



## Region IV

March 2025  
Newsletter



### Here's what has happened in the first quarter of 2025.

We are thrilled to share with you the latest updates from Region IV of The Appraisal Institute.

It was wonderful to see many of you during our Q1 2025 Region meeting held on February 4, 2025.

#### **Financial Officer's Report**

During that meeting we reviewed Region IV's financial position. For Calendar year 2025 we are budgeted at a relative breakeven, with main expenses resulting from the Q4 2025 in person meeting scheduled for October 7th.

The Region member dues are currently \$30 per member, which has remained unchanged since 2018.

#### **Government Relations**

2025 Leadership Development and Advisory Council (LDAC) is scheduled for May 14-16 in Washington, DC. Registration is now open! <https://cvent.me/LELXkz>

The Appraisal Institute will be hosting the first Legislative Day. Which will be held on May 14-15 in conjunction with the Leadership Development and Advisory Committee meeting. I could not be more excited about it. Leaders from other organizations are planning to join us - the louder our voice the greater chance we have for success.

#### Key Dates

March 11 Coffee Break with T&T Virtual	
April 14 Joint Region AM Session	
April 22 Q2 Region IV 2:00 PM Virtual	
July 29 Q3 Region IV 2:00 PM Virtual	
October 7 Q4 Joint Region San Diego, CA	
October 8 CLP - Presidents San Diego, CA	



## Call to Service

If you would like to join Tonia & Tina and become the 2026 Region IV Third Director, please reach out to Al Franke, who will Chair this year's Region Nominations.

We are also looking for someone in our Region to serve on the National Nominating Committee in 2026, and an alternate to this position.

## President's Virtual Summit Discussion

Chapter President's from across the country have joined together to discuss chapter leadership.

Key issues raised by chapter presidents during the virtual summit include the following:

- Transparency issues, past inconsistencies.
  - Appraisal Institute being at the forefront of education.
  - Education delivery and modernization.
  - Protecting and promoting the AI brand.
  - Professional segmentation.
  - Impact of AMCs on appraisal profession.
  - Improve AI online searchability.
  - 2026 National Convention
  - Promoting designations.
  - Shared templates for home grown seminars.
  - Membership growth and outreach.
  - Scholarship programs.
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## Please Join us for – Coffee Break with T&T

Monthly Coffee Break commencing Tuesday, March 11 @ 9:30AM

[Launch Meeting - Zoom](#)

Do you have questions for your Region Chair and Vice Chair?  
Questions about actions taken by the National Board?  
Concerns regarding the profession you'd like to discuss?

Starting, Tuesday, March 11 @ 9:30 AM we are holding a monthly virtual coffee break, inviting all region representatives and chapter presidents to have the opportunity to talk with Tonia and Tina. This will be an open forum for you to voice your opinions, questions and concerns.



[Face Value Podcast - Apple Podcasts](#)

### Check it Out!

Check out the latest version of the Face Value Podcast.

This Podcast dives into the complex world of Appraisal Management Companies (AMCs).

Joining the conversation are industry experts Scott Dibiasio, Director of Government Affairs at the Appraisal Institute, and Mark Verrett, SRA, ASA, and CEO of Accurity Consolidated.

Together, they break down:

- ✓ The history behind the creation of AMCs
- ✓ The services they provide & their compensation structure
- ✓ The controversies surrounding AMCs & their impact on appraisers

### Registration is OPEN

#### **Appraisal Institute Legislative Day**

May 14, 2025 – May 15, 2025

The Westin DC Downtown

999 9<sup>th</sup> Street Northwest

Washington, DC 20001

\$150 Registration Fee

[Personal Information - Appraisal Institute Legislative Day](#)

### Coming Soon!

Lunch and Learns – Business Issues

Free Resource: Marketing Tips for  
Appraisers with Heather Placer-Mull



## 2025 National President Paula Konikoff

In her January 2025 President's Message, Paula stated the following.



"Our Advocacy Team is leading the charge with an ambitious [One Appraisal Institute Advocacy](#) campaign. This campaign is dedicated to advancing your success as an appraisal professional by

- Defending the appraisal profession
- Promoting the AI professional
- Streamlining licensing processes
- Promoting transparency
- Limiting liability and risks
- Preventing intrusion
- Eliminating barriers to entry for new appraisers

Your membership and involvement fuel these efforts."

## Q1 2025 National Board of Directors Meeting February 19 - 21, Chicago, IL Motions Passed

### Changes to Regulations 4 and 10

- Eliminated the point system moving us to an hourly count for the AI 5-year continuing education cycle.
- Designated Members must have 100 CE hours
- Associate Members must have 75 CE hours
- Eliminated CE credit for service on panels and committees.
- Instructors will receive CE credit for teaching hours
- An application can be submitted to ADQC for CE credits for other potential activities.
- Eliminated the carry over of CE credits from one 5-yr cycle to the next.
- All designated members must do 100 CE hours each cycle, even those that voluntarily take education.
- Suspension and termination dates will be based on the AI CE Cycle end date instead of the date of suspension date. One year will be given to all members after the suspension date before termination occurs.
- No more uploading of class certificates. Members will certify that they took the class.
- All these changes go into effect for CE Cycles ending after 7/1/2025.

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## Motion Passed Regarding Regulation 8

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Reg 8 now addresses with more specifics how vacancies in chapters' regional reps and alternate reps positions should be filled.

- If you belong to a secondary chapter, you could only vote and serve on positions in your primary chapter; now you vote on issues and serve on positions in both your primary chapter and your secondary chapter.
- Reg 8 already permitted chapters to create optional committees at their discretion, so the listing of specific optional committees has been eliminated
- Motion also dealt with vacancies on chapter nominating committees – how the committee can proceed if it's already started its work and a vacancy comes up
- Chapter publications language was somewhat out of date. Some of those requirements have been eliminated
- Lastly, motion deals with branch chapters; since Chapters are in the best position to determine what Branch Chapters they may or may not need, Reg 8 no longer regional or Board of Directors approval

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## 45- Day Notice to Membership

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Motion 21.0 , TO BRING THE FOLLOWING TO 45-DAY NOTICE was passed Deals with defining what's a regular board meeting, what's a special board meeting

- Specifically for special meetings, addresses notice requirements, quorum requirements, voting requirements
  - Puts in writing several of the practices the Board is already following, some enhancements to existing practices, and some new recommended policies – important thing is that it puts everything in one place for easy reference
  - This is a 45-day notice for the proposed amendments to the Bylaws. Please take a look at these when they come out, read them over and send in comments. Issues published for 45-day notice are not done deals. The Board will read and consider all member comments before adopting, not adopting or amending. Please send your comments to the Board.
  - This is one of two motions that were presented related to Bylaw changes and open meetings, addressing open, closed and executive sessions of the Board. The makers of the two motions agreed to work together and bring one motion to the Board in May to ensure there are no inconsistencies. If an agreement isn't reached, the original motion relating to open meetings will be on the May agenda for discussion and vote.
  - Motion 8.1 - to amend the requirements of Reg 7 which now requires that one seat on the Appraisal Journal Editorial Board be designated for a Candidate for Designation. The amendment would provide that either a Candidate OR a designated member may be appointed to that seat.
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PAREA & DEI	
<p>PAREA isn't only a program for minorities.</p> <p>It is the alternative for the supervisory trainee model.</p> <p>We welcome all into the program because it gives AI the first touch with new entries to not only our experience provision but also to our education. It is a way to bring in new members as well. Half of the TAF Scholarship money has been received and in a special account for PAREA students, the second half of the \$1.22 M will be received on the 1st year anniversary date of the award.</p>	<ul style="list-style-type: none"> <li>• TAF PAREA Scholarships (\$1.22 million)</li> <li>• ADI and TAF support (\$65,000)</li> <li>• 287 completed QE and are eligible to register</li> <li>• 147 active PAREA Participants <ul style="list-style-type: none"> <li>◦ 9 working in final assignments</li> <li>◦ 118 working in the practice assignments</li> </ul> </li> </ul>

*Contact Us with Questions/ Concerns*

REGION IV EXECUTIVE TEAM	
<p>Chair Tonia Vailas, MAI, AI-GRS tvailas@dcas.nyc.gov</p>	<p>Vice Chair Christina O'Connell, MAI, AI-GRS tina@oconnellvaluation.com</p>
<p>Region Financial Officer Anthony Marmorale, SRA, AI-RRS Anthony.Marmorale@flagstar.com</p>	<p>Immediate Past Chair Al Franke, III, MAI, SRA al.franke@advisra.com</p>
<p>Executive Director Jackie Beauchaine Jacqueline.Beauchaine@appraisalinstitute.org</p>	