

The Approach



Florida Gulf Coast Chapter

3rd Quarter Chapter Meeting Notice

When: Friday, July 26, 2024

Where: [Tropicana Field](#), St. Petersburg, FL
Left Field Terrace Box

Cost: \$65 Members | \$70 Nonmembers/Guests



Price includes the game ticket, food and non-alcoholic beverages. Alcoholic drinks are not included.

For directions to Tropicana Field, [click here](#).

Schedule of Events:

5:30 PM - Chapter Business Meeting— Left Field Terrace Box

6:40 PM - Tampa Bay Rays vs. Cincinnati Reds



Meeting Program: The 3rd Quarter chapter membership meeting will be held at Tropicana Field in St. Pete for a Tampa Bay Rays baseball game. Prior to the game, we will have two guest speakers, **Ed Montanari**, St. Petersburg City Council and also a representative for the Hines/Rays Tropicana Field Redevelopment Team. These speakers will discuss things going on in the City and the redevelopment of the Trop. They will be happy to answer any questions you may have.

In addition to these speakers, we will also have a special guest at the meeting—the new CEO of the Appraisal Institute. We are honored to have **Cindy Chance** join us and give us her vision for the Appraisal Institute. Please arrive no later than **5:30 PM** for the business portion of the meeting and give Cindy a warm Florida welcome.

Cindy Chance, Ph.D., most recently served as executive vice president and member of the Leadership Team of the Urban Land Institute, the world's leading professional association for commercial real estate. Click to [Read more...](#)



Ed Montanari represents District 3 and was elected to City Council in 2015 and re-elected in 2019. He is currently the Chairman of the Workforce and Economic Development Committee, serves on the Budget, Finance and Taxation Committee and several other committees. [Click here](#) for more information on Mr. Montanari.

Feel free to invite your family or a few friends or co-workers and enjoy a Tampa Bay Rays baseball game in the **Left Field Terrace Box**. This was so much fun last year and it will be an amazing experience for everyone. We have planned it for a Friday evening so more can attend, relax, enjoy and celebrate the weekend. The game starts at 6:40 PM EST. The price includes your game ticket and food. You will be responsible for your own drinks and parking. Should be a FUN night at the Trop! We hope to see you there.

[REGISTER HERE](#)

2024 Officers & Directors

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Michael Twitty, MAI

Vice President

J. Matt Terry, SRA

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Justin Butler, MAI

Secretary

Victor Torres, MAI

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Christopher DelPo, MAI

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Tim Sunyog, MAI

Byron Torres, MAI

John Miller, MAI

Victor Torres, MAI

Kenneth (KC) Lowry, MAI

Eric Hoening, MAI

Brian Zamorski, MAI

Committee Chairs

Bylaws: Brad Saucier, MAI

Finance: Justin Butler, MAI

Guidance: John Miller, MAI

Education: Kevin Hayes, MAI

Govt. Relations: Matt Terry, SRA

Univ. Relations: Bruce Cumming

Public Relations: Brian Zamorski

Chapter Executive Director

Kourtney Wade

(813) 962-4003

info@gulfcoastai.org

Region X Officers

Reggie Carter, MAI, Chair

Wesley Sanders, MAI, Vice Chair

Enrique Casado, MAI, 3rd Director

Nancy Bachor, Region X ED



President's Message, Michael Twitty, MAI



I hope you all are finding a way to beat the heat by hitting the water or doing a little summer travel to some cooler climates. Don't forget scallop season is upon us along the Florida Gulf Coast! You can see the various season time frames along the coast, bag limits, and other info here: <https://myfwc.com/fishing/saltwater/recreational/bay-scallops/>



Region X hosted the Joint Regional meeting in our Chapter's backyard on Clearwater Beach in April, which was a huge success! Region X Vice Chair, Wes Sanders, MAI did a wonderful job securing sponsorships and making this event (branded as REVCO) come to fruition. We had perfect weather and excellent attendance from region members from across the country. The only problem is that now all the attendees want to relocate to Florida.

Once again, our Chapter was well represented at LDAC 2024 in May in Washington, D.C. Tim Sunyog, MAI (3rd Year), Victor Torres, MAI (2nd Year), Justin Butler, MAI (1st Year), and Chris Delpo, MAI (1st Year) all participated, and we thank these gentlemen for their valuable contributions to advance industry thought and legislation. If you have an interest in learning more and/or participating next year, be sure to let one of your Chapter officers know!

Please don't forget to register for our 3rd Quarter Chapter Meeting at Tropicana Field on Friday, July 26th, which will be here before we know it! Come watch the Tampa Bay Rays take on the Cincinnati Reds and get insightful updates on the Trop redevelopment project from Hines Development and St. Petersburg Councilmember Ed Montanari. This is a great opportunity and venue to spend some time with your appraisal colleagues along with special guests Cindy Chance, our new AI National CEO, as well as our chapter's very own Sandy Adomatis, AI National President. We all had a blast at this event last year and are looking for a big turnout and getting on the Jumbotron once again!!

[REGISTER HERE](#)

Have a great summer and I look forward to seeing you all at the ballgame in July!

2024 Officers—Florida Gulf Coast Chapter



Michael Twitty, MAI
President



J. Matt Terry, SRA
Vice President



Justin Butler MAI
Treasurer



Victor Torres, MAI
Secretary



Timothy Sunyog, MAI
Past President

Education, Kevin Hayes, MAI, Chair

Reminder...2024 is a recertification year, so we are offering a combination of classroom and virtual (synchronous) chapter programs throughout the year. It is never too early to start fulfilling the required CE hours prior to the renewal deadline of **November 30, 2024**. We have had a very large variety of education and topics scheduled throughout the year so you still have lots of opportunities to get your needed continuing education hours in addition to getting some very interesting topics. You should have no problem meeting the 30-hour continuing education requirement this year!



Kevin Hayes, MAI

Please review the new **2024 Education Schedule** listed in this Newsletter and on our chapter website at: www.gulfcoastai.org and sign up as soon as possible to secure your seat. Class sizes are limited!

Note: Our livestream classes are joint classes with the other Florida chapters, so please remember to register through the **Florida Gulf Coast Chapter**. Just go to the chapter website to register: www.gulfcoastai.org.

We continue to encourage all of our members to utilize your expertise and consider developing a continuing education (CE) program that would be beneficial to our appraisers and the industry. We are always looking for interesting 2-3 hour topics for either livestream or classroom presentation. We have so many talented appraisers in our chapter with a great deal of knowledge. If you are interested in developing a 2-3 hour seminar, please let us know. Once a seminar is submitted to the Florida Real Estate Appraisal Board for approval, the approval process can take up to three months. We encourage you to share your expertise.

Check the website often for any new additions to the education schedule or other chapter news. The Florida Gulf Coast Chapter website can be found at www.gulfcoastai.org.

Planning for 2025 education offerings will begin soon. If you have any suggestions, please let us know.

Please call the chapter office at (813) 962-4003 or email Kourtney at info@gulfcoastai.org or contact education chair Kevin Hayes with any questions or suggestions. To register for classes: <http://www.gulfcoastai.org>

Search Online Education from
the Appraisal Institute

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AI PAREA is Here! **PAREA** provides an alternative to the traditional supervisor and trainee model for experience for licensed residential and certified residential appraisers. **AI PAREA** is an online program covering appraisal theory and methodology, in real-world simulations, with mentoring from nationally recognized appraisers. The content and activities in the AI PAREA program recreate the practical experience needed to gain a credential. Exercises, simulations, case studies, and applications are designed to enhance the AI PAREA program participant's existing appraisal knowledge. AI PAREA participants will develop at least three USPAP-compliant appraisal reports at the culmination of the AI PAREA program. Learn more about the AI PAREA program here: [Appraisal Institute PAREA FAQ](#) Questions, please email aiparea@appraisalinstitute.org.



2024 Florida Gulf Coast Chapter Meetings & Other Events

3rd Quarter Chapter Meeting - July 26, 2024

Region Joint Meeting—September 30, 2024 Kansas City, MO

4th Quarter Chapter Meeting & Installation - November 21, 2024, Lakewood Ranch

2024 Education & Meeting Schedule

Date	Class/Event/Location	CE Hours	Instructor
January 9 <i>Classroom</i>	Florida Appraisal Laws & Rules - Winter Haven	3-Hours	Nick Pilz, MAI, SRA
January 10 <i>Classroom</i>	2024-2025 7-Hour National USPAP Update Course - Winter Haven	7-Hours	Brian Flynn, MAI
January 18 <i>Livestream</i>	New – The Impact of Short-Term Rentals on Real Estate Valuation	4-Hours	Jason Ferris, MAI, SRA
January 19	1 st Q Chapter Installation Lunch Meeting + Seminar Mass Appraisal vs. Multiple Appraisals – Bascoms Chophouse, Clearwater	2 CE	Mike Twitty and /Anthony Siragusa
January 25 <i>Livestream</i>	New – FHA Update: FHA Handbook 4000.1 Appraisal Changes	3-Hours	Lisa Meinczinger, SRA, AI-RRS
February 8 <i>Livestream</i>	Business Practice & Ethics	6-Hours	Mark Smeltzer, MAI, SRA
March 7 <i>Via Livestream</i>	Top 15 Takeaways and Lessons from Your Colleagues Legal Misfortunates	3-Hours	Peter Christensen, Esq.
March 20 March 21 <i>Livestream</i>	3-Hour Florida Appraisal Law and Rules 7-Hour National USPAP Continuing Education	3-Hours 7-Hours	Kevin Hayes, MAI Vince Dowling, MAI
March 27 <i>Livestream</i>	New —Fundamentals of Appraising Affordable Housing	7-Hours	Claire Feuling, MAI
April 11 <i>Livestream</i>	New – Community Land Trust (CLT) Training (AM)	4-Hours	John Underwood, MAI, SRA
April 25	New - Becoming Proficient in Fractional Interest - Livestream/Zoom 2nd Quarter Chapter Meeting – Top Golf, St. Pete (In-Person) (PM)	4-Hours	Dennis Webb, MAI
May 9 <i>Livestream</i>	New – Appraiser Law in the Real World	4-Hours	Peter Christensen, Esq.
May 16 <i>Livestream</i>	Practical Applications of Fundamental Analysis	7 Hours	Kerry Jorgensen, MAI
May 30	7-Hour National USPAP Continuing Education (Livestream)	7-Hours	Kevin Hayes, MAI
June 6 <i>Livestream</i>	New – ISO Construction and Basic Construction Plan Reading	2-Hours	Patricia Staebler, SRA
June 13 <i>Livestream</i>	Business Practice & Ethics	6-Hours	Brian Flynn, MAI
July 11 <i>Livestream</i>	New – Setting the Stage for Inputs - An In-depth Look at an Inferred	4-Hours	Vincent Dowling, MAI
July 11 July 12 In - Person Classroom	7-Hour National USPAP Continuing Education - St. Petersburg 3-Hour Florida Appraiser Law and Rules - St. Petersburg	7-Hours 3-Hours	Craig Steinley MAI Kevin Hayes, MAI
July 18 July 31 <i>Livestream</i>	7-Hour National USPAP Continuing Education 3-Hour Florida Appraiser Law and Rules	7-Hours 3-Hours	Craig Steinley, MAI, SRA Nick Pilz, MAI, SRA
July 26	3rd Quarter Chapter Meeting at Tropicana Field — St. Petersburg (PM)	No CE	St. Pete Councilman Molanari
September 12	3-Hour Florida Appraisal Law & Rules (Livestream)	3-Hours	Tim Andersen, MAI
September 19 <i>Livestream</i>	2024-2025 7-Hour National USPAP Update Course (Livestream)	7-Hours	Brian Flynn, MAI
September 26 <i>Livestream</i>	New —Artificial Intelligence, Blockchain & the Metaverse (Livestream)	7 Hours	Mark Linne, MAI
October 3	New —Critical Thinking and Junk Science (In Person Classroom & Livestream)	7-Hours	Randall Bell, MAI
October 23 October 24	3-Hour Florida Appraisal Law and Rules - Livestream 7-Hour National USPAP Continuing Education - Livestream	3-Hours 7-Hours	Nick Pilz, MAI Dana Thornberry, MAI
October 29	Mass Appraisal vs. Multiple Appraisals (Livestream)	2-Hours	Mike Twitty & Kevin Hayes, MAI
November 21	4th Quarter Chapter Meeting & Installation — Lakewood Ranch	No CE	TBA
December 12	Business Practice & Ethics (Livestream)	6-Hours	Barry Diskin, MAI

Member Spotlight - Meet your Chapter Officers

Justin Butler, MAI, 2024 Chapter Treasurer, Colliers Valuation, Sarasota

Why did you join the local FL Gulf Chapter of the Appraisal Institute, and what is your favorite aspect of being a part of AI?

If I were ever to randomly be introduced to an appraiser I would think it would be so neat to find someone who does exactly what I do. I feel like appraisers are few and far between, and having an opportunity to meet other appraisers who have similar day to day experiences that we can discuss, ask questions, or refer to, is a unique opportunity.



What advice would you offer to members who want to become more involved with the Florida Gulf Chapter of the Appraisal Institute?

We are really a small, but very outgoing group. We all attend the meetings to meet people with similar interest and experiences as us, so don't be shy in introducing yourself. We all have something in common.

How many years have you been working in appraisal?

17 years

What is your favorite restaurant or activity in (Your Hometown)?

I live and work in Sarasota so I am a bit spoiled on both ends. My family and I enjoy going to the beach as well as visiting many of the great restaurants Sarasota has to offer. We enjoy Owen's Fish Camp, Shore or MarVista on Longboat, and Marcello's is a great Italian restaurant in a very unassuming location.

Are you interested in developing a 2–3 hour seminar?

We are always looking for interesting 2 - 3 hour topics. Please consider developing a continuing education (CE) program that would be beneficial to our appraisers and the industry. You would have an opportunity to teach for the Florida chapters. Contact Education Chair Kevin Hayes, MAI, if you have a topic of interest.

FREAB Meetings—2024

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.

- Monday, August 5, 2024
- Monday, October 7, 2024
- Monday, December 9, 2024

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: real-publicrecords@myfloridalicense.com

Member Spotlight—Meet your Chapter Officers

Victor Torres, MAI, 2024 Chapter Secretary, Bluemark Valuation Advisors, St. Petersburg



Why did you join the local FL Gulf Chapter of the Appraisal Institute, and what is your favorite aspect of being a part of AI?

I joined the AI local chapter because my mentors advised me that to become a top appraiser, I needed to join the local chapter to expand my knowledge and contribute to this career. The best aspect of the chapter is meeting and getting to know other colleagues, which, in retrospect, has significantly helped me since I joined the chapter.

What advice would you offer to members who want to become more involved with the Florida Gulf Chapter of the Appraisal Institute?

Start attending the meetings; they are usually more fun and interactive than you might think. There are also many young professionals within this organization. You will not regret it.

How many years have you been working in appraisal?

12+ years and counting

What is your favorite restaurant or activity in (Your Hometown)?

My favorite local restaurant is Rococo.

2024 Committee Chairs - Florida Gulf Coast Chapter			
Candidate Guidance:	John Miller, MAI	Nominating:	Timothy Sunyog, MAI
Bylaws:	Brad Saucier, MAI	Programs:	Matt Terry, SRA
Education:	Kevin Hayes, MAI	Public Relations:	Matt Spratley, MAI and Brian Zamorski, MAI
Finance:	Justin Butler, MAI	University Relations:	Bruce Cumming
Government Relations:	Matt Terry, SRA	Newsletter:	Kourtney Wade

BE A CHAPTER SPONSOR! *Is your company interested in sponsoring a chapter meeting(s) or event?*

Sponsorship opportunities are available for our chapter meetings. Contact the chapter office for more details. Sponsorships include recognition in email blasts, website, newsletters in addition to recognition at chapter meetings.

Meeting Sponsorships Available.... [Click Here](#) to Become a Meeting Sponsor Today!

Message from Region X Education Liaison, Henry Casado, MAI, SRA, AI-GRS

What’s out there to learn?

In a two-year cycle, appraisers can score compulsory continuing education hours toward renewal of their license. The purpose of scoring CE is to learn or remain academically fit. So, it shouldn’t be only about the hours.

The question is, where should I get this education, and what offering is best or relevant to your practice?

The only organization with abundant new topics is the Appraisal Institute. Why repeat a seminar or a course that you have conquered?

There are 38 offerings coordinated in Region X for 2024 in virtual and classroom education, and we are planning to add two more courses as we await state approvals.

Out of this bunch, if we exclude USPAP and Florida Law, there are 5 recent topics left to choose from.

Date	Course/Seminar
June 6, 2024	ISO Construction and Basic Construction Plan Reading
June 13, 2024	Business Practices & Ethics
July 11, 2024	Setting the Stage for Inputs-An In-Depth Look at an Inferred Market Study
July 11, 2024	2024-2025 7-Hour National USPAP Update—Classroom—Florida Gulf Coast
July 18, 2024	2024-2025 7-Hour National USPAP Update
July 31, 2024	Florida Appraiser Laws and Rules
September 19, 2024	2024-2025 7-Hour National USPAP Update
September 26, 2024	Artificial Intelligence, Blockchain and the Metaverse: Implications for Valuation
October 3, 2024	Critical Thinking and Junk Science
October 23, 2024	Florida Appraiser Laws and Rules
October 24, 2024	2024-2025 7-Hour National USPAP Update
October 29, 2024	Mass Appraisals vs. Single Property Appraisal
December 12, 2024	Business Practices & Ethics

National News

Alissa Akins is the Appraisal Institute's new Director of Education and Publications. She assumed her duties in March 2024. We are steering to a new bearing on the horizon.

PAREA

PAREA stands for Practical Applications of Real Estate Appraisal. This program, designed by the Appraisal Institute, is an alternative for trainees to fulfill the experience requirements for licensure. President Adomatis has reported that the program launched is currently active, with 150 participants. More than 1,000 students have expressed interest in this unique path. The Appraisal Institute PAREA is the only entity offering this training toward the requisite experience.

Candidates and Advisors

Currently, there are 76 candidates, 49 of whom are pursuing the MAI designation, 12 seeking the SRA designation, and 15 aiming for the review designation.

Between the Florida Chapters, there are 70+ Advisors, and they are:

(Continued next page)

Message from Region Education Liaison—Henry Casado, MAI, SRA, AI-GRS (Cont'd)

David W. Irish, MAI	Nathan R. Gibboney, MAI	John F. Thigpen, MAI
Gregory J. Becker, MAI	Susan S. Dixson, MAI	William R. Temple, SRA, AI-RRS
Deborah P. Tordella, MAI, SRA	Ana M. Arroyo, MAI	Denise Morales, MAI
James V. Andrews, MAI	Jennifer Marshall, SRA, AI-RRS	Brian E. Zamorski, MAI
Robert B. Banting, MAI, SRA	Scanlon K. Wilson, MAI	Michael B. Hotaling, MAI
Curtis L. Phillips, MAI	Matthew W. Jehs, MAI	Alta M. Rogers, MAI, AI-GRS
Michael J. Rogers, MAI, SRA, AI-GRS	Barbara A. Johanning, MAI, AI-GRS	Kyle W. Krueger, MAI, AI-GRS
J. Lynn Carlson, MAI, AI-GRS	Christopher D. Starkey, MAI	David C. Randall, MAI, AI-GRS
Eric D. Edlund, MAI, AI-GRS	M. Jason Ward, MAI	Justin H. Arnold, MAI
Charles J. Lentz, MAI	Deiky A. Vergel, SRA	James M. Ferebee, MAI, AI-GRS
Michael L. Mullenix, MAI, SRA, AI-GRS	Carlos D. Gobel, SRA	Kristin B. Repp, MAI
David L. Maul, MAI, AI-GRS	Derek Fisher, MAI	John N. Miller, MAI
Rebecca L. Pate, SRA, AI-RRS	Matthew D. Bulecza, MAI, AI-GRS	Charles E. Badell, MAI
Timothy C. Andersen, MAI	Marcos E. Salas, MAI, SRA, AI-RRS	Justin S. Markley, MAI
Michael P. Jacobs, MAI, SRA	Willem J. Faber, MAI	Kara Phillips, MAI
Joel D. Salley, SRA, AI-RRS	Courtland C. Eyrick, MAI, AI-GRS	K. Jacob Hutchings, MAI
J. Mark Williams, MAI	Brad J. Saucier, MAI	Robert L. Mesner, MAI, AI-GRS
Howard J. Cooksey, MAI	Jeremy J. Winter, MAI, AI-GRS	William C. Cantrell, III, MAI
Julie R. Battaglia, MAI, AI-GRS	Robert H. Scherer, MAI	
Eric B. Wit, MAI, SRA, AI-GRS, AI-RRS	Cheryl L. Scott, MAI	

To conclude

The best testimony of our great education is the feedback of those who take our competitors' courses, whether for purposes of qualifying or renewing your license. Engaging in the educational opportunities provided by your local chapter directly benefits you. Not only do you gain access to high-quality materials and instruction, but you also contribute to the generation of diverse and enriching topics. In conclusion, I leave you with the timeless words of Benjamin Franklin: "An investment in knowledge pays the best interest."

National Awards

Nominate a fellow chapter member for an AI Award Today | [Click here](#) to nominate a deserving individual for an AI Award. The deadline is July 31.

- The **J. Scott Robinson Lifetime Achievement Award** honors an AI Professional who best demonstrates high ethical standards; contributed to the Appraisal Institute at the chapter, regional, national and/or international level(s); provided service to his or her community; and contributed to the appraisal profession.
- The **Outstanding Service Award** honors an AI Professionals who has contributed ideas, service hours, and dedication to ensure a specific program or effort is implemented at the chapter, region, national and/or international level(s).
- The **William S. Harps DEI Award** honors an AI Professional who exemplifies the value of diversity, equity and inclusion in the valuation profession and has contributed to making the profession reflective of all the communities we serve.
- The **Women's Initiative SPOTLIGHT Award** honors an AI Professional or other individual associated with the Appraisal Institute who has made an important contribution to fostering the growth of women in the valuation profession



Designated Members Called to Volunteer for National Service | If you are interested in further serving the Appraisal Institute at the national level in 2025, please complete the Leadership Resource Registry no later than 5 p.m. CDT, Aug. 2. To be considered for national committees, panels, the Appraisal Institute Insurance Trust or the Appraisal Institute Education & Relief Foundation, if eligible, you must express your interests within the Leadership Resource Registry. Visit the [Join a Committee](#) page and volunteer to serve. Even if you submitted your interests last year in the Registry, and there are no changes to your preferences, you will need to log back into the Registry.

Volunteer of Distinction Program Update | The Volunteer of Distinction program is on hiatus while more impactful opportunities for volunteer recognition are explored. Appraisal Now and Valuation magazine provide great opportunities to highlight volunteer and member contributions. Please share those stories with us at services@appraisalinstitute.org.

Appraisal Institute Education and Relief Foundation (AIERF) | The Appraisal Institute Education and Relief Foundation (AIERF) offers numerous scholarships to AI professionals and students dedicated to growing their practical knowledge in the real estate appraisal field. **The application deadline for AI Course and PAREA scholarships is July 1, 2024.** [Learn more](#)

Building Tomorrow: What's Next for Our Florida Counties

Sumter County – Old Florida Springs, LLLP

Type: Res/Com Mixed Use

Lat/Long: 28.754675, -82.0668044

The 276.00 acre tract of land is located along the east side of US Highway 301, east of I-75 just north of County Road 470 in Sumterville, Sumter County. The site comprised of three contiguous parcels has historically been utilized as a Recreational Vehicle park. The applicant has requested to rezone the tract to allow for more intensive development. Represented by Z Development Services (Robert Ziegenfuss) the Planning and Zoning Special Master reviewed the project in May 2024. The future development, if approved will be developed in three phases. Phase 1 will have 525 SFD units, Phase 2, will have 10,000 BSF of Commercial Office space, and 100,000 BSF of Self Storage, Phase 3 will have 816 MF Apt units, 590,000 BSF of Commercial Office Space, 600,000 BSF of Industrial Space. The Sumter County Board of County Commissioners intends to review this project in June 2024. AADT is 7,900 Daily Trips. Given the timing of the rezoning it is expected for dirt to be moved in late 2025 or early 2026 for the first phase. Furthermore, it is assumed that the initial phase of Residential SFD units will be developed in phases.

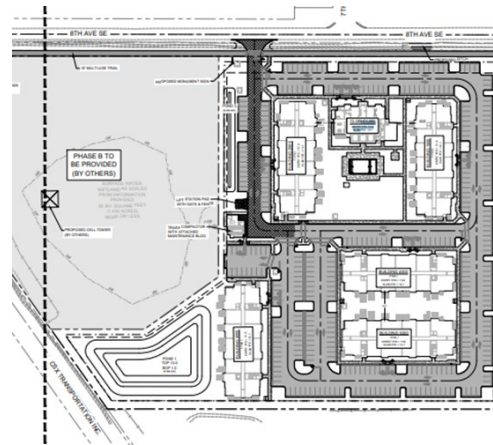


Pinellas County – Allora Largo – Phase A

Type: Residential/Condo

Lat/Long: 27.908247, -82.7801692

The 15.46 acre parent tract is located in the southwest quadrant of 8th Avenue SE and Donegan Road. Construction application was submitted May 2024. Phase A is approximately 9.87 acres and proposed for construction of five residential buildings having 240 units, an amenity center, parking lot, storm-water management system, and associated utilities. Phase 2, or the balance of land is to be developed by others but does include a future Cell Tower. Deed on file dated December 2021 for \$3,100,000 (\$12,917/unit). Related parties include Carlos Yepes (Applicant) and Nicole Berlin (Kimley-Horn and Associates). This is an infill location. Given typical Condominium development, look for land development to begin in early 2025 alongside Pre-Sales. C.O. of initial buildings should not occur until 2027. Note, there appears to be vacant land adjacent to the south boundary line of this property which may be available for more intense development

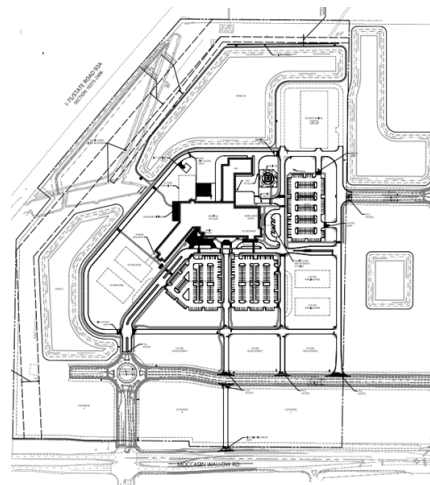


Manatee County – BayCare Hospital

Type: Commercial/Hospital

Lat/Long: 27.60457, -82.495244

This 94.00 acre parent tract is located in the northwest quadrant of I-75 and Moccasin Wallow Road, north of the river. Construction plans were submitted May 2024. One of the fastest growing submarkets along the east coast, the developer BayCare Health intends to develop a 154-bed hospital having 449,564 BSF hospital with associated parking and utilities. Mass grading for future development sites within the project area are also included in this phase. As can be seen there are numerous future commercial parcels being mass graded. This will be a major medical node for the foreseeable future. I-75 AADT is 92,500 daily trips while Moccasin Wallow has 18,900 daily trips. Deed on file dated November 2023 for \$28,662,500. Related parties include: Vanasse Hangen Brustlin, Inc. Development should begin in early 2025 with C.O. in 2027. This parent tract is across from a Publix anchored shopping center

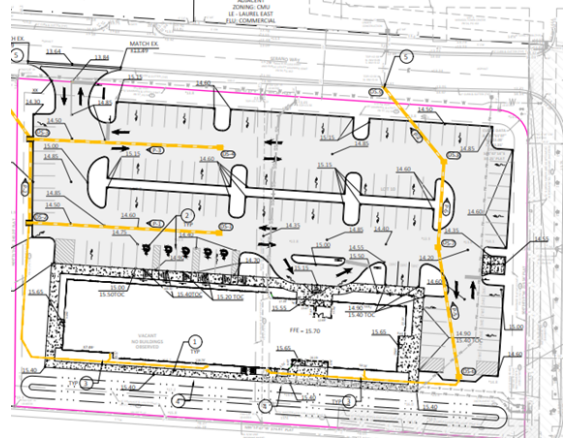


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Building Tomorrow: What's Next for Our Florida Counties, *Continued*

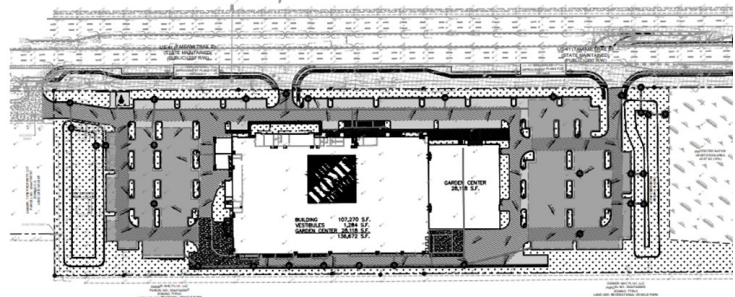
Sarasota County – Venice Echo
Type: Residential/Hotel
Lat/Long: 27.137907, -82.397359

The 2.02 acre tract is located within the N/W quadrant of Laurel Road and Mirasol Blvd east of I-75. Application was submitted May 2024. This area of Nokomis, Sarasota reflects the easterly expansion of Sarasota County. The proposed development includes a 4-story hotel with 124 extended stay rooms and associated parking. This appears to be a quasi-pad ready site with offsite stormwater treatment and attenuation. Laurel Road has an AADT 27,000 daily trips. Related parties include: Trauger Consulting Engineers, Inc. Expect ground breaking in late 2024 early 2025 with C.O. in late 2026 early 2027. There appear to be vacant out-parcels available nearby for more intense development



Collier County – Home Depot
Type: Commercial/Big Box
Lat/Long: 26.071589, -81.713822

The 13.77 acre tract is located in the S/W corner of SR 54 and Meadow Pointe Blvd, at a signalized intersection. This Naples project saw applications submitted February 2024. Proposed development includes a 108,554 SF Big Box hardware store with a 28,118 SF garden center. Tract will have extensive road frontage and three points of access. According to FDOT US Highway 41 receives 37,000 daily trips proximate to this site. Related parties include: Suzanne Russo (Home Depot) and Justin Napolitano (Kimley Horn and Associates). Based upon the timing of submittal expect completion in 2026.



The data above is provided by Landfinder.AI. Landfinder.AI is a software company that tracks all horizontal construction applications across the state of Florida and is now gathering data on Re-Zoning applications. Data points include links to documents, plans, potential PSA's, Deeds, Applications, etc. Contact information related to the applicant (Name, Phone Numbers, Email Addresses) is often included. Detailed notes are provided with geographic data as well. Data is exportable to CSV for internal use. Typical license is **\$1,000/annum (paid by check)** or **\$1,200/annum** if paid monthly by credit card for individual users. Landfinder.AI is happy to offer appraisers and lenders a **50% discount (Year 1)**. Just enter **APPRAISER50** at checkout for a **50% discount**. Feel free to visit www.landfinder.ai and go to the Login Icon in the upper right hand corner to get your free one week access. Besides land sale verification Landfinder.AI data helps with paired sales analysis as well as with supply and demand. We have reports for quick download.

Contact Chris Worley at 813-810-4335 or email chrisw@landfinder.ai to learn more.

National News

- The Appraiser Diversity Initiative is an important priority for the Appraisal Institute. We 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.



Face Value— Join 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. Listen and watch the newest episode below or see more [Face Value](#) Episodes.

Board Decision in the News: The Appraisal Institute board of directors has held a special board meeting and formally approved allowing affiliates and practicing affiliates to serve in chapter leadership positions. A recent change that re-classified some members from “candidate” to “practicing affiliate” prompted urgent calls from chapters to address the unintended consequence of precluding existing chapter leaders from continued service along with many potential new leaders from stepping up to better contribute to their chapters. More than ten chapters had expressed a desire to appoint to chapter leadership individuals in these categories. The role of chapter president remains a position reserved for designated members, based on a provision in the bylaws.

Appraisal Institute CEO Cindy Chance said, "I appreciate the board resolving this matter, and I want to thank everyone who is volunteering their time to help strengthen our chapters and serve the appraisal profession. We have a great deal of work to do together, and clarifying our approach to leadership service makes it simpler for those generous enough to devote their energies to building One Appraisal Institute."

2024 Comp Exam Dates

Questions? comp@appraisalinstitute.org

- **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.

Membership Updates – Florida Gulf Coast Chapter

Welcome to the following new members!

Candidates for Designation:

Julie Story, Tallahassee

Practicing Affiliates:

Wendy Wilson, Lakeland

Practicing Affiliates:

Joshua Parish, Santa Rosa Beach

Christopher Russe, Tampa

Laticia Bennett, Tallahassee

Mark Trippel, Pensacola

Student Affiliates

Clara J. Breuer, FSU, Tallahassee

Gonzalo Jose Valdivieso, Tallahassee

Leadership Development Advisory Council—LDAC Report, by Victor Torres, MAI

MAY 15 – 17, 2024
WASHINGTON, D.C.

From May 15 to 17, 2024, our team attended the Leadership Development and Advisory Council (LDAC) in Washington, D.C. The event saw participation from Tim Sunyog (3rd Year), Victor Torres (2nd Year), and Justin Butler & Chris DeIpo (1st Year).



The kickoff keynote featured a presentation by the National Association of Realtors (NAR) on soliciting membership and marketing the brand. Throughout the event, various discussion leaders addressed critical topics. John Biordi led a session at the National Conference, focusing on engagement strategies for future conferences. Ryan Hargrove discussed education, proposing non-traditional event hosting options, such as college campuses, and emphasized expanding the use of LinkedIn for event promotion. Cindy Chance noted the need to readdress and re-message the HUB Education Email initiative. Linda Whittlesey explored business development opportunities, suggesting inviting market participants to events and promoting mentorship programs. Shane Nishimoto highlighted the importance of public trust and suggested a public marketing campaign to educate on what appraisers do.

The Capitol Hill meetings focused on key political issues, including AMC fee disclosure and the PAL Act. Our team had meetings with Rep. Greg Steube, Sarasota and the staff for Rep. Mario Diaz-Balart and Sen. Rick Scott. Rep. Steube showed strong support, while Scott's staff advised increasing our visibility to garner attention. Unfortunately, there was no response from Rep. Byron Donalds' office and Representative Luna had to cancel on us at the last minute.

The event emphasized the need to bring lobbying efforts to the state level, support chapter membership, and seek partnerships with financial services. Cindy Chance, CEO, encouraged persistence in advocacy efforts. The key talking points included concerns about the outdated regulatory structure for real estate appraisal and the benefits of the Portal for Appraisal Licensing Act (PAL Act), which aims to modernize the appraisal licensing system. The act, introduced in the U.S. House of Representatives and Senate, proposes a cloud-based nationwide licensing system to streamline the process and reduce regulatory burdens. Attendees were urged to advocate for co-sponsorship of the PAL Act by contacting respective House and Senate members.

Overall, the experience was invaluable. Sitting down with representatives and senators provided us with a unique opportunity to advocate for our profession. We strongly encourage appraisers who haven't attended LDAC to consider participating in the future. It can be an eye-opening experience, offering more benefits than you might expect and significantly aiding your career by connecting with over 100+ appraisers from different parts of the country.



2024 LDAC



Florida Region X Reps



Victor and Justin with Rep. Steube

For Your Information: New AI/CE Requirement—Fair Housing

The Admissions and Continuing Education Department, Appraisal Institute, recently sent out the following FAQs regarding the new Fair Housing CE requirement that The AQB will implement in 2026. The new requirement will be in addition to the current Standards, Business Practices and Ethics and the point requirements in your AI CE cycle due date.

How am I impacted?

The first group of AI professionals impacted are those with AI CE cycle end dates of **June 30, 2025**. **We ask that you please log into your [AI Account](#) to check your AI CE checklist and your AI CE cycle end date.** For example, if you have an AI CE cycle end date of June 30, 2027, you must complete the requirement by this date. If you find yourself needing more time during the last year of your AI CE cycle to complete the requirement, you may apply for an [AI CE extension](#).

What is the reason for this additional requirement?

Per recent AQB legislative changes, [a new fair housing requirement will be mandatory for all licensed appraisers in the United States, effective January 1, 2026](#). The first time an appraiser completes the new fair housing requirement for their state, it will be a seven-hour course plus a one-hour exam. Every two calendar years thereafter, the course must be at least four hours.

The Admissions Designations and Qualifications Committee in conjunction with the Board of Directors, enacted the same requirement in correlation with the national standard. AI ethics and standards always meet or exceed the national requirements; thus, the implementation of this new requirement achieves those objectives.

What if I complete a fair housing course before AQB's date of January 1, 2026?

Until January 1, 2026, AI Admissions & Continuing Education will accept any fair housing course no matter the provider or the length (i.e., a one-hour course or a five-hour course). AI practicing Designated Members and Practicing Affiliates may complete [AI's fair housing course](#) (currently five hours) to satisfy this requirement until January 1, 2026—at which time AI will offer a seven-hour course to satisfy both AQB and AI CE requirements. AI's course will address the issue of fair housing in both the commercial and residential valuation markets.

I recently completed a fair housing course with an outside provider, how do I receive credit for the requirement?

You may [log into your AI Account](#) to self-report the outside provider course by clicking the **View Requirements** link at the bottom of the landing page then clicking the **Fair Housing** link. You may also submit a certificate of completion to ce@appraisalinstitute.org and AI Admissions & CE will add it to your AI CE checklist for you. **Note: if submitting via email, please allow five business days for completion of the requirement to be reflected in your AI CE checklist.**

Does AI currently have a course that meets this requirement for my AI CE cycle?

Yes, the course AI currently offers to meet this requirement for AI CE cycles is called [Valuation Bias: The Invisible Fence of Racial Discrimination](#) (five hours). You may log into your AI Account to register for the AI course by clicking the **View Requirements** link at the bottom of the landing page and clicking the **Fair Housing** link. Your AI CE checklist also provides you with other pertinent information, such as AI CE cycle start and end dates, other AI CE requirements, AI CE point totals and the [AI CE Overview](#).

If you have questions, contact Admissions and Continuing Education at ce@appraisalinstitute.org

2024 Leadership - Florida Gulf Coast Chapter

Florida Gulf Coast Chapter 2024 Leaders

President: Michael Twitty, MAI
Vice President: J. Matt Terry, SRA
Treasurer: Justin Butler, MAI
Secretary: Victor Torres, MAI
Ex Officio: Tim Sunyog, MAI



Directors

Dan Brown, SRA
 Joy Thomas, MAI
 Josh Sicard, MAI
 Kevin Hayes, MAI
 Kenneth "KC" Lowry MAI
 Christopher DelPo, MAI
 PJ Cusmano, MAI
 Nathan Van Steenberg, MAI

Region X Representatives—Florida Gulf Coast

Region Representatives

Victor Torres, MAI
 James Matt Terry, SRA
 Tim Sunyog, MAI
 Kenneth Lowry, MAI
 John Miller, MAI
 Eric Hoening, MAI
 Byron Torres, MAI
 Brian Zamorski, MAI

Alternate Region Reps

Rachel Zucchi, MAI
 Kevin Hayes, MAI
 Justin Butler, MAI
 Jennifer Marshall, SRA
 Julie Battaglia, MAI
 John Fabian, MAI
 Tim O'Neil, SRA
 Dan Brown, SRA
 Joy Thomas, MAI
 Michael Jonas, MAI

Candidate Guidance, John Miller, MAI, Chair

General Demonstration Report—Capstone Programs in 2024

Capstone is an option Candidates may choose to complete their demonstration of knowledge requirement for MAI Designated membership. This program was designed to offer an option that accelerates the completion of the report. Instead of selecting and compiling data on a property, participants are provided with a subject property and data to analyze and then write the report in a limited time span of approximately two months.

Capstone Location	Registration Deadline	Materials Released	Webinar #1	Webinar #2	Workshop Dates
Synchronous	Aug 29	Aug 30	Sept 20	Oct 15	Nov 4—10, 2024

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](#).

Standards & Ethics Requirements - This first-year requirement is two different courses. Some Candidates think completing the 7-Hour USPAP will suffice, but they must complete both Standards (USPAP/IVS) and Ethics (AI Business Practices & Ethics) within their first year of candidacy, if they have not completed both classes within four years prior to applying for Candidacy.

Practicing Affiliate and Affiliate Chapter Service: The AI Board of Directors adopted amendments to Reg 8, that will open chapter service opportunities to Practicing Affiliates effective immediately. This will have the benefit of increasing the pool of chapter members eligible to serve the Chapter other than President on the Board of Directors and on chapter committees. Region Reps however, must be designated members.

2nd Quarter Chapter Meeting at Top Golf, St. Pete



Joint Region Meeting, REVCO Conference and Beach Reception held in Clearwater

