



East Florida Chapter Appraisal Institute

NEWSLETTER

THIRD QUARTER 2016

October 6, Real Estate
Forum has been approved
for 3 hours of AI and FREAB
CE

LOOKING FOR A NEW JOB....

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

The chapter website is
under construction...
watch for the new look

Friday, August 19, 2016

Sheraton Orlando North

600 N. Lake Destiny Drive, Maitland, FL

LET'S TALK ABOUT.... HEALTHCARE/OFFICE PROPERTIES



Speakers:
Anne Spencer
Jeff Sweeney

Breakfast Meeting

8:00 AM—9:30 AM

Cost:
\$25



The Dynamic Duo, Spencer and Sweeney, of Cushman and Wakefield will present at the membership Breakfast on August 19, 2016.

Anne Spencer, Director of Healthcare Practice Group, is a real estate strategist who assists her clients in portfolio planning and maximizing the value of real estate assets. Her focus is on healthcare real estate; she is the publisher of the comprehensive *Central Florida Medical Office Report* and owner of the website *FloridaMedicalOffice.com*. Anne has negotiated over 10 million square feet of commercial space with a gross value in excess of \$64,000,000.

Jeff Sweeney, Senior Director, is a real estate strategist who provides transaction support for professional occupiers. Jeff has been recognized by the Central Florida chapter of NAIOP as its Top Office Broker. He has represented more than 200 companies in their negotiation for user occupied facilities. Jeff has leased and sold over 3 million square feet of commercial space, represented over 12 million square feet of owned commercial property and sold more than 100 acres of commercial land.

FOR DETAILED INFORMATION/REGISTRATION:

<http://www.appraisalinstitute.org/education/EastFlorida.aspx>

Or call the chapter office at 813-651-5904



Ira Bellinkoff, MAI
Chapter President

Register Now
August 19,
Membership
Meeting

President's Message

I am certain everyone is beginning to enjoy the summertime, but there is still plenty on our calendar through the remainder of the year. Since my prior report, our membership has been very busy. Our last chapter meeting was held at Hourglass Brewery in Longwood. About 50 members and guests in attendance enjoyed a panel session including a beverage attorney, real estate site selector and proprietor speaking about the craft brewery business. Several designations were presented and a good time was had by all. Between May 25th and 27th, AI members converged in Washington D.C. for the annual LDAC Conference. Our chapter representatives included Elaine Liz-Ramirez, MAI (Discussion Leader), Chris Dolney, MAI (3rd Year), Chris Starkey, MAI (2nd year) and David Herring, MAI, SRA, AI-RRS (1st year). Please read the article that the attendees wrote regarding their experience at this year's LDAC Conference contained in this newsletter. The UCF Expert Panel, held on April 12, attracted upwards of 200 students. The chapter's panel speakers spoke on four distinct specialties including: Nicholas Pilz, MAI, SRA, AI-RRS (residential), Ira Bellinkoff, MAI (commercial), Walter Carpenter, MAI (litigation) and Andrew Grossmann (bank review).

The two near-term chapter events to look forward to include the August 19th chapter membership breakfast meeting at the Sheraton Orlando, and the Central Florida Real Estate Forum that will be at the Citrus Club on October 6th. The guest speakers for the August 19th membership meeting will include Jeff Sweeney and Anne Spencer who are Co-Practice Leaders of the Medical Office specialty group in Central Florida. Their presentation will focus solely around healthcare, which should be very informative since they provide brokerage and counsel to Florida Hospital. Although it's not until October 6th, the Central Florida Real Estate Forum will be here quickly. There will be a variety of speakers at this event and, as usual, it will be a top-notch event. Various sponsorship levels are available, so make your commitment today. Please don't forget to invite your co-workers, real estate agents and attorney-clients (will be approved for CLE credit). This event has been approved for 8 hour hours by FREAB.

There are still a number of continuing education programs coming up this year. Looking forward to seeing you at many of our wonderful events scheduled in the months ahead.

Best regards,

Ira Bellinkoff, MAI
Chapter President
Ira@edgerealtyadvisors.com

2016 FREAB Meetings

August 1, October 3, December 5

The Division of Real Estate is now able to live stream their meetings. The streaming is not recorded and it has limited space at this time. If you are unable to access the meeting, please try again later as access may become available during the day. If you have connected to the live stream and no longer wish to view the meeting in progress, please be sure to disconnect to allow others to access the live stream. Please disable your PC audio and video camera prior to logging into the meeting. Failure to do so will result in other users and attendees hearing and seeing you during the meeting.

61J1-4.003(7) Continuing Education—A registrant, licensee, or certificate holder, including a Board member, may earn five (5) classroom hours by attending an entire meeting where the Board considers disciplinary cases, for a maximum of seven (7) of the required thirty (30) hours; provided that, the individual is not appearing as a party to a disciplinary action and notifies the Division of Real Estate, Education Section, of the intent to attend at least seven (7) days prior to the meeting. Contact Janice Taylor at least 7-days prior to the meeting to register. Please visit the website www.myfloridalicense.com > *Doing Business with Us* > *Real Estate Division Page* > *Florida Real Estate Appraisal Board* > *Meetings & Workshops*, and print all publicly available materials as early as 7 days before the date of the meeting. The department endeavors to minimize paper usage in all business practices.

Education

Join us to complete your recertification CE

We are already halfway through 2016! Where has the time gone? As the year moves past, so does your chance to sign up and both support your local chapter and get your CE requirements completed prior to the November 2016 renewal deadline. We have had a productive year so far with over 400 students being served by the chapter for the year to date. We have a number of great courses and seminars still to come in 2016, so be sure to look at all of our current offerings and register for any class by clicking this [link](#).

Next month we have Vince Dowling, MAI, SRA in town to teach back to back seminars [Tightening the Appraisal](#) and the popular national seminar, [Contract or Effective Rent: Finding the Real Rent](#).

We still have two more offerings for USPAP and FL Law in 2016 as well as the litigation professional development series of courses including [Condemnation Appraising: Principles & Applications](#), [The Appraiser as an Expert Witness: Preparation & Testimony](#), and [Litigation Appraising: Specialized Topics and Applications](#).

The education committee added the [Review Theory – General](#) course at the request of some chapter members. We feel very lucky as a chapter to have secured Richard “Rick” Borges II, MAI, SRA, AI-GRS, AI-RRS, the 2013 national president of the Appraisal Institute to come and teach this course. If you know anyone working on their AI-GRS be sure to tell them to sign up for this class as this might be the last offering of the course for a year or two depending on local demand and you won’t find a more qualified instructor.

I would be remiss if I did not mention the [2016 Central Florida Real Estate Forum](#). I know the committee for this 8-hour, daylong seminar have worked tirelessly to get an amazing line up of speakers for this year’s forum. Be sure to register early for this event, as it is sure to sell out once registration is opened to everyone in Central Florida.

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 that you see a need for in our area, please let me know.

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

East Florida Chapter of the Appraisal Institute

CENTRAL FLORIDA REAL ESTATE FORUM

October 6, 2016 / CITRUS CLUB/DOWNTOWN ORLANDO

Join us for our 6th annual Central Florida Real Estate Forum featuring a full-day of top named speakers who will cover timely topics on Central Florida real estate as well as major developments and regulation issues. (8 Hours of CE; AI & FREAB (pending FREC/CLE)). DETAILS AND REGISTRATION [HERE!](#)

SPEAKERS

(Moderator, Steven L. Marshall, MAI, SRA, AI-GRS)

K.C. Conway
Sr. VP, Credit Risk Management,
SunTrust Banks, Inc.

David Siegel
Founder, President and Chief Executive Officer,
Westgate Resort

Story Musgrave
Astronaut

Representative Dennis Baxley
Florida House of Representative

BROKER PANEL

Justin Ruby
Senior Vice President, Brokerage Services

Cindy Schooler
Director, Retail & Office Brokerage Services

Emily Zinaich
Avison Young

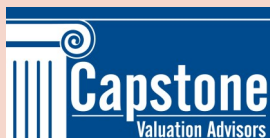
Senator David Simmons

Luann Brooks
Executive Director, I-Drive Business Improvements

Dick J. Batchelor
Political Analyst

Michelle Ertel
Political Analyst

SPONSORS





On May 25th, 2016, the annual Leadership Development and Advisory Council (LDAC) Meeting was held in Washington, D.C. In attendance were 102 appraisal professionals across the US and Puerto Rico, plus AI Executive Leadership. Chris Dolney (Third Year), Chris Starkey (Second Year) and David Herring (First Year) were the chapter scholarship recipients who represented the East Florida Chapter.

The three day conference was chaired by Aaron Carone, MAI and co-chaired by Trevor Hubbard, MAI, SRA. Four discussion sessions were held on relevant topics for Organizational strategic planning. The topics and discussion leaders (DL) included:

Elaine Liz-Ramirez, MAI:	How can AI support members to expand services beyond USPAP ?
Byron Miller, SRA, AI-RRS:	What is the outlook for an SRA of the future?
Chris Ponsar, MAI, SRA:	How can AI increase its market share?
Rodman Schley, MAI:	Professional Development—It's your business!

Each session is held as a “think tank”, with members collaborating to generate ideas for potential implementation. In general, the attendees agreed that becoming “the gold standard” designations is of great importance, as well as an emphasis on appraisers being “Valuation Specialists” with consideration of expansion of valuation services through certifications and progressive education.

The Lobbying Effort on Capitol Hill highlights the meeting. This year, we focused on modernizing the appraisal regulatory structure which was initiated by FIRRE in 1989.



FLORIDA LDAC 2016 CONTINGENCY

General Demonstration Report—Capstone Program

2016 LOCATIONS and DATES		
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

2016 Education

<http://www.appraisalinstitute.org/education/EastFlorida.aspx>

July 12	Effective Rent	4
July 12	Tightening the Appraisal	3
July 13 and 14	USPAP/FL Law—Indian Harbour	7/3
August 11-13	Condemnation Appraising—Principles and	22
August 15-19	Review Theory—General	33
Sept 15 and 16	USPAP/FL Law—Orlando	7/3
Sept 19-20	The Appraiser as an Expert Witness	16
Oct 6	Central Florida Real Estate Forum	8
Oct 20-21	Litigation Appraising: Specialized Topics	16
Oct 28 and 29	USPAP/FL Law—Ocala	7/3

Questions—Call Lauren at 813-651-5904 or Lauren@eflai.org



Online Education:
Learn at your own pace anytime, anywhere.
 Visit appraisalinstitute.org/online for a list of classes!



**Appraisal
Institute***
Professionals Providing
Real Estate Solutions

Comprehensive Exam Prep

Gary DeWeese, MAI, and an instructor for the Appraisal Institute for more than 20 years, is offering his Comp Exam prep material for sale. These materials are the same as presented in his live webinars.

The cost is \$300 for the Income, \$150 for the Sales, \$150 for the Cost/HBU and \$150 for the General module material. If you purchase the first 3 modules, the General module material is free. The material is based on multiple choice type problems with detailed solutions illustrated. The material is electronically delivered the same day as ordered.

For more information about the material, to read student reviews, and learn how to order go to www.garydeweese.com or contact Gary directly at garydeweese@comcast.net or 925-216-8751.

The materials were developed by Gary DeWeese and are not sponsored or endorsed by the Appraisal Institute

Congratulations to our New Designees & VOD



James Cooksey, MAI, AI-GRS



David B Herring, MAI, SRA, AI-RRS



Oliver K. Hedge, MAI



Riley K. Jones, MAI, SRA



Thomas Seymour, Jr., MAI, AI-GRS



Region X Volunteer of Distinction
Steven Marshall, MAI, SRA, AI-GRS

East Florida Chapter

President

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Region Reps

Robert Sutte, MAI, SRA
Stephen Boyle, MAI
Elaine Liz-Ramirez, MAI
John Stevely, MAI
Ana Arroyo, MAI

Alternate Region Reps

Thomas Jones, MAI, SRA
David Herring, MAI, SRA, AI-RRS

Bylaws

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Candidate Guidance

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Education

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Nominating

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Chapter Executive Director

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