Hello, Florida Gulf Coast Chapter colleagues. Well, the heat has finally broken some and our record summer rains have also abated here in our Florida autumn. As 2013 winds down your chapter board and officers will convene soon to adopt a budget for 2014 and finalize our educational offerings. Having been a part of this process for several years now, I’m constantly amazed at the strength and constancy of our chapter; good times, bad times, recertification years, non-recert years, we have been very fortunate to remain financially sound and self-sustaining. I believe this has not just happened by chance; rather, we have a deep pool of leadership talent among our membership who stepped forward when asked. For the most part we have avoided petty bickering and one-upsman, unlike our Washington counterparts at this time. Instead, I believe we have paid attention to details but, equally important, have taken the long view for our chapter in our deliberations.

It was in this context that we brought forth the idea of establishing an educational trust at our 3rd Quarter board meeting and general meeting in Ft. Myers. We had first stumbled on the notion at our Tallahassee meeting in February, assisted by our former colleague and board member, Mike Herran, with timely research and counsel. The trust, or foundation, would be modeled after AI’s Education Trust and presumably have a board of directors that would serve possibly 4 years on a rotating basis and include the current chapter president. And, as we have attempted in all FGC staffing, it would be geographically diverse and include a representative blend of members (MAI, SRA, Candidate Members, etc.).

The formation of an FGC education trust would address two primary concerns, one immediate and the other long term:

- Repository of surplus reserves chapter has accumulated over the years (over 12 months of operating expenses) in alignment with AI policy;
- Ongoing source of funding and planning for FGC’s long-range educational program in light of the rapidly changing environment (distance learning by non-AI providers, for example)

At the August meeting the board authorized the chapter president to appoint a 3 to 5-member committee to investigate the feasibility of an education trust within the bylaws of the chapter and AI and report their findings to the FGC Board of Directors within 6 months.

I have had one member so far answer the call to serve on this important committee. I don’t believe it will be terribly time consuming and much of the business can be accomplished via teleconference. It will involve some interaction with AI
national and legal staff; in this regard I’m sure we can count on help from our own Shawn Wilson, MAI, Regi-
on X Chair. So, if the spirit moves you, please email or call me or Nancy Bachor, Executive Director, and
volunteer your service to the chapter.

I have thoroughly enjoyed serving as your 2013 Chapter President and have been guided by my original fo-
cus, building our brand and promoting our people. We have had some initial success in self-lobbying efforts
in Tallahassee and this will be picked up and carried forward by our colleagues at the Region level. I wish
we could have done better in the public relations arena but there has been some good exposure of AI and
FGC Chapter here in the Florida media, especially those drawing upon the expertise and recognition of our
own Joni Herndon, SRA (Tampa). We are about to experience new challenges in our market as a result of
the Biggert-Waters Act (flood insurance) and I’m sure AI and the Florida Gulf Coast Chapter will emerge as
the recognized experts in sorting out the impact of this governmental action.

Thanks again for allowing me to serve you and I hope to see y’all (especially you Candidate Members) in
Lakewood Ranch (Manatee County Realtors Association) at our chapter meeting and seminar Thursday, No-
vember 7. Please call or email me anytime with your questions, ideas, complaints, or thoughts; (727) 667-
8477; dicktobias@aol.com. We may not always prevail in decisions at the national level, but they know we
are here. And please, remember, we’re all in this together.

Attention Candidates for Designation!

Candidates **ARE REQUIRED** to attend at least one (1) chapter meeting in which the candi-
dates belongs each year. If you have not yet attended a chapter meeting this year, regis-
ter today for the final chapter meeting in Lakewood Ranch.

**Questions?** Contact the Admissions Department at
admissions@appraisalinstitute.org.

**Next meeting - November 7, 2013**

**Find an Appraiser Directory—Free Online Advertising**

“Find an Appraiser” receives more than 50,000 hits per month! Homeowners and potential
clients turn to this directory in search of appraisers to meet their needs.

Designated members, Candidates and Affiliates can update their accounts to increase visi-
bility to potential clients. Appraisers are searchable by city, specialty, language and
more.
The Cape Coral-Fort Myers Area is ranked No. 3 followed by the Tampa Bay Area ranked No. 4 in the US for MSAs with the highest property valuation fraud risk, according to the Interthinx 2nd Quarter 2013 Mortgage Fraud Risk Report. Bradenton-Sarasota-Venice made the list of top 10 coming in at No. 9. While the risk has declined from the 1st Quarter, it’s up substantially from the 2nd Quarter 2012. The Bradenton-Sarasota-Venice, Florida market posted a 48.1% increase this year. And, the Cape Coral-Fort Myers MSA also held the distinction of having the highest overall mortgage fraud risk in the United States for the second quarter of 2013. So what is the reason for the increase and why do the southwest Florida markets represent three of the top 10 MSAs for highest valuation fraud risk?

One answer may be that loan volume is up drastically in these markets. According to the Florida Realtors Association, closed single family home sales were up 12.5 percent over August 2012 with Cape Coral-Fort Myers MSA showing an increase of 19.3 percent, North Port-Bradenton-Sarasota MSA showing a 7 percent increase and the Tampa-St. Petersburg-Clearwater MSA showing a 10 percent increase. All of these home sales led to more mortgages. Data released on September 18, 2013 by the Federal Financial Institutions Examination Council showed that the total loan originations increased 38 percent from 2011 to 2012. During the same period, refinancing has increased 54 percent and home purchase lending increased by 13 percent. Perhaps this increase in mortgage activity stressed the already fragile system and fosters an environment for mortgage and appraisal fraud.

The Appraisal Institute has a book called “Fraud Prevention for Commercial Real Estate Valuation” by Vernon Martin, CFE. While I have not read this book, it appears that the most common type of commercial real estate fraud involves misrepresentations made to the appraiser by sellers, buyers, brokers, and decision makers who have a vested interest in the transaction. We’re all rushed to get the appraisal done often with unrealistic time constraints and it’s easy to just accept statements made to us at face value but make sure you take time to verify as much data as possible and have a second source to back up your assumptions. Because you know that when their deal falls apart, they won’t think twice about throwing the appraiser under the bus.

So how does this affect us in the Florida Gulf Coast Chapter? Well the saying goes that a few bad apples spoil the whole bunch, so the stigma attaches itself to all appraisers unfortunately. Therefore, it’s our job to turn in bad appraisals to the state and the Institute when we come across them. I know this is unpleasant and I’ve declined to do it on several occasions when I knew I should have but I think a positive approach we can all take is to share this information about valuation fraud to our customers and clients and explain to them how important it is to use reputable, qualified and designated appraisers. Appraisers who have to gone thru our education and training have more to lose when tempted with short term profits of misconduct. Let’s all work together to improve the overall reputation of our industry and promote the Appraisal Institute as the best appraisal organization.

Do you supervise trainees? New Rules Took Effect June 3, 2013:
Licensed Appraisers are no longer permitted to supervise Registered Trainee appraisers. Only Certified Residential and Certified General appraisers may supervise; Supervisory Appraisers must accept “full and complete” responsibility for “any research, data collection, development, analysis or communication of any appraisal review or appraisal report by signing and certifying the report is in compliance with USPAP”; Supervisory Appraiser must personally inspect each appraised property with the trainee for a minimum of the first twelve months of the trainee’s initial registration; A registered trainee “may not sign an appraisal certification with the first twelve months of his or her registration.
For the complete language, Click Here.
When: Thursday, November 7, 2013
Where: Manatee Association of Realtors Event Center
       Lakewood Ranch, FL

Schedule of Events
November 7: 9:30 AM:    Board of Directors Meeting
           11:30 AM:   Chapter Lunch Meeting/Program
           1:15 AM - 4:15 PM – Seminar: Lessons From the Old Economy

Seminar: Lessons from the Old Economy: Working in the New (3 hours CE- FL & AI)
This 3-hour program was developed by William Pittenger, MAI and includes a look at what led to and resulted from the Great Recession, the broadest, deepest and most severe economic and real estate downturn since the Great Depression of the 1930s. This program will look at and learn to understand the signals the market was sending and explore ways that appraisers might respond differently. The program will explore the role of forecasting in both residential and commercial appraisers and learn to get behind the numbers.

This seminar will be of significant relevance to commercial and residential appraisers, as well as lenders and others affiliated with the lending and appraisal industries. With four decades of broad experience, an author, speaker and consulting economist, Bill Pittenger, MAI, SRA provides the expertise your community bank requires. This seminar promises to be very enlightening. It is approved for 3 hours of CE credit for both Florida and the Appraisal Institute. Register today to ensure your seat.

Meeting Program: Region X Vice Chair, C. Thomas Cowart, MAI will be on hand to install the 2014 newly elected chapter leaders and give us a report on the latest AI News, including the 45-Day Notice. In addition to the installation ceremony, we will hear from our chapter president for an update on Florida Gulf Coast chapter initiatives. We hope to see you there!

Chapter Membership News

New MAI:
   Mitchell Hammer, MAI, New Port Richey

New Candidate for Designation:
   Jonathan Hurt, Tampa

New Practicing Affiliates:
   Freddy Ferro, St. Petersburg
   Deborah Rivers, Ft. Myers
   Richard C. Tyler, Estero
   Daniel Williams, Tampa

New Affiliate:
   Vira Suarez, St. Petersburg

Transfer In:
   Anthony Essa, Sarasota

Transferred Out:
   Heidi Schaff Burns (to Upstate New York)
   Allan Dickens, SRA (to Northeast Florida)
   Deborah Rosa, MAI, SRA (to Puerto Rico)
   Steven MacGrogan (to North Carolina)

Terminated:
   Paul A. Grimes, Gulf Breeze
The 2013 education year is coming to a close and we want to thank everyone who attended classes this year for your continued support of our programs. There is much work and preparation that goes into the classes that are presented each year. We rely on dues and education revenue to maintain our chapter at a high quality level. There are a few more offerings scheduled prior to the end of the year, so look over the attached schedule for the remaining classes in addition to all of the new 2014 offerings. As you can see, we have another full schedule to meet your needs. Remember that the Florida recertification deadline is November 30, 2014.

We presented a new residential seminar at the August 22nd chapter meeting in Ft. Myers, “Appraising the Appraisal, Appraisal Review—Residential”. Two courses were also recently held in Tampa, Advanced Income Capitalization in September, and Real Estate Finance in early October with very good enrollments. Business Practice & Ethics will be held in late October and seats are filling up fast. Please note that the updated Florida Law seminar is still pending approval with the state of Florida, so we have replaced the November Law offering with a 3-hour seminar “Lessons from the Old Economy: Working in the New” developed and presented by William Pittenger, MAI, SRA. This seminar will be of significant relevance to both commercial and residential appraisers, as well as lenders and others affiliated with the lending and appraisal industries. Sign up quickly for this very popular class. This will be our final offering of the year.

As you can see from the 2014 education schedule, we will have a very busy year ahead with a variety of qualifying education courses, advanced education, professional development programs, new seminars and several offerings of USPAP and Florida Law in a variety of locations throughout our chapter’s jurisdiction. Remember that 2014 is a recertification deadline year in Florida, so make your plans early. Remember when taking an advanced course that there are prerequisite requirements before you can register. Don’t wait until the last minute to get your hours—start early!

Please let us know if you have any special requests for next year, we are here to serve you. 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 Gary Scott, SRPA, SRA at info@coastalpropertyconsultants.com with any questions or concerns.

Seeking Proposals for New Land Valuation Seminar

The Appraisal Institute is looking for one-day seminar proposals covering the topic of land valuation. If interested, please contact Fran Rosenstein, Manager, Seminar Development, Appraisal Institute at frosenstein@appraisalinstitute.org.

2014-2015 USPAP Book Available from the Appraisal Foundation

The 2014-2015 edition of USPAP has been released and is available for purchase with the Appraisal Foundation at www.appraisalfoundation.org. The printed, spiral bound copy price is $75 and the electronic pdf download is $60. It is MANDATORY that you bring the 2014-2015 USPAP book with you to class. Register soon for any of our 2014 USPAP classes in a location near you. Check out the attached schedule.

Attention—USPAP Instructors

A notice was sent to all AI USPAP instructors that any USPAP instructor who is scheduled to teach between Nov.15, 2013 and March 31, 2014 MUST complete the Instructor Recertification Course (IRC) by Oct.31, 2013 prior to teaching the 2014/2015 version. If the course is not completed by then, instructors will be relieved of their assignment. All other instructors must complete the IRC prior to March 31, 2014, or they will be removed from the AI approved list.
<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
<th>Instructor(s)</th>
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<tbody>
<tr>
<td>October 25, 2013</td>
<td>Business Practice &amp; Ethics  (CE 4)</td>
<td>Best Western Bay Harbor Hotel, Tampa</td>
<td>Gary F. Scott, SRPA, SRA</td>
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<tr>
<td>November 7, 2013</td>
<td>Chapter Meeting— Manatee Association of Realtors Lessons From the Old Economy: Working in the New</td>
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<td>William Pittenger, MAI, SRA</td>
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<td>January 30, 2014</td>
<td>Appraising Condos, Co-ops and PUDs  (Tampa)  (NEW)</td>
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<td>Sandra K. Adomatis, SRA</td>
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<td>February 4–7, 2014</td>
<td>General Market Analysis &amp; Highest and Best Use  (QE)</td>
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<td>John Blazejack, MAI/Gary Scott</td>
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<tr>
<td>February 13, 2014</td>
<td>Income Approach for Residential Appraisers  (NEW)</td>
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<td>Gary Scott, SRPA, SRA</td>
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<td>February 28, 2014</td>
<td>Chapter Meeting—Ft. Myers Critical Thinking in Appraisals  (3 hours) (NEW)</td>
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<td>John Blazejack, MAI</td>
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<td>March 5, 2014</td>
<td>3-Hour Florida Law  (Tampa)</td>
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<td>Diane Gilbert, MAI, SRA</td>
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<td>March 6, 2014</td>
<td>7-Hour USPAP Update  (Tampa)</td>
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<td>March 11–14, 2014</td>
<td>General Sales Comparison Approach  (QE)</td>
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<td>Gary Taylor, MAI</td>
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<td>April 1, 2014</td>
<td>3-Hour Florida Law  (Ft. Myers)</td>
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<td>Timothy Andersen, MAI</td>
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<td>April 2, 2014</td>
<td>7-Hour USPAP Update  (Ft. Myers)</td>
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<td>April 10, 2014</td>
<td>Unraveling the Mystery of Fannie Mae Appraisals  (NEW)</td>
<td></td>
<td>John Underwood, MAI</td>
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<tr>
<td>April 29, 2014</td>
<td>3-Hour Florida Law  (Fort Walton)</td>
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<td>Diane Gilbert, MAI, SRA</td>
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<tr>
<td>April 30, 2014</td>
<td>7-Hour USPAP Update  (Fort Walton)</td>
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<td>May 7–8, 2014</td>
<td>Appraiser as Expert Witness</td>
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<td>John Underwood, MAI, SRA</td>
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<td>May 16, 2014</td>
<td>Business Practice &amp; Ethics</td>
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<td>Vince Dowling, MAI</td>
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<tr>
<td>May 30, 2014</td>
<td>Chapter Meeting—St. Petersburg Litigation Assignments for Residential Appraisers  (NEW)</td>
<td></td>
<td>Joni Herndon, SRA</td>
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<td>June 9, 2014</td>
<td>3-Hour Florida Law  (Sarasota)</td>
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<td>Charles T. Cowart, MAI</td>
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<td>June 10, 2014</td>
<td>7-Hour USPAP Update  (Sarasota)</td>
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<td>July 23, 2014</td>
<td>3-Hour Florida Law  (Tallahassee)</td>
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<td>Clay Ketcham, MAI</td>
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<td>July 24, 2014</td>
<td>7-Hour USPAP Update  (Tallahassee)</td>
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<tr>
<td>August 8, 2014</td>
<td>Residential Applications Using Excel</td>
<td></td>
<td>Sandra K. Adomatis, SRA</td>
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<tr>
<td>August 21, 2014</td>
<td>Chapter Meeting—Northwest Florida Seminar: TBA</td>
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<tr>
<td>September 8–11, 2014</td>
<td>General Site Valuation &amp; Cost Approach  (QE)</td>
<td></td>
<td>Gary Taylor, MAI, SRA</td>
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<td>September 25–26</td>
<td>Real Estate Finance  (QE)</td>
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<td>Vince Dowling, MAI</td>
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<td>October 8, 2014</td>
<td>3-Hour Florida Law  (Tampa)</td>
<td></td>
<td>Robert Sutte, MAI</td>
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<tr>
<td>October 9, 2014</td>
<td>7-Hour USPAP Update  (Tampa)</td>
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<tr>
<td>October 21–24, 2014</td>
<td>General Report Writing &amp; Case Studies  (QE)</td>
<td></td>
<td>Dana Thornberry, MAI</td>
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<tr>
<td>November 6, 2014</td>
<td>Chapter Meeting—Sarasota Seminar—TBA</td>
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<tr>
<td>November 12–13, 2014</td>
<td>Residential Markey Analysis &amp; Highest and Best Use  (QE)</td>
<td></td>
<td>Gary Scott, SRPA, SRA</td>
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</tbody>
</table>

**Online Education:** When taking online education, remember to check state approvals prior to registering! Be sure your class is approved in Florida. [Click Here](http://www.appraisalinstitute.org/education/GulfCoastFlorida.aspx)
Candidates for Designation Requirements

➤ **C4D Requirement - Candidate Attendance at Chapter Meeting Due by December 31st**

**NOTE**—During each calendar year, candidates must attend at least one (1) chapter meeting to which the candidate belongs. There is only one meeting left, so register today for the Nov. 7th chapter meeting. The AI Web site now features an interactive tool to help you log your chapter meeting attendance at “Log My Chapter Meeting Attendance”. You will be directed to the screen to verify your chapter meeting attendance. Questions: contact the Admissions Department at admissions@appraisalinstitute.org.


**CE Requirement**: Candidates and Practicing Affiliates must complete 70 hours of continuing education for every five-year cycle. Designated members must complete 100 hours of CE every 5-year cycle.

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**Capstone Program 2014**

The Appraisal Institute will present the General Demonstration Report—Capstone Program in the following locations next year—Sign up now. These classes fill quickly!

- **Orlando**: February 17–23, 2014 (Sold Out)  
  - **Newark**: July 14–20, 2014
- **Charlotte**: April 28–May 4, 2014 (Sold Out)  
  - **Chicago**: September 15–21, 2014
- **San Diego**: April 28–May 4, 2014 (Sold Out)  
  - **Louisville**: November 17–23, 2014

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

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**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 > 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.

2013 FREAB Meeting Date: December 9 & 10, 2013
Appraisal Institute Announces Major Strategic Initiatives

The Appraisal Institute on Oct. 8 announced three major strategic initiatives that have the potential to fundamentally reshape the global valuation profession.

The Appraisal Institute will:

• Issue proposed standards of valuation practice that could serve as an alternative for valuation professionals where national or other standards are not required;

• Expand delivery of Appraisal Institute education, becoming more proactive in identifying and pursuing appraisal educational opportunities; and

• Create a new certification organization to establish a future generation of cross-disciplinary valuation professionals and to enhance their marketability in a competitive job environment.

“These strategic initiatives are creative and comprehensive. They will have a huge impact on the future of the global valuation profession,” said Appraisal Institute President Richard L. Borges II, MAI, SRA.

The Appraisal Institute will issue proposed standards of valuation practice that could serve as an alternative for valuation professionals when current national or other standards are not required. These standards could be used when Uniform Standards of Professional Appraisal Practice, International Valuation Standards or other standards are not required and the use of the proposed standards would be appropriate.

They would serve as an alternative set of standards that could be used independently, and not as an additional set of required standards. AI’s new standards would not supplant USPAP or other national standards. The Appraisal Institute also will issue a proposed comprehensive revision of its Code of Professional Ethics.

The Appraisal Institute will expand its delivery of Appraisal Institute education through a wider number and scope of providers, becoming more proactive in identifying and pursuing educational opportunities. By expanding its education delivery, the Appraisal Institute will be able to strengthen its position as the leader in appraiser education; increase the exposure of AI and its consistent, high-quality education; expand the recognition of AI and its professionals; increase awareness and interest in the valuation profession; and strengthen AI’s relationships with other organizations.

By the Appraisal Institute creating a new certification organization, the new entity will establish a future generation of cross-disciplinary valuation professionals and will enhance their marketability in a competitive job environment. Creating a certification organization will allow the new entity to demonstrate leadership in cross-disciplinary valuation principles, standards, methods and ethics.

The new certification organization will establish a cross-disciplinary valuation body of knowledge that would become the focal point for a newly composed valuation profession. It will provide professional certifications to individuals who meet select criteria, taking advantage of current market opportunities. And it will seek to be recognized as the foremost organization for cross-disciplinary valuation professionals in the U.S. and eventually in the world.

“The Appraisal Institute’s well-conceived, well-planned approach is being announced and implemented collectively as part of a coordinated, strategic effort to address market need and demand, to strengthen the valuation profession and to reinforce the Appraisal Institute’s leadership of the profession,” Borges said.

The Appraisal Institute will announce details of each of the three strategic initiatives in the near future.

Do you have a comment?  Click Here

Note—Attend the November 7th  FGC Chapter Meeting for discussion on this new AI initiative.
Members in the News....

Two Florida Gulf Coast chapter members recently presented an Appraisal Institute webinar. Patricia Staebler, SRA and Lawrence J. Golicz, Ph.D., MAI, presented a 2-hour webinar on Insurance Replacement Valuation: An Emerging Appraisal Discipline, which discussed the emergence of this discipline within the appraisal profession. Discussion included issues and processes related to the scope of work, valuations of newly constructed and reconstructed real estate, and the various approaches to value that can be utilized to reach the specific unique goals of the Insurance Replacement Valuation process. They are also preparing this presentation as an approved Appraisal Institute seminar.

Geri Armalavage, MAI, Naples, FL becomes the first and only woman in U.S. to achieve both the MAI and CBA Appraisal Designations and only one of seven people in the U.S. to hold both prestigious designations. Geri and her husband, Richard L. Armalavage, MAI own Armalavage Valuation. The company recently joined with 41 other appraisal firms to form Valbridge Property Advisors, a national organization with headquarters in Naples that provides independent valuation and advisory services to local, regional and national clients. Geri is chair of the board of directors and senior managing director of Valbridge Property Advisors.

Congratulations to chapter member Julie Battaglia, MAI, Tampa, on the birth of her baby boy, Gavin William, born on August 9th, weighting in at 8 lbs. 14 oz. What a cutie!

Congratulations to Val Chiasson, MAI, SRA, South Florida Chapter, who was recently elected as the 3rd Director for Region X. Val’s term begins in 2014.


The Florida Gulf Coast Chapter will be looking for members who are interested in the Leadership Development & Advisory Council (LDAC) on May 21–23, 2014 in Washington, D.C. This is an intensive idea-generating meeting with government contacts. We need members who want to be involved and is the ideal way to participate in leadership at the chapter level. The chapter partially reimburses individuals for their expenses.

LDAC has served as a source of leadership and an inspiration for new programming ideas for the Appraisal Institute for over 30 years. It helps establish an appraiser presence in Congress and provides a forum where ideas and opinions of targeted topics of concern in the appraisal profession are exchanged. LDAC has a long history as a training ground for future leaders within the Appraisal Institute. LDAC alumni can be found serving throughout the country as Chapter Presidents, Regional Representatives, members of National Committees and even as National Officers and members of the Board of Directors.

The chapter board of directors will be selecting members to attend the 2014 LDAC. If you are interested in representing the Florida Gulf Coast Chapter at LDAC in 2014 or at a future time, sign up on the Chapter Leadership Resource Registry today. Click on Volunteer Today: submit your areas of interest and expertise. Log in by entering your username and password, Service Registry, 2014 Florida Gulf Coast Chapter, on left side click on 2014 Florida Gulf Coast Chapter, Enter/ LDAC/ Submit.
Mitchell Hammer, MAI, New Port Richey, FL

1. Where do you work?  How long?
   U.S Department of Treasury, since 2006

2. How did you get started in the business?
   Right out of college in 1989, went to work for the local appraisal firm of Candler-Sawyer & Associates, St. Petersburg.

3. What type of appraisal work do you do?
   Most all commercial property types, with controversial valuation issues, often litigation related.

4. How has your practice changed in recent years?
   Not all that much. However, I specialize in federal tax-related valuation and we all know how long it takes the fed to change.

5. Who/what is the biggest influence for you in getting the designation?
   Myself/my bank account/job security...duh!

6. Hometown?  New Port Richey, FL

7. Favorite Hobby/Activities?
   Mountain biking, road biking, surfing, hiking, fishing, just about anything outdoors!

8. What advice can you give to other associate members letting the demo hold them back from receiving their designation?
   Make yourself a deadline, schedule your time, set interim goals, and just do it. With all the options the Institute provides for the demo now, there’s absolutely no reason to not get it done.

9. Any other advice to associate members?
   It’s never too late. I put off my demo for nearly twenty years, for really no good reason except not allowing myself the time to do it.

Congratulations Mitch!
Leadership Resource Registry — Service Opportunities

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 the 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. Register today.

Nation’s Appraisal, Mortgage Fraud Declines

Appraisal and mortgage fraud is improving nationwide, according to data from the 15th Annual Mortgage Fraud Report released Sept. 10 by research services firm LexisNexis.

The FBI’s pending fraud cases totaled 1,954 during fiscal year 2012 — down from 2,691 cases reported the previous year.

LexisNexis determined the level of fraud based on reports made to the Mortgage Industry Data Exchange, a database of subscriber-verified fraud and material misrepresentation involving industry professionals. Nearly 70 percent of MIDEX reports in 2012 involved application fraud (the most of any category) while 20 percent involved fraudulent verifications of deposits.

For mortgage originations reported during 2012, only 9 percent involved appraisal fraud, plummeting from a high of more than 75 percent in 2009. “As was noted in last year’s report, distressed homeowner fraud has replaced loan origination fraud as the most visible threat to the mortgage industry,” the report stated.

The report noted that the Investigation Mortgage Fraud Index in Florida was 805 — more than eight times the expected rate of reported fraud and/or misrepresentation based on the state’s origination volume.

The investigation fraud index reflects originations from current and prior years. A score of 100 indicates that reported fraud in the state is in line with national expectations based on originations.

Nevada’s investigation fraud index score was 280; followed by Arizona (174), Delaware (165) and Illinois (150).

A second index, the Origination Fraud Index, reflects the level of mortgage fraud based solely on 2012 originations. With an origination index of 224, Ohio had the worst score, double what would be expected for the level of originations in the state, according to the report. New Jersey came in second with an index of 213, followed by California (196), Florida (169) and Washington (167).

Read the LexisNexis 15th Annual Mortgage Fraud Report
2014 Leadership—Florida Gulf Coast Chapter

The 2014 chapter leadership listed below will be installed at the November 7th chapter meeting.

President: Woodman Herr, MAI
Vice President: Michael P. Jonas, MAI
Secretary: Mary Patterson, SRA
Treasurer: Don Saba, SRA
Immediate Past President: C. Richard Tobias, MAI

Region X Representatives (2011—2014):
Chris Finch, MAI
Stephen A. Griffith, MAI
David Lemonde, SRA
Woodman Herr, MAI (2014 Chapter President)

Region X Representatives (2011—2014):

Brad Johnson, MAI
Michael McKinley, SRA
Wesley Sanders, MAI
Patricia Staebler, SRA

Directors (2012—2014)

Region X Representatives (2013—2016)

Ned Palmer, MAI
Brad Saucier, Candidate
Gary Scott, SRPA, SRA

Region X Representatives (2014—2017)

Michael P. Jonas, MAI (2014 Vice President)
Joel Salley, SRA

Alternates: Karen Goforth, MAI; Don Trask, MAI
Ilya Gaev, MAI, Dan Green, MAI, Todd Jones, MAI,
James Parham, MAI, Wesley Sanders, MAI, Julie
Battaglia, MAI, Mary Patterson, SRA, Don Saba,
SRA, and Brent Scott, MAI

Directors (2012—2014)

Brad Johnson, MAI
Michael McKinley, SRA
Wesley Sanders, MAI
Patricia Staebler, SRA

Directors (2013-2015)

Dan Richardson, Ph.D., MAI
Brian Zamorski, MAI
Julie Story, Candidate

Director (2014—2016)

Geri Armalavage, MAI

We hope you will join us for the installation of the 2014 chapter leadership on Thursday, November 7th in Lakewood Ranch to show our appreciation to these chapter volunteers!

Employment Opportunities

Residential Appraiser - Sarasota (Sarasota County Property Appraisers Office)

A full-time position that involves moderate to complex work in appraisal preparation. Duties include but are not limited to: Researching data, inspection of property, determination of characteristics, collect and review field data, analysis of sales and market data, and communication with taxpayers. Mass appraisal experience preferred (2 or more years), Florida State Certified appraiser with a minimum of 3 years experience. Must be computer literate with MS Excel and Word, and possess a valid Florida driver’s license. Position requires strong written and verbal skills, creative problem solving skills, understanding of CAMA software, and excellent customer relations. High level of detail and accuracy desired. When applying include a list of all appraisal education, dates, location, & provider. Residential Appraiser - Starting salary from $40,000 to $49,232. Application Options and at - http://www.sc-pa.com/our-office/employment-opportunities/ With offices located in Venice and Sarasota, we offer competitive salaries, an excellent benefits package, which includes Health & Dental Coverage, Deferred Compensation Plan, vehicle for business use, fitness facilities, State of Florida Retirement Plan, 11 paid Holidays, Paid Time Off (PTO) system and more. Contact: Sarasota County Property Appraiser - Attention: Human Resources, 2001 Adams Lane, Sarasota, FL 34237
Associate Members Under the Candidate for Designation System

Under the new Appraisal Institute structure from that of a professional association to a professional society, which focuses on the Candidate for Designation program, [http://www.appraisalinstitute.org/airesources/candidate.aspx](http://www.appraisalinstitute.org/airesources/candidate.aspx), and the path to designated membership, [http://www.appraisalinstitute.org/airesources/guides.aspx](http://www.appraisalinstitute.org/airesources/guides.aspx), former associate members need to update their professional qualifications -- paper, electronic and online to reflect this change.

Based upon my review of Regulation No. 1 (Admission to General Candidacy and MAI Membership), Page 4, Lines 41 and 42 that the new term for general associate member is General Candidate and according to my review of Regulation No. 2 (Admission to Residential Candidacy and SRA Membership), Page 4, Lines 48 and 49 that the new term for residential associate member is Residential Candidate, assuming that the former associate member elected candidate status.

The third possibility would be for a former associate member to be a practicing affiliate, [http://www.appraisalinstitute.org/airesources/affiliate_mem.aspx](http://www.appraisalinstitute.org/airesources/affiliate_mem.aspx).

STAND OUT FROM THE CROWD

Become a Candidate for Designation

Why become a Candidate for Designation?

- The appraisal industry has become increasingly competitive in recent years, and joining the Appraisal Institute demonstrates that you are a well-credentialed and highly qualified valuation professional who is serious about your career
- AI Benefits provide access to educational materials and business tools geared toward moving you ahead in the profession

Who can become a Candidate for Designation?

- Those who are state certified appraisers (or equivalent) with an interest in pursuing the prestigious MAI or SRA Designations

What are the benefits to becoming a Candidate for Designation?

- One on one personalized support from an AI Advisor
- Mutually agreeable goals and milestones
- Clear and structured sequence of steps for completing the requirements for designated membership
- Established timeframes for earning a designation

What are the MAI and SRA Designations?

- **MAI Designated members** are experienced in the valuation of commercial, industrial, residential and other types of properties and advise clients on real estate investment decisions. Students enrolled in an Appraisal Institute-approved Master's Degree Program may work toward their MAI designation while pursuing their advanced degrees.

- **SRA Designated members** are experienced in the valuation of residential real property

- Candidate program fees are **$450 per year**, but are prorated for those joining between February and November. Anyone joining after November will be charged the full fees for the upcoming year.

[Click here](http://www.appraisalinstitute.org) for current MAI and SRA Designation requirements

Questions? Email aiservice@appraisalinstitute.org or call 888-7JOINAI.
**New Al Career Center**

The Appraisal Institute’s new expanded employment resource—the **AI Career Center**—includes enhanced features to help valuation organizations make high-quality employment connections nationwide.

**Employers**—Finding your next employee is easy! The new Appraisal Institute Career Center will streamline employers’ hiring process with: **unmatched exposure for job listings**; auto notification of new candidates who meet employers’ criteria; **easy online job management**; and **resume searches** of AI professionals. Any organization looking to hire a new valuation professional can search the AI Career Center’s resume database at any time at NO COST. After setting the criteria for the ideal job candidate, employers can simply wait for the AI Career Center system to email them when new resumes are a match. All employers online accounts include reports that show the number of individuals that have viewed any posted jobs and applied online. And each account is provided with reports that show how many times the jobs are sent out in a “job agent” or “emailed to a friend”. Designated members of the Appraisal Institute receive one free job posting in 2013.

**Job Seekers**—The new Career Center will provide AI Designated members, Candidates for Designation, Practicing Affiliates and Affiliates with: **FREE and confidential resume posting**; **job search control**, including automatic email notification of new jobs that match their criteria; **easy job application**; and **saved jobs capability**.

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**Are You Ready for Your State Appraisal Exam?**

This new test prep guide from the Appraisal Institute, the leading authority on real estate appraisal, provides the instruction and practice problems you need to take and pass your state licensing or certification examination. Using the 1,000+ real-world questions and answers provided, you can:

- Educate yourself on the concepts likely to be covered on the exam.
- Understand the logic behind the testing and scoring processes.
- Get study and test-taking tips to improve your chances of passing.

Prepare to meet and beat this career-making challenge.

Al Member Cost: $60

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**2013 Chapter Committee Chairs**

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<tr>
<th>Bylaws:</th>
<th>Don Trask, MAI</th>
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<tr>
<td>Candidate Guidance:</td>
<td>Brian Zamorski, MAI</td>
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<td>Education:</td>
<td>Gary F. Scott, SRPA, SRA</td>
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<td>Finance:</td>
<td>Mary Patterson, SRA</td>
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<td>Government Relations:</td>
<td>Wesley Sanders, MAI</td>
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<td>Membership Development:</td>
<td>J. Bruce Cumming, Jr.</td>
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<td>Nominating:</td>
<td>David Lemonde, SRA</td>
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<td>Public Relations:</td>
<td>Marilyn Hett</td>
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<td>University Relations:</td>
<td>J. Bruce Cumming, Jr.</td>
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<tr>
<td>Website / Social Media:</td>
<td>Patricia Staebler, SRA &amp; Ned Palmer, MAI</td>
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<td>Newsletter:</td>
<td>Michael Jonas/ Nancy Bachor</td>
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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](http://www.gulfcoastai.org).
New Appraisal Review Education & Designation Program

The Appraisal Institute soon will begin offering a review designation program. Those pursuing an Appraisal Institute review designation will be able to fulfill certain education requirements by completing one or more review courses, depending on what designation is being pursued (residential or general) and what Appraisal Institute designation, if any, already is held. For more information on the requirements for the review designation, please see [http://www.appraisalinstitute.org/airesources/review-designations/](http://www.appraisalinstitute.org/airesources/review-designations/).

In October, the Appraisal Institute will premiere the first of four new review courses, *Review Theory: Residential*. A second course, *Review Theory-General*, premieres in December. *Review Case Studies-Residential* and *Review Case Studies-General* will premiere in the first quarter of 2014. These four new courses expand on the review education already offered by the Appraisal Institute in its two *Appraising the Appraisal: Appraisal Review* seminars.

Review Theory Courses
To be a reviewer, an appraiser must learn how to develop opinions of completeness, accuracy, adequacy, relevance and reasonableness relative to the work under review. These opinions must be refined through tests of reasonableness in order to develop opinions of appropriateness and credibility. By taking these courses, participants may gain invaluable confidence on the fundamentals of review. By the end of the course, participants should be able to:

- Define review
- Distinguish between appraisal and review.
- Evaluate the necessary knowledge and skills required to complete reviews.
- Distinguish between trivial and material errors.
- Identify types of review assignments and the process employed in the reviewer’s scope of work.
- Recognize regulatory compliance issues for review appraisers.
- Identify the steps necessary to effectively communicate the review.

*Review Theory: Residential*
- The fundamental review course that all residential reviewers should have in their education background.
- Required course for individuals pursuing the Appraisal Institute Residential Review Designation.
- 3 days (exam day 3, optional 1 hour review)
- 17 CE hours (15 class/ 2 exam)

(Continued)
No prerequisites, however the course is written for appraisers at the Residential Certified level.
Premieres Oct. 23-25, 2013, Chicago
Release to chapters: February 15, 2014

Review Theory: General
- The fundamental review course that all general reviewers should have in their education background.
- Required course for individuals pursuing the Appraisal Institute General Review Designation.
- 5 days (exam day 5, optional 1 hour review)
- 33 CE hours (30 class/, 3 exam)
- No prerequisites, however the course is written for appraisers at the General Certified level.
Premiere Dec. 3-7, 2013, Chicago
Release to chapters: April 15, 2014

Review Case Studies Courses
By exploring techniques and methodologies used by professional reviewers, participants will learn practical application through problem solving case studies. They will cover the fundamentals of review as well as comparative techniques for effectively analyzing appraisal reports. Other topics include tests of reasonableness and communication. Participants will learn how to compose a review appraisal that has effective communication of appraisal review results, and they will gain a thorough understanding of Standard 3. After completing this course, participants will gain recognition for their skill set, have greater confidence in addressing review assignments, and enhance their business opportunities.

Review Case Studies-Residential
- Required course for individuals pursuing the Residential Review Designation who do not hold an Appraisal Institute residential or general designation
- 2 days (exam end of day 2)
- 15 CE hours (14 classroom, 1-hour exam)
- Prerequisite: Review Theory: Residential
Premiere TENTATIVE: July 2014
Release to chapters: TENTATIVE October 2014

NEW! Review Case Studies-General
- Required course for individuals pursuing the General Review Designation who do not hold an Appraisal Institute general designation
- 4 days (exam day 5)
- 32 CE hours (30 classroom, 2-hour exam day 5)
- Prerequisite: Review Theory: General
Premiere TENTATIVE: June 2014
- Release to chapters: September 2014

If you are interested in these courses, please contact the chapter office at (813) 962-4003 or email info@gulfcoastai.org.

Save the Date.....
**1st Quarter Chapter Meeting—2014 — February 28, 2014 in Ft. Myers**

**Seminar:** Critical Thinking In Appraisals (NEW)

**When:** Friday, February 28, 2014

**Instructor:** John Blazejack, MAI, SRA

**CE Credit:** 3 Hours Florida & AI
Please join us for the 4th quarter chapter lunch meeting, installation & seminar!

Where:  Manatee Association of Realtors Conference Center  
10920 Technology Terrace Drive, Lakewood Ranch, FL

When:  9:30 AM—11 AM:  FGC Chapter Board of Directors Meeting  
11:30 AM—1:00 PM:  Lunch Meeting, Installation of 2014 Leadership, Program  

(Note: The seminar tuition includes the chapter lunch buffet and meeting. Register Today!)

Program:  The installation ceremony for the 2014 chapter leaders will be officiated by Region X Vice Chair Tom Cowart, MAI. Tom will be on hand to address the 45-Day Notice material and all the latest national news. Chapter President Tobias will update everyone on chapter news. Don't miss our final chapter meeting of 2013, sign up today. Come and show your appreciation to our 2013 chapter board and your support for our incoming chapter leaders! We appreciate their service!

Directions to Manatee Realtors Conference Center:  
Traveling I-75 South from Tampa—Take Exit 220 (SR 64) and go east on SR 64 to Lakewood Ranch Boulevard. Turn right and go approximately one mile to the Realtors Building on the right.  
From Ft. Myers—take I-75 to Exit 217A (SR 70) and go east to Lakewood Ranch Boulevard and turn left. Proceed approximately one mile to Realtors building on the left.

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

Registration — November 7, 2013 - 4th Q Lunch Meeting and Seminar

Name __________________________________________________________  
Firm ___________________________________________________________  
CC Billing Address _______________________________________________

City ____________________________ State ______ Zip _______________  
Email _____________________________ License # ___________________  
Phone ________________________ Fax: ____________________________  

Payment: Circle One: Visa - MC - Amex - Discover - Check  
Credit Card: ____________________________________________ Exp. Date ___________ CCV: ________

Name on Card: ____________________________________________________________________________

Lunch & Seminar  $100 | $120  
Lunch 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 Online Here

Florida Gulf Coast Chapter of the Appraisal Institute  
10014 N. Dale Mabry Highway, #101, Tampa, FL 33618  
Phone: (813) 962-4003  Fax: (813) 962-4006 • Website: http://www.gulfcoastai.org