

Seminar/Dinner/Music/Dancing

FRIDAY, August 21, 2015

CITRUS CLUB

255 South Orange Ave, 18th Floor, Orlando,

SITE TO DO BUSINESS (STDB)

Registration 10:45 AM
Seminar 11:00 AM—6:00 PM
(lunch 1:00 PM—2:00 PM)

Cost:

AI Price \$190/ Full Price \$225
Lunch Included

The Site to Do Business, or STDB, is a veteran market leader in commercial real estate demographics. Over the past 15 years, the technology has developed to best serve the needs of commercial real estate professionals across the country. By integrating online data into a dynamic GIS mapping environment, the site allows users to competently and consistently make the best decision possible for a given piece of real estate. STDB is a wholly owned subsidiary of the CCIM Institute.

Now that the transition to the new STDB is complete; the team at CCIMTECH is ready to present hands-on training. The 2015 training program will offer the "hands-on" six (6) hour program. The curriculum focus is ESRI BAO and all aspects of creating and running reports, smart maps and business lists/reports, etc.

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MEMBERSHIP DINNER/DANCE

**Cocktail Reception 6-7 PM
Dinner/Dance 7-10 PM**



**Live Music provided by
Folk University
Lead by Mike Twitty, MAI**

**Cost: \$50/pp
Cash bar
Guests/Spouces are welcome**

**PARKING IS NOT INCLUDED IN FEE: PARK IN
CITRUS CENTER PARKING ON JACKSON STREET
BETWEEN ORANGE AND ROSALIND AVE. PARKING
STARTS ON LEVEL TWO. SORRY, TRUCKS AND
VANS MAY NOT FIT IN THE STRUCTURE AND WILL
HAVE TO FIND ALTERNATE PARKING. \$15 PER DAY**

**FOR DETAILED INFORMATION/
REGISTRATION:**

[http://www.appraisalinstitute.org/
education/EastFlorida.aspx](http://www.appraisalinstitute.org/education/EastFlorida.aspx)

Or call the chapter office at 813-651-5904

SAVE THE DATE

October 1, 2015

Central Florida Real Estate
Forum

DID YOU KNOW?

2016 Capstone dates and
locations announced—see
page 7

LOOKING FOR A NEW JOB...

See the chapter website for
opportunities at
www.eflai.org

President's Message



Ryan Zink, MAI
Chapter President

Register Now
August 21, 2015
Dinner, cash bar
and live Band

Citrus Club
downtown
Orland

The next East Florida Chapter meeting will be held August 21st at the Citrus Club in downtown Orlando and will include dinner, cash bar, and a live band. While there will be a short meeting to conduct official Chapter business, there will not be a guest speaker at this meeting as it will be focused around networking, socializing with peers, and just having a good time. We encourage all members to bring their spouse, guest, and/or client to this meeting to enjoy what should be a great night. Back by popular demand from those who attended the November 2014 Chapter Meeting, Folk University will be returning to play songs from the 1960's through today. The band will be led by Michael Twitty, MAI, and hopefully there will also be some songs accompanied by James Cooksey, MAI.

As mentioned during my inauguration, it is my personal goal this year to further develop the relationships between the Appraisal Institute and all colleges and universities in the State of Florida that offer real estate degree programs. On April 14th, the East Florida Chapter participated in the 5th Annual - Expert Appraiser Panel at the University of Central Florida (UCF) by speaking to more than 120 real estate students. The program was well received by the staff and students and consisted of a panel of five speakers, all of which who specialize in

different lines of work in the appraisal profession. The 2015 panel members were as follows:

- Moderator & Overview of the Appraisal Institute – Ryan L. Zink, MAI
- General Commercial Appraiser – Chris Starkey, MAI
- Residential Appraiser – Nicholas Pilz, MAI, SRA, AI-RRS
- Litigation & Eminent Domain – Walter Carpenter, MAI
- Bank Reviewer – Hal Katz

On May 6, 2015 the Appraisal Institute was also represented at the University of Central Florida's Real Estate Conference, which was held at the Ballroom at Church Street. This event was attended by more than 400 participants with a variety of panel speakers including Orlando Mayor, Buddy Dyer and the President of UCF, John C. Hitt. The topics covered at the event included an update on the new downtown UCF campus, the development of the new Creative Village at the old Amway Center site, and expansion of the Orlando International Airport. The Appraisal Institute was recognized as Silver Sponsor with three Appraisal Institute members part of the UCF Real Estate Council.

Over the past year, the East Florida Chapter has also been

represented at the real estate conferences held by Florida State University (FSU) and the University of Florida (UF). The Chapter representation at these conferences is part of the Region X University Relations Committee, which has been very active over the past year. If you are interested in joining the University Relations Committee, please contact me as there are a number of ways to contribute.

I am proud to announce that the Region X Nominating Committee has selected Nick Pilz, MAI, SRA, AI-GRS to be the Third Director for Region X. Over the past five years, Nick has gone through the chairs for the East Florida Chapter, as well as served as the Government Relations Chair for Region X, attended three years of the Leadership Development Advisory Council (LDAC), and is currently Vice Chair of the National Education Committee. Nick will do a great job not only representing the East Florida Chapter, but all of Region X.

2016 Chapter Leaders



Elections for the 2016 Officers and Directors were held at the April membership lunch. (From left to right, Hal Katz, David Herring, SRA, AI-RRS, Anna Arroyo, MAI, Thomas Jones, MAI, Ira Bellinkoff, MAI, Elaine Liz-Ramirez, MAI, Michael Moran, SRA, Ryan Zink, MAI.)

Wanted: Tech Savvy...

We are seeking a member to chair the Technology sub-committee for the Real Estate Forum. Responsibilities will include: PowerPoint organization for presentations at the seminar, microphone, and monitor set up for the event. The event will be the last week of September or first week of October.

STDB

(from page 1) Professionals can't make intelligent real estate decisions without understanding market analysis. State-of-the-art geospatial technology provides valuable information for investors, lenders, developers, brokers and other real estate professionals. In addition to reviewing the features of our newest GIS platforms, we will examine real-world case studies of comprehensive analyses for each of the four major property types: office, industrial, residential, and retail.

After completing this course, you will:

- Have a better understanding of the application of GIS in the commercial real estate industry
- More efficiently and effectively use GIS analysis in your business
- Feel empowered to make better commercial real estate decisions by acting upon the data that can be derived from the GIS tools

Government Relations

At the Region X Meeting, our state lobbyist, Trey Goldman, informed us of SB766 and SB608—which have since become law. As well, he informed us that FREC is contemplating reducing their continuing education requirement from a minimum of three hours to two hours and that FREAB would like to follow suit. A summary of these topics is as follows:

Drones (SB 766)

Florida SB766 was signed into law by the Governor Scott on May 14, 2015 and goes into effect on July 1, 2015.

The exact intent is as follows...“defining terms; prohibiting a person, a state agency, or a political subdivision from using a drone to capture an image of privately owned real property or of the owner, tenant, occupant, invitee, or licensee of such property with the intent to conduct surveillance without his or her written consent if a reasonable expectation of privacy exists; specifying when a reasonable expectation of privacy may be presumed; authorizing the use of a drone by a person or entity engaged in a business or profession licensed by the state in certain circumstances; authorizing the use of a drone by an employee or contractor of a property appraiser for the purpose of assessing property for ad valorem taxation; authorizing the use of a drone by or on behalf of certain utilities for specified purposes; authorizing the use of a drone for aerial mapping under certain circumstances; authorizing the use of a drone for delivering cargo under certain circumstances; authorizing the use of a drone to capture certain images under certain circumstances; providing that an owner, tenant, occupant, invitee, or licensee may initiate a civil action for compensatory damages and may seek injunctive relief

against a person, a state agency, or a political subdivision that violates the act; providing for construction; providing for the recovery of attorney fees and punitive damages; specifying that remedies provided by the act are cumulative to other remedies; providing an effective date.”

Guy Haggard, an aviation attorney with Gray Robinson, has been quoted in the *Orlando Sentinel* indicating that there will likely be a lot of legal wrangling from drone disputes given that the wording is strong but the implementation and interpretation is unknown. He pointed out that whether a user mistakenly or decisively flies it over your backyard, “is that an invasion of privacy?” While the law allows the latitude for licensed real estate agents and appraisers to utilize drones (as a profession licensed by the state), use of the device comes at the user’s risk.

SB608 (Amendment to Chapter 475)

Florida SB608 was signed into law by the Governor Scott on May 21, 2015 and will be enacted July 1, 2015. Section 475 is mainly a procedural change to the law for compliance purposes:

- Appraisers shall prepare and retain work files for each appraisal, appraisal review or consulting assignment in accordance with the standards of the ASB. Furthermore, AMC’s must retain company accounts, correspondence, memoranda, papers, books, and other records in accordance with administrative rules adopted by the board.

Language was removed regarding nonresident licenses given new reciprocity rules. Previously, the law required nonresidents to meet certain qualifications and education requirements.

Continuing Education

Clay Ketcham, MAI, SRA, CCIM (Vice-Chair of FREAB) indicated that the current FREAB rule requires CE classes to be a minimum of three hours. Per my correspondence with Mr. Ketcham, reducing this minimum to two hours is being advocated for the following reasons:

1. The appraisal profession is changing very quickly every day and appraisers need to have education delivered quickly and easily.
2. Appraisal groups including the AI, ASA, IFA, FMRA, Florida Realtors, CCIM’s, Florida Bar, and a multitude of others offer current topics as short as 2 hour chapter meetings where appraisers are attending anyway. Why not encourage attendance at these meetings by providing CE credit in addition to learning.
3. The AQB requires courses of 2 hours or more so we would not be counter to any AQB rule or regulation.
4. The last reason is that a great many other states have adopted the 2 hour rule for CE credit for state licensees. The other compelling reason is that FREC is currently in rule making process to allow real estate licensees to have credit for 2 hour CE programs.

Appraisal issues are coming to the forefront quickly and all of us need information delivered faster. Mr. Ketcham’s indicated that this topic would be brought up for public comment at the Tuesday, August 4, 2015 FREAB meeting.

Ira Bellinkoff, MAI
Government Relations Chairman
East Florida Chapter

2016 National Committee Appointments



Appraisal Institute President-Elect J. Scott Robinson, MAI, SRA, AI-GRS, will begin working on 2016 committee appointments in August. If you are interested in 2016 committee service, please

complete the Leadership Resources Registry by **Aug 17**. The AI Board of Directors mandates that individuals appointed to committees must be in the LRR. To access the LRR, click [here](#) and indicate your preferred positions and committees.

President-Elect Robinson will submit his appointments to the Board for approval during the November 2015 Board meeting. The committee terms begin on Jan. 1, 2016.

To make sure you are considered for an appointment, you must meet the Aug. 17 deadline. If you have any questions, please contact Darlene Grass at dgrass@appraisalinstitute.org or Michael Bilas at mbilas@appraisalinstitute.org.

AI Education Trust

The next Appraisal Institute Education Trust Scholarship deadline is July 1. Three scholarships are available to eligible Candidates for Designation:

- Appraisal Institute Education Trust Candidate for Designation Scholarship
- Appraisal Institute Education Trust AI Course Scholarship
- Appraisal Institute Education Trust Minorities and Women AI Course Scholarship

Please note: It is recommended that, prior to submitting a scholarship application, applicants attend a minimum of two Appraisal Institute chapter meetings annually.

Learn more about AIET Scholarships [here](#) or email educationtrust@appraisalinstitute.org.

Three
Scholarships
are available.
Deadline is
July 1

National Bylaws Change

The Appraisal Institute Board of Directors also approved amendments to AI Bylaws that remove the Candidate Attendance Requirement for Candidates for Designation, effective immediately.



Congratulations to our New Designees



Michael Moran, SRA

David Herring, SRA, AI-RRS



Congratulations to the Region X VOD



Halt Katz received the Region X
Volunteer of Distinction Award

General Demonstration Report—Capstone Program

2016 LOCATIONS and DATES		
Los Angeles, CA Feb 22 - 28, 2016	Tampa, FL Feb 22 - 28, 2016	Chicago, IL Feb 22 - 28, 2016
Savannah, GA Apr 25 - May 1, 2016	Cincinnati, OH Apr 25 - May 1, 2016	* Synchronous * Apr 25 - May 1, 2016
San Francisco, CA Jul 11 - 17, 2016	Newark, NJ Jul 11 - 17, 2016	Nashville, TN Jul 11 - 17, 2016
Dallas, TX Sept 19 - 25, 2016	Denver, CO Sept 19 - 25, 2016	* Synchronous * Sept 19 - 25, 2016
New York, NY Nov 7 - 13, 2016	Charlotte, NC Nov 7 - 13, 2016	Pittsburgh, PA Nov 7 - 13, 2016

For more information and to register go to nationalprograms@appraisalinstitute.org

2016 Education

If you are looking to get a jump on the 2016 renewal cycle, here is what our chapter currently has planned for the second half of 2015. In August, we are offering Site to Do Business (STDB) Hands-On Presentation Training a 6-hour class brought to us by CCIMTECH. It will be followed by our membership meeting/dinner/dance at the Citrus Club.

In October, we are offering the 35-hour Advanced Income Approach. East Florida Chapter's very own Charles T. Cowart, MAI teaching this course. Our chapter currently has 14 candidates for the MAI needing this advanced course. If you are one or know of someone needing this course, this October is the time to take the course close to home.

In November, we are offering the 2-day course, Application & Interpretation of Simple Linear Regression. Larry T. Wright, MAI, SRA, AI-GRS will be in town teaching this offering. This course is part of the Analytics for Valuation Professional

Development Program. If you are looking to learn more about regression, this is the course for you.

The East Florida chapter education committee is busy planning the 2016 offering calendar. The Appraisal Institute has a number of upcoming new seminars for late 2015 and 2016. We plan to be one of the first chapters to offer these new seminars for our membership as soon as they are available. There will be one seminar on the new FHA Handbook and there are a series of seminars on all facets of Land Valuation.

For our designated members, we are excited that 2016 will see the offering of the Two-Day Advanced Income Capitalization courses, A & B. Each of these courses will be 14 hours with a 1-hour test (option) at the conclusion of the second day. You can earn up to 200 points toward your 500-point renewal cycle total for attending each 2-day seminar and passing the exam. Compare that 200-point total to taking two standard 7-hour CE

seminars, which offer 35 points for each, for a total of 70 points in two days, and you can see why taking the advanced education seminars is the way to go for the designated members.

Other courses to be on the lookout for in late 2015 and 2016 are Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications (Yellow Book), Contract or Effective Rent: Finding the Real Rent, Valuation by Comparison: Residential Analysis and Logic, Advanced Market Analysis and Highest & Best Use, and a host of Regional and Chapter developed seminars.

As always, we want to offer courses that are current and that are practical to our membership here in Florida, so if there are any topics or courses out there that you haven't seen offered or discusses, please let me know.

David B. Herring, SRA, AI-RRS
Education Co-Chair
herringappraisal@gmail.com

SAVE THE DATE!

2015 CENTRAL FLORIDA REAL ESTATE FORUM

Central Florida



You Don't Know The Half Of It...



"A Sustainable Growth Story"

5th Annual Central Florida Real Estate Forum

Who's Speaking?

Leading local and regional representatives will comprise:

Transportation — FDOT, All Aboard Florida

Land Development — Ben Shoemaker of D.R. Horton Homes

Trends — Orlando & Brevard County EDC

Keynote Speaker — John Morgan of Morgan & Morgan, PA

Lake Nona—Skipper Peek of Tavistock Development

Commercial Outlook—Multifamily, Industrial, Retail & Office

Sports Outlook & Regional Impact—Bill Dymond

Who's Attending?

A diversified audience of top-level real estate professionals:

Real Estate Brokers

Planners, Architects & Developers

Attorneys

Bankers

Residential & Commercial Appraisers

Construction Companies

Accountants



Lauren Dowling | Director
813-651-5904 | Lauren@eflai.org

- **Date:** October 1, 2015
- **Location:** Embassy Suites Downtown Orlando
- **Services:** Breakfast, Lunch & Cocktail Reception
- **CE Credits:** AI approved for 7 hours, FREAB & FREC credit is pending

EAST FLORIDA CHAPTER OF THE APPRAISAL INSTITUTE

2015 CALENDAR

August	21	STDB	Citrus Club
Oct	1	2015 Real Estate Forum	Embassy Suites Downtown
October	26-30	Advanced Income Capitalization	U of P—Orlando
November	10-14	Application & Interpretation of Simple Linear Reg	TBD

<http://www.appraisalinstitute.org/education/EastFlorida.aspx>
 Questions—Call Lauren at 813-651-5904 or Lauren@eflai.org



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