

South Florida Chapter

Editor: Carolyn "Lynn" Bodor, SRPA



**Appraisal
Institute®**

*Professionals Providing
Real Estate Solutions*

July 2017

APPRAISERS' APPRISER

South Florida Chapter

President's Message Carlos Gobel, SRA



Fellow members and esteemed colleagues of the South Florida Chapter of the Appraisal Institute – I hope this newsletter finds you well, in good spirits, and in a prosperous state. Simply a few housekeeping items this time around. First, should you be interested in serving our chapter or attending the 2018 Leadership Development and Advisory Council (LDAC) in Washington, DC, please remember to complete the Chapter Leadership Resource Registry online at www.appraisalinstitute.org/about/about-the-appraisal-institute/ai-volunteer-opportunities/. Even if you submitted your interest last year for 2017, you need to resubmit for 2018 as the information does not carry over from year to year. The deadline to submit your interest is September 1st.

Secondly, our national board of directors commissioned a project team to study and recommend changes to our organization's current governance structure. Amongst the recommended changes are to do away with the organization's regions and reconfigure chapters by state boundaries having no

more than 50 chapters nationwide and establishing a minimum of 300 members per chapter. I will withhold my personal opinion on the matter so as not to unduly influence your thoughts on the matter. The complete findings and recommendations report can be found online at www.appraisalinstitute.org/governance-structure/. I encourage each of you to go online, read through the proposal, and provide the national board of directors with your input – whether it is in favor of the proposed changes or against them.

Lastly, Lauren Dowling's (our region's executive director) husband passed away unexpectedly this past Sunday (July 16th). Cards and notes may be mailed to Lauren and her family in care of the East Florida Chapter, 13194 U.S. Highway 301 South, Suite 321, Riverview, FL 33578. Donations may be made at <https://www.youcaring.com/laurendowling-879768>. Please keep Lauren and her family in your thoughts and prayers.

Please don't forget to register for our chapter meeting, luncheon and seminar being held Friday, August 18th in Fort Lauderdale. Hope to see you all there!

Carlos Gobel, SRA
Chapter President, 2017
cgobel@thegregroup.com

Chapter Meeting & 3-Hour Seminar

Friday, August 18, 2017

Courtyard by Marriott, Fort Lauderdale

11:45 am–4:00 pm

Appraising for the Office of Valuation Services (OVS) and Other Federal Agencies

Instructor: Michael Brady, MAI, SRA, AI-GRS

CE 3-Hours, 0009716



July 18, 2017

Dear Appraisal Institute Colleague:

The Appraisal Institute has posted a [new web page](#) that provides information about the Governance Structure Project Team's recent recommendations to the AI Board of Directors. It includes an opportunity for you to make your voice heard.

The Board of Directors created a project team in 2015 to make recommendations to the Board for possibly enhancing the overall AI governance structure, and to find the optimum mix of member services and the efficient delivery of those services. The Governance Structure Project Team was directed to focus on determining the best ways to provide member value – including offering greater consistency in member services and experience – considering current market realities.

The project team provided its recommendations to the Board in June 2017. The Board is now seeking input from AI professionals in a variety of ways, including webinars, meetings and materials, among others. Because the Board wants to provide ample opportunity for all voices to be heard, no scheduled end date for the comment period has been set at this time.

Please take a moment to visit the [web page](#), read the documents there and complete the online form to submit your feedback.

I and the rest of the AI Board of Directors look forward to hearing from you.

Sincerely,



Jim Amarin, MAI, SRA, AI-GRS
President

Education

The time is right to plan your appraisal education for the second half of 2017. Get those continuing education credits now rather than scurrying around a year from now with the deadline looming in November 2018.

Let's all welcome back Michael Brady. He will be teaching the 3-hour seminar at our next Chapter meeting. Mike now holds the MAI, SRA and AI-GRS designations! Way to go Mike! He will present [Appraising for the Office of Valuation Services and Other Federal Agencies](#) (brochure in the newsletter). Mike developed this seminar specifically for the South Florida Chapter, so please plan to attend. Date of the **meeting and seminar is August 18, 2017** at the Courtyard by Marriott. As a companion educational offering to this seminar, the South Florida Chapter will present [Uniform Appraisal Standards for Federal Land Acquisitions](#) on November 9 & 10, 2017.

It is easy being green! Sandra Adomatis, SRA will instruct us on how at the seminar on August 25, 2017: [Case Studies in Appraising Green Residential Buildings](#). This seminar is

required for the Professional Development Program recognition for [Valuation of Sustainable Buildings](#). A third required seminar is planned for presentation in South Florida in 2018: [Residential and Commercial Valuation of Solar](#).

[Staying Out of Trouble](#) (in the practice of real estate appraising, that is) will be instructed by Ted Whitmer, MAI, AI-GRS on September 15, 2017 at the Courtyard by Marriott. Ted is a lawyer and a real estate appraiser, with the experience and insight to present an in depth seminar which will benefit attendees in everyday practice and challenging situations.

Appraisal Institute National Programs will administer the 45-Hour SRA Demo Alternative in South Florida. [Advanced Residential Applications and Case Studies, Part 1](#) will be on October 4-5, 2017. [Advanced Residential Report Writing, Part 2](#) will be October 6-10, 2017. To fulfill the SRA designation requirement, please take advantage of these courses being held in South Florida. They will not be on our Chapter's schedule next year.

[Review Theory-General](#) will be instructed by Joe Magdziarz, MAI, SRA, AI-GRS, AI-RRS on October 16-20, 2017 at the Courtyard by Marriott. This is a required course for the AI-GRS designation, but this course benefits all appraisers by reviewing our own work for completeness, accuracy, adequacy, relevance, reasonableness, appropriateness and credibility.

Please refer to the complete list of seminars and courses for 2017 presented by the South Florida Chapter included in this newsletter. Make a plan and support our Chapter.

Claudia Vance, MAI
Chair, 2017 Education Committee
vanceval@att.net

Online Education Search Classes 
Learn at your own pace anytime, anywhere.

Important! Check online [state approvals](#) prior to registering.



My colleagues of the South Florida Chapter

Although I am not the nominee for 2018 Vice President of the Appraisal Institute, the experience over the last nine months has been one that I will cherish. I received an outpouring of support from you all and I am truly grateful. Although I do not have access to all the letters sent to the nominating committee, those that were sent to me were truly flattering and written with sincerity and kindness. Thank you.

Looking back, I would not change anything I did to prepare. I did all I could and I am very proud of my work and performance at the interview. I have no regrets and now look to the future.

Following the announcement of the National Nominating Committee, I was encouraged by most members of the committee to run again. I was not so sure at that time as it was a very emotional day. But in the days following, I received encouraging notes from members all over the country, as well as AI leadership and staff. The encouragement continued when attending the AI Board of Directors Meeting and Annual Conference held in Ottawa, as I now have support of several past presidents of the Appraisal Institute.

So I have decided to run for the office of 2019 Vice President of the Appraisal Institute next year and again will be asking for your support. As always, I thank you all for the opportunities you have given me.

Kindest regards,
Val K. Chiasson, MAI, SRA

2017 EDUCATION SCHEDULE

South Florida Chapter

January 27	Chapter Meeting & Installation Economic Engines Driving Broward County in 2017, CE 3-Hours The Westin, Fort Lauderdale	Moderator: C. Kevin Bokoske, MAI, AI-GRS, AI-RRS
February 24	Introduction to Green Buildings: Principles & Concepts	Sandra Adomatis, SRA
March 17	Case Studies in Complex Valuation	Leslie Sellers, MAI, SRA, AI-GRS
April 7	Residential Applications: Using Technology to Measure and Support Assignment Results	Sandra Adomatis, SRA
May 8-12	Advanced Market Analysis and Highest & Best Use	Vincent Dowling, MAI, SRA
May 19	Chapter Meeting & Elections Another View of the Tough One: Sales Comparison Approach for Mixed-Use Properties, CE 4-Hours Courtyard by Marriott, Fort Lauderdale	Vincent Dowling, MAI, SRA
July 14	The Underlying Asset, CE 3-Hours—AM Tightening the Appraisal, CE 3-Hours—PM	Vincent Dowling, MAI, SRA Vincent Dowling, MAI, SRA
August 18	Chapter Meeting Appraising for the Office of Valuation Services (OVS) and Other Federal Agencies, CE 3-Hours Courtyard by Marriott, Fort Lauderdale	Michael Brady, MAI, SRA, AI-GRS
August 25	Case Studies in Appraising Green Residential Buildings	Sandra Adomatis, SRA
August 27	Marlins vs. Padres Baseball Game @ Marlins Park	
September 15	Staying Out of Trouble	Ted Whitmer, MAI, AI-GRS
AI National Programs October 4-5 October 6-10	45-Hour SRA Demo Alternative Advanced Residential Applications and Case Studies/Part 1 Advanced Residential Report Writing/Part 2	Sandra Adomatis, SRA
October 16-20	Review Theory-General	Joe Magdziarz, MAI, SRA, AI-GRS, AI-RRS
November 3	Chapter Meeting 2-4 Unit Residential Income Property Appraisals, CE 4-Hours Boca Country Club, Boca Raton	Vincent Dowling, MAI, SRA
November 9-10	Uniform Appraisal Standards for Federal Land Acquisitions	Brian Flynn, MAI, AI-GRS
November 17	Florida Appraisal Law 2018, CE 3-Hours—AM The 50% FEMA Rule Appraisal, CE 2-Hours—PM	Patricia Birch Patricia Stabeler, SRA
December 1	Business Practices & Ethics	Vincent Dowling, MAI, SRA

Registration and program details: <http://www.myappraisalinstitute.org/education/SouthFlorida.aspx>

Membership Updates

New Designated Members

S. James Akers, MAI
Kenneth Brown, MAI, SRA, AI-GRS

Designated Members Status Change

David Yates, MAI Semi-Retired
George Trask, MAI Retired

Designated Members Transferred

Peter Krumm, SRA, to North Star
Mick Stiksma, MAI, from Northeast Florida

Welcome New Candidate for Designation

Jennifer Smith Candidate, MAI

Welcome New Practicing Affiliates

Sergio Llano

Welcome New Non Practicing Affiliate

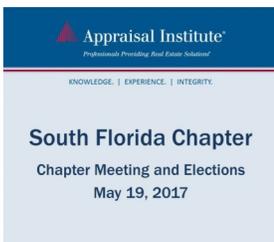
Mark Kleiner

Chapter Meeting & Seminar

Friday, August 18
Courttyard by Marriott
Fort Lauderdale
11:45 am—4:00 pm

*MARK YOUR
CALENDAR!*

Appraising for the Office of
Valuation Services (OVS) and
Other Federal Agencies
Instructor: Michael Brady, MAI, SRA, AI-GRS



New designated member
S. James Akers, MAI



New designated member
Matthew Lowdermilk, MAI



Knowledge. Experience. Integrity.

The [MAI](#), [SRPA](#), [SRA](#), [AI-GRS](#) and [AI-RRS](#) designations represent advanced knowledge. They stand for years of proven, real-life real estate valuation experience. And they always mean a commitment to strict professional ethics and standards.



Congratulations!

..... Welcome to

Designated membership



Appraisal
Institute®

Professionals Providing
Real Estate Solutions



Matthew Lowdermilk MAI



For me, receiving my designation was a moment of reflection. Reflection of the past, the hard work it took to get to this point, all the courses, traveling, studying, the comprehensive exam, the demonstration report, and all the great people who helped me get to this point. And reflection of the future, my career, the appraisal industry and the doors this designation will open. Obtaining my designation was an extremely difficult, but worthwhile endeavor.

RAISE YOUR EXPECTATIONS FOR
SUCCESS

[Learn More](#)

 Appraisal Institute®

Marlins vs. Padres
Sunday, August 27, 2017
First Pitch—1:10 pm
Fee: \$55

The Fiesta Suite is located along the first base line with views overlooking right field. This fun and inviting suite allows for a fantastic all around experience at the ballpark. Bring your family, friends and colleagues for a fun day at Marlins Park.

The ticket price includes reserved seating in the Fiesta Suite. Food and beverages are NOT included in the ticket price.

Register by August 4th for a chance to win “free” parking. Four passes are available, four chances to win!

[Register today!](#)



Florida Real Estate Appraisal Board

Schedule of meetings is listed, (subject to change as circumstances require), held by the Florida Real Estate Appraisal Board (FREAB). All meetings are held at the Division of Real Estate Commission Chambers in Orlando unless stated otherwise.

The Florida Real Estate Appraisal Board invites and encourages all members of the public to provide comment on matters or petition before the Board or a committee of the Board. The opportunity to provide comment shall be subject to Rule **61J1-7.020**, Florida Administrative Code: Interested individuals/parties may submit

a written notice to the attention of FREAB PUBLIC COMMENTS via the following ways:

E-mail realpublicrecords@myfloridalicense.com

Mail: Division of Real Estate, 400 W. Robinson Street, Suite N801, Orlando, Florida 32801

Fax: 407.317.7245

The Division of Real Estate is now able to [live stream](#) the meetings. Please note the following:

The streaming is not recorded and it has limited space at this time. If you are unable to access the meeting, please try again later as access may become available during the day.

2017 General Meetings

- Monday, August 7, 2017
- Monday, October 2, 2017
- Monday, December 4, 2017

Region X Government Relations Committee

Florida Governor Rick Scott signed the 'Appraisal Bill,' [HB 927](#), on May 23, 2017. The legislation made significant changes to the state's appraiser licensing law and requires appraisal management companies to comply with federal minimum requirements for registration and oversight. The law takes effect Oct. 1, 2017.

The Appraisal Institute and the Region X Government Relations Committee advocated for two key improvements to the state's appraiser licensing law, and those provisions were incorporated into the bill.

The first provision authorizes Florida state-certified appraisers to complete Evaluations in compliance with the [Interagency Appraisal and Evaluation Guidelines](#), which were adopted in December 2010 by the FDIC, Federal Reserve, and Comptroller of the Currency. These federal standards had not yet been approved as a standard on their own for use by state-certified appraisers in Florida for a transaction that does not require an appraisal by federal law. Before October 1, 2017, state-certified appraisers in Florida were prevented from providing Evaluations that were not in full compliance with the Uniform Standards of Professional Appraisal Practice, even though federal requirements only call for compliance with the Interagency Appraisal and Evaluation Guidelines. This update in legislature will bring Florida current in this regard, as similar legislation has passed or is in process in many states.

In speaking with multiple lenders, it became apparent that Evaluations will not be a substitute for Appraisal Reports; this additional appraisal service will allow for more demand for state-certified appraisers as Evaluations were previously being done by professionals that were not state-certified appraisers. Evaluation services in the state have previously been provided by non-appraisers, such as brokers and salespersons, accountants, financial analysts and data providers, all of whom do not have to meet the same licensing and standards compliance requirements as appraisers. State-licensed appraisers will now be able to perform services on these same terms in compliance with federal requirements for Evaluations. Florida joins Georgia, Illinois, Tennessee, and other states in allowing state-certified appraisers to perform Evaluations.

The second provision clarifies that the Florida Real Estate Appraiser Board, FREAB, has the authority to adopt rules allowing for the use of standards of professional practice other than USPAP for non-federally related transactions, Non-FRT. Such transactions include appraisal assignments for portfolio monitoring, financial reporting, litigation, tax and consulting, price allocations, among other areas. The law requires appraisers using development and reporting standards other than those contained in USPAP, to comply with USPAP Ethics and Competency Rules and other requirements adopted by FREAB by rule. The law clarifies that any valuation work performed under standards other than USPAP cannot be used to satisfy the experience requirements for any Florida appraiser credential.

Title XI, which gives the ASC jurisdiction on federally-related transaction appraisals to require their standard, USPAP, does not give the ASC jurisdiction for Non-FRT, nor does Title XI require appraisers to use USPAP for Non-FRT reports. In 2015 and 2016, the FREAB undertook a rulemaking proceeding that would have allowed the use of standards other than USPAP if additional standards "meet or exceed" USPAP. The provisions in HB 927 remove that arbitrary threshold and grant much broader authority to FREAB to consider standards other than USPAP. Further rulemaking proceedings will need to be undertaken by FREAB to fully implement this new provision. In discussions with a multitude of valuation industry professionals, a clear and concise alternative to the full USPAP is greatly desired to allow state-certified appraisers to compete with non-certified professionals doing real estate consulting and other Non-FRT work. In interviews with financial analysts who do valuation work, working outside USPAP, a simplified alternative standard was the number one criteria for them to have any desire to pursue state-certification, long-term, whereas previous requirements would cause state-certification to be counterproductive to their analysis business - one that is growing rapidly in commercial real estate. Since the financial analyst sector of valuation is growing, this could eventually attract more entry-level individuals into pursuing a trainee license, helping to offset and reverse the trend of dwindling numbers of state-certified appraisers.

The Region X Government Relations Committee, under the leadership of Chair Wesley Sanders, MAI, AI-GRS, advocated for this legislation, meeting and speaking with the state's Department of Business and Professional Regulation, and other stakeholders, about these two provisions. Additionally, AI professionals from across the State of Florida participated in the grassroots efforts of Region X's VALUEvent on Feb. 13-14th in Tallahassee, communicating with and meeting with many legislators to urge support for these provisions. Guidance by AI Manager of State and Industry Affairs, Scott DiBiasio, and the representation by Region X's legislative consultants Trey Goldman and Eddy Gonzalez, were instrumental in the progression of the provisions.

Region X plans to return to Tallahassee in early 2018 for another Region X sponsored VALUEvent. If you were un-able to attend in 2017, please make it a point in 2018. This is one of the most important things appraisers can do as an industry, because as this process has shown- the bankers, Realtors, AMC's, and other groups have shown up in lieu of appraisers for years, and they get first shot at writing appraisal legislation - but that's changing.

[Wesley Sanders, MAI, AI-GRS](#), Region X Government Relations Chair
[Scott DiBiasio](#), Appraisal Institute, Manager, State and Industry Affairs

Candidate Guidance

Our South Florida Chapter of the Appraisal Institute currently has 59 Candidates for Designation. Approved Appraisal Institute Candidate Advisors are available to those Candidates seeking help navigating and demystifying the designation process. Have questions? Need help? Candidates are encouraged to contact Debbie McClave at the chapter office at 954-229-0499 or sfchap@bellsouth.net and/or me (Bob Mesner) at 561-791-6690 or mesner.re@comcast.net. **We are here to help you reach your professional real estate appraisal goals.**

Candidates are reminded to ensure you are positioned to meet your annual designation progress requirements. Progress requirements and accomplishments may be reviewed under the Candidate's *My Account* tab of the Appraisal Institute website within the *Candidate Status Report* and *Candidate Minimum Progress* table. If Candidates have yet to register for courses or other requirements now, I suggest you do so immediately. Time is running out for completion of 2017-requirements. Please feel free to contact the Candidate Guidance Committee with questions or for help.

We ask and challenge all designated members to encourage any non-designated appraisers you know to get involved with the Appraisal Institute by contacting the

chapter office or Candidate Guidance Committee, we can answer questions about and explain the benefits of Appraisal Institute affiliation and designation. We are here to help.

We thank those members that have been instrumental in the recruitment of 7 new candidates/affiliates into the South Florida Chapter year-to-date in 2017. Please recognize Jim Agner, who has recruited 2 individuals, 1 candidate and 1 practicing affiliate year-to-date. Totals include:

MAI Candidates – 3
SRA Candidate – 1
Practicing Affiliates – 1
Student Affiliates – 2

REMINDER: At the February Appraisal Institute National Board of Directors Meeting, the **college degree requirement was removed for MAI Candidates that hold State General Certification.** Now is the time to encourage those affected by this change to become Candidate Members.

Congratulations to our 6 new designated members! Designations in South Florida Chapter this year include:

MAI – 3
AI-GRS – 3

Through June, the Appraisal Institute awarded 320 designations nationally this calendar year. A summary of the **Year-to-Date Designations** follows:

Appraisal Institute 2017 New Designations					
	MAI	SRA	AI-GRS	AI-RRS	Total
Jan	65	11	10	4	90
Feb	19	3	11	2	35
Mar	22	11	15	5	53
Apr	21	9	10	3	43
May	9	8	8	6	31
Jun	40	10	10	8	68
Total	176	52	64	28	320

We welcome and invite your ideas and suggestions. We look forward to working together for the betterment of the South Florida Chapter, as we continue to promote the tradition of the Appraisal Institute.

Bob Mesner, MAI, AI-GRS
Chair, 2017 Candidate Guidance Committee
mesner.re@comcast.net



[South Florida Chapter AI Candidate and Practicing Affiliate Group](#)

[Designated Members Become an AI Advisor!](#)

What is a Candidate Advisor?

The Advisor will serve as a resource for the Candidate, providing the Candidate with the benefit of his or her years with the Appraisal Institute and the appraisal profession. The Advisor can help the Candidate by using his or her knowledge of the basic Appraisal Institute designation requirements, directing the Candidate to resources on the Appraisal Institute website and at national headquarters, and encouraging the Candidate in his or her efforts to become an Appraisal Institute Designated member.

How will the Candidate(s) I advise be chosen?

A Candidate may request a particular Advisor or the Appraisal Institute can identify a potential Advisor for the Candidate. An Advisor can decide whether to accept assignment as an Advisor for specific Candidate(s). The Appraisal Institute will make the final decision as to who will serve as an Advisor for a specific Candidate.

How do I sign up to become an Advisor?

Take the [Orientation course](#) (should take less than half hour to complete) and complete the Advisor agreement form, presented at the end of the online Advisor Orientation.

An Advisor may receive up to **125 points (25 hours)** of **AI CE credit** in the category of "Service as A Candidate Advisor" towards their AI CE cycle in accordance with the Bylaws, Regulation No. 10 and policies of the Appraisal Institute.

Candidate Guidance

Registering for an advanced MAI designation course?

Have you completed the Advanced Education Diagnostic Test? If not, register today. You won't be able to register until you pass this exam! [Advanced Education Diagnostic Test](#)

2017 Comp Exam Dates

November 1-30, 2017

Please aim to submit your Application by **September 20, 2017**.

Due to the nature and logistics of the exam delivery format, transfers and refunds are NOT permitted.

Examinees must take ALL required modules within their chosen 30-day window or they will receive an incomplete on ALL modules in that offering.

Comp Exam Eligibility Requirements

- Attend and pass all required courses/exams

- Must have received credit for a four (4) year undergraduate degree from an [accredited degree-granting educational institution](#) as approved by ADQC or be an active state [Certified General Real Property Appraiser](#)
- Meet the Ethics and Standards requirements for Candidates (this requirement consists of **both** Business Practices and Ethics **and** USPAP/IVS)

Please note: All required examinations must be taken at least six weeks prior to your Comp Exam test date to allow time for grading.

Comp Exam Guidelines and Resources

Comp Exam FAQs

The FAQs contain a list of the most commonly asked questions from Candidates about all Appraisal Institute Comprehensive Examinations for the following AI Designations: MAI, AI-GRS, and AI-RRS. We **highly recommend** all Candidates read these FAQs.

Comp Exam Guidebook

This guidebook includes comprehensive information about your Comp Exam, such as eligibility requirements, specific topics covered in each module, as well as registration and test-taking guidelines. Candidates **must** read the Guidebook **before** submitting an application.

[Submit your Comp Exam Application.](#)

Questions? comp@appraisalinstitute.org or (312) 335-4111.

2017 Capstone (General Demonstration of Knowledge requirement option)

There is a new [Capstone](#) page online, which makes it simpler to see schedules, registration deadlines, etc. (Save \$50—Capstone registration discount code is **Capstone2017**). Candidates—you must have passed [Advanced Market Analysis & Highest and Best Use](#) and completed the [General Demonstration Report Writing Seminar](#) within the past five years in order to be eligible to register for the Capstone.

Capstone is only one of several general Demonstration of Knowledge options, so Candidates should feel free to choose whichever demo option suits them best.

Capstone Locations	Dates	Registration Deadline
Synchronous	Feb 20-26, 2017	Sold-Out
Chicago, IL	Apr 24-30, 2017	Feb 16, 2017
Ft. Lauderdale, FL	Apr 24-30, 2017	Feb 16, 2017
St. Paul, MN	Jul 10-16, 2017	May 4, 2017
Synchronous	Jul 10-16, 2017	Sold-Out
Washington, DC	Sep 11-17, 2017	Jul 6, 2017
Portland, OR	Sep 11-17, 2017	Jul 6, 2017
San Antonio, TX	Nov 6-12, 2017	Aug 31, 2017
Synchronous	Nov 6-12, 2017	Sold-Out



Bob Mesner, MAI, AI-GRS

Barbara Johanning, Eric Wit, Lee Smalley, and I attended LDAC this year. It was informative, and changes for the future were discussed.

The leadership of the Appraisal Institute addressed issues, such as the aging of our designated member population and the need for appraisal regulation modernization. The four discussion groups at LDAC devoted hours to thinking through, searching for, and providing ideas to strengthen the Appraisal Institute and promoting our profession with the following in-depth discussions:

1. Framework for the Future
2. How do we connect a new user with experience?
3. Appraise vs Consult
4. Branding the Appraisal Institute

100 of us in attendance lobbied Congressional leaders on behalf of the

Appraisal Institute. Our goal was to educate our elected federal representatives about issues, including:

1. Federal Regulation - information about the heavy and constantly changing regulations that affect real estate appraisal
2. Lack of state-by-state Portability
3. Un-Level Playing Field - How USPAP creates a competitive disadvantage for licensed appraisers
4. Federal Agency "Rules" - Overabundance, duplicative, and inconsistent regulation

We then presented information as to what we believe can and should be done, including:

1. Modernize Appraisal Oversight - Align appraisal regulation with regulatory structures of other industries, such as insurance and mortgage origination,

recently enacted by Congress that address multi-state licensing through technology or a common licensing platform.

2. Streamline Enforcement - Minimizing duplication
3. Appraisal Standards - Establish appropriate levels of oversight, with reasonable limitations and a level playing field for licensed and unlicensed valuation

We concluded by:

1. Requesting action on appraisal oversight review in the House Committee on Financial Services and the Senate Banking Committee
2. Offering ourselves as resources to provide professional and experienced feedback and explanations of the impacts of regulation on constituents and safety to the lawmakers.

Eric Wit, MAI, SRA, AI-GRS, AI-RRS

When I reflect upon my Leadership Development and Advisory Council (LDAC) experience, I want to say thank you to everyone that has supported my efforts over the past few years. Within a packed three days you get a chance to mingle with appraisal professionals from all around the country, engage in enriching discussion sessions regarding current Appraisal Institute issues, and visit Capitol Hill to lobby our elected representatives in hopes of influencing positive changes within our industry.

As this chapter in my professional appraisal career comes to a close, I look forward to the new opportunities that might lie ahead.

Lee Smalley, MAI

As a first year taking part in LDAC, my experience was a welcome introduction to a

group of individuals who value the profession and the Appraisal Institute. The forward thinking and ideas expressed at the discussion groups were progressive and illustrated the commitment everyone must make so the industry will be better for future generations. Many of the topics in the discussion groups were focused on the ideas of appraisers remaining positive and helping the public understand what it is that we do and how valuable a service it is to the financial industry and local community as a whole. Although the industry is aging; it isn't dying. Many discussions were focused on the idea of how to engage and attract new talent to the industry without compromising the integrity of a designation. At this point we as the members and associates of the Appraisal Institute decide the trajectory of the profession and how we

can entice a new generation to look at appraising as a career like many other professional practices. How we do so will require all of us to take a good look at our business and try to encourage interested individuals to take a good look at the services we can provide.

LDAC was a great and encouraging experience and I strongly believe that the appraisal profession is a great one. My take away from the LDAC was that change starts with each of us. Each of us represent the Appraisal Institute and are the people out there in the real world putting a face to a name. I personally will put a smile on and let the world know how proud I am to be an appraiser and a designated member of the Appraisal Institute and I encourage all of you to do the same.



Barbara Johenning, MAI

This year's LDAC sessions were full of energy and insight. The breakout sessions included topics such as branding, appraisal or consulting/specialization, how to attract and retain new and experienced appraisers, and what the framework of the future will be. The over-reaching theme which crossed all of the sessions focused on technology - using technology of all types and across all platforms. Based on the responses from

other appraisers in the groups, capturing and keeping new appraisers and new/existing appraisal business will be through sources such as online education, you-tube and similar web-based information series, as well as Instagram, Snapchat, Tweeting and other social media platforms. Most were in agreement that the future for networking should be geared more toward social interactions and engagements. And most everyone agreed that the responsibility for change is at all levels -

national, regional, chapter, and at the individual level as well. Change is a difficult thing to embrace; but there was strong agreement that if the change to data and technology platforms isn't made a priority, then the obsolescence will become a real threat to the appraisal profession. Once again, LDAC was a wonderful opportunity to brainstorm and interact, network, and make new friends, as well as come away with new ideas.



2017 South Florida Chapter Leaders

President	Carlos Gobel, SRA
Vice President	Barbara Johanning, MAI
Secretary	Michael Cibene, SRA, AI-RRS
Treasurer	Kenneth Brown, MAI, SRA
Directors 2015-2017	Virginia Guido, SRA Mendel Westberry, MAI Robert Scherer, MAI - Past President
Directors 2016-2018	Charles Badell, MAI Brian Flynn, MAI, AI-GRS Robert Mesner, MAI, AI-GRS
Directors 2017-2019	Julie Friess, SRA Luke Mittner, MAI Lee Smalley, MAI
Region X Representatives 2016-2017	Albert Armada, MAI, SRA Michael Cibene, SRA, AI-RRS Barbara Johanning, MAI Carlos Gobel, SRA - 2017 Chapter President
Region X Representatives 2017-2018	Enrique "Henry" Casado, MAI, SRA, AI-GRS, AI-RRS Julie Friess, SRA Robert Mesner, MAI, AI-GRS
Region X Alternate Representatives 2017	Gregory Becker, MAI Carolyn "Lynn" Bodor, SRPA Kenneth Brown, MAI, SRA Carlos Diez, MAI Robert Gore, SRA, AI-GRS Virginia Guido, SRA Trisha Guarnieri, MAI, AI-GRS Michael Jacobs, MAI, SRA James Milliken, MAI Claudia Vance, MAI



South Florida Chapter

1500 W. Cypress Creek Road
Suite 103
Fort Lauderdale, FL 33309

Phone: 954-229-0499
E-mail: sfchap@bellsouth.net
Website: <http://www.southflorida-ai.org>

2017 Committee Chairs

By-Laws	Charles Badell, MAI
Candidate Guidance	Robert Mesner, MAI, AI-GRS
Education	Claudia Vance, MAI
Finance	Kenneth Brown, MAI, SRA
Government Relations	Walter Duke, III, MAI
Newsletter	Carolyn "Lynn" Bodor, SRPA
Nominating	Robert Scherer, MAI
Public Relations	Alta "Ali" Rogers
University Relations	Lee Smalley, MAI

National Committee Members from the South Florida Chapter

[Enrique "Henry" Casado, MAI, SRA, AI-GRS, AI-RRS](#)

Professional Standards and Guidance Committee, Member (2017)

[Val Chiasson, MAI, SRA](#)

Region X Chair (One of the Directors) (2018) & Audit Committee Member (2017)
Audit Committee, Designated Member (2017)

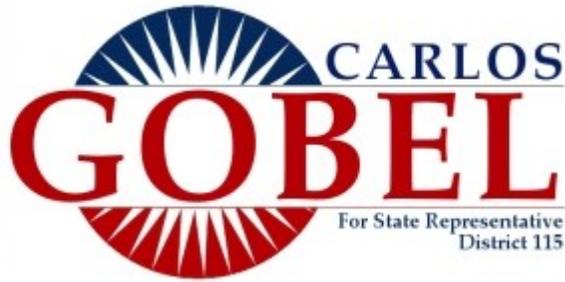
[Julie Friess, SRA](#)

Appraisal Journal Editorial Board (2018)
Diversity Panel Member (2017)

[Ann Marie McCarthy, MAI](#)

Nominating Committee, Member, Region X (2017)





My Colleagues of the South Florida Chapter,

I have announced my candidacy for the Florida House of Representatives, District 115 seat. You all know me as I currently serve you as president of the South Florida Chapter of the Appraisal Institute. I have been active in the Chapter as well as Region X, attending the Appraisal Institute's Leadership Development and Advisory Council (LDAC) in Washington, DC, as well as participating in lobbying efforts in Tallahassee on your behalf. I now want to take those efforts a step further by representing the citizens of District 115, as well as my colleagues in the appraisal profession. You will soon hear about the success at the state level our Region has had in having legislation pass that is favorable to appraisers with regard to AMCs, evaluations and the use of alternative standards; huge victories in and of themselves for the appraisal profession in Florida. However, much work remains, particularly with the current statute of limitations on appraiser liability and the enforcement of reasonable fees when working with AMCs are concerned. But I can't do it without your help.

I humbly ask for your support and contribution. Your early contribution of \$25, \$50, \$100, \$250, \$500, or \$1,000 (maximum allowed) will give a tremendous initial boost and allow me to start the campaign with a bang. Contributions can be made online at my website <http://www.voteforgobel.com/> or mailed to the office address below (made payable to Carlos Daniel Gobel Campaign).

Please visit my website to learn a little more about me and what I hope to accomplish.

Thanking you in advance for your help and support!

Sincerely,

Carlos D. Gobel
Republican Candidate for House District 115

Carlos D. Gobel, MBA, SRA
Executive Director
State-Cert Gen RE Appraiser RZ3904
GRE Group, Inc.
10300 Sunset Drive, Suite 360
Miami, FL 33173
Tel. 305.595.4485
Fax 888.559.7220
Email: cgobel@thegregroup.com

Chapter Leadership for 2018

At the May 19 Chapter Meeting the following individuals were elected to serve our chapter. The new leader's terms will begin on January 1, 2018.

2018 Officers

President

Barbara Johenning, MAI

Vice President

Michael Cibene, SRA, AI-RRS

Secretary

Kenneth Brown, MAI, SRA, AI-GRS

Treasurer

Robert Mesner, MAI, AI-GRS

Directors 2016-2018

Charles Badell, MAI

Brian Flynn, MAI, AI-GRS

Eric Wit, MAI, SRA, AI-GRS, AI-RRS

Carlos Gobel, SRA, Past President

Directors 2017-2019

Julie Friess, SRA

Luke Mittner, MAI

Lee Smalley, MAI

Directors 2018-2020

Howard Klahr

Jonathan Whitney, MAI

Regional Representatives 2017-2018

Enrique Casado, MAI, SRA, AI-GRS, AI-RRS

Julie Friess, SRA

Robert Mesner, MAI, AI-GRS

Barbara Johenning, MAI—2018 Chapter President

Region X Representatives 2018-2019

Michael Cibene, MAI, AI-RRS—2018 Chapter VP

Kenneth Brown, MAI, SRA

Carlos Gobel, SRA

Alternate Regional Representatives 2018

Geri Armalavage, MAI

Gregory Becker, MAI

Carolyn "Lynn Bodor, SRPA

Carlos Diez, MAI

Robert Gore, SRA, AI-GRS

Michael Jacobs, MAI

Howard Klahr

James Milliken, MAI

Claudia Vance, MAI

Eric Wit, MAI, SRA, AI-GRS, AI-RRS



Are you interested in attending LDAC in 2018 or volunteering for a committee?

[Complete the Chapter Leadership Resource Registry](#)

Deadline—September 1st

Save the Date!

LDAC 2018

Hosted by the Appraisal Institute

May 16–18
Hyatt Regency Washington on Capitol Hill

Chapter Meeting & Seminar



Location
Courtyard by Marriott
2440 W. Cypress Creek Road
Ft. Lauderdale, FL 33309

Fees

\$89 AI Price*
\$105 Full Price*

*Fee Includes

- Buffet Lunch
- 3-Hour Seminar

Register Early & Save

Fees increase \$10 after August 11, 2017

Want to attend lunch and skip the seminar?
Fee for lunch & Chapter meeting only—does
not include seminar \$45.

[Register](#)

Schedule

Registration: 11:45 am
Lunch, Chapter Meeting & Seminar
Noon—4:00 pm

CE Credit

Appraisal Institute: 15 Points
FREAB: 3-Hours, 0009716

Appraising for the Office of Valuation Services (OVS) and Other Federal Agencies Mixed-Use Properties

Instructor: Michael J. Brady, MAI, SRA, AI-GRS

Friday, August 18, 2017

This three hour seminar is designed to review the role of the Department of Interiors Office of Valuation Services (OVS) as it pertains to valuation assignments such as land acquisition, real estate exchanges and market rent assignments. The typical valuation assignment for each of the four Department of Interior client bureaus serviced by the OVS; the Bureau of Land Management, the Fish and Wildlife Service, the National Park Service and the Bureau of Reclamation will be identified and the three OVS divisions that service the client bureaus will be discussed. Additionally, other Federal agencies that engage the services of real estate appraisers, updates to the UASFLA (yellow book) and common errors in UASFLA reporting will be discussed.

Directions to the Courtyard by Marriott:

<http://www.marriott.com/hotels/travel/flcp-courtyard-fort-lauderdale-north-cypress-creek/>

 Appraisal Institute®
Professionals Providing Real Estate Solutions®

South Florida Chapter

1500 W. Cypress Creek Road
Suite 103
Fort Lauderdale, FL 33309

Phone: 954-229-0499
E-mail: sfchap@bellsouth.net
Website: <http://www.southflorida-ai.org>

Register: <http://www.myappraisal institute.org/education/SouthFlorida.aspx>

**FOR A LISTING OF EDUCATIONAL OFFERINGS SPONSORED BY THE SOUTH FLORIDA CHAPTER
VISIT OUR WEBSITE @ <http://www.southflorida-ai.org>**