

South Florida Chapter

Editor: Claudia Vance, MAI



March 2023

APPRAISERS' APPRISER

South Florida Chapter

President's Message Lee Smalley, MAI



Good Morning South Florida Members! We are already a full quarter into 2023 and we're proud to announce that there is a lot of behind-the-scenes efforts on behalf of our members. Our AI chapter, in concert with the national organization, is working hard to champion our members by providing exemplary educational offerings and representing our shared interests on the government level.

The chapter is offering one course before the April 6th Chapter Meeting and one on the same day:

[Avoiding Bias: Building a Bias Defense—An Examination of Available Guidance & Requirements for Florida](#), taught by Nicholas Pilz, MAI, SRA, AI-RRS and Francois "Frank" Gregoire, ASA, IFA, RAA, AHW, on March 23rd; and [Solving Highest & Best Use Puzzles](#), taught by AI President-Elect Sandra Adomatis, SRA, on April 6th

We're fortunate to be able to welcome the AI President—Elect. Don't miss Sandy's class if you can make it!

In addition, the Appraisal Institute offers countless approved continuing education courses online. Check the full schedule of virtual educational offerings and get ahead of the renewal cycle hours and while these classes are available!

Appraisal Institute Region X continues to champion for all Florida appraisers through legislative efforts. The 2023 regular legislative session runs March 7 through May 5. The big news for appraisers this season is [HB 213 / SB 938](#), Limitation of Actions Involving Real Estate Appraisers and Appraisal Management

Companies, and changes to the Statute of Repose. This will protect appraisers from frivolous lawsuits and close a loophole which allows appraisers to be sued years after they have submitted an appraisal report.

In the upcoming weeks, the bill will be heard in the [Judiciary, Civil Justice, and Regulatory Reform & Economic Development](#) Subcommittees. I urge every appraiser to contact their Legislators and inform them of the importance of this bill for appraisers, profession, consumers, and state. Frivolous and untimely lawsuits waste everyone's time and money—not just ours, but the taxpayer's as well. I have attached links to the bills as well as the committees and members. Please do not hesitate to contact me if you have any questions or suggesting regarding this.

The chapter thanks Representative David Borrero (District 111) who filed HB 213 and Senator Ana Maria Rodriguez (District 40) who filed SB 398, as well as J. Matt Terry, SRA, who has held numerous meetings with Representatives and Senators to discuss the bills and their importance. He continues pushing to ensure this important issue stays relevant to our representatives. Also, our gratitude to Carlos Gobel, SRA, who has been working behind the scenes to get these bills to the house and senate floor.

We need a call to action with all appraisers across our great state to educate our fellow constituents and our government representatives regarding how much these bills matter to everyone who uses and is impacted by appraisal services. This change will dampen frivolous and untimely lawsuits by limiting liability to something akin to record retention rules. It is a positive step forward for us, our clients and customers, and for future generations of appraisers!

Continued on Page 2

Thursday, April 6, 2023

11:15 AM—3:30 PM

Chapter Meeting & Elections + 3-Hour Seminar,

[Solving Highest & Best Use Puzzles](#)

Instructor: Sandra Adomatis, SRA—AI President-Elect

Courtyard by Marriott Fort Lauderdale North/Cypress Creek

FREAB CE 3-Hours, 0010128, AI CE 15 points

President's Message-Continued

The 2023 Joint Region meeting was held this year in San Antonio, TX on February 20-21. All AI Regions participated in the events and it was standing room only in the State of the AI presentation. Topics of discussion included the rollout of a new website, changes to the candidate program timeline, as well as the AI PAREA and a DE&I action plan. Emphasis was placed on refreshing the AI brand, social media presence, and the website. Overall, the Appraisal Institute is channeling its focus to actionable items that will benefit members and non-members alike.

We are always looking for volunteers to get involved and participate in our Chapter. To quote the Dalai Lama, "The intelligent way to be selfish is to work for the welfare of others". Let's make a positive change for our members and our profession. Your membership and participation in chapter events, education, and committees has been and will continue to be essential to the chapter's growth. Please do not hesitate to contact me if you have any suggestions or ideas. I look forward to seeing you at one of our meetings this year!

Lee Smalley, MAI
2023 Chapter President
Lsmalley@bbgres.com

<https://www.myfloridahouse.gov/Sections/Bills/billsdetail.aspx?BillId=76937&SessionId=99>

<https://www.flsenate.gov/Session/Bill/2023/398>

<https://www.myfloridahouse.gov/Sections/Committees/committeesdetail.aspx?SessionId=99&CommitteeId=3238>

<https://www.myfloridahouse.gov/Sections/Committees/committeesdetail.aspx?SessionId=99&CommitteeId=3239>

<https://www.myfloridahouse.gov/Sections/Committees/committeesdetail.aspx?SessionId=99&CommitteeId=3236>



BY THE NUMBERS

State of Florida, Department of Business and Professional Regulation, Division of Real Estate Licensees chart is included in this Newsletter. It shows the number of licensees before and after the renewal date in November 2022. There is a decrease in all categories. Overall, the number of licensees dropped 4.6%. The decrease in numbers for specific categories is as follows:

Certified Residential 7% - Certified Commercial 10% - Registered Trainees 16%

The shift mainly is from current to involuntary inactive.

Opinions aside, these are the facts. For a multitude of reasons, the trend is downward for the number of appraisers in Florida.

The Candidate Guidance article in this newsletter cites the change in the prerequisites to become a Candidate for Designation in the Appraisal Institute to include completing all of the education needed to earn an AI designation prior to being admitted to candidacy. This prerequisite joins one of the other prerequisites of being state certified before candidacy.

With the number of state certified appraisers decreasing, where will potential Candidates emerge? Take from the numbers what you will; they are presented for awareness. They do show the importance of maintaining Appraisal Institute designations and state certifications.

Claudia Vance, MAI, 2023 Newsletter Editor—vanceval@att.net

BY THE NUMBERS

DIVISION OF REAL ESTATE LICENSEES FY-2022- 2023

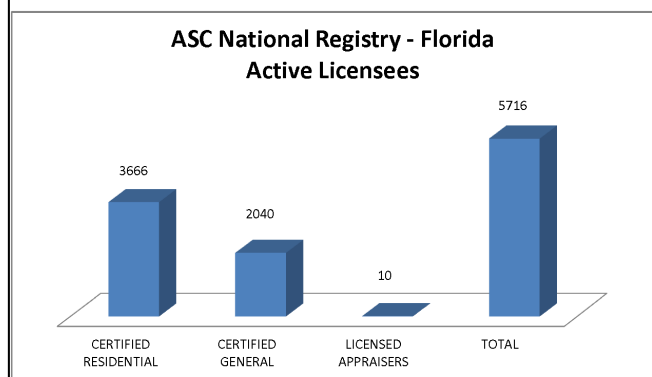
STATE OF FLORIDA



Department of Business and Professional Regulation

| | July | Aug | Sept | Oct | Nov | Dec |
|----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| APPRAISERS | 9,202 | 9,267 | 9,335 | 9,382 | 9,400 | 8,964 |
| Reg Trainees | | | | | | |
| Current | 916 | 960 | 971 | 984 | 981 | 825 |
| Current, Inactive | 400 | 393 | 422 | 429 | 436 | 251 |
| Probation | 0 | 0 | 0 | 0 | 0 | 0 |
| Suspend | 1 | 0 | 0 | 0 | 0 | 0 |
| Invol Inactive | 352 | 351 | 351 | 351 | 349 | 564 |
| Military | 5 | 5 | 5 | 5 | 5 | 5 |
| Licensed Appraisers | | | | | | |
| Current | 12 | 12 | 12 | 12 | 12 | 10 |
| Probation | 0 | 0 | 0 | 0 | 0 | 0 |
| Suspend | 0 | 0 | 0 | 0 | 0 | 0 |
| Invol Inactive | 1 | 1 | 1 | 1 | 1 | 2 |
| Cert Residential | | | | | | |
| Current | 3,868 | 3,885 | 3,901 | 3,920 | 3,925 | 3,647 |
| Current, Inactive | 48 | 48 | 50 | 50 | 61 | 30 |
| Probation | 5 | 6 | 7 | 6 | 6 | 5 |
| Suspend | 2 | 1 | 1 | 1 | 1 | 1 |
| Invol Inactive | 570 | 570 | 570 | 570 | 566 | 642 |
| Military | 1 | 1 | 1 | 1 | 1 | 1 |
| Instructors - Res | | | | | | |
| Current | 8 | 8 | 8 | 8 | 8 | 8 |
| Current, Inactive | 9 | 9 | 9 | 9 | 9 | 9 |
| Invol Inactive | 17 | 17 | 17 | 17 | 17 | 17 |
| Military | 1 | 1 | 1 | 1 | 1 | 1 |
| Cert Generals | | | | | | |
| Current | 2,224 | 2,239 | 2,249 | 2,258 | 2,262 | 2,032 |
| Current, Inactive | 62 | 62 | 62 | 61 | 64 | 26 |
| Probation | 0 | 0 | 0 | 0 | | 0 |
| Suspend | 1 | 1 | 1 | 1 | 1 | 1 |
| Invol Inactive | 369 | 367 | 366 | 366 | 363 | 474 |
| Military | 0 | 0 | 0 | 0 | 0 | 0 |
| Instructors - Gen | | | | | | |
| Current | 11 | 11 | 11 | 11 | 11 | 111 |
| Current, Inactive | 15 | 15 | 15 | 15 | 17 | 18 |
| Invol Inactive | 24 | 24 | 24 | 24 | 22 | 21 |
| AMC | | | | | | |
| Current | 241 | 241 | 241 | 242 | 243 | 215 |
| Probation | 1 | 1 | 1 | 1 | 1 | 0 |
| Suspend | 0 | 0 | 0 | 0 | 0 | 0 |
| Invol Inactive | 0 | 0 | 0 | 0 | 0 | 0 |

| APPRAISAL SUBCOMMITTEE NATIONAL REGISTRY LICENSE COUNT - ACTIVE CREDENTIALS - FLORIDA | |
|--|-------------|
| As of 1/23/2023 | |
| | ACTIVE |
| CERTIFIED RESIDENTIAL | 3666 |
| CERTIFIED GENERAL | 2040 |
| LICENSED APPRAISERS | 10 |
| TOTAL | 5716 |



Elections – 2024 Chapter Officers, Directors, Regional Representatives and Alternates

It was my privilege to chair the South Florida Chapter Nominating Committee this year. Our Committee was a collection of the best that our Chapter has to offer. For their service and expertise, I thank the Nominating Committee Members:

J. Lynn Carlson, MAI, AI-GRS
Carlos Gobel, SRA
Michael Jacobs, MAI
Glenn Lazarus, MAI
Charles Badell, MAI, Chair

The Nominating Committee is pleased to announce the following slate of Nominees for 2024:

Officers:

President: Gregory Becker, MAI
Vice President: Enrique Casado, MAI, SRA, AI-GRS, AI-RRS
Secretary: Matthew Roach, MAI
Treasurer: Jose Cestero, MAI

Directors 2022-2024

C. Kevin Bokoske, MAI, AI-GRS, AI-RRS
Alta Rogers, MAI, AI-GRS
John Underwood, Jr., MAI, SRA
Lee Smalley, MAI (Past President)

Directors 2023-2025

Luke Mittner, MAI
Andrew Rolf, MAI
Robert Scherer, MAI

Directors 2024-2026

Ralph Pena, III, MAI
Scott Powell, MAI

Region X Representatives 2023-2024

Gregory Becker, MAI—President
Enrique Casado, MAI, SRA, AI-GRS, AI-RRS—Vice President
J Nathan Pippin, SRA

Regional X Representatives 2024-2025

Jose Cestero, MAI
Ralph Pena, III, MAI
Scott Powell, MAI
Matthew Roach, MAI

Region X Representatives 2024 Alternates

Lee Smalley, MAI
Luke Mittner, MAI
Andrew Rolf, MAI
Trisha Guarnieri, MAI, AI-GRS
Claudia Vance, MAI
Robert Mesner, MAI, AI-GRS
Howard Klahr
Deiky Vergel, SRA
Chad Stites, SRA
Bryan Kuypers, MAI

Thank you to all of our members that stepped up to serve our chapter as volunteer leaders in 2024. The election will be held during our chapter meeting on Thursday, April 6, 2023.



South Florida Chapter



Chapter Meeting & Elections, April 6

Additional nominations may be made by a timely filing of a written petition signed by at least five percent (5%) of the total number of Designated Members, Candidates, Practicing Affiliates and Affiliates in the Chapter. Such petition may be in electronic form. To be effective, each nominating petition must be delivered in writing to the Chapter Secretary at least fifteen (15) days before the regular Chapter meeting at which the election is to be held. The Chapter Secretary shall deliver in writing a copy of any petition filed to each Designated Member, Candidate, Practicing Affiliate and Affiliate belonging to the Chapter at least ten (10) days before the date on which elections are scheduled to be held. The South Florida Chapter elections will be held at the April 6, 2023 chapter membership meeting. No additional nominations can be made from the floor.

Education



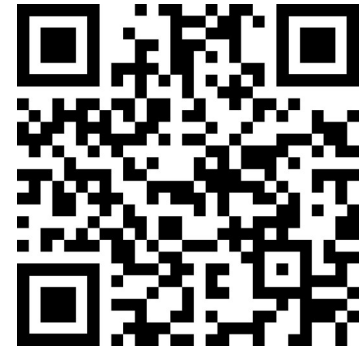
As we get ready to start the 2nd quarter of 2023, I think it's important to note the courses that are being offered for those of you considering AI designation—see AI National synchronous offerings below.

Note: It's important that you all check to ensure that the courses you are taking are approved in your state.

On the local chapter level we offered two classes in March. [Solving Highest and Best Use Puzzles](#) is a 3-hour seminar taught by Sandra Adomatis, SRA, AI President-Elect. This seminar will be presented following our in-person Chapter Meeting and Elections on April 6th at the Courtyard by Marriot Fort Lauderdale/Cypress Creek.

Hope you all have a great start of the quarter and hope to see everyone at the chapter meeting.

Ralph Pena, III, MAI
Chair, 2023 Education Committee
ralph.pena@colliers.com



Important! Check online [state approvals](#) prior to registering.



[AI Synchronous Education Courses](#)

| Synchronous Offerings | | | | | | |
|---|----------|---------------------|------------|------------|--------------|--|
| Title | Category | Sponsor | Start Date | End Date | Hours | |
| Review Case Studies - General | General | Appraisal Institute | 03/20/2023 | 03/30/2023 | 30 | View Details Register |
| Advanced Concepts & Case Studies | General | Appraisal Institute | 04/03/2023 | 04/13/2023 | 35 | View Details Register |
| Advanced Market Analysis and Highest & Best Use | General | Appraisal Institute | 04/24/2023 | 05/04/2023 | 30 | View Details Register |
| Quantitative Analysis | General | Appraisal Institute | 05/15/2023 | 05/25/2023 | 30 | View Details Register |
| General Demonstration Report-Capstone Program | General | Appraisal Institute | 06/19/2023 | 06/25/2023 | No education | View Details Register |

March 23, 2023—Live stream via Zoom

[New—Avoiding Bias: Building a Bias Defense-An Examination of Available Guidance and Requirements for Florida Appraisers](#)

Instructors: Nicholas Pilz, MAI, SRA, AI-RRS and Francois “Frank” Gregoire, ASA, IFA, RAA, AHWD

Discounted Member Price—\$30—Space is limited—register today!

Chapter Developed Seminar, CE 4-Hours/FREAB 0010496 and AI 20 points



August 24, 2023—Live stream via Zoom
South Florida Real Estate Forum, CE 6-Hours
More details soon!

2023 EDUCATION & EVENTS



South Florida Chapter

| | | | |
|--|---|-----------------|--|
| January 12, 2023 Live stream via Zoom | The 50% FEMA Rule Appraisal | 3-Hours | Patricia Staebler, SRA |
| January 19, 2023 Live stream via Zoom | Appraising Condos, Co-ops and PUDs | 7-Hours | Maureen Sweeney, SRA, AI-RRS |
| January 25, 2023 In-Person | Chapter Meeting & Installation + Seminar—Foundations of Valuation-An Inferred Market Study Courtyard by Marriott Fort Lauderdale North/Cypress Creek | 3-Hours | Vincent Dowling, MAI, SRA |
| February 9, 2023 Live stream via Zoom | Business Practices & Ethics | 6-Hours | Brian Flynn, MAI, AI-GRS |
| March 9, 2023 Live stream via Zoom | Risk and Equity's Role | 3-Hours | Vincent Dowling, MAI, SRA |
| March 23, 2023 Live stream via Zoom | New —Avoiding Bias: Building a Bias Defense-An Examination of Available Guidance and Requirements for Florida Appraisers | 4-Hours | Nicholas Pilz, MAI, SRA, AI-RRS Francois “Frank” Gregoire, ASA, IFA |
| April 6, 2023 In-Person—New Date | Chapter Meeting & Elections + Seminar —Solving Highest & Best Use Puzzles Courtyard by Marriott Fort Lauderdale North/Cypress Creek | 3-Hours | Sandra Adomatis, SRA AI President-Elect |
| April 20, 2023 Live stream via Zoom | New —Appraisal Review Involving Appraisals with Multiple Appraisers | 2-Hours | Richard Borges, MAI, SRA, AI-GRS, AI-RRS |
| May 18, 2023 Live stream via Zoom | New —Complex Valuation | 7-Hours | Randall Bell, MAI, MBA, PhD and Michael Tachovsky, PhD, MS |
| August 24, 2023 Live stream via Zoom | New —2023 South Florida Real Estate Forum | 6-Hours | TBA |
| August/September 2023 | Social Chapter Meeting —TBA | No CE Credit | |
| September 14, 2023 Live stream via Zoom | Capital Reserve Studies: A Business Opportunity for Appraisers | 4-Hours | Patricia Staebler, SRA |
| October 19, 2023 Live stream via Zoom | Business Practices & Ethics | 6-Hours | Vincent Dowling, MAI, SRA |
| October 2023 In-Person | Chapter Meeting + Seminar , Florida Appraisal Laws and Rules TBA | 3-Hours | TBA |
| November 30, 2023 Live stream via Zoom | New —Aerial Inspections for Real Estate Appraisers | 4-Hours | Lamar Ellis, III, MAI, SRA |
| December 14, 2023 Live stream via Zoom | Florida Appraisal Laws and Rules | 3-Hours | Nicholas Pilz, MAI, SRA, AI-RRS |



[Register Today](#)

Additional classes will be added!

Registration & Program Details: <https://www.southflorida-ai.org/>

Revised 3-7-2023

Membership Meeting and More!

Thursday, April 6, 2023

Chapter Meeting, Elections + 3-Hour Seminar, Solving Highest & Best Use Puzzles

Instructor: Sandra Adomatis, SRA, AI President-Elect
Courtyard by Marriott Fort Lauderdale North/Cypress Creek
2440 W. Cypress Creek Road, Ft. Lauderdale, FL 33309



Highest and Best Use can be interesting puzzles to solve and this seminar will give a few short case studies to scramble, analyze, and solve the puzzle. The exercises will be engaging and filled with networking to think outside the box in some cases. If you thought highest and best use was a box to check, come see how far outside the box your analysis may have been! This seminar is for both residential and commercial appraisers. This wide variety of experiences promotes the ideas that influence Highest and Best Use and keeps the class interesting.

Continuing Education Credit: Florida Real Estate Appraisal Board 3-Hours, 0010128. Appraisal Institute: 15 points

Membership Updates

Congratulations!

Welcome to
Designated membership



New Designated Member

Alta Rogers, MAI, AI-GRS

Candidate for Designation

Joseph Prieres, transferred from Metro NJ

Practicing Affiliate

Jean-Pierre Ketly

New Student Affiliates

Davie Hernandez
Zeke Sonnier

Welcome



Knowledge. Experience. Integrity.

The [MAI](#), [SRPA](#), [SRA](#), [AI-GRS](#) and [AI-RRS](#) designations represent advanced knowledge. They stand for years of proven, real-life real estate valuation experience. And they always mean a commitment to strict professional ethics and standards.



Pursue an
Appraisal Institute
Designation



2023 Chapter Officers

President

Lee Smalley, MAI

Vice President

Gregory Becker, MAI

Secretary

Enrique Casado, MAI, SRA, AI-GRS, AI-RRS

Treasurer

Matthew Roach, MAI

Candidate Guidance



This is a reminder of the changes to the Candidate Program effective January 1, 2023. Please note the following:

Effective January 1, 2023, any education needed to earn an AI designation (a.k.a. designation education) **will no longer be a component but instead a prerequisite** to the Candidate for Designation program.

As such, individuals seeking AI Designated membership who **are not already** Candidates for Designation must complete all required education to be eligible to enter the **Candidate for Designation** program. AI Admissions recommends that these individuals join AI as a Practicing Affiliate, complete all required education, then become a Candidate for Designation.

AI Admissions, with the permission of the ADQC chair, recently granted timeline extensions (12/31/2023) to Candidates whose timelines end either this year or sometime in 2023. These Candidates must complete all required education prior to the expiration of this timeline extension date (12/31/2023) to remain in the **Candidate for Designation** program.

Candidates who **do not** complete the required education (**on the most current designation path**) by this timeline extension date of 12/31/2023 may not remain Candidates, however, they may transition to the Practicing Affiliate category until they can complete the outstanding education requirements and retransition into the Candidate for Designation program. This policy also applies to Designated members earning additional designations. (Designated members would remain Designated members but would no longer be enrolled in a Candidate for Designation program.)

Individuals may retain credit for any previously completed designation requirements (if applicable) if the completion date is no older than 20 years at the time of entry into the **Candidate for Designation** program or upon approval of an additional four-year extension.

Note: Effective immediately, Annual Minimum Progress is no longer a condition of the Candidate for Designation program.

Have questions? Need help? Candidates are encouraged to contact Debbie McClave at the Chapter Office at 954-229-0499 or sfchapterai.email@gmail.com and/or me (Alta Rogers, MAI) at alimartn@gmail.com. We are here to help you reach your professional real estate appraisal goals.

Alta “Al” Rogers, MAI, AI-GRS
Chair, 2023 Candidate Guidance Committee
alimartn@gmail.com



2023 Comprehensive Examination

- April 1-30 (registration deadline: March 31, recommended to apply by February 15)
- August 1-31 (registration deadline: July 31, recommended to apply by June 15)
- November 1-30 (registration deadline: October 31, recommended to apply by Sept 15)

Candidates may register through their candidate checklist. Comp Exam results are generally available about two weeks after the examination window has closed after all examinees have completed their exams.

General Demonstration of Knowledge

Please remember that the two prerequisites are [Advanced Market Analysis and Highest & Best Use](#) and the [General Demonstration Report Writing](#) seminar (within the past five years). Please note that the General Appraiser Report Writing and Case Studies course is **not** the same as the demo seminar.

| Capstone Location | Registration Deadline | Materials Released | Webinar #1 | Webinar #2 | Workshop Dates |
|-------------------|-----------------------|--------------------|------------|------------|----------------|
| Synchronous | April 13 | April 14 | May 5 | May 30 | June 19-25 |
| Seattle, WA | April 13 | April 14 | May 5 | May 30 | June 19-25 |
| Synchronous | July 27 | July 28 | Aug. 18 | Sept. 12 | Oct. 2-8 |
| Synchronous | Sept. 7 | Sept. 8 | Sept. 29 | Oct. 24 | Nov. 13-19 |
| Nashville, TN | Sept. 7 | Sept. 8 | Sept. 29 | Oct. 24 | Nov. 13-19 |

Other demo options are the traditional demo report (also requires the General Demonstration Report Writing seminar), research project, peer reviewed publications, or Master’s Thesis/Doctoral Dissertation. See [The Official Guide to the Demonstration of Knowledge Requirement: General](#).

More News!



Find out more about AIERF today.

[More Info](#)

AI Education and Relief Foundation Assistance Available

If you have been impacted by Hurricanes Fiona or Ian, the AI Education and Relief Foundation could provide assistance.

[AI Education and Relief Foundation Application](#)

Since 2005, more than \$300,000 in emergency financial assistance has been provided to appraisers and other individuals in need.

There is **no** deadline by which you must apply. Assistance applications will be accepted whenever they come in to AIERF.



[Face Value](#), is the official podcast of the Appraisal Institute. Join rotating hosts Warren Boizot, SRA, AI-RRS, and Tonia Vailas, MAI, AI-GRS, each month as they share appraiser experiences, insights and stories with other credible experts in the valuation profession. Tune in as they dive into the latest trends, news, association updates and more. Don't miss out on appraisal news you won't find anywhere else, all delivered at face value.



AIERF Minorities and Women AI Course Scholarship—Apply by April 1, July 1, October 1

Minorities and women Candidates for Designation who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the MAI, SRA, AI-GRS or AI-RRS designations.

AIERF AI Course Scholarship—Apply by April 1, July 1, October 1

Candidates for Designation who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the MAI, SRA, AI-GRS or AI-RRS designations.

AIERF Practicing Affiliate Course Scholarship—Apply by April 1, July 1, October 1

Practicing Affiliates who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the state certification.

Additional scholarships, information and submission requirements are available on the [AIERF website](#). If you have any questions regarding the scholarships, please email ai erf@appraisalinstitute.org or call 312-335-4133. [Apply today!](#)

Florida Real Estate Appraisal Board

Schedule of meetings is listed (subject to change as circumstances require) held by the Florida Real Estate Appraisal Board (FREAB). All meetings are held at the Division of Real Estate Commission Chambers in Orlando unless stated otherwise.

The Florida Real Estate Appraisal Board invites and encourages all members of the public to provide comment on matters or petition before the Board or a committee of the Board. The opportunity to provide comment shall be subject to Rule [61J1-7.020](#), Florida Administrative Code.

Interested individuals/parties may submit a written notice to the attention of FREAB PUBLIC COMMENTS via the following ways:

Email: realpublicrecords@myfloridalicense.com

Mail: Division of Real Estate, 400 W. Robinson Street, Suite N801, Orlando, Florida 32801

Fax: 407.317.7245

The Division of Real Estate is now able to [live stream](#) the meetings. Please note the following:

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.



[2023 General Meetings](#)

- Monday, April 3
- Monday, June 5
- Monday, August 7
- Monday, December 4

Thank You for Volunteering!



The South Florida Chapter of the Appraisal Institute would like to congratulate James Milliken, MAI, AI-GRS; Matthew Roach, MAI and Andrew Rolf, MAI for being chosen to represent the chapter at the Appraisal Institute 2023 LDAC.

The Leadership Development & Advisory Council (LDAC) is a group of dedicated appraisers who come together once a year in Washington, D.C., to formulate solutions to problems and challenges faced by the appraisal profession.

LDAC strives to foster creative thought from talented individuals involved in the real estate appraisal profession while developing future leaders of the Appraisal Institute. LDAC also establishes an “appraiser-presence” in Congress and demonstrates that the Appraisal Institute is made up of professionals who recognize the importance of being actively involved in the political process.



Congratulations to Robert Mesner, MAI, AI-GRS for his appointment to the Professional Practice Compliance and Enforcement Committee, Member 2024.

Message from Sandy Adomatis, SRA, AI President-Elect

As I said in the Joint Regional Meetings, “The sky is NOT falling at AI.” We are seeing the results of efforts being made to move us forward. Membership is stable and we are seeing growth in the practicing affiliate category, thanks to the ADI program that pays for 2 years of membership. Let’s do our part as chapter members to invite them to the chapter and move them toward designation. [Please review the fact sheet.](#)



The Appraisal Institute is helping lead an Appraiser Diversity Initiative with Fannie Mae, Freddie Mac, and the National Urban League.

The Appraiser Diversity Initiative is the premier nationwide program designed to attract new entrants to the real estate appraisal field while fostering diversity in the profession.

Working through the National Urban League's regional Entrepreneurship Centers, The Appraiser Diversity Initiative is designed to reach diverse, talented candidates and educate them about the appraisal profession; provide resources for interested candidates to help them get on a path to success; and offer guidance from appraisers employed by Fannie Mae and Freddie Mac.

Joint Region Meeting, San Antonio, TX - February 20-21, 2023



News from AI

Flagstar Commits \$1 Million to Appraiser Diversity Initiative

Flagstar Bank has committed \$1 million to the Appraiser Diversity Initiative. This contribution, along with Chase Bank's previous \$3 Million commitment and support from our other sponsors, is a major boost to the ADI program. These funds will boost efforts from the Appraisal Institute, Fannie Mae, Freddie Mac and the National Urban League to attract a diverse group of aspiring appraisers. Learn more about the ADI program [here](#).

CEO Search Project Team Assembled

Based on guidance from the Appraisal Institute Board of Directors, I have assembled a CEO Search Project Team. The charge of the CEO Search Project Team is to identify and recommend to the Board of Directors up to three candidates to serve as Appraisal Institute CEO. This effort likely will involve, among other things, recommending a search firm, working with the search firm, reviewing job requirements, considering candidate qualifications, and conducting candidate interviews. After the CEO Project Team completes its work, the Board will evaluate the candidates presented and decide on the new CEO.

The members of the Project Team are:

- Chair: Jeff Enright, MAI, SRA, AI-GRS
- Vice Chair: Misty Ray, MAI, AI-GRS
- Marlon Day, MAI, SRA
- Joni L. Herndon, SRA
- Bruce Kellogg, MAI
- Rob Lynch, SRA, AI-RRS
- Sandra McAlister Winter, MAI, AI-GRS
- Shelly Tanaka, MAI, AI-GRS

New Appraisal Institute Book on Golf Property Analysis



You might have heard from a little “birdie” that the Appraisal Institute has released a new book titled, *Golf Property Analysis and Valuation*, written by Laurence A. Hirsh, MAI. The book provides current information on the economics and valuation of golf courses to help appraisers understand these properties. The book is available for purchase in the [AI bookstore](#).

Other News Around the Appraisal Institute

And here's some other important news from the Appraisal Institute:

- The Board of Directors held its quarterly meeting Feb. 22-23, in San Antonio, Texas. You can look for a recap in Appraiser News Online and the AI President's message.
- Are you looking for some excellent exposure, and potential new business opportunities, for yourself and your company? Is there an exciting topic that you think other appraisers need to learn about? There are several opportunities you should consider:
- I'd invite you to submit your ideas for consideration in [Valuation](#), AI's quarterly magazine; or [The Appraisal Journal](#), our peer-reviewed journal.
- Additionally, subject matter experts are encouraged to submit their new topics and ideas to be considered for education programs. [Click here](#) to learn more.
- Practicing appraisers have served as authors and contributors to every book published by the Appraisal Institute. Share your knowledge by making your contributions. To learn more, contact Tep Shea-Joyce, senior manager, Publications, tshea-joyce@appraisalinstitute.org.
- The Appraiser Diversity Initiative is an important priority for the Appraisal Institute. I'd encourage you to keep updated on this initiative on AI's [Appraiser Diversity Initiative](#) webpage. If you know an individual who is looking to join the valuation profession, please encourage them to check out the website as well. The Appraisal Institute continues to expand its social media activities. Be sure to follow AI on [Facebook](#), [Twitter](#), [LinkedIn](#), and [YouTube](#) and its newest channel, [Instagram](#).



Appraisal Institute Insurance Trust (AIIT)

Offering insurance programs
exclusively to AI
professionals
(Members/Candidates/
Practicing Affiliates/
Affiliates) and their families

AIINSURANCETRUST.org

Rates are exclusively priced for AI professionals

Term Life Plan:

- Provides a 20% premium discount to AI professionals during their first 2 years of coverage
- There is an additional 5% multi-coverage discount for insureds covered under both the term life and disability plans
- Additionally, premium credits are funded by the AI Insurance Trust based on the number of years insured with the plan

10-Year Level Term Life Plan:

- Five rate tiers include super preferred and preferred rates for applicants meeting the highest underwriting standards
- Volume discounts available at the \$250,000 and \$500,000 benefit levels
- Premium is guaranteed for the initial 10-year term
- A 25% premium credit is funded by the AI Insurance Trust beginning on the coverage effective date

Disability Income Plan:

- Provides a 20% premium discount to AI professionals during their first 2 years of coverage
- There is an additional 5% multi-coverage discount for insureds covered under both the term life and disability plans
- Following the first two years of coverage, a 25% premium credit is funded by the AI Insurance Trust

Professional Overhead Expense and Hospital Indemnity Plans:

- A 25% premium credit is funded by the AI Insurance Trust beginning on the coverage effective date

Long-Term Care Plan:

- The Insurance Carriers both provide a 5% premium discount
- Good health discounts available and discounts for couples enrolling together

In the last 5 years, over \$2.0M in premium credits were issued back to AIIT insureds and over \$5.3M in claims were paid to insureds and/or their beneficiaries!

SPECIAL NOTE!!! Since 7/2016, AI Professionals under age 52, achieving their 1st, 2nd, 3rd or 4th AI designation were eligible for \$50,000 of guaranteed issue Term Life insurance coverage in their 1st year of designation. ***The benefit will change to \$100,000 beginning on July 1, 2023

- AIIT covers the cost for the first year.

2023 South Florida Chapter Leaders

| | |
|---|--|
| President | Lee Smalley, MAI |
| Vice President | Gregory Becker, MAI |
| Secretary | Enrique Casado, MAI, SRA, AI-GRS, AI-RRS |
| Treasurer | Matthew Roach, MAI |
| Directors 2021-2023 | Charles Badell, MAI—2022 Past President Jose Cestero, MAI Ralph Pena III, MAI |
| Directors 2022-2024 | C. Kevin Bokoske, MAI, AI-GRS, AI-RRS Alta “Ali” Rogers, MAI, AI-GRS John Underwood, Jr., MAI, SRA |
| Directors 2023-2025 | Luke Mittner, MAI Andrew Rolf, MAI Robert Scherer, MAI |
| Region X Representatives 2022-2023 | Lee Smalley, MAI—2023 President Gregory Becker, MAI—2023 Vice President Robert Mesner, MAI, Ali-GRS Andrew Rolf, MAI Donald Sarley, SRA |
| Region X Representatives 2023-2024 | Enrique Casado, MAI, SRA, AI-GRS, AI-RRS J. Nathan Pippin, SRA |
| Region X Alternate Representatives 2023 | Carlos Gobel, SRA Matthew Roach, MAI Alta “Ali” Rogers, MAI, AI-GRS Trisha Guarnieri, MAI, AI-GRS Jose Cestero, MAI Claudia Vance, MAI Chad Stites, SRA Deiky Vergel, SRA Bryan Kuypers, MAI Chris Callaway Staniszewski, SRA |



South Florida Chapter

6330 N. Andrews Avenue, #183
Fort Lauderdale, FL 33309

Phone: 954-229-0499
Email: sfchapterai.email@gmail.com
Website: <https://www.southflorida-ai.org>

2023 Committee Chairs

| | |
|----------------------|--------------------------------|
| By-Laws | Luke Mittner, MAI |
| Candidate Guidance | Alta “Ali” Rogers, MAI, AI-GRS |
| Education | Ralph Pena, III, MAI |
| Finance | Matthew Roach, MAI |
| Government Relations | Andrew Rolf, MAI |
| Newsletter | Claudia Vance, MAI |
| Nominating | Charles Badell, MAI |
| Public Relations | Howard Klahr |
| University Relations | J. Nathan Pippin, SRA |



ARE YOU INTERESTED IN DEVELOPING A 2–3 HOUR SEMINAR?

We are looking for interesting topics to offer at our chapter meetings. Please consider developing a continuing education program for our chapter. Please contact the chapter office with your ideas!



South Florida Chapter President
Lee Smalley, MAI
and
National President
Craig Steinley, MAI, SRA, AI-GRS, AI-RRS

