you create your appraisal product is key to having a successful commercial appraisal career.

Who/what is the biggest influence for you in getting the designation?  My wife, Brenda Dohring Hicks, MAI

Hometown?  Tampa, FL

Favorite Hobby/Activities?  Martial arts, running and music.

What advice can you give to other associate members letting the demo hold them back from receiving their designation?  Start early in your career, set a timeframe for completion and never, never give up. Don’t overthink it, just do it. Find an appraiser mentor to help you guide you through the process.

Any other advice to associate members?  Network actively in your community. Build relationships with brokers, property owners and other appraisers. Read entrepreneurial magazines and books, start thinking like the owner even if you are a staff appraiser. Invest in yourself even if your firm does not make training and productivity a priority.

CONGRATULATIONS to Richard “Rick” L. Borges, II, MAI, SRA, Indianapolis, IN, 2013 National President of the Appraisal Institute. Borges has been a member of the Appraisal Institute since 1978. Borges is a partner with his wife LaVonne Borges, SRA in Borges & Borges Real Estate Advisors in Indiana. In the coming year, the Appraisal Institute’s officers and directors will continue to focus on the Candidate for Designation program and its strategic vision that will transition the organization from a professional association to a professional society by 2016.

Happy Retirement to Judy Curtis, Executive Director, South Florida Chapter

If anyone has ever taken a class from the South Florida Chapter, you probably have met their executive director, Judy Curtis. Judy has been with their chapter for the last 24 years and she will certainly be missed by all of their chapter members and by the Appraisal Institute. Congratulations on your retirement Judy and enjoy your free time—you deserve it.
The selection of a 5-member nominating committee will be completed at the February 28th chapter meeting. This committee is charged with preparing a slate of nominees for positions of 2014 officers, directors and regional representatives of the Florida Gulf Coast chapter.

The nominating committee will be chaired by immediate past president, David Lemonde, SRA. Our current chapter president, Richard Tobias, MAI, will appoint one committee member and the Board of Directors will appoint one committee member. The chapter designated members, candidates, practicing affiliates and affiliates will nominate the remaining two members at the February 28th chapter meeting in Tallahassee.

IF YOU ARE INTERESTED in serving the chapter in 2014, here is your opportunity! Please go online and complete the Chapter Leadership Resource Registry at http://www.appraisalinstitute.org/membership/ai_volunteer.aspx as soon as possible.

2013 Comprehensive Exam

In 2013, a new delivery format will be introduced for the Comprehensive Exam. Rather than offering a fixed two-day testing period four times per year, as has been the process in past years, the new format will consist of a 30-day testing window three times per year.

This new delivery format will allow more flexibility for examinees and alleviate the majority of problems that many examinees have experienced with limited availability at Pearson VUE testing centers. The 2013 dates will be: April 1—May 3; September 3—October 4; and November 18—December 21.

Please contact Landon Erwin at comp@appraisalinstitute.org or (312) 335-4204 if you need more information regarding this new format.

Employment Opportunities

Ft. Myers. Research Analyst - CRE Consultants
Commercial Real Estate Office is seeking an experienced Research person to accurately track market data, integrate with marketing personnel & use market research to support sales staff. Real Estate experience a plus!
Location: Fort Myers, FL  Job Category: Full Time Employee
Relevant Work Experience: General Real Estate knowledge with an emphasis on appraising.
Education Level: College Graduate with strong analytic computer and writing skills
Job Requirements:
· Analyze market data to publish bi-annual market trend reports outlining market rents, market sales, vacancy, absorption, new construction data, market share tracking
· Assist in developing printing & web marketing related to market data
· Assist with business development marketing materials
· Strong computer skills needed in Excel, Word, Access & desktop publishing
Hours: 8:30 a.m. - 5:30 p.m.
Compensation: Depending on experience
Resumes only to: toni.bordino@creconsultants.com no calls will be accepted!

We are now on Facebook—please check us out! We invite you to “like” our page. We will provide you with information about our chapter, upcoming meetings, education, national events and more. Also visit our chapter website at: http://www.gulfcoastai.org.
Invoices Are Out!
There are four convenient ways to pay your dues:

Online—Log in to your My AI Account and choose My Invoice on the left to pay by check, debit or credit card.

Phone—Service Center representatives can take your credit card information over the phone. Call 888-756-4624 on Monday—Friday, 7 AM—6 PM CT.

Mail—Send the bottom portion of your invoice to: Appraisal Institute Remittance Center, 97498 Eagle Way, Chicago, IL 60679.

Fax—Complete and send your invoice to 312-335-42

Note: Membership dues are non-refundable.
The Florida Gulf Coast Chapter of the Appraisal Institute offers the John and Doretta Gillott/Florida Gulf Coast Chapter Scholarship Program each year. Scholarships are awarded to assist active candidates belonging to the Florida Gulf Coast Chapter in achieving their designation, based on their past participation and attendance at educational and chapter events. We encourage you to apply.

The scholarships are sponsored by the chapter and by long-time education chairs, John and Doretta Gillott. The scholarship guidelines and application form will soon be posted on the chapter website in the education section at www.gulfcoastai.org. Completed applications will be due back to the chapter office by the end of April. The chapter’s board of directors will select this year’s recipient(s) at their May board meeting.

The chapter scholarship can be used on any Florida Gulf Coast “chapter-sponsored” core course that would go towards AI designation requirements. Only candidates of this chapter are eligible to apply. The scholarship is good for a two-year period. Don’t miss this great opportunity on your path to designation!

Other scholarship programs are also available through the Appraisal Institute. The Appraisal Institute Education Trust offers scholarships for undergraduate and graduate students who are pursuing degrees in the real estate field and the Minorities and Women Scholarship is awarded to qualified college students and candidates working toward the MAI or SRA designation. For more information on these scholarships, go to: http://www.appraisalinstitute.org/education/scholarship.aspx.

Appraisal Institute Relief Foundation

The formation of the Appraisal Institute Relief Foundation (AIRF) grew out of concerns many of our members were expressing soon after the 2005 Gulf Coast hurricanes as to how they could help their colleagues.

The Appraisal Institute Relief Foundation is available to provide emergency financial assistance to those members who may need it. At the November 8th chapter meeting of the Florida Gulf Coast Chapter, a collection was taken to help those suffering from the effects of Hurricane Sandy. Our chapter matched the monies collected at the meeting, and we were able to make a total donation of $850 to the Al Relief Foundation. We would like to thank those who donated for your generous contribution. We received a letter of “thank you” from the Appraisal Institute Relief Foundation Board. Chapter member David Taulbee, MAI, serves on the Relief Foundation Board and we thank him for his service.

To contribute to the AI Relief Foundation, download and complete this form and forward to:
Appraisal Institute Relief Foundation, c/o Appraisal Institute, 200 W. Madison Street, 15th Floor, Chicago, IL 60606, relieffoundation@appraisalinstitute.org.

In Memoriam

Lance Hurlburt, SRA, 61, Sarasota, FL passed away in December 2012. Lance earned a BA degree from John Fisher College in N.Y. and a Masters degree from the University of South Florida in Tampa. He spent most of his adult life as a certified general real estate appraiser and broker in the Sarasota area. Lance joined the Appraisal Institute and earned his SRA in 1990 in Rochester, N.Y and moved to Sarasota in 1998. He was a member of the Sarasota Association of Realtors and a member of the Appraisal Institute Florida Gulf Coast Chapter. He is survived by his brother, Lyman and his wife and several nephews and nieces.
Too Big to Fail, by J. Bruce Cumming, Jr., Membership Development Chair

Featuring Harvey Rosenblum, Executive Vice President and Director of Research, Federal Reserve Bank of Dallas

New College of Florida and the Global Interdependence Center are presenting *Too Big To Fail*, addressing why the United States recovery is taking so long. What does “Too Big to Fail” mean for banks? What is the state of the US banking system, and are there solutions?

The guest speaker will be Dr. Harvey Rosenblum, executive vice president and director of research, Federal Reserve Bank of Dallas. Dr. Rosenblum is also an associate economist for the Federal Open Market Committee, which formulates monetary policy. The presentation will be at New College of Florida’s Mildred Sainer Pavilion, 5313 Bay Shore Road, Sarasota, Florida on February 7, 2013 from 5:30 to 7:00 pm. A wine and cheese reception will follow the program. The cost is $25.00 per person and you can register with New College of Florida, or the Global Interdependence Center.

Mr. David R. Kotok, cofounder of Cumberland Advisors now headquartered in Sarasota, Florida and vice chairman & program chairman of the Global Interdependence Center was instrumental in bringing this program locally.

Last year the program featured Mr. Dennis P. Lockhart, president and chief executive officer of the Federal Reserve Bank of Atlanta. Mr. Lockhart was available for individual questions at the reception after the presentation.

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**AI® Connect**
Where people & ideas come together.

2013 Appraisal Institute Annual Meeting: *Turning Vision into Action* | July 23-25 | Indianapolis

**Save the date for the Appraisal Institute Annual Meeting!**
The site of the 2013 Appraisal Institute Annual Meeting, Indianapolis, IN, is teeming with arts, sports and cultural activities, all prime for exploring, experiencing and enjoying. Begin planning for AI Connect 2013 by perusing our “Indianapolis” page to learn more about some of the fantastic things Indianapolis has to offer every type of visitor, from families to sports fans to dining enthusiasts to shopaholics. All events will be held at the Hyatt Regency Indianapolis.

If you have ever considered serving as a speaker, panelist or workshop participant, now’s your chance to get involved! Click here for more information on topic ideas, how to apply and an easy-to-use application form. To view preliminary meeting brochure, click here.

➤ Registration for the Annual Meeting Opens January 28, 2013!

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**2013 Committees**

- Bylaws: Don Trask, MAI
- Candidate Guidance: Brian Zamorski, MAI
- Education: Kenneth G. Foltz, MAI, SRA
- Finance: Mary Patterson, SRA
- Government Relations: Brad Saucier
- Membership Development: J. Bruce Cumming, Jr.
- Nominating: David Lemonde, SRA
- Public Relations: Marilyn Hett
- University Relations: J. Bruce Cumming, Jr.
- Website / Social Media: Patricia Staebler, SRA & Ned Palmer, MAI
- Newsletter: Michael Jonas/ Nancy Bachor
November, 2012 - 4th Q Installation/Meeting & Other Events

November Chapter Meeting in Lakewood Ranch

Big crown at chapter lunch meeting and installation

Introduction of 2013 officers by Region Chair Shawn Wilson, MAI

Introduction of 2013 Florida Gulf Coast Chapter Directors

Installation of 2013 Chapter Leadership

Florida Law seminar presented by Tim Andersen, MAI

Chapter Sponsor Table at the 2013 CCIM Outlook Conference held in Tampa on January 18, 2013

Next meeting - February 28, 2013
1st Quarter Meeting of the Florida Gulf Coast Chapter
Thursday, February 28, 2013 - Tallahassee, FL

Please join us for the 1st quarter chapter lunch meeting and seminar!

Where: Hotel Duval, 415 N. Monroe Street, Tallahassee, FL

When: 9:00 AM—Noon: Seminar: Spotlight on USPAP: Hypothetical Conditions
12:30 PM—1:30 PM: Chapter Membership Luncheon Meeting Program

Note: The seminar tuition includes the chapter luncheon meeting

Meeting Program Speakers:
● Nick Pilz, SRA, Government Relations Chair for Region X - Government affairs and rules update
● Halsey W. Beshears, Florida State Representative, District 7—Meet your new state representative!

Directions to Hotel Duval:
From Tampa, take I-75 North to I-10 West. Take Exit 209A (US90/Mahan Drive). Follow Mahan Drive/Tennessee Street to Tallahassee. Turn right onto N. Monroe Street/US 27. Hotel Duval will be on the right as is three blocks from the State Capitol Building. Attendee parking fee will be covered by the chapter. Sleeping rooms are available at Hotel Duval for a group rate of $129/night. Mention “Appraisal Institute”.

Reservations are required to attend - please join us!
To register: www.appraisalinstitute.org/education/FloridaGulfCoast.aspx

Seminar (w/lunch) $100 | $150
Lunch Meeting Only: $25 | $30
R.S.V.P. Required!

Mail or Fax Registration to:
Florida Gulf Coast Chapter - AI
10014 N. Dale Mabry Hwy., Ste. 101
Tampa, FL 33618
T 813-962-4003 F 813-962-4006
Questions? wcoastfl@tampabay.rr.com
Register Early and Save...fees increase 2/21/13
Register Online Here

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