FLORIDA GULF COAST CHAPTER

The Approach

4TH QUARTER, 2026

4th Quarter Chapter Installation Meeting & Social

When: Thursday, December 10, 2026

Where: American Social Bar & Kitchen
601 S. Harbour Island, Tampa

Cost: $60 Members | $70 Nonmembers

Schedule of Events:
5:30 PM: Chapter Business Meeting, Installation & Social Evening

REGISTER HERE FOR MEETING



American Social, Tampa

Meeting Program—Please join us for the 4th Quarter Chapter Meeting and Installation of the 2027 Chapter Board of Directors. Dinner and one drink ticket are included in the cost. A cash bar will be available. Nonmembers are always welcome to attend. Please use the link above to register for a fun evening at AmSo. Arrive at 5:30 PM.

American Social Bar & Kitchen is located on Harbour Island, just across the Garrison Channel from downtown Tampa. AmSo Tampa is the perfect location to take in views of the Tampa skyline and enjoy the waterfront for a fun evening. We will be outside on the large waterfront terrace in the VIP Bar Area. Don't miss it!

Introducing the 2027 Board of Directors—FL Gulf Coast Chapter

The following chapter members will be installed at the 4th Q meeting. Please come show your support to these wonderful chapter volunteers: We hope to see you at the installation and social.

Officers:
President: Victor Torres, MAI
Vice President: Josh Sicard, MAI
Treasurer: K. C. Lowry, MAI
Secretary: Chris DelPo, MAI

Directors (2027):
Patricia Staebler, SRA
Craig DiCecco, SRA, AI-RRS
Michael Seney, MAI

Directors (2028):
Jacob Hutchings, MAI
Jason Schultz, MAI

Directors (2029):
Ned Palmer, MAI
Christie Garrett, MAI
Rachel Zucchi, MAI

2027 Region X Representatives:
Matt Terry, SRA
Kenneth Lowry, MAI
Timothy Sunyog, MAI
Michael Twitty, MAI
Justin Butler, MAI
Josh Sicard, MAI

Alternate Region Reps:
Kevin Hayes, MAI
Joni Herndon, SRA
Eric Hoening, MAI
Brian Zamorski, MAI
Michael Jonas, MAI

Appraisal Institute
Florida Gulf Coast Chapter

2026 Officers & Directors

President
Justin Butler, MAI
Vice President
Victor Torres, MAI
Treasurer
Josh Sicard, MAI
Secretary
Kenneth Lowry, MAI
Ex Officio
J. Matt Terry, SRA

Directors
Christopher DelPo, MAI
PJ Cusmano, MAI
Nathan Van Steenbergen, MAI
Patricia Staebler, SRA
Michael Seney, MAI
Craig DiCecco, SRA, AI-RRS
Jacob Hutchings MAI
Jason Schultz, MAI

Region X Representatives
Tim Sunyog, MAI
Byron Torres, MAI
Victor Torres, MAI
Kenneth (KC) Lowry, MAI
J. Matt Terry, SRA
Eric Hoening, MAI
Brian Zamorski, MAI
Michael Twitty, MAI

Committee Chairs
Bylaws: Brian Zamorski, MAI
Finance: Josh Sicard, MAI
Guidance: Tim Sunyog, MAI
Education: Kevin Hayes, MAI
Govt. Relations: Matt Terry, SRA
Univ. Relations: Bruce Cumming
Public Relations: Matt Spratley

Chapter Executive Director
Kourtney Wade
(813) 962-4003
info@gulfcoastai.org

Region X Officers
Wesley Sanders, MAI, Chair
Enrique Casado, MAI, Vice Chair
Reggie Carter, MAI, 3rd Director
Nancy Bachor, Region ED

President's Message, Justin Butler, MAI



Hi All,

I would like to thank you for the honor of serving as this year's chapter president. The Florida Gulf Coast Chapter is the best and we have an amazing membership.

We have a great meeting planned for the final meeting of the year and will be installing our new Board of Directors under the leadership of Victor Torres, MAI. We will have some important updates on national governance changes going into effect next year. We have also invited one of the national officers to join us if available. I hope you all can attend to meet and show your support for our new chapter leaders and catch up with your fellow chapter members. The meeting will be held at a great outdoor location in downtown Tampa, so it should be a fun event. Let's end the year with a great turnout. We hope to see you there.

Please continue to support the chapter and our education programs. We depend of our members more than ever to keep our chapter strong. Remember to always register for your classes through YOUR chapter!

Lastly, I want to thank the chapter board of directors who helped me throughout the year and especially our executive director, Kourtney Wade, for her support and constant assistance. I would encourage everyone to step up and get involved with the chapter and region. You won't regret it. Thank you again for this opportunity.

Justin T. Butler, MAI
President



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.

2026 Officers—Florida Gulf Coast Chapter



Justin Butler, MAI
President



Victor Torres, MAI
Vice President



Josh Sicard, MAI
Treasurer



K. C. Lowry, MAI
Secretary



J. Matt Terry, SRA
Past President

Education, Kevin Hayes, MAI, Chair


Kevin Hayes, MAI

We would like to thank everyone who attended Florida Gulf Coast Chapter sponsored education this year. As you know, 2026 is a recertification year, so we had a combination of classroom and virtual (synchronous) chapter-sponsored programs throughout the year. I hope you got all your CE hours completed. We offered 32 CE classes this. We have been working on the Education Schedule for 2027 already. Please review the schedule provided in the newsletter and on chapter website at: www.gulfcoastai.org and sign up as soon as possible to secure your seat. Class sizes are always limited.

Note: The livestream classes we offer are joint classes with the other three Florida chapters, so please remember to register through the Florida Gulf Coast Chapter and register early to ensure your seat.

Check the website often for any new additions to the education schedule or other chapter news. We strongly encourage our members to take your CE from your local chapter. The chapter depends on your support. The Florida Gulf Coast Chapter website can be found at 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 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 process can take up to three months.

Questions? Please call the chapter office at (813) 962-4003 or email Kourtney at kourtney.wade@appraisalinstitute.org or our education chair Kevin Hayes with any questions or suggestions. To register for classes: *http://www.gulfcoastai.org*

To register for any of our classes, go to: http://www.gulfcoastai.org
Questions? Call chapter office at (813) 962-4003 or email info@gulfcoastai.org
Be sure to register through the Florida Gulf Coast Chapter for the virtual classes!!

Florida Real Estate Appraisal Board

Here are the dates for meetings and workshops, (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 Chambers, in Orlando, unless stated otherwise. The Board invites and encourages all members of the public to provide comment on matters or propositions before the Commission or a committee of the Commission.

2027 Meetings

February 1	August 2
April 5	October 4
Jund 7	December 6

Attend a Meeting

Florida Gulf Coast Chapter

2027 Florida Gulf Coast Chapter & Region Meetings

Region X Joint Meeting and National Conference: April 26, 2027 - New Orleans, LA

2027 Chapter Meeting Dates TBA Soon

2027 Tentative Education Schedule

Date	Class	CE Hours	Format	Instructor
January TBA	Reserve Studies	7-Hours	Livestream	Patricia Staebler, SRA
2/18/27	Appraising Senior Housing & Nursing Homes	7-Hours	Livestream	James Tellatin
3/11/27	Business Practice & Ethics	6-Hours	Livestream	Ted Whitmer, MAI
3/18/27	Creating Practical AI Solutions for Appraisal Work	3-Hours	Livestream	Jason Tillema, MAI
4/8/27	Hands-On AI for Appraisers: A Beginner's Guide	3-Hours	Livestream	Jason Tillema, MAI
4/22/27	Document Automation	3-Hours	Livestream	Andy Sheppard, MAI
5/19/27	Challenges Within An Appraisal—Limited Land Utility	3-Hours	Livestream	Vincent Dowling, MAI
May TBA	Modern Appraisal: Timeless Concept, New Tech	4-Hours	Livestream	Joshua Walitt, SRA
6/24/27	Business Practice & Ethics	6-Hours	Livestream	Barry Diskin, MAI
July TBA	You "Auto" Know Better! Valuation of Automobile Dealerships and Fuel Service Properties	2-Hours	Livestream	Arnold and Liddel
August TBA	Bankers, Builders and Investors in Construction	3-Hours	Livestream	Lamar Ellis, MAI
90/16/27	Real Estate Capital Markets and the Role of the Appraiser	3.5 Hours	Livestream	Constantine Korologos
11/10/27	Florida Appraisal Law & Rules	3-Hours	Livestream	Nicholas Pilz, MAI
12/9/27	2028-2029 7-Hour National USPAP	7-Hours	Livestream	Kevin Hayes, MAI

To register for any of above classes, go to the chapter website at:
http://www.gulfcoastai.org



Important! Check online state approvals prior to registering for online classes

WELCOME to the following new members who recently joined the Florida Gulf Coast Chapter . We hope to meet you soon.

Nicholas Creighton Melillo	Associate Member	Bradenton
Britney Burch	Candidate for Designation	Tampa
Nathan Stienstra, MAI	Designated Member	St. Petersburg

2026 Committee Chairs

Candidate Guidance:	Timothy Sunyog, MAI
Bylaws:	Brian Zamorski, MAI
Education:	Kevin Hayes, MAI
Finance:	Victor Torres, MAI
Government Relations:	Matt Terry, SRA

Florida Gulf Coast Chapter

Nominating:	J. Matt Terry, SRA
Programs:	Victor Torres, MAI
Public Relations:	Matt Spratley
University Relations:	Bruce Cumming, MAI
Newsletter:	Kourtney Wade

National News

2027 Dues Renewal Timeline Changes— Please note that the timing of dues and suspensions and terminations have changed for 2027. You will begin to receive your dues renewal notices by mid-October. The renewal dates are earlier than prior years and will be strictly enforced. We encourage you to renew early to ensure access to member benefits and maintain good standing. The new deadlines are:

- January 6, 2027: Dues and fees payment deadline
- March 31, 2027: Last day to enroll in an installment plan
- April 1, 2027: Suspensions begin for unpaid fees and dues
- June 1, 2027: Terminations begin for unpaid fees and dues

Veterans Program—At the 2Q 2026 Board meeting in Nashville, the Board approved the creation of a formal veterans program. This initiative is designed to support active-duty service members and veterans transitioning to civilian careers by providing pathways into the appraisal profession. Veterans have transferable skills like discipline, analytical ability, accountability and professionalism, which closely align with the skills and abilities that are required in appraisal practice. This program establishes a coordinated initiative to support veterans at various stages of their career while it strengthens the profession's workforce pipeline going forward. Additional information about the veteran resources may be found **here.**

Education & Publications

The AI on AI Replay has drawn strong demand since completion of the synchronous program, and more than 500 participants have joined a growing learning community focused on integrating artificial intelligence into everyday valuation practice. Analyzing Defects, Damages & Deficiencies and Analyzing & Reporting the Income Approach recently premiered, and chapters are offering full slates of URAR Companion Courses. The 16th Edition of The Appraisal of Real Estate and the 8th Edition of the Dictionary of Real Estate Appraisal recently debuted. Print and electronic bundles are available, and can be ordered from our bookstore, **here**.

Regional Meeting & National Conference to be Held in New Orleans, LA - April 26—28, 2027

The Joint Regional Meeting and National Conference will be held in April in New Orleans. In addition to continuing education, networking, and a robust exhibitor hall, a highlight of the event will be the 2nd annual University Case Challenge. Teams from across the country will present their cases to experienced appraisers and others in the real estate industry acting as judges. We hope to see you April 27 & 28, 2027 in New Orleans for the next annual conference. Stay tuned for updates, found **here**.

2026 Leadership - Florida Gulf Coast Chapter

Florida Gulf Coast Chapter 2026 Officers

President: Justin Butler, MAI
Vice President: Victor Torres, MAI
Treasurer: Josh Sicard, MAI
Secretary: Kenneth "K.C." Lowry, MAI
Ex Officio: J. Matthew Terry, SRA

Thank you to the 2026 Officers, Directors and Region Representatives who served the Florida Gulf Coast Chapter this year!



We Appreciate You!!

Directors

Christopher Del Po, MAI (2026)
PJ Cusmano, MAI (2026)
Nathan VanSteenbergen, MAI (2026)
Craig DiCecco, MAI (2027)
Patricia Staebler, SRA (2027)
Michael Seney MAI (2027)
Jacob Hutchings MAI (2028)
Jason Schultz, MAI (2028)

Region X Representatives 2026

J. Matt Terry, SRA (2026)
Michael Twitty, MAI (2026)
Tim Sunyog, MAI (2027)
Kenneth Lowry, MAI (2026)
Byron Torres, MAI (2026)
Eric Hoening, MAI (2027)
Victor Torres, MAI (2026)
Brian Zamorski, MAI (2027)

Alternates

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

Leadership Resource Registry



Are you interested in volunteering on a committee, on the chapter board of directors or as a regional representative or alternate representative?

You are now able to input your interest in serving at the Region and Chapter level in addition to the National level in the Leadership Resource Registry (LRR). AI professionals may add their general interest in serving at the Region and Chapter level by accessing the LRR through their online account.

• Login to our AI Account. • Click on My Committees • Click on Volunteer? Complete the Leadership Registry Form

Find an Appraiser Directory

The newly revamped **Find an Appraiser** function is already driving strong visibility for members. Over the past few months, users conducted more than 35,000 searches, and since the enhanced directory launched, approximately 500 members have updated their profiles. If you have not reviewed your profile recently, now is a good time. The new Find an Appraiser offers more ways for potential clients and peers to find the right expertise, with stronger search functionality, richer profile information, and improved service area matching.

Please take a few minutes to update your profile, which will help you appear in more relevant searches and make a stronger impression when users view your page.

To make the most of your listing, please take a few minutes to review and update your profile. **A complete profile means greater visibility and more opportunities. Make it count!**

Helpful Tips from the AI Support Center

How to retrieve your course completion certificate:

Start at your My Account here and select *Education and Events* from the menu on the right.

- The next screen will display a list of your registration history. Scroll to your course and click the *View* button.
- The next screen will display event details, an education letter, your list of state licenses/certifications and the list of certificates. Click the *Print Certificate* button to print or download your certificate

FYIs and Reminders

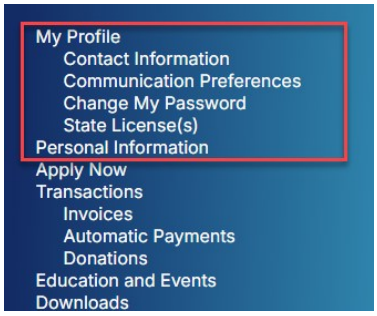
Refer to our search by state tool where you can view our list of courses, state approvals, delivery methods, and approval windows. Click here.

- For Designation education synchronous programs, completion certificates are available after attendance has been verified and successful completion of the exam.
- For Continuing education synchronous programs, completion certificates are available after attendance has been verified.
- Completion certificates for state approved online courses will not display if State License information was not added during the registration process. You can add more states if you need additional certificates.
- We cannot provide a certificate of completion or general attendance for a course that was not approved by the state at the time it was completed.
- You may use the education transcript or letter as proof of attendance. A *Print Education Transcript* button is located at the top of the *My Events* page and an *Education Letter* is available through the *View* button for each course.

Certificates are available on the website indefinitely if you need to download or print in the future.

How do I update my information with the Appraisal Institute

Updating information can be performed through your online account. Log in to your My Account portal here. Under My Profile from the menu on the right side of the screen, updates and edits can be performed on:



- Contact Information (your physical address, email address, or phone number)
- Communication Preferences
- State Licenses
- Changing your Password

  Note: **Changes to your last name cannot be performed through your My Account. If you need to edit your last name, please contact us by clicking the Submit a request link at the bottom of this page.*

To perform updates on more work-related or demographical info, click on Personal Information.

IMPORTANT— Please check on your "Communication Preferences" tab. We find that many of our active members are marked as "unsubscribed" to receive chapter communications and they are unaware that that may not be receiving chapter meeting information, education information and other alerts. Be sure to check the boxes correctly. The chapter cannot make that correction for you, the member must log into their AI profile page.

Gulf Coast Chapter and Region Events—3rd Quarter 2026

3rd Quarter Chapter Meeting held in Port Charlotte, FL on September 25th





Region X Reception and 4th Quarter Region Meeting held in Orlando, FL on September 16-17, 2026











