

The Approach



President's Message

Karen Goforth, MAI – 2010 Chapter President



I trust the summer is treating you well and you've managed to get out and enjoy our area's beautiful beaches. As I'm writing this article it appears the oil spill in the Gulf has been contained for the moment. I pray that it has been permanently contained and the clean-up can begin in earnest for our fellow gulf coast communities and wildlife. As an avid outdoor girl, sailor, and beachgoer, I am heartbroken over the damage that has occurred to the Gulf waters and the shoreline in our state. In light of the BP oil spill, the chapter added the **Valuation of Detrimental Conditions** seminar to our education schedule on October 15, 2010. Randy Bell, MAI is tailoring this 7-hour seminar approved for CE by the state of Florida to address specific concerns and valuation issues relative to the oil spill. Randy, a highly regarded AI instructor from California, wrote the book *Real Estate Damages: Applied Economics and Detrimental Conditions*. He is a partner with Bell Anderson & Sanders, LLC, a real estate appraisal firm specializing in real estate damage economics. The Appraisal Institute is also hosting a webinar, "Oil Spills and Property Values", on August 25, 2010 at 2:00 pm. Members will receive 2 hours CE with Appraisal Institute.

Thanks to all who are faithfully attending West Coast Florida Chapter-sponsored educational offerings. Our attendance for 2010 has been outstanding and we are ahead of our education budget projections for the year. This year the chapter is experimenting with sending PDF files/documents to the students for the 3-hour state-required seminars, Florida Law and Supervisor Rules. I've heard a few, not many, rumblings of dissatisfaction among the students about having to print these documents. First of all, this is an experiment. However, in the future, more providers of CE classes and seminars will be providing course information via PDF files (think iPads and laptops in class). Since these seminars are both PowerPoint presentations the need to print the entire manual for the class is not necessary and often wasteful. Also, the move to experiment with PDF files is not just a cost-driven motive to improve the chapter's bottom line, but also a way to pass on savings to our members. The chapter lowered the tuition of all our 3-hour seminars by \$10 and our 7-hour seminars by \$15 in 2010 from prior years. If you have a strong desire to have a printed manual of the seminar available at class registration, please contact Nancy at the Chapter office.

In July, CREW of Tampa Bay asked our chapter to participate in its 2nd Annual Economic Summit. CREW generously waived our sponsorship fee and offered our chapter members a discounted rate to attend the summit featuring Anirban Basu, a nationally renowned economist. I was very proud to see a good turnout from our members. At the event, Brenda Dohring, MAI - President of CREW Tampa Bay and a West Coast Florida chapter member - encouraged and challenged the attendees to contribute to a fund for the families of Jeffery Kocab and David Curtis, the two Tampa police officers recently killed in the line of duty. The chapter's Board of Directors responded to the request and voted to approve a \$500 donation to the Gold Shield Foundation, Inc. in memory of the two fallen officers.

Congratulations to the recipients of the Gillott Scholarships: Susan Fletcher, Jon Franz, Stephanie Monaghan, and Shan Hatfield. I encourage those who have applied and have not received scholarships in the past as well as those who have not applied to seriously consider trying next year. The requirements to receive a scholarship are not overly stringent, but some participation in chapter functions significantly increases the likelihood of being noticed by the board members and chapter leaders.

Brian Zamorski, an associate member from Bonita Springs, was approved by the Associate Members at the May 2010 meeting to Chair the newly-formed Associate Member Committee. Brian is a hard-working, involved member of our chapter and I am proud to have him representing the Associate Members. Congratulations, Brian.

Stay cool and I will see you at our next chapter meeting on August 20, 2010 at the Manatee County Board of Realtors.

2010 Officers & Directors

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Nancy Bachor

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Joni Herndon, SRA, Vice Chair

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Kenneth Foltz, MAI, Region X
Education Liaison

3rd Quarter Chapter Luncheon Meeting - Bradenton, FL

When: Friday, August 20, 2010

Where: Manatee Association of Realtors
10920 Technology Terrace
Lakewood Ranch, FL 34211
www.manateerealtors.org

Cost: Lunch Meeting - \$25 Members | \$30 Nonmembers
(After 8/16: \$30 Members | \$35 Nonmembers)

Early Registration Deadline: August 16, 2010
Advance Reservation Required!

Questions: wcoastfl@tampabay.rr.com or call (813) 962-4003

Schedule of Events

8:30 A.M. - 11:30 A.M.: 3-Hour Seminar - *Florida Law for Real Estate Appraisers*

11:30 A.M. - 1:00 P.M.: Chapter meeting with buffet lunch & guest speaker

1:00 P.M. - 4:00 P.M.: 3-Hour Seminar - *Florida Supervisor/Trainee Rules & Roles*

Board of Directors Meeting: Thursday, August 19th at 4:45 P.M. at Manatee Association of Realtors

Seminar Instructor: Kenneth G. Foltz, MAI

Meeting Speaker: Larry M. Foyle, Esquire, with Kass, Shuler, Solomon, Spector, Foyle & Singer, P.A.

Program: Attorney Larry M. Foyle will present an interesting perspective on the current commercial/residential real estate markets as it relates to bankruptcy in the state of Florida and across the United States. The Kass, Shuler law firm based in Tampa represents creditors in bankruptcy cases with an emphasis on various commercial and consumer issues relative to finance companies, banks and credit unions. Mr. Foyle writes for various publications in Florida and lectures on topics pertaining to consumer and commercial, bankruptcy issues for various seminars, trade groups and bar associations. He was admitted to the Florida Bar in 1980.



To register for the chapter lunch meeting and/or the above seminars, go to: www.appraisalinstitute.org/education/WestCoastFlorida.aspx.

Driving Directions: to Manatee Association of Realtors - Traveling south on I-75: take Exit 220 and go east on SR 64 to Lakewood Ranch Boulevard. Turn right on Lakewood Ranch Blvd and proceed to Technology Terrace on the right. Traveling north on I-75: take Exit 217A and go east on SR 70 to Lakewood Ranch Boulevard. Turn left on Lakewood Ranch Boulevard to Technology Boulevard on the left. All events will be held in the Conference Center Building.

Nearby hotel: Holiday Inn Express, 648 67th Street Circle East, Bradenton, FL 34208, Phone: (941) 757-5556 (hotel is located at Exit 220).

Welcome to Our New Members

CONGRATULATIONS to our newly designated chapter members:

- ❖ Matthew R. Griffith, MAI, Tampa
- ❖ Ilya N. Gaev, MAI, Sarasota
- ❖ Patricia Staebler, SRA, Bradenton

New Associate Members

Amanda M. Aguilar, Tampa
Joshua J. Fuchs, Riverview
Jeannette Jason, Tampa
Michael D. Kevitch, Lakeland
Erin J. Scoccia, Parrish
Depesh K. Patel, Ft. Myers

Transferred In

George F. Tingley, Sarasota (from SC)

Deceased Member

George A. Cuddeback, MAI, Tampa

New Affiliate Member

Martin Davidson, Tampa

Education

Michael Jonas, MAI, Chair



Please review the **2010 Education Schedule** attached for any classes you would like to attend. If you are working toward your designation, we are offering the **Advanced Income Capitalization** course in early August. **Business Practice & Ethics**, required for Appraisal Institute members to remain active and in good standing, will be offered September 30th in Tampa. Sign up today for these offerings! Upcoming seminars are **Residential Design: The Makings of a Good House** on July 29th in Lakewood Ranch and **Hotel Appraising: New Techniques for Today's Uncertain Times** with Steve Rushmore on August 5th in Tampa.

The 13-Hour USPAP/Law package will be offered two more times prior to the renewal deadline -- August 19 - 20th in Lakewood Ranch and October 12 - 13th in Tampa, in addition to several more seminars scheduled in August - October. There is no reason for you to fall short of CE hours.

Attention!! We have recently added a very timely seminar to our fall schedule. Randall Bell, MAI has agreed to teach his **Valuation of Detrimental Conditions** on a special one-time basis here in Tampa on Friday, **October 15th**. This seminar will be a great source of good information to help appraisers deal with the impact of the gulf oil spill on property values along the west coast of Florida. **Don't Miss This Seminar!!** This seminar will be posted to OLRs shortly for registration.

It is the education committee's goal to service the needs of both current and future designated members. I encourage you to contact Nancy or myself with any education requests you may have for next year. Finally, sign up early for any program you want to take. This is a re-certification year, so get your USPAP and Florida law requirements done early. Remember the chapter offers an early registration discount for enrollment 35 days in advance - so sign up early and save.

Your support of our chapter's programs has never been more important than in 2010. Education is the primary source of income for the West Coast Florida Chapter. We appreciate your continued support! Watch for details on the 2011 education schedule that will be out soon!

NOTE: Florida Law and Florida Supervisor/Trainee Rules & Roles seminar materials will now be emailed to students electronically in an effort to maintain our current seminar fees. Be aware that if you are registered for these seminars, it will be your responsibility to print out the materials and bring them with you to class. This ensures you have the most current information.

John & Doretta Gillott/West Coast Florida Education Scholarship Program

The West Coast Florida Chapter of the Appraisal Institute offers scholarships each year to assist associate members of the chapter in achieving their desired designation. The scholarships are sponsored by John and Doretta Gillott and the West Coast Florida Chapter. Scholarship applications are mailed out to all associate members in early March each year. Congratulations to the recipients of this year's scholarships:

➤ **Susan Fletcher, Jon Franz, Timothy Hatfield & Stephanie Monaghan.** ◀

Classroom v. Online Education

You have a choice between classroom and online education. When making your decision, remember that we use qualified instructors who are experienced practitioners. Classroom instructors bring insight and practical experiences to the students that you cannot receive online. Consider that there are many advantages to the classroom experience, not just from the instructor or the course material, but also from fellow classmates who might ask a question that you will gain knowledge from. The networking experience of classroom education is also a great source of contacts and information. For online education, please be sure the class you choose is approved in Florida.



Top-notch Appraisal Institute courses and seminars come straight to your desktop with online education! Learn from any computer anywhere, whenever you have time. It's easy, convenient and a great way to get the education you want. Check out the current course listings that are available at www.appraisalinstitute.org/online-education-view programs.aspx.

2010 Education Schedule - West Coast Florida Chapter

| Date | Offering | Instructor |
|--|--|---|
| April 12 - 17 | Advanced Sales Comparison & Cost Approaches Hilton Garden Inn, Tampa (40 Hour QE/Post Licensing 17 Hour CE) (MAI Designation Course) | William Otto Spence, MAI Robert Sutte, MAI |
| May 6 May 7 (A.M.) May 7 (P.M.) | 13-Hour USPAP CE Package & Chapter Meeting @ Pelican Preserve, Ft. Myers 7-Hour National USPAP 3-Hour Florida Law for Real Estate Appraisers 3-Hour Supervisor Trainee Roles & Rules | Tim Andersen, MAI Tim Andersen, MAI Tim Andersen, MAI |
| May 19 - 20 | The Appraiser as an Expert Witness: Preparation & Testimony (Part of the Litigation Certificate Program) - Hilton Garden Inn, Tampa (15 Hour CE) | John Underwood, MAI |
| June 8 - 9 | Uniform Appraisal Standards for Federal Land Acquisition: <i>Yellow Book</i> Hilton Garden Inn, Tampa (16 Hour CE) | John Underwood, MAI |
| June 17 | General Demonstration Report Writing Seminar Hilton Garden Inn, Tampa (7 Hour CE Seminar) | Charles Lentz, MAI |
| July 29 | Residential Design: The Makings of a Good House Manatee Association of Realtors, Lakewood Ranch (7 Hour CE Seminar) | Diane Gilbert, MAI, SRA |
| August 5 | Hotel Appraising: New Techniques for Today's Uncertain Times Hilton Garden Inn, Tampa (7 Hour CE Seminar) | Steve Rushmore, MAI |
| August 9 - 14 | Advanced Income Capitalization Hilton Garden Inn, Tampa (40 Hour QE/Post Licensing 17 Hour CE) (MAI Designation Course) | John Gillott, MAI Harry Holzhauer, MAI |
| August 19 August 20 (A.M.) August 20 (P.M.) | 13-Hour USPAP CE Package & Chapter Meeting @ Manatee Association of Realtors, Lakewood Ranch 7-Hour National USPAP 3-Hour Florida Law for Real Estate Appraisers 3 Hour Supervisor Trainee Roles & Rules | Diane Gilbert, MAI, SRA Kenneth Foltz, MAI Kenneth Foltz, MAI |
| September 15 - 16 | Real Estate Finance Statistics and Valuation Modeling Hilton Garden Inn, Tampa (15 Hour QE/Post Licensing 14 Hour CE) | Kenneth Foltz, MAI |
| September 30 | Business Practice & Ethics Hilton Garden Inn, Tampa (5 Hours CE) | Janice Ramsay, SRA |
| October 1 | Forecasting Revenue Colonial Country Club, Ft. Myers (7 Hour CE Seminar) | Kenneth Foltz, MAI |
| October 12 October 13 (A.M.) October 13 (P.M.) | 13-Hour USPAP CE Package @ Greater Tampa Association of Realtors, Tampa 7-Hour National USPAP 3-Hour Florida Law for Real Estate Appraisers 3-Hour Supervisor Trainee Roles & Rules | Diane Gilbert, MAI, SRA Diane Gilbert, MAI, SRA Diane Gilbert, MAI, SRA |
| October 15 | Valuation of Detrimental Conditions JUST ADDED! Location - Tampa TBA (7 Hours CE) | Randall Bell, MAI |
| October 22 | Office Building Valuation: A Contemporary Perspective Greater Tampa Associate of Realtors, Tampa (7 Hour CE) | Gary Scott, SRPA, SRA |



Florida Recertification Deadline: November 30, 2010

Don't wait until the last minute to get your CE hours - **Register Early & Save \$\$**

To register for any of the above classes, go to: www.appraisalinstitute.org/education/WestCoastFlorida.aspx

Leadership Development Advisory Council - May 5 - 7, 2010

By Brad Saucier, Associate Member

Leadership Development and Advisory Council (LDAC) - "The Third Year Experience"

The Leadership Development and Advisory Council (LDAC) conference was without a doubt the most exciting and valuable professional event/experience I have ever attended. I am honored that I was selected to represent our chapter as a three-year participant. The countless relationships and knowledge I've gained through this experience will last a lifetime.

For those of you who are not aware, LDAC is a gathering of Appraisal Institute members from all over the world who meet annually in Washington, D.C. to discuss current trends/issues in our profession and to lobby our legislators on behalf of the Appraisal Institute. LDAC participants have the opportunity to present their ideas and opinions, make recommendations for change, and influence our nation's legislators on appraisal and real estate related issues. LDAC is not all about politics and lobbying. The conference also includes several "discussion topics" selected by our members that are influential to our industry. These topics are chosen so that we can deal with the challenges and issues facing our industry head-on. In my opinion, LDAC is vital to the betterment of our profession. Many of the recommendations and lobbying efforts have had and will continue to have a direct impact on decisions that are made by our AI leaders and legislators. LDAC is a great opportunity for members to have their voices heard on a national and local level.

I would highly recommend the "LDAC experience" to anyone interested in being involved with the Appraisal Institute or for those of you with aspirations of becoming future leaders within our industry. I am very thankful for the opportunity, knowledge, and countless relationships I've established.

In closing, I would like to express my sincere thanks to the West Coast Florida Chapter for their support. Without them, this tremendous experience would not have been possible. Thank you for an experience that I will never forget!



Chapter LDAC Attendees, Brad Saucier and Michael Jonas outside office of Connie Mack



Rep. Barney Frank with South Florida Chapter LDAC attendees



Carlos Ortiz and Carlos Gobel with Rep. Lincoln Diaz-Balart



Brad Saucier, LDAC Chair Shauna Elmer, Co-Chair Mark Verrett and 2011 Co-Chair Joe Woods



Brad Saucier, Scott Powell, Ms. Sarah Krug (Legislative Assistant) and Mike Jonas



Carlos Gobel and Carlos Ortiz, South Florida Chapter with Rep. Ileana Ros-Lehtinen

Chapter Donates \$500 to Gold Shield Foundation, Inc.

by Kathy Vacca, Associate Member

Following the murders of two Tampa police officers, the West Coast Florida Chapter of the Appraisal Institute has made a \$500 donation to a local organization dedicated to helping the families of Florida's fallen law enforcement officers and firefighters.

David Curtis and Jeffrey Kocab, two patrol officers who worked the midnight shift, were killed in the line of duty while attempting to arrest a man on warrants. They were fatally shot while conducting a traffic stop at the intersection of 50th Street and 34th Avenue after pulling over a car without a visible license plate. Curtis had less than four years of service with the Tampa Police Department. He left behind a wife and four sons: 8-month-old Hunter, 5-year-old-Tyler, 6-year-old Sean, and 9-year-old Austin. Kocab had been with TPD just 14 months after serving with Plant City PD. At the time of his death, his wife was nine months pregnant. After a massive, multi-jurisdictional manhunt for nearly four days, the accused killer turned himself in to police and faces first-degree murder charges. Police claim he is also linked to three previous murders.

The Gold Shield Foundation, Inc. is a non-profit organization which was started in 1981 by George Steinbrenner, New York Yankees principal owner. It has assisted 29 families throughout seven Tampa Bay area counties since inception. Both immediate financial support and scholarships for college tuition and fees or vocational training for spouses and dependents are provided. The Foundation is supported by dues, donations, and special events and was expanded to include the families of firefighters. Foundation members also visit the fallen heroes' dependent children at Christmas time to deliver \$100 U.S. Savings Bonds.

Anyone who wishes to make a personal contribution or join the Gold Shield Foundation, Inc., may contact the organization at: P.O. Box 271791, Tampa, Florida 33688. The executive director is Joe Voskerichian; he can be reached at (813) 969-0417.

New Membership Benefits

➤ Professional Practice Center

The Appraisal Institute is proud to present a new member benefit: The Appraisal Institute Professional Practice Center. Explore the PPC for a compilation of valuable resources and information covering the latest appraisal practices and procedures. From this portal site, members can instantly access a multitude of relevant articles, resources and guides pertaining to current "hot topics" in the appraisal industry, such as valuation of contaminated properties; appraising energy efficient improvements in residential and commercial properties; appraising in declining markets; appraising in litigation; commercial real estate workouts and developing a capitalization rate; white papers and other documents covering industry standards and ethics and links to breaking legislative developments. The PPC serves as a clearinghouse of current industry information and will be expanded and updated on an ongoing basis. To access, go to www.appraisalinstitute.org/ppc.

➤ New Designated Member Benefit: POD Business Card Website

Created exclusively for Designated members, the Appraisal Institute's new print-on-demand business card ordering site offers unparalleled convenience and value. Designated members can order 250 business cards for \$30 or as many as 2,000 business cards for \$90 (plus shipping and handling). The professionally designed, high-quality business cards can be ordered in just a few minutes. To place business card orders, designated members can go to: <http://3elitho.com/appraisalinstitute/?L=N&P=44052&G=97910>.

Member Spotlight

Where do you work? How long?

Hettema, Saba & Walch since September 2003

Work specialty and geographical area covered?

I appraise mostly in Sarasota and Manatee counties. My assignments range from single-tenant commercial buildings, complex special use projects, and various office, industrial, subdivision, and retail assignments.

Who/what is the biggest influence for you in getting the AI designation?

The three horsemen: Roger Hettema, Ron Saba & Bill Walch

Home town?

St. Petersburg, Russia

Fantasy Occupation?

Soccer player in Europe or a Space Scientist.

Favorite Toy / Activity as a Child?

Soccer, Hockey, Chess, and Ping Pong

Favorite hobby or pastime?

Running, Beach, Reading, Volleyball, Chess, and most important - time with friends and family.

Favorite season?

Winter in FL, summer in NY.

Seminoles, Gators, Hurricanes, Other?

Once a Gator, always a Gator - Class of 2003

Best one-liner from a movie?

"Every man dies. Not every man really lives" - Braveheart

What advice can you give to other associate members letting the demo hold them back from receiving their MAI Designation?

Treat the demo as an assignment. Take the necessary time off from work or hobbies - It's an investment! Pick your subject last. Then, just follow the AI manual and keep it simple.



Ilya Gaev, MAI

Announcements/Updates

- The Virginia Commonwealth Chapter of the Appraisal Institute will be offering the **SRA Demo Alternative Package** in Richmond, Virginia on August 27 - September 2, 2010. The instructor will be Sandra Adomatis, SRA. If you are interested in attending these classes, contact Karie Walker, Virginia Commonwealth Chapter at (804) 377-0940 for more information.

- **New Options to Fulfill Continuing Education Requirements...**The Appraisal Institute has made the following changes to designated members continuing education requirements:

- (1) Alternative courses may be taken to fulfill the Appraisal Curriculum Overview requirement;

- (2) An increase in the number of USPAP courses that can be taken per CE cycle.

Designated members with CE cycles ending December 31, 2011 and after must complete the ACO requirement. Now, instead of taking an ACO course, designated members may also fulfill this requirement by taking a Level II course or a certificate program.

SRA designated members may take ONE of the following to fulfill the ACO requirement: Appraisal Curriculum Overview; Real Estate Finance, Statistics and Valuation Modeling; Appraising Historic Preservation Easements; Litigation Certificate Program; or an Appraisal Institute Level II Curriculum course

MAI, SRPA, SREA designated members may take ONE of any of the courses below to fulfill the ACO requirement: Appraisal Curriculum Overview 2-day course; Valuation of Conservation Easements; Appraising Historic Preservation Easements; Litigation Certificate Program; or an Appraisal Institute Level II Curriculum course.

Frequency of USPAP courses per cycle - Continuing education credit for the 7-hour or 15-hour national USPAP course can be granted up to three times per CE cycle. Previously, CE credit for USPAP was only granted twice per cycle.

Numerous Ways to Fulfill Remaining CE Hours....As you know, designated members must complete 100 hours of CE every five years. After fulfilling the three required courses - USPAP (7 or 15 hour), Business Practice & Ethics, and Appraisal Curriculum Overview (or alternative course), your remaining CE hours may be fulfilled in a variety of ways. For more information on CE requirements and more options for fulfilling your CE hours, go to: www.appraisal institute.org/education_faq.aspx.

Increased Continuing Education for Associate Members

At the February National Board of Directors meeting the Board voted on an increase in the number of hours of continuing education for associate members. The increase requires that each associate have 70 hours of continuing education in their 5-year CE cycle. **This became effective July 1.**

The new continuing education requirements are intended to raise the level of education of all Associate members and to raise the quality of appraisal services. Most state certified appraisers already are required to complete a minimum of 70 hours of continuing education every five years. As part of the 70 hours, associate members will be required to complete the Uniform Standards of Professional Practice Course, the Business Practices and Ethics Course and an advanced education course. Associate members currently are required to take the Standards Course and the Ethics Course within the first year of membership and then in every five-year cycle. (There are some alternatives to these requirements for associate members.)

Beginning in 2015, associate members who complete their five-year continuing education cycles will be required to state in their written appraisal reports whether they have completed the new CE requirements. Non-compliance will result in a 6-month suspension followed by termination.

LDAC's Lobbying Pays Off With Passage of Wall Street Reform & Consumer Protection Act, by Michael Jonas, MAI

Brad J. Saucier and Michael P. Jonas, MAI, CCIM represented the West Coast Florida Chapter at the Appraisal Institute's 2010 Leadership Development and Advisor Council (LDAC) meeting held May 5- May 7 in Washington DC. Other Florida representatives included Val K. Chiasson, MAI, Scott M. Powell, MAI, Robert Sherer, MAI, Carlos Gobel and CJ Ortiz from the South Florida Chapter.

LDAC serves as an annual forum for participants to discuss timely issues affecting real estate appraisers. Four topics for this year's roundtable discussions and the discussion leader for each were as follows:

- 1) Self Promotion - Growing AI's Market Presence - Tim Rooney, SRA
- 2) The Future and Demand For Our Services - Richard Jones, MAI
- 3) Getting to the Designation Finish Line - Chip Gibbs, MAI
- 4) Elevate and Advance AI to the Client - Joe Woods, SRA

From the above discussions, consensus reports were prepared for submission to the Appraisal Institute's Executive Committee and Board of Directors, which consider LDAC recommendations for future action.

As part of the conference, participants of LDAC also spend a half-day lobbying lawmakers on issues of importance to members of AI. Brad and I teamed up with Scott Powell of the South Florida Chapter to meet with aides from the offices of Congressman Tom Rooney, Congresswoman Katherine Castor and Congressman Connie Mack. All of the representatives were open and receptive to our concerns and our support for House Resolution 4173, the Wall Street Reform and Consumer Protection Act.

Last year we lobbied for HR 1728, the Mortgage Reform and Anti-Predatory Lending Act 2009, although the bill passed the House last year it never made it through the Senate. Many of the same appraisal reform issues were reintroduced in H.R. 4173, which was passed by the House of Representatives on December 11, 2009. However the wide-reaching legislation is aimed at overhauling the US system of financial services regulation with new controls on large and systemically significant institutions. It would also create a new agency to oversee consumer banking transactions and would shine a light into shadow financial markets that thus far have been exempt from the oversight of regulators.

On a side note, LDAC is sponsored by the Appraisal Institute Education Trust, a non-profit organization. They took time to talk to us and I found it interesting that the trust offers scholarship opportunities. Scholarships can be applied for online at www.aieducationtrust.org. I recommend that you go online and apply if you are looking to take classes. The trust also accepts donations online if you are interested.

The 2010 LDAC was one of the most enjoyable and fulfilling experiences of my professional appraisal career. It gave me a sense of inclusion knowing that my opinions and suggestions were being heard. I highly encourage members and associate members to get involved with the Appraisal Institute and to take advantage of numerous resources offered by our organization. The conference provided me with newfound respect for the national leadership and their willingness to represent our organization to the best of their ability. The ability to network with so many high level appraisers was priceless. I have made friends that will last a life time. I encourage everyone to get involved and if this opportunity presents itself to you, don't let it pass you by.

Government Relations Report, by Brad Saucier, Chairman

What's Next? As most of you already know, our industry is facing some very difficult and turbulent times. The overall uncertainty of the future of the economy continues to depress real estate markets and has made the first half of 2010 a very difficult time for many of us. The good news is that we are on the right path to effectively changing the issues facing our industry; however, there is still a lot of work and effort needed. We recently hurdled a huge obstacle with the passage of House Bill 303, which has finally crossed the legislative finish line. The main purpose of HB 303 is to regulate Appraisal Management Companies more stringently in order to increase overall consumer protection. This was a major accomplishment for our profession, but we must continue to provide our support and have our voices heard.

Our chapter is very fortunate to have several dedicated members that continue to fight for us and the betterment of our industry. I think it is necessary to thank them publicly for their outstanding efforts and dedication to make our "appraisal world" a better place. I apologize that I cannot mention everyone, as there are many people behind the scenes, but I feel it is prudent to acknowledge the efforts of several dedicated individuals. Therefore, a **BIG** thank you goes out to Frank Gregoire, Bobby Hartnett, Jesse Vance Jr., Scott Dibiasio, Trey Goldman, Bill Garber, and Brian Rodgers for their continued dedication to ensure the betterment of our profession. We are very fortunate to have these dedicated individuals in our corner.

On a different note, I was shocked to read some of the recent Congressional Oversight Panel (COP) reports (<http://financialservices.house.gov/TARP.html>), as well as an article published by Bill Collins with Appraiser News (www.appraiserhelp.com). The Congressional Oversight Panel is responsible for overseeing the Treasury Department's "bailout" program. The COP recently expressed deep concerns over huge commercial real estate (CRE) losses that will probably occur in the near future. The panel reported that "over the next few years, a wave of CRE loan failures could threaten America's already weakened financial system. We are deeply concerned that commercial loan losses could jeopardize the stability of many banks, particularly the nation's mid-size and smaller banks, and that as damage spreads beyond individual banks that it will contribute to prolonged weakness throughout the economy". According to these sources, between 2010 and 2014, about \$1.4 trillion in commercial loans will reach the end of their terms. Nearly half are currently "underwater". The largest losses are projected for 2011 and beyond.

I realize this is somewhat disheartening, but it is important to share what I've been reading and seeing with my own eyes on a daily basis. I am confident that we will get through these tough times, although it may not be as soon as we all would like to see. I am a firm believer that hard work pays off in the long-run, so everyone tighten your bootstraps and hang on, because the roller-coaster ride is not quite over yet. Just keep the faith and don't give up, better times are coming. When in doubt, remember the words of Dale Carnegie: "Most of the important things in the world have been accomplished by people who have kept on trying when there seemed to be no hope at all."

FREAB General Meetings 2010

August 2 - 3 (Monday & Tuesday)
October 11 - 12 (Monday & Tuesday)
December 6 - 7 (Monday & Tuesday)

All meetings are held at the Real Estate Appraisal Board in Orlando unless stated otherwise. Contact JoEllen Peacock to register at joellen.peacock@dbpr.state.fl.us.

61J1-4.003 - Continuing Education: A licensee or certificate holder may earn five (5) classroom hours by attending an entire meeting where the Board considers disciplinary cases, for a maximum of seven of the required thirty (30) hours.

3rd Quarter Chapter Meeting

*Mark Your Calendar for the Next
Chapter Membership Meeting*

Friday, August 20, 2010

*Manatee Association of Realtors,
Lakewood Ranch*

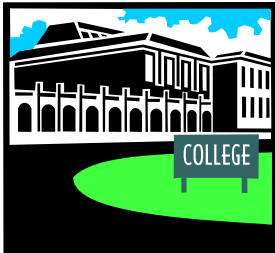
Lunch Meeting & Program:

11:30 A.M. - 1:00 P.M.

University Relations - Summer 2010

J. Bruce Cumming, Jr., Region X University Relations Director

The 2010-2011 class of Master of Science in Real Estate (MSRE) students has arrived at the University of Florida.



On July 19th at the University of Florida's Warrington College of Business Administration's brand new William R. Hough Hall (Warrington's fifth building) John Crossman, CCIM (FSU/real estate, 1993) of the Crossman Company (Orlando), facilitated the kick-off of the 2011 season of student-UF Real Estate Advisory Board networking. Crossman prepared an excellent booklet, *Guide to Starting a Career in Commercial Real Estate* for the students, which is also available on his company Web site, http://www.crossmanco.com/assets/files/universities/RealEstateCareer_UF.pdf.

There were about 25 MSRE students including Mary Kate Swann (who worked as an appraiser with Cuervo Real Estate Advisors in Tampa for three years). There were also about the same number of UF Real Estate Advisory Board members including myself, Angela L. Brown, MAI (vice president, Meridian Appraisal Group, Orlando), Larry A. Church, MAI, SRA (partner, Beaumont, Matthews & Church, Orlando), Jerry P. Gisclair, II, MAI (executive managing director, Colliers International/FirstService PGP Valuation, Tampa), and Todd D. Jones, MAI, senior manager, Thomson Reuters OneSource Property Tax (Tampa).

Crossman began the session at 11:00 A.M. promptly and began with "John's Big Brother Talk". He covered many issues that can get employees, particularly young employees, into "trouble," including alcohol, drugs, and excess partying (particularly with photos on social networking Web sites, which many employers check prior to hiring), "dating" co-workers, greed, being "hot-headed," and excess pride.

Crossman continued his talk and encouraged young professionals to seek out mentors throughout their careers and lives. He encouraged the development of career and life relationships at three levels: acquaintances, friends, and "brothers & sisters." Crossman also encouraged young professionals to seek out career coaches and/or counselors when, and if, needed throughout their lives. He encouraged them to "be coachable" (and looked to the UF Real Estate Advisory Board members to be good coaches of their employees). Mr. Crossman finished "John's Big Brother Talk" emphasizing the building of connections through one's career.

A networking lunch followed the opening event between the MSRE students and the UF Real Estate Advisory Board members with rotations. The event wrapped up with Crossman strongly advising the MSREs to get student memberships in professional associations and advocated very active professional involvement in such groups upon graduation. He also discussed networking strategies for attending real estate conferences and local events. Crossman advocated attending such events with a plan in mind to maximize professional impact. He also forcefully presented the concept of follow-up with contacts made at the conference, or event, and to add personal touches when possible. By way of example Mr. Crossman showed everyone a very nice FSU Seminole wallet that had been given to him by a prior UF Gator MSRE graduating class of students - relationships and connections!

The event concluded with UF Real Estate Advisory Board members' participation in a discussion of the general hiring process, what to look for in an opportunity, and the various commercial real estate careers open to new graduates.

The next major UF event is the UF Real Estate Trends & Strategies Conference, November 11th to 13th, 2010, <http://warrington.ufl.edu/fire/realestate/cres/conference.asp>.

University Relations - Summer 2010 (Cont'd)

John gives a similar presentation up at the FSU Real Estate Trends & Networking Conference, <http://www.fsurealestate.com/index.cfm?page=38>, (November 4th & 5th, 2010) to the FSU undergraduate real estate majors. I have attended the FSU Trends Conference (I am a UF Gator and I have noted several dozen UF license plates in the parking lot of Doak Campbell Stadium attending the conference too (not one Gator was "scalped," nor did I see any alligator shoes)) since 2004, when I first met John. It is a fantastic networking opportunity and is attended by about 400 professionals and 100 students.

Membership Development & Retention, J. Bruce Cumming, Jr., Committee Chair

As always, I would like to welcome all the new associate members who joined in the 2nd quarter of 2010 to the West Coast Florida Chapter of the Appraisal Institute! Networking is a key benefit and we have a chapter meeting coming up in August which I would encourage you to attend. I would also like to encourage all designated and associate members to attend as well, particularly those from the Sarasota-Bradenton area since this is your local meeting for 2010.

As our Sarasota-Bradenton readers know, I have been keenly interested for some time in getting more members involved from that local area, so any ideas that you have would be very welcome.

Our next chapter meeting is on Friday, August 20th from 11:15 A.M. to 1:00 P.M. at the Manatee Association of Realtors Conference Center in Lakewood Ranch. We have an excellent speaker scheduled, Larry M. Foyle, Esq. who will discuss the current commercial/residential real estate market as it relates to bankruptcy in Florida and the U.S. If you have an interest in becoming more actively involved with the West Coast Florida Chapter, feel free to contact me. I am always happy to discuss leadership opportunities within the chapter, region and at the national level.

Job Opportunities.....

Tampa. Job Description/Position: Urban Realty Solutions has an immediate opening for a state certified general appraiser or experienced commercial trainee. Individual must have good writing and computer/analytical skills and be detail-oriented. Compensation commensurate with experience. Hourly rate for trainee, increasing to share of revenues as experience increases. Please email resume to Linwood Gilbert, MAI at Linwood@urbanrealtysolutions.com.

Tampa. Job Description/Position: Senior Appraiser/MAI. CB Richard Ellis Valuation and Advisory Services, a leading national real estate firm, has an immediate position open for a MAI or senior state certified general appraiser in the Tampa Office. Individual must be detail-oriented, quality minded with good writing and computer/analytical skills. Excellent compensation package with incentive-based compensation and comprehensive benefits. Fax or email a resume to John Fabian, MAI at (813) 261-4502 or john.fabian@cbre.com

Sarasota. HETTEMA SABA & WALCH has an excellent opportunity for one or more career oriented commercial associate appraisers. Designated or Associate members of the Appraisal Institute preferred. Must either be licensed as a State Certified General Appraiser or a Registered Trainee with commercial work history. Competitive fee split commensurate with experience, comprehensive local database, and support staff. Work areas include Sarasota, Manatee and Charlotte counties. Please send resume in confidence to ilya@hswllc.com



A comment from a chapter member who recently posted a job opportunity on our website.... "I received at least ten resumes from the chapter and national website job posting. Just thought you might like to know that people out there definitely follow that area of your website."

Visit our chapter website for information on employment opportunities, chapter meetings, education offerings and other profession updates at <http://www.aiwestcoastfl.org/default.asp?id=1>

2nd Quarter Chapter Meeting May 7, 2010 - Ft. Myers



*New Designated Members:
Tim Backer, SRA, Debra Dietz, SRA and
William Kelly, SRA*



*Chapter offering held at Pelican Preserve, in
Ft. Myers, FL*



*Guest Speaker Michael Timmerman, SRA, Fish-
kind & Associates at May chapter meeting*



*7-Hour USPAP given in Ft. Myers taught by
Tim Andersen, MAI*



Seminars held in Ft. Myers



*Florida Law seminar with 70 students in
attendance*

Want to Become a Member? [JOIN TODAY](#)

3rd Quarter Meeting of the West Coast Florida Chapter

Friday, August 20, 2010 - Lakewood Ranch

Please join us for the next chapter luncheon meeting!



Where: Manatee Associate of Realtors
 10920 Technology Terrace
 Lakewood Ranch, FL 34211
www.manateerealtors.org

Schedule: Seminar - 8:30 A.M. - 11:30 A.M.- Florida Law Meeting/Lunch - 11:30 A.M. - 1:00 P.M.
 Seminar - 1:00 P.M. - 4:00 P.M.-Florida Supervisor/Trainee Rules

Guest Speaker: Larry M. Foyle, Esquire
 w/law firm of Kass, Shuler, Solomon, Spector, Foyle & Singer, P.A.

Reservations are required to attend all events - please join us!

To register online for seminar and/or lunch meeting: www.appraisalinstitute.org/education/WestCoastFlorida.aspx

Registration Information

Name _____

Firm _____

Address _____

City _____ State _____ Zip _____

Email _____ License # _____

Phone _____

Lunch Meeting Cost: \$25 Member
 \$30 Nonmember

Seminars: \$75 Member (per seminar)
 \$95 Nonmember (per seminar)

Mail Check or Fax Registration to:
 West Coast Florida Chapter - AI
 10014 N. Dale Mabry Highway, #101
 Tampa, FL 33618
 T 813-962-4003 | F 813-962-4006
 Questions? wcoastfl@tampabay.rr.com

[Register Online](#)

Payment: Visa MasterCard Amex Check

Name on Card: _____

R.S.V.P. by August 16, 2010

Card # _____ Exp Date _____ Amount \$ _____

I will attend: Both Seminars Lunch Meeting Only All 3