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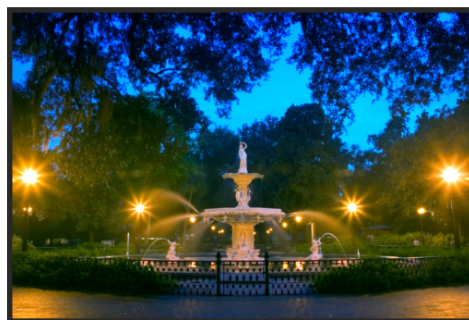
The South Carolina APPRAISER

Newsletter of the South Carolina Chapter Appraisal Institute

2nd Quarter 2015

WHAT'S INSIDE

- President's Letter
- Summer Chapter Meeting Notice
- 2015 Chapter Leadership
- Congratulations New Designated Members
- New Candidates and Practicing Affiliates
- 2015 Calendar & Education Schedule
- National AI News
- AI Connect in Dallas



**Fall Meeting will be held in Savannah, GA,
on October 23, 2015.**

SOUTH CAROLINA CHAPTER SUMMER MEETING ***The Lender Client and the Appraiser – You're on the same Team!***



Thursday, July 23, 2015

The Pine Island Club, 150 Pine Island Road, Columbia, SC

Newsletter Deadline

Please submit future newsletter content to the South Carolina Chapter Appraisal Institute. The SC Appraiser is published quarterly for SC Chapter members, candidates, practicing affiliates, affiliates, and constituents. The deadline for the next newsletter is September 1, 2015.

Join Us On Facebook!

The South Carolina Chapter Appraisal Institute has recently created a group page on Facebook. If you already have a Facebook account, just search for SCAI and click on "Join Group." The Facebook page will provide a great place to share photos, meeting information, ideas, data sharing, and comments!

2015 CHAPTER LEADERSHIP

OFFICERS

Karl Finkelstein, MAI

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1st Vice President

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Jody Odom, MAI, AI-GRS

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DIRECTORS

Pledger "Jody" Bishop, MAI, SRA,
(Ex Officio / Nonvoting)

Joseph H. Guerry, MAI, SRA

Ralph Griffin, MAI, AI-GRS

James Martin, MAI

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REGIONAL REPRESENTATIVES

J. Marshall Vann, MAI, SRA

Allen McCravy, MAI

Kit McIntyre, MAI

COMMITTEE CHAIRS

Candidate Guidance

James H. Martin, MAI - Chair

Tracy Bouye, MAI - Vice Chair

Candidate Council

Cole Morris - Chair

Adam Whitfield - Vice Chair

Education

Rob Elliott, MAI, SRA - Chair

Sarah Guthrie, MAI - Vice Chair

Government Relations

Matt Crider, MAI, SRA – Chair

Deborah Tripp, MAI, SRA – Vice Chair

Nominating Committee

Jody Odom, MAI, AI-GRS – Chair

Public Relations

Chris Harrison- Chair

Scholarship Committee

Chuck Crider, MAI – Co-Chair

Marshall Dodds, MAI, SRA – Co-Chair

Chapter President's Message



*Karl Finkelstein, MAI
South Carolina Chapter Appraisal Institute President*

Greetings from the Chapter! Judging by the oppressive heat, Summer is finally here. I hope this newsletter finds you in good health and with plenty of work to do. It seems as if we may be finally coming out of the throes of the Great Recession.

The Chapter has tried out a couple of new venues this year. The Columbia Marriott was the site of our January and April Meetings & coinciding educational offerings. And we also had a 2day standalone educational offering at The Inn at USC. We have gotten feedback from many members on both venues, and welcome any continued comments as we work to secure our schedule for 2016.

AMC – Final Ruling. If there ever was a dead horse that got beat, I think we have tried to ride it. After 4 years in the making, this past February the final rulings on AMC Legislation were announced. The final rules were posted to the Register the week of June 11th, so the clock is now running for SC to get into compliance. We are working with AI National's Scott DiBiasio, regarding where we stand with the State Legislation as it compares with that of the Federal Minimum Requirements. Any changes or modifications will be taken under consideration and then working with SCPAC and our Lobbyist, Capitol Consultants, we will work to have is passed as expeditiously as possible. We will of course keep you posted.

Suzanne and Lynn have us "teed" up again this year for our Summer Retreat at Pine Island. Last year we had a great turnout – one of the largest in memory. The weather was great for the cookout and boating. This year's educational offering The Lender Client and the Appraiser is being taught by TWO past SCAI presidents – Jody Odom, MAI, AIGRS and Jody Bishop, III, MAI, SRA, CRE. Please come join us for the education, meeting & cookout.

(continued on page 4)

Chapter President's Message

(continued)

The 2015 AI National Meeting is being held this summer in Dallas, TX at the end of July. If you have never made it to a National Meeting, I urge you to consider attending. Much of the education and seminars offered count towards your AI Cycle, and there are some offerings that count towards State CE. It is also a great opportunity to network with other professionals across the Country and swap war stories. I was in attendance last year and was again impressed with the professionalism of the AI officers and Staff. I got to know many folks from other Regions and brought home some ideas on how to improve our business. Our Region IX Meeting will be held on July 26th and is open to you as a guest if you happen to be in Dallas.

Finally, our Fall Meeting will be held in Savannah this year. For some reason we were unable to book the Westin Riverfront, but Suzanne and Marshall have an excellent agenda planned. It will be a joint meeting with our Brethren from the Savannah Chapter, and Jim Amorin, MAI, SRA, AI-GRS, will be on hand to MC the festivities. Please consider this as one of your fall destinations.

Best regards,

Karl Finkelstein, MAI
2015 South Carolina Chapter President

CHAPTER ELECTION NOTICE

On April 23, 2015, the South Carolina Chapter held the second quarter Chapter Meeting at the Marriott Columbia Downtown. During this meeting, the following AI Professionals were elected to 2016 South Carolina Chapter AI positions. Congratulations!

Officers

President - Marshall Vann, MAI, SRA (2016)
1st Vice President - Kit Dodds McIntyre, MAI (2016)
2nd Vice President - Allen D. McCravy, MAI (2016)
Treasurer - Robert R. Elliott, Jr., MAI, SRA (2016)
Secretary - James Martin, MAI (2016)

Directors

Joseph H. Guerry, MAI, SRA (2015-2016)
Keith Batson, MAI (2016-2017)
Robin Czarnecki-Griffin, SRA, AI-RRS (2016-2018)

Regional Representative

Anton "Trey" Sedalik, III (2016-2017)

Alternate Regional Representatives

Eric D. Goodwin, MAI (2016)
Adam S. Whitfield (2016)
Deborah L. Tripp, MAI, SRA (2016)

SOUTH CAROLINA CHAPTER SUMMER MEETING

The Lender Client and the Appraiser – You're on the Same Team!

Thursday, July 23, 2015

The Pine Island Club, 150 Pine Island Road, Columbia, SC

Schedule

11:00 a.m. – 12:30 p.m.	Chapter Board of Officers and Directors Meeting
1:00 p.m. – 5:00 p.m.	The Lender Client and the Appraiser – You're on the Same Team!
5:00 p.m. – 5:30 p.m.	Candidate's Meeting
5:30 p.m. – 6:00 p.m.	Chapter Meeting
6:00 p.m. – 8:00 p.m.	Cookout / Social

Continuing Education

The Appraisal Institute has approved 4 hours of continuing education credit for the "The Lender Client and the Appraiser" seminar. We have applied for continuing education with the SC Real Estate Appraisers Board. 100% attendance of classroom time is required to receive credit.

The Lender Client and the Appraiser – You're on the Same Team! : 1:00 p.m. – 5:00 p.m.

This new seminar, The Lender Client and the Appraiser – You're on the Same Team, is designed to delve into the relationship between bank reviewers and appraisers. The seminar will discuss key issues from both sides of the equation and provide practical ways to maximize the interaction for both parties. The first portion will present helpful tips for the appraiser to understand when working for a lender client, followed by a discussion of pro-active ways for the lender-client to provide the appraiser with a quality experience. Both portions will provide common pitfalls to avoid and the seminar will end with interactive examples of review experiences. It will include substantial class discussion in order to explore ways to make the review experience a positive interaction with the same goal.

The seminar will conclude with a mock review of local bank reviewers.

- Bill Crosby, Vice President, Appraisal Section Manager, TD Bank
- M. Ralph Griffin, Jr., MAI, AI-GRS, Contract Reviewer, Pacific Western Bank, Alliance Bank, Alliance Banking Partners, and Chief Review Appraiser for FICAP
- C. Denton (Denny) Johnson, MAI, Vice President, RETECHS, Wells Fargo Bank
- Adam Whitfield, Sr. Appraiser, South State Bank

Seminar Learning Objectives

- Identify who is the appraiser's client
- Interpret an engagement letter
- Determine the proper scope, interest appraised, and any specific bank or job requirements
- Recognize and be familiar with various appraisal ordering platforms
- Identify and understand important aspects of the written document from the lender client's perspective
- Identify and avoid potential problems with an appraisal assignment
- Recognize and be able to respond appropriately to a reviewer's questions and comments
- Provide quality RFP's for the bid process
- Understand the critical information an appraiser needs in an engagement letter
- Recognize information the appraiser will need to determine the appropriate scope
- Identify Do's and Don'ts of the approaches to value
- Provide a constructive review experience
- Identify a positive review experience

SOUTH CAROLINA CHAPTER SUMMER MEETING

(continued)

Seminar Developers / Instructors

Jody Odom, MAI, AI-GRS, is a Commercial Review Analyst for South State Bank in Fort Mill, SC. Ms. Odom has been in the appraisal industry since 1983 having worked for numerous firms such as Laventhol & Horwath, Landauer, GMAC Commercial Mortgage, and LandAmerica, where she was Chief Appraiser. She has also owned her own appraisal firm and prior to joining South State Bank as a reviewer, she enjoyed 12 years partnering with her husband at Richard Odom & Associates in Rock Hill, SC. Ms. Odom has served on numerous Appraisal Institute local, regional and National committees including having the honor of being Chapter President for both the Atlanta Area and South Carolina Chapters. In addition to her Appraisal Institute volunteer service, she also is active with the Counselors of Real Estate in North and South Carolina.

Pledger M. “Jody” Bishop III, MAI, SRA, CRE has been a General Commercial/Residential Real Estate Appraiser and Consultant for Valbridge Property Advisors | Atlantic Appraisals in Mount Pleasant, SC since 1990. Prior to that, Mr. Bishop worked for Appraisal Consultants in Charleston, SC and before then, the Charleston County Tax Assessor’s Office. Mr. Bishop has served on numerous Appraisal Institute committees including as a member of the 2009 – 2013 Admissions Designation Qualifications Committee (ADQC); 2010 SC Chapter President; the 2015 – 2018 Region XI Director; is an AI approved instructor; and has been a General Demonstration Report Grader since 2003. Mr. Bishop has authored several seminars and has reviewed several educational curriculums for the Appraisal Institute. He is also a member of the Counselors of Real Estate.

Social and Cookout

Plan to dress casually and enjoy the view at our summer meeting which will be held at Lake Murray’s Pine Island. Following the seminar and chapter meeting, we will have a cookout on the deck overlooking the lake and catch up with friends and colleagues. Pine Island will allow boats to be brought in by trailer and launched or they can come by water and dock. All boats, trailers, and people must be off the island by dark. Members who would like to bring their children may do so under the following conditions. If a child (13 or older) is attending the meeting with a parent, they can swim in the pool for \$2.00 per child. There is a lifeguard on duty. Children under 13 must have a parent with them at all times. Although the beach is open for swimming, there is no lifeguard and SCE&G will not accept responsibility.

Registration

Online (preferred) <http://www.appraisalinstitute.org/education/SouthCarolina.aspx>

E-mail, mail, or fax this form [http://sc-ai.org/wp-content/uploads/2014/04/SC-MTG Notice 7-23-15.pdf](http://sc-ai.org/wp-content/uploads/2014/04/SC-MTG_Notece_7-23-15.pdf)

Disclaimer: The Lender Client and the Appraiser seminar was developed and organized by the South Carolina Chapter Appraisal Institute with the intent of addressing topic(s) of current local interest solely for educational and informational purposes. The Appraisal Institute national organization was not involved in developing or organizing the program. The content of this program, including but not limited to any written materials and presenter comments, do not represent the viewpoint of the Appraisal Institute (defined as including but not limited to, the national organization, its Regions, Chapters, members and staff) unless formally adopted by the national Board of Directors. Further, the Appraisal Institute may not even have reviewed the content of the Program and does not warrant the accuracy or timeliness of the content of the Program. The content of the program is subject to court decisions and local, state and federal laws and regulations and any such revisions of such laws and regulations. This program is presented with the understanding that the Appraisal Institute is not engaged in rendering legal, accounting or other professional advice or services. Nothing in the program is to be construed as the offering of such advice or services. If expert advice or services are required, attendees and readers are responsible for obtaining such advice or services from appropriate professionals.

WELCOME & CONGRATULATIONS!

Congratulations New Designated Members!

Robin D. Czarnecki-Griffin, SRA, AI-RRS

Welcome New Candidates for the MAI Designation!

Richard W. Anderson, Rock Hill, SC

Rachel K. Brint, Mt. Pleasant, SC

Hunter C. Platt, N. Myrtle Beach, SC

Leslie Young, Spartanburg, SC

Welcome New Candidates for the AI-GRS Designation!

Luciana Areheart, Lexington, SC

Raymond L. Murphy, MAI, SRA Columbia, SC

Welcome New Practicing Affiliates!

Greg Jester, Beaufort, SC

Travis Simmons, Easley, SC

James D. Takach, Rockville, MD

Welcome Affiliates!

Scott M. Brunet, Onsite Development, LLC, Greenville, SC

Meet Our New Designated Members

Ben E. Hays, MAI, Charleston, SC

Benjamin Hays is a graduate of the University of Kentucky that has worked in the real estate industry for over 10 years, including international experience while living in Sydney, Australia. Ben started his real estate career in residential sales and transitioned into appraisal services in 2006. His experience also includes property management and coordination of renovation projects. Ben is a licensed Certified General appraiser in South Carolina; he received his MAI designation in 2014, and he co-founded Murphy, Hays & Associates in 2015.

EDUCATION SCHEDULE

View program details and registration here:

<http://www.myappraisalinstitute.org/education/SouthCarolina.aspx>

We prefer that students register online for all Chapter events; however, there is a printable registration form that may be used as well.

[Click here for the printed registration form.](#)

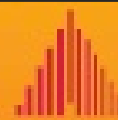
Program Title	Hours	Date	Instructor	Location
Lender Client & The Appraiser	4	7/23/15	Jody Bishop, MAI, SRA Jody Odom, MAI, AI-GRS	Pine Island Club, Columbia, SC
Seminar TBA	TBA	10/23/15	TBA	Hilton Garden Inn Savannah Midtown, Savannah, GA



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SC Chapter Scholarships

The Chapter will award \$175 scholarships in 2015. These scholarships can be applied toward the registration fee for any courses required for designation (excluding USPAP and Business Practices & Ethics). The selection criteria are outlined below:

- Chapter meeting attendance
- Chapter committee participation, including future willingness to commit time and effort
- Pursuit of designation
- The Why? Why are you asking for consideration for this award?
- Each recipient is entitled to one award per year.

Applications must be received by the Chapter office no later than six weeks prior to the course offering date. To obtain an application, visit the chapter web site at www.sc-ai.org and click on [Chapter Scholarship](#).

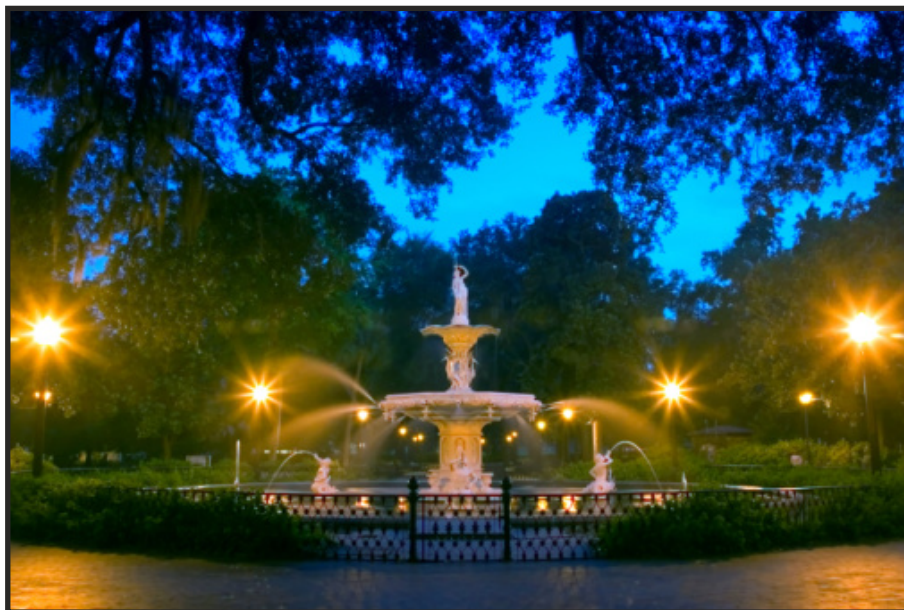
2015 CHAPTER CALENDAR

July 23, 2015

- *The Lender Client and the Appraiser – You're on the Same Team!*
Summer Chapter Meeting & Cookout
- Location:
Pine Island Clubhouse
150 Pine Island Road
Columbia, SC, 29212

October 23, 2015

- **Fall Joint Chapter Meeting**, Education,
and Installation of 2016 Officers & Directors
- Meeting & Seminar Location:
[Hilton Garden Inn Savannah Midtown](#)
5711 Abercorn St.
Savannah, GA, 31405
- Reception Location:
[The Marshall House](#)
123 E. Broughton St.
Savannah, GA, 31401



News from National AI

AI Connect – Where People and Ideas Come Together

Sheraton Dallas Hotel, 400 North Olive Street, Dallas, Texas, 75201



Don't miss everything AI Connect has to offer, including:

- Hear keynote speaker Dewitt Jones, a National Geographic photographer, Academy Award-nominated director, author, and creativity expert.
- Network with your peers; breakfast, lunch and cocktail receptions are included with registration.
- Choose from more than 50 exceptional education sessions.
- Earn up to 14 state continuing education hours and up to 90 Appraisal Institute CE points
- See exhibits of the latest cutting-edge valuation products and services.
- Attend the annual Appraisal Institute awards dinner.
- [Register Here and Review Conference Details](#)

45-Day Notice of Proposed Amendments to AI Bylaws and Regulations

At its July 30-31, 2015 meeting in Dallas, Texas, the Appraisal Institute Board of Directors will consider proposed amendments to the Bylaws and Regulations concerning:

- Honorary Members Category;
- Related Entities; and
- Revising Admissions Regulations to Reflect New Definition of Standards

[Click here to view the 45-Day Notice](#)

If you have any comments on the proposals, please contact your elected Directors and/or send your comments via email to 45daynotice@appraisalinstitute.org. Comments sent to this email address will be compiled and distributed to the Board of Directors for its review and consideration.

Become a Candidate Advisor

The Admissions Department is actively recruiting Designated members to serve as Advisors to Candidates. Advisors serve as resources to the Candidates, providing them with knowledge on the Appraisal Institute and expertise on the appraisal profession. An Advisor may receive up to 125 points of continuing education credit in the category of "Service As a Candidate Advisor" (this is no longer part of Service to the AI) during each Appraisal Institute five-year continuing education cycle.

[View the free online Advisor orientation.](#)

General Demonstration Report - Capstone Schedule

2016 LOCATIONS and DATES		
Los Angeles, CA Feb 22 - 28, 2016	Tampa, FL Feb 22 - 28, 2016	Chicago, IL Feb 22 - 28, 2016
Savannah, GA Apr 25 - May 1, 2016	Cincinnati, OH Apr 25 - May 1, 2016	* Synchronous * Apr 25 - May 1, 2016
San Francisco, CA Jul 11 - 17, 2016	Newark, NJ Jul 11 - 17, 2016	Nashville, TN Jul 11 - 17, 2016
Dallas, TX Sept 19 - 25, 2016	Denver, CO Sept 19 - 25, 2016	* Synchronous * Sept 19 - 25, 2016
New York, NY Nov 7 - 13, 2016	Charlotte, NC Nov 7 - 13, 2016	Pittsburgh, PA Nov 7 - 13, 2016

- Required prerequisites that must be completed BEFORE general Candidates for Designation can register. No Exceptions Will Be Made:
- Either the General Demonstration Report Workshop OR General Demonstration Report Writing seminar, either within the past five (5) years.
(General Demo Writing seminar is [available online](#) for \$99).
- Must have completed the Advanced Market Analysis & Highest and Best Use course OR AI approved equivalent.
- Again, these prerequisites MUST be completed PRIOR to registering. No Exceptions!

Donate to the Lum Library

Outgoing Iowa Chapter President, Dane R. Anderson, MAI, recently requested that a donation be made to the Appraisal Institute's Y.T. and Louise Lee Lum Library as his gift from the chapter. A "Certificate of Appreciation" was presented at the meeting. This generous gift to the library has been a practice by many of the outgoing Iowa Chapter Presidents. Please [contact the library](#) for information about making this type of donation to the Appraisal Institute Education Trust.

AI Education Trust

The next Appraisal Institute Education Trust Scholarship deadline is July 1. Three scholarships are available to eligible Candidates for Designation:

- Appraisal Institute Education Trust Candidate for Designation Scholarship
- Appraisal Institute Education Trust AI Course Scholarship
- Appraisal Institute Education Trust Minorities and Women AI Course Scholarship

Please note: It is recommended that, prior to submitting a scholarship application, applicants attend a minimum of two Appraisal Institute chapter meetings annually.

Learn more about AIET Scholarships [here](#) or email educationtrust@appraisalinstitute.org.