

*East Florida*  
*chapter*

# Headlines

EAST FLORIDA CHAPTER  
OF THE  
APPRAISAL INSTITUTE  
ELECTED  
2011  
OFFICERS & DIRECTORS

See page 4 for details

FRIDAY , NOVEMBER 12, 2010  
Sheraton Orlando North  
600 N. Lake Destiny Drive, Maitland, FL

## ***LAST CHANCE! STILL NEED CE HOURS?***

### ***APPRAISING DISTRESSED COMMERCIAL REAL ESTATE: HERE WE GO AGAIN***

*8:00 AM Registration & Continental Breakfast  
Seminar 8:30 PM—5:00 PM*

*Instructor:  
William T. Anglyn, MAI*

*Cost:  
Members \$195  
Non-Members \$225  
(Lunch included in fee)*

In keeping with its cyclical nature, the real estate market has once again moved toward a state of dissolution. In the current economic downturn, this timely new seminar provides critical insights on how appraisers, lenders, and investors will value distressed real estate. In *Appraising Distressed Commercial Real Estate: Here We Go Again*, learn how to analyze distressed development properties and improve commercial real estate under the present market conditions. Examine, in detail, specific steps to enhance distressed properties. Develop methods for arriving at a market-supported "as-is" value forecast and in doing so, acquire techniques for enticing entrepreneurs, among other buyers. Discuss adaptive and alternative use on distressed properties that no longer support their current use by reviewing three examples that demonstrate the conversion process. Also, learn to accurately evaluate land values with limited direct comparables while you explore three unique case studies involving property in times of distress.

*DBPR & AI Continuing Education: Approved for 7 Hours*

### **MEMBERSHIP LUNCHEON AND INSTALLATION OF 2011 OFFICERS AND DIRECTORS**

**INSTALLING OFFICER  
Larry A. Church,  
MAI, SRA**

**Noon**

**Cost: \$25**

***To ensure the correct  
number of meals ordered,  
please make sure you  
make reservations. Walk-  
ins will now be charged  
an additional  
\$5 fee.***

**FOR DETAILED INFORMATION/REGISTRATION GO TO:  
<http://www.appraisalinstitute.org/education/EastFlorida.aspx>**

**Or call the chapter office at  
813-651-5904**



# PRESIDENT'S MESSAGE

Mark Carpenter, MAI

The appraisal business in 2010 has been quite challenging. Bank clients, government clients, private corporations, and other users of appraisal services have all suffered through these past two years. The result has been less appraisal work and reduced fees. Hopefully, the worst of times are behind us.

In addition to the business problems that we all face, the National Appraisal Institute has also had its problems. Earlier this year, the Appraisal Foundation sanctioned the Appraisal Institute for conduct it claimed violated the Foundation's Bylaws for sponsoring organizations. As a result, the Appraisal Institute Board of Directors voted to withdraw our sponsorship from the Foundation primarily in order to preserve the Appraisal Institute's ability to speak freely on behalf of its members, the profession and the public interest, and to protect AI's reputation for integrity and independence. The Appraisal Institute cannot accept sanctions for acts it did not commit. Looking to the future, the Appraisal Institute intends to build on our nearly 80 years of experience to create an organization that enables its members to better meet the challenges of a continually changing market. Independence provides us with the opportunity to take valuations to a new, higher level. We can only realize these and other ambitious goals with your support and the support of every member you know.

Thanks to all who are faithfully attending East Coast Florida Chapter-sponsored education offerings. Our attendance for 2010 has been outstanding and we are currently in line with our educational budget projections for this year. We have had a full and successful education program this year, even in these trying times. We have offered 15 courses and 18 seminars. I would like to thank our educational committee which is co-chaired by Jackie Green, SRA, and Charles "Tom" Cowart, MAI.

Welcome to all of our new members. We have 2 new designated members, 14 new associate members, and 6 new affiliate members. In May 2010, Nick Pilz, our Government Relations chair person for the chapter and our incoming 2011 Chapter Secretary, attended the Leadership Development and Advisory Council (LDAC) in Washington, D.C. I want to thank Nick for taking the time to support our chapter. This is an annual event that serves two purposes. First, it provides the Appraisal Institute with a large group of appraisers who can provide input to key issues facing our organization and our industry. Second, attendees visit Senators and Congressmen on Capital Hill to lobby on behalf of pending legislation that has an impact on appraisers.

The UPAV Congress and Appraisal Institute Annual Meeting will be held November 1-5 in Miami, Florida. Additionally, on November 2, the Region X meeting will be held in this location. You can register through the Appraisal Institute website. This is an opportunity for professional education and connections that will help with international valuation assignments. You will be able to network with international clients and combine attendants at region meetings, national programs, and other Institute activities into one convenient package and increase your knowledge of the international practice, theory, and business. Join the East Florida Chapter officers and board members in Miami. Don't miss this unique experience.

The Chapter held a social hour function at Ember's in downtown Orlando in April 2010. This was the second social event at Ember's in the last two years which was very successful. Due to the success of this event, the Chapter will be holding our third social event function at Ember's on November 11 from 5:30 to 7:30. The food will be provided by the Chapter and complimentary drink tickets will be provided by Calloway and Price.

Thank you again for your support throughout this past year. This has been a challenging year for all of us, and I appreciate the opportunity to serve you as Chapter President for 2010. I wish you all a prosperous and successful in 2011.

Mark G. Carpenter, MAI  
2010 Chapter President  
(407) 648-2199, ext. 203  
[markc@pinelcarpenter.com](mailto:markc@pinelcarpenter.com)

## Social Hour at Embers

The East Florida Chapter of the Appraisal Institute will be hosting a social hour gathering from 5:30 PM to 7:30 PM on November 11, 2010 at Embers in downtown Orlando. Embers is located at 42 W. Central Avenue across from the Wachovia Bank building and just east of the new Orlando Fire Department – Station 1. Come join your fellow appraisers and enjoy a sample of appetizers and cash bar at Embers outdoor patio bar. The food will be provided by the East Florida Chapter and a complimentary drink ticket will be provided by Curtis L. Phillips, MAI of Callaway & Price, Inc., to every member who RSVP's by November 5, 2010. Appraisal Institute members are invited to bring one guest to this social event. Please make an RSVP for this event with Ryan L. Zink, MAI at [rzink@irr.com](mailto:rzink@irr.com).

# DID YOU KNOW?

## AI Board of Directors Invites Member Input on Core Competency Framework

As part of the 45-Day Notice posted Sept. 21, the Appraisal Institute's Board of Directors is seeking comments from members on the Core Competency Framework. The topic will be on the board's agenda for its meetings on Nov. 3 and Nov. 5 in Miami.

The AI Core Competency Project Team and the Admissions and Designation Qualifications Committee have defined core competencies as education, professional experience and demonstration of knowledge. Core competencies are the professional expertise, skills and proficiencies that result in outstanding performance by the Appraisal Institute's Designated members. While the current designation requirements were meeting the core competencies, the project team and ADQC found that there were additional options that could be used by Associate members to demonstrate those core competencies.

Materials explaining the Core Competency Framework are available in the members-only section of the Appraisal Institute website at [www.appraisalinstitute.org/myappraisalinstitute/corecompetencies.aspx](http://www.appraisalinstitute.org/myappraisalinstitute/corecompetencies.aspx). Feedback can be emailed to [45daynotice@appraisalinstitute.org](mailto:45daynotice@appraisalinstitute.org). Comments will be shared with the AI Board of Directors.

If approved by the Board of Directors at its November meeting, the core competency approach could be implemented by the end of the year.

The full 45-Day Notice can be found at [www.appraisalinstitute.org/myappraisalinstitute/downloads/45-day-Notice\\_92110.pdf](http://www.appraisalinstitute.org/myappraisalinstitute/downloads/45-day-Notice_92110.pdf) (log-in required).

## 2010 FREAB Meetings

December 6 & 7

61J1-4.003 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,



Incoming National President, Joseph Magdziarz, MAI, SRA and East Florida Chapter Incoming President Walter Price, SRA

## Appraisal Help

“Unsure of how to approach an appraisal problem?”  
Bill Pardue, MAI, SRA  
(407) 629-4428  
Walter Carpenter, MAI  
(407) 648-2199

## Chapter Office

Lauren Dowling,  
Chapter Executive Director  
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**EAST FLORIDA CHAPTER OF THE APPRAISAL INSTITUTE  
2011 OFFICERS, DIRECTORS AND REGION REPRESENTATIVES**

<b>2010 President</b>	Walter Price, SRA	<b>Associate Member</b>	Ira Bellinkoff
<b>2010 Vice President</b>	Mark Parsons, SRA	<b>Committee Chair</b>	
<b>2010 Treasurer</b>	Curtis Phillips, MAI		
<b>2010 Secretary</b>	Nick Pilz	<b>Region Reps</b>	
<b>DIRECTORS (2009-2011)</b>	Scott Tew, MAI Tom Weninger, SRA		Walter Price, SRA Mark Parsons, SRA Phillip Curtis, MAI Nick Pilz Jackie Green, SRA Charles "Tom" Cowart, MAI
<b>DIRECTORS (2010-2012)</b>	Gail Palmer, SRA Steve Albright, MAI	<b>Alternate Region Reps</b>	
<b>DIRECTORS (2011-2013)</b>	Nathan Gibboney, MAI Ryan Zink, MAI		Scott R. Tew, MAI Nathan R. Gibboney, MAI Tom Weninger, SRA Gail Palmer, SRA Ryan Zink, MAI Steve Albright, Jr., MAI

## Working towards your designation?

The Appraisal Institute's website maintains an Education Transcript of each class you take so that you can determine which AI classes you need to complete your education requirements which show up under your Associate Status Report.

Would you be interested in a seminar that covers the traditional demonstration report or its other alternatives? We want to know how we can help you!

Associate Guidance Chair—Nate Gibboney, MAI  
nate@gibboneyappraisals.com

Board Member Representing Associate Members—Ira Bellinkoff  
Ira@tewrealty.com

## Welcome New East Florida Chapter Members

Michael Ciaccio  
Charles N. Cowart  
Denver Hetzer  
Mark A. Homes  
Gary M. Pendergast  
Sandra Rivera  
Michael P. Shanahan  
Michael F. Welsh  
Jerry Wiltse

## In Memoriam

Mark McLean, MAI

## East Florida Chapter

### President

Mark Carpenter, MAI  
markc@pinelcarpenter.com

### Vice President

Walter B. Price, SRA  
wprice@priceappraisalgroup.com

### Treasurer

Mark H. Parsons, SRA  
Mark.parsons@t-a-w.com

### Secretary

Curtis L. Phillips, MAI  
clp@cpmel.com

### Past President

Lauren Stricklen, MAI  
Lauren@sas-pa.com

### Directors (through 2010)

Nathan R. Gibboney, MAI  
nate@gibboneyappraisals.com  
Ryan Zink, MAI  
rzink@irr.com

### Directors (through 2011)

Scott Tew, MAI  
scott@tewrealty.com  
Tom Weninger, SRA  
tweninger@cfl.rr.com

### Directors (through 2011)

Walter Carpenter, MAI  
walterc@pinelcarpenter.com  
Steve Albright, MAI  
sja@aaaocala.com

### Board Member Representing

#### Associate Members

Ira Bellinkoff  
Ira@tewrealty.com

#### Region Reps

Mark Carpenter, MAI  
Charles (Tom) Cowart, MAI  
Curtis Phillips, MAI  
Jacqueline Green, SRA  
Walter B. Price, SRA

### Alternate Region Reps

Leon Stricklen, MAI  
Scott R. Tew, MAI  
Nathan R. Gibboney, MAI  
Tom Weninger, SRA  
Stephen Tschida, SRA

Kelly Shipes  
Robert Hueston  
Gail Palmer, SRA  
Nicholas Pilz

### William Emerson, MAI

#### Admissions

James Cooksey, MAI  
[jim@cookseyassociates.com](http://jim@cookseyassociates.com)

#### Bylaws

Lauren Stricklen, MAI  
Lauren@sas-pa.com  
**Associate Guidance**  
Nathan Gibboney, MAI  
nate@gibboneyappraisals.com

### Education

Charles "Tom" Cowart, MAI  
ctcowart2@earthlink.net  
Jacqueline Green, SRA  
greenappraisal@cfl.rr.com

### Finance

Mark H. Parson, SRA  
Mark.parsons@t-a-w.com

### Government Relations

Nicholas Pilz  
acsinc@acsappraisers.com  
Membership Development & Retention  
Stephen Albright, Jr., MAI  
sja@aaaocala.com

### Newsletter

Scott Tew, MAI  
scott@tewrealty.com

### Nominating

Lauren Stricklen, MAI  
Lauren@sas-pa.com

### Public Relations

Ryan Zink, MAI  
[rzink@irr.com](mailto:rzink@irr.com)

# WILL THE RECENTLY RULE 61J1-4.010 AFFECT YOU ?

At the last FREAB meeting held on October 12, 2010, the Florida Real Estate Appraisal Board and the Division of Real Estate indicated they have received significant negative feedback regarding the recent amendment to this rule—whereby a Certified Appraiser must have been certified for at least 48 months prior to supervising a trainee. This rule—discussed since 2007 and eventually written in March 2009—was created reportedly because most complaints over the course of the past few years were among supervisors or appraisers that had only been appraising for three to four years, with the predominance filed against residential appraisers.

With the advent of this rule—if an appraiser could attain Certified status under the minimum allowable time period—a Certified Residential Appraiser could not supervise any trainees for (24 months + 48 months) 6 years and a Certified General Appraiser could not supervise any trainees for (30 months + 48 months) 6.5 years. Due to the new AQB education requirements implemented on January 1, 2009, educators indicate that the “typical” time required for a trainee to become certified often exceeds the minimum allowable time to become certified (residential 3-4 years; commercial 4-5 years). Thus, the actual time period needed until someone may supervise a trainee would likely be closer to eight years.

Mr. Thomas O'Bryant, Director of the Division of Real Estate, indicated that currently this rule will affect approximately 400 Certified General or Residential appraisers not to mention the trainees that they currently supervise. Therefore, this rule—originally scheduled to go into effect on December 10, 2010—would have far reaching affects. Consequently, the Board felt that implementing such a rule under current economic conditions would not be in the best interest of the profession. Therefore, they instructed the Division of Real Estate to delay enforcing the amended rule until February 9, 2011—even though the rule is still written to be implemented on December 10, 2010. By delaying implementing this rule, they are also allowing time to consider other options such as “grandfathering”, supervisor education classes, etc.

Moreover, by extending the implementation date, the Board is allowing those appraisers experiencing hardship to file a Waiver of Variance—which FREAB will hear at the next two board meetings on December 7, 2010 and February 8, 2011. Instructions for filing a waiver are found under the Joint Administrative Procedures Committee (JAPC) Chapter 28-104. Filing a petition should be handled as soon as possible to make sure your case can be included on the meeting agenda.

For appraisers whom this rule does not affect, the following should be considered for the continued growth of AI designated members in our chapter:

- This rule could turn away highly qualified talent such as recruiting MSRE graduate students from the University of Florida, Florida State University, and the University of Central Florida when considering the amount of time that would need to be invested before they could leverage their talent.
- This rule could hinder growth of recently designated members—MAI or SRA—who would ultimately be the most qualified to supervise and cultivate new members into the profession.
- This rule could deter current Associate Members from wanting to pursue their MAI or SRA designation due to the number of regulation hurdles employed at the state level.

Ira Bellinkoff  
Board Member Representing Associate Members

## 2011 EAST FLORIDA CHAPTER OF THE APPRAISAL INSTITUTE EDUCATION CALENDAR

January 28 Loss Prevention Seminar/Membership Meeting Sheraton Orlando North

### Winter Extravaganza - Wyndham Orlando Resort

February 24 Whatever Happened to Quality Assurance:  
Avoiding Risky Appraisals and Risky Loans

February 24 Business Practice and Ethics

February 25 Appraisal Curriculum Overview Day 1 (Residential)

February 26 Appraisal Curriculum Overview Day 2 (Commercial-2 days required)

February 25&26 Uniform Appraisal Standards for Federal Land Acquisitions—Yellow Book

April	TBD	State of Orlando—Forecast	TBD
May	6	Residential Appraisal Update 2010: Staying Competent in a New Decade/ Membership Meeting	TBD
	23-24	Income Valuation of Small, Mixed Use Properties	U of P, Maitland
June	13-14 27	The Appraiser as an Expert Witness General Demonstration Report Writing	U of P, Maitland U of P, Maitland
July	11-15	Advanced Income Capitalization	U of P, Maitland
August	19	The Discounted Cash Flow Model: Concepts, Issues, and Applications & REO Appraisal-Appraisal of Residential Property for Foreclosure and Pre-foreclosure/Membership Meeting	Sheraton Orlando North
October	17-18	Litigation Appraising: Specialized Topics & App	U of P, Maitland
November	11	Seminar & Membership Meeting	Sheraton Orlando North



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