



# East Florida Chapter Appraisal Institute

## NEWSLETTER

SECOND QUARTER 2016

*Congratulations to Steven  
Marshall, MAI, SRA, AI-GRS  
Region X's Volunteer of  
Distinction for the month of  
February, 2016*

\*\*\*

### **LOOKING FOR A NEW JOB...**

*See the chapter website for  
opportunities at  
[www.eflai.org](http://www.eflai.org)*

\*\*\*

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

## Membership Meeting/Panel/Tour/Social

**THURSDAY, April 7, 2016**

**The Hourglass Brewery**

**480 S Ronald Reagan Blvd, Longwood, FL**

### **CRAFT BEER POURS INTO COMMERCIAL REAL ESTATE**

Panel:

Trever Brewer, Esq., Oscar Bowen and Brett Mason

5:00 PM

Cost:

\$35

(one craft beer and  
light hors d'oeuvres included)



Who's invited:

Members, colleagues, spouses, clients

Please join us for this exciting event to learn about the craft brew industry, which is becoming a "garage to glass" movement. The speakers will be discussing site selection as well as legal and economic aspects of a tap room/brewery. By the end of the panel session, attendees will have a good understanding of how the real estate is incorporated into the business. If you don't happen to be a craft brew connoisseur, Hourglass Brewery also maintains several ciders and wines on tap. We'll be congratulating several members that will be receiving their designations this evening, so please come celebrate with them.

### **FOR DETAILED INFORMATION/REGISTRATION:**

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

Or call the chapter office at 813-651-5904



Elections will be held during the  
membership meeting on April 7, 2016  
See page 4 for details.



**Ira Bellinkoff, MAI**  
**Chapter President**

**Register Now**  
**April 7,**  
**Membership**  
**Meeting**

## President's Message

I am continually impressed by the dedication of our members. Most recently, the UF Trends and Strategies Conference was held this year on February 25th and 26th at the Hyatt Regency. Angie Brown, MAI is the 2016 Chair of the University of Florida Real Estate Advisory Board. At the introduction of the event, Angie promoted the Appraisal Institute to the entire crowd in attendance where she specifically "plugged" scholarships available to undergraduates, future graduate students, and potential candidates for designation. Ryan Zink, MAI, outgoing Region X University Relations Chair, spearheaded national, regional and chapter-level exposure at the event. Each chapter of Region X had a representative at the event in order to answer questions regarding the profession and opportunities in the appraisal industry. This year's Region X representatives in attendance included Justin Markley, MAI (Northeast Florida Chapter), Walter Duke, MAI (South Florida Chapter), Todd Jones, MAI (Gulf Coast Chapter), and Ira Bellinkoff, MAI (East Florida Chapter). Next, we are further looking to expand our interaction with students on campus by having national sponsor the program's Case Study.

The UCF Expert Panel is scheduled for April 12<sup>th</sup> when several of our members will speak directly to over 100 undergraduate students. As well, the UCF Real Estate Conference will be held on May 4<sup>th</sup>. Much like the UF event, representatives from each chapter will be there to represent our organization. Please contact current Region X University Relations Chair, Ned Palmer, MAI, if you are interested in joining the University Relations Committee. There are a number of ways to contribute.

Steven Marshall, MAI, SRA, AI-GRS has taken the helm of the 6<sup>th</sup> Annual Central Florida Real Estate Forum, which will be held this year on October 6<sup>th</sup> at the Citrus Club. There are several very noteworthy speakers lined up this year's event, so mark your calendars now! Marketing and sponsorship materials will be coming out shortly detailing the impressive speaker panels. This event will be approved for 7 hours of continuing education for certified appraisers, licensed real estate sales agents and attorneys. We have several notable events coming up on our calendar. The first is the annual Winter Extravaganza, which will be held between March 2<sup>nd</sup> and March 5<sup>th</sup> at the International Palms Resort on International Drive. Several advanced-level courses and continuing education courses are being offered. Our Executive Director, Lauren Dowling, has been doing a spectacular job promoting this event and some courses are at or near capacity.

Our next chapter meeting will be a very interactive event that you will not want to miss! The April 7<sup>th</sup> meeting will be held at the Hourglass Brewery in Longwood. We will hold a short chapter meeting, during which we will hand out several designations, followed by a panel discussing how Craft Beer is Pouring into Commercial Real Estate. Trevor Brewer, Esq., a business and beverage attorney, specializes in helping business owners launch breweries and distilleries across the state. He will be our keynote speaker alongside Oscar Bowen, a real estate broker, as well as the co-founder of Hourglass Brewery, Brett Mason. At the conclusion of the event, attendees will have the opportunity to tour their operations and enjoy one craft beer and lite hors d'oeuvres included in the admission price. This will be a fantastic social event and I highly encourage you and your colleagues to attend.

Looking forward to seeing you at many of our wonderful events scheduled in the months ahead.

Best regards,

Ira Bellinkoff, MAI  
Chapter President

## 2016 FREAB Meetings

April 4, June 6, 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](http://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

### \*New offerings just announced for 2016\*

The education committee is excited to announce Dawn Molitor-Gennrich, SRA, AI-RRS, and past member of the Appraisal Standards Board will be in Orlando to teach the 7-Hour USPAP Update course May 20<sup>th</sup>. If you haven't taken your 2016-2017 USPAP Update course yet, why not come and listen to a USPAP instructor who can give you the inside scoop on USPAP, and answer your practice questions with authority. Dawn is an experienced appraisal education developer with extensive speaking and teaching. When you combine her ASB experience with her instructional ability, we are confident you will enjoy this USPAP Update course! We feel fortunate to add her to our 2016 slate of education, so don't miss this opportunity!

The education committee has added a new 7-hour seminar to our schedule for April 14<sup>th</sup>. It is [Staying out of trouble](#) a seminar to help the everyday practice of appraisers. The seminar was written and will be led by Ted Whitmer, MAI, AI-GRS, CRE, CCIM, Attorney. This is sure to be a great seminar covering real estate law issues that should be familiar to every appraiser.

The education committee is also excited to offer a 4-hour seminar, [Redefining Appraisal and its Roles in an Evolving Banking Environment](#) on May 4<sup>th</sup>. This seminar was written and will be led by Adam Alessi, MAI. Mr. Alessi is the chief appraiser with First Niagara Bank in Buffalo NY. This seminar will give students a look behind the scenes at banks in the post-2008 regulatory environment and cover a host of current topics from evaluations, alternative valuation products, and new marketing opportunities for appraisal firms.

You can view all of our current offerings and register for any class by clicking this [link](#).

The 2016 education year is off and running. The chapter already has over 250 students for our 2016 offerings. Most of them are for the Winter Extravaganza set for the first week of March. We are glad to have so many of our chapter members coming out to our local educational offerings.

Other courses to be on the lookout for in 2016 are Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications (Yellow Book), Contract or Effective Rent: Finding the Real Rent, Advanced Market Analysis and Highest & Best Use, and 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.

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](mailto:herringconsultingco@gmail.com)

# EAST FLORIDA CHAPTER OF THE APPRAISAL INSTITUTE

## 2017 PROPOSED SLATE OF OFFICERS, DIRECTORS AND REGION REPRESENTATIVES

|                       |   |                         |   |
|-----------------------|---|-------------------------|---|
| 2017 President        | Elaine Liz-Ramirez, MAI                             | Region Reps (2016-2017) |   |
| 2017 Vice President   | Anna Arroyo, MAI                                    |                         | John Stevely, MAI   |
| 2017 Treasurer        | Christopher Starkey, MAI                            |                         | Anna Arroyo, MAI  |
| 2017 Secretary        | David Herrning, MAI, SRA, AI-RRS                    |                         |   |
| Directors (2015-2017) | George York Mills<br>Thomas Jones, MAI, SRA, AI-GRS | Region Reps (2017-2018) | Christopher Starkey, MAI<br>David Herring, MAI, SRA, AI-RRS<br>Hal Katz                         |
| Directors (2016-2018) | John Stevely, MAI<br>Hal Katz                       | Alternate Region Reps   |   |
| Directors (2017-2019) | Mike Moran, SRA<br>Riley Jones, MAI, SRA            |                         | George York Mills<br>Thomas Jones, MAI, SRA, AI-GRS<br>Mike Moran, SRA<br>Riley Jones, MAI, SRA |

Additional nomination may be made by a timely filing of a written petition signed by at least five percent (5%) of the total chapter membership. Such petition may be in electronic form. To be effective, each nominating petition must be delivered in writing to the Chapter Secretary no fewer than fifteen (15) days prior to the regular membership meeting at which the elections is to be held. The Chapter Secretary shall deliver in writing a copy of any petition filed to each Chapter member no fewer than ten (10) days prior to the date on which elections are scheduled to be held. The East Florida Chapter elections will be held at the membership meeting on April 7, 2016. No additional nominating may be made from the floor.

# General Demonstration Report—Capstone Program

| 2016 LOCATIONS and DATES                      |   |  |
|---|---|--|
|   |   |  |
| <b>Savannah, GA</b><br>Apr 25 - May 1, 2016   | <b>Cincinnati, OH</b><br>Apr 25 - May 1, 2016 | <b>* Synchronous *</b><br>Apr 25 - May 1, 2016 |
| <b>San Francisco, CA</b><br>Jul 11 - 17, 2016 | <b>Newark, NJ</b><br>Jul 11 - 17, 2016        | <b>Nashville, TN</b><br>Jul 11 - 17, 2016      |
| <b>Dallas, TX</b><br>Sept 19 - 25, 2016       | <b>Denver, CO</b><br>Sept 19 - 25, 2016       | <b>* Synchronous *</b><br>Sept 19 - 25, 2016   |
| <b>New York, NY</b><br>Nov 7 - 13, 2016       | <b>Charlotte, NC</b><br>Nov 7 - 13, 2016      | <b>Pittsburgh, PA</b><br>Nov 7 - 13, 2016      |

## Appraisal Institute Relief Foundation

**We are here to help.....**

### Who We Are

The formation of the Appraisal Institute Relief Foundation (AIRF) grew out of concerns many of our members were expressing soon after the 2005 Gulf Coast hurricanes as to how they could help their colleagues.

The long-range goal of the AIRF is to be able provide immediate assistance to AI individuals who are victims of catastrophic disasters.

The Appraisal Institute Relief Foundation (AIRF) is here to help Appraisal Institute individuals and their families who are dealing with the **aftermath of Winter Storm Jonas along the East Coast**. The Foundation developed out of membership interest in providing assistance to those in the Appraisal Institute community affected by Hurricane Katrina. Now this storm presents our next challenge.

### For Emergency Financial Assistance

If you need assistance, or are aware of any eligible recipients who may, please contact the Appraisal Institute Relief Foundation at [relieffoundation@appraisalinstitute.org](mailto:relieffoundation@appraisalinstitute.org) for more information or complete the application below:

### [Download Appraisal Institute Relief Foundation Application for Assistance](#)

Sincerely,

#### **2016 AIRF Board of Directors**

Nick A. Tillema, MAI, SRA, AI-GRS, AI-RRS, 2016 President  
 Richard A. Stephens, MAI, SRA, AI-GRS, 2016 Vice President  
 Enrique T. Casado, MAI, SRA, AI-GRS, AI-RRS  
 John A. Hillas, SRA  
 Richard J. Murray, SRA  
 James L. Murrett, MAI, SRA  
 Kurt L. Reitman, MAI, SRA

# 2016 Education

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

Questions—Call Lauren at 813-651-5904 or [Lauren@effai.org](mailto:Lauren@effai.org)

|                |  |     |
|----------------|--|-----|
| April 14       | Staying Out of Trouble   | 7   |
| May 4          | Redefining Appraisal and its Roles in<br>Evolving Bank Environment | 7   |
| May 20         | 7 Hour USPAP   | 7   |
| June 6-10      | Advanced Market Analysis& HBU                                      | 35  |
| June 20-21     | Income Cap B—seminar   | 14  |
| 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—<br>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                                  | 7   |
| Oct 20-21      | Litigation Appraising: Specialized<br>Topics                       | 16  |
| Oct 28 and 29  | USPAP/FL Law—Ocala   | 7/3 |



## Online Education:

Learn at your own pace anytime, anywhere.

Visit [appraisalinstitute.org/online](http://appraisalinstitute.org/online) for a list of classes!



**Appraisal  
Institute®**

*Professionals Providing  
Real Estate Solutions*





Our own Angie Brown speaking the University of Florida  
Trends & Strategies Conference

## East Florida Chapter

### President

Ira Bellinkoff, MAI  
Ira@edgerealtyadvisors.com

### Vice President

Elaine Liz-Ramirez, MAI  
Elaine.ramirez@hancocbank.com

### Treasurer

Ana Arroyo, MAI  
anami.arroyo@gmail.com

### Secretary

Christopher Starkey, MAI  
cstarkey@irr.com

### Past President

Ryan Zink, MAI  
Ryan.Zink@cap-val.com

### Directors (through 2016)

Thomas Jones, MAI, SRA  
tom@appraisertom.com  
Michael Moran, SRA  
Michael.moran@suntrust.com

### Directors (Through 2017)

George York Mills  
York.mills@dot-state.fl.us  
David Herring, MAI, SRA, AI-RRS  
herringappraisal@gmail.com

### Directors (through 2018)

John Steely, MAI  
jsteely@firstlightappraisal.com  
Hal Katz  
katzcage@aol.com

### Region Reps

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

### Alternate Region Reps

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

### Bylaws

Ryan Zink, MAI  
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### Candidate Guidance

Willam Faber, MAI  
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### Education

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### Newsletter

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### Nominating

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### Public Relations

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### Chapter Executive Director

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