



# East Florida Chapter Appraisal Institute

## NEWSLETTER

FOURTH QUARTER 2016

COMMERCIAL REAL ESTATE

HOLIDAY PARTY...

November 7, See Page 3

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LOOKING FOR A NEW JOB...

See the chapter website for

opportunities at

[www.eflai.org](http://www.eflai.org)

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Check out the new chapter

website and let us know

what you think;

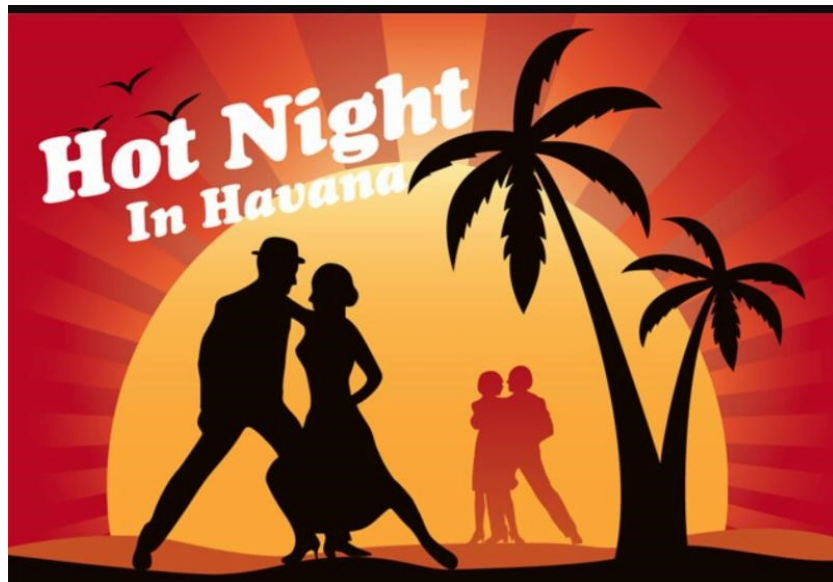
[www.eflai.org](http://www.eflai.org)

**Thursday, November 3, 2016**

**Quantum Leap Winery**

**1312 Wilfred Drive, Orlando**

### INSTALLATION OF 2017 OFFICERS AND DIRECTORS



TRAVEL TO THE PAST AND ENJOY AN  
EVENING OF CUBAN CUISINE, SALSA AND FUN!

6:00 PM Appetizers

7:00 PM Dinner/Installation/Dancing

Cost: \$40 per person

Cash Bar, Casual Atmosphere/Attire

FOR DETAILED INFORMATION/REGISTRATION:  
<http://www.eflai.org/education/course-listings/>  
Or call the chapter office at 813-651-5904



**Ira Bellinkoff, MAI**  
Chapter President

**Register Now**  
**November 3,**  
**2017 Installation**  
**of Officers and**  
**Directors**

## President's Message

I cannot believe it's the end of the year already. Looking back over the past year, I believe we have made some great accomplishments particularly in the area of University Relations. As well, we held some events—different from the norm—that were also well accepted. Responses from a recent member survey were very helpful and should enable the chapter committees to create timely, custom-written educational offerings for next year.

At the Region X Meeting in Charlotte, there was unanimous support to continue the University Relations funding for another year. This funding provides the opportunity for one member from each Florida Chapter to attend the annual real estate conferences hosted by UCF, FSU, and UF. I am very happy to report that University Relations is really beginning to blossom.

On September 22, 2016, as Region X Co-Chair of the University Relations Committee, I recently spoke to FSU students about our profession in a format that was originally developed by Ryan Zink for UCF. Experts in different fields of appraisal, who also presented to the students, included Ned Palmer (commercial), Nicholas Chop (litigation), Joel Salley (residential), and Christie Garrett (bank review).

At the FSU Trends Conference on October 13<sup>th</sup> and 14<sup>th</sup>, we will be participating in a "round table" discussion with over 100 undergraduate students. This opportunity will allow us to further expand our relationship with the students and enable us to pass along student resumes for job placement.

At UCF, we are scheduled to present to the students enrolled in the entry-level real estate class (mid-November TBD) as well as those students enrolled in the upper-level appraisal course taught by Laurie Botts on November 1<sup>st</sup>.

An event is scheduled with the UF Real Estate Society in the Spring 2017 semester. The date of the presentation is TBD.

If you are interested in speaking to the students, please contact me at [ira@edgerealtyadvisors.com](mailto:ira@edgerealtyadvisors.com). Resumes will be available for distribution to our member firms looking to hire. Stay tuned to a broadcast email from the Region regarding receiving resumes.

The 2016 Central Florida Real Estate Forum is once again a big success with approximately 100 attendees. Unfortunately, we had to reschedule due to Hurricane Matthew. Hopefully everyone was spared from the storm without much damage. Special thanks goes to those who helped organize and host this outstanding event (Steve Marshall, Elaine Liz-Ramirez, Thomas Martucci, Michele Schultz, and Michael Moran). This top-notch event is always well attended and is a mainstay CE event for our chapter. On that note, if you are interested in serving on the committee for next year, please contact Lauren Dowling at [lauren@eflai.org](mailto:lauren@eflai.org).

The next Chapter Meeting will be held at Quantum Leap Winery, which is adjacent to Mills Park in Orlando. The dinner event will include normal Chapter business, along with the installation of the 2017 officers and directors.

Finally, I would just like to thank everyone for their support during this year while I served as president. It was a very fulfilling opportunity, and I am certain that next year's officers will continue to steward us in a positive direction.

Best regards,

Ira Bellinkoff, MAI  
Chapter President  
[Ira@edgerealtyadvisors.com](mailto:Ira@edgerealtyadvisors.com)



*Please join us for our annual  
Commercial Real Estate Holiday Party!*

Wednesday, December 7th from 5:30-8:00PM  
Country Club of Orlando

Register at [www.naiopcfll.org](http://www.naiopcfll.org)

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*Event Sponsorships Available \$500*

As an event sponsor, you receive 3 registrations, your company's logo on all marketing, bar/buffet/table signage, and on a rolling presentation during the event.

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## 2016 FREAB Meetings

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.

# 2017 Proposed Education Calendar

January	Drone Technology and It's Impact on the Appraisal Industry
March	Review Case Studies—Residential Fundamentals of Separating Real Property, Personal Property and Intangible Business Assets Business Practice
June	Quantitative Analysis
September	Uniform Appraisal Standards For Federal Land Acquisitions: Practical Applications (Yellow Book)
October	Real Estate Forum
November	Valuation of Conservation Easements
December	Land Valuation

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



## 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](http://www.garydeweese.com) or contact Gary directly at [garydeweese@comcast.net](mailto:garydeweese@comcast.net) or 925-216-8751.**

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



## We are here to help.

The Appraisal Institute Relief Foundation (AIRF) is here to help Appraisal Institute individuals and their families who are dealing with **Hurricane Matthew**.

### 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 [reliefoundation@appraisalinstitute.org](mailto:reliefoundation@appraisalinstitute.org) for more information or complete the application below:

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

### 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.

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  
James L. Murrett, MAI, SRA  
Kurt L. Reitman, MAI, SRA

## East Florida Chapter

### President

Ira Bellinkoff, MAI  
[ira@edgerealtyadvisors.com](mailto:ira@edgerealtyadvisors.com)

### Vice President

Elaine Liz-Ramirez, MAI  
[Elaine.ramirez@hancockbank.com](mailto:Elaine.ramirez@hancockbank.com)

### Treasurer

Ana Arroyo, MAI  
[anami.arroyo@gmail.com](mailto:anami.arroyo@gmail.com)

### Secretary

Christopher Starkey, MAI  
[cstarkey@irr.com](mailto:cstarkey@irr.com)

### Past President

Ryan Zink, MAI  
[Ryan.Zink@cap-val.com](mailto:Ryan.Zink@cap-val.com)

### Directors (through 2016)

Thomas Jones, MAI, SRA  
[tom@appraisertom.com](mailto:tom@appraisertom.com)  
Michael Moran, SRA  
[Michael.moran@suntrust.com](mailto:Michael.moran@suntrust.com)

### Directors (Through 2017)

George York Mills  
[York.mills@dot-state.fl.us](mailto:York.mills@dot-state.fl.us)  
David Herring, MAI, SRA, AI-RRS  
[herringappraisal@gmail.com](mailto:herringappraisal@gmail.com)

### Directors (through 2018)

John Steely, MAI  
[jsteely@firstlightappraisal.com](mailto:jsteely@firstlightappraisal.com)  
Hal Katz  
[katzcage@aol.com](mailto: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  
[Ryan.Zink@cap-val.com](mailto:Ryan.Zink@cap-val.com)

### Candidate Guidance

Willam Faber, MAI  
[Will.faber@cushwake.com](mailto:Will.faber@cushwake.com)

### Education

Jacqueline Green, SRA  
[greenappraisal@cfl.rr.com](mailto:greenappraisal@cfl.rr.com)  
David Herring, MAI, SRA, AI-RRS  
[herringappraisal@gmail.com](mailto:herringappraisal@gmail.com)

### Finance

Ana Arroyo, MAI  
[anami.arroyo@gmail.com](mailto:anami.arroyo@gmail.com)

Government Relations  
Christopher Dolney, MAI  
[cdolney@cfl.rr.com](mailto:cdolney@cfl.rr.com)

### Newsletter

Daniel Stevenson  
[DStevenson@bbandt.com](mailto:DStevenson@bbandt.com)

### Nominating

Ryan Zink, MAI  
[Ryan.Zink@cap-val.com](mailto:Ryan.Zink@cap-val.com)

### Public Relations

Matthew Jehs, MAI  
[Matthew.jehs@t-a-w.com](mailto:Matthew.jehs@t-a-w.com)

### Chapter Executive Director

Tel: 813-651-5904  
Fax: 813-464-7610  
[Lauren@eflai.org](mailto:Lauren@eflai.org)