

**SUMMER  
2012**

NC Chapter  
Appraisal Institute



**North Carolina Appraiser**

**Special points of interest:**

- **Photos from 2012 Winter Meeting**
- **NEW Job Mart announcements!**
- **BPO Bill Update**

**2012 President's Message - David Pope, MAI, SRA, SGA**



DAVID POPE  
MAI, SRA, SGA

appraisal business that would focus entirely on hotel and golf properties, I wished him well and thought to myself "he has lost his mind." Well 18 years later, I bought the company and I'll be paying for his retirement until mine. ....*Andy got the last laugh.*

past week, I have been engaged for two assignments based on referrals from members of the Appraisal Institute. One of these assignments was from someone I met for the first time at our winter meeting in Pinehurst. Networking is one of the primary benefits of our organization. Are you taking advantage of these opportunities?

One of the fun parts of my job is traveling to interesting places. NC has lots to offer and the mountains are a favorite of mine. On August 9-10, the Grove Park Inn in Asheville will host the NCAI Summer Meeting. The Grove Park, an NC icon, offers a world class spa, golf, great views and a great venue for our summer meeting. We are planning a casual, "summer cookout" on Thursday night at one of the resort's outdoor venues. Asheville has a lot to offer and this is a great opportunity to escape the summer heat.

A special THANKS! goes to Cody Jetton for organizing the 2012 Valuation Conference held in Cary. Cody put together a great panel of speakers with informative insight on a variety of valuation topics. Our goal is to make this a signature event for our group and leverage to build our "brand" in the marketplace. Planning is underway for the 2013 Valuation Conference. If you have thoughts or suggestions, please let one of the officers know.

I'll see you at The Grove Park!!

I am fortunate enough to travel to nice hotels and resorts and hang out on golf courses all over the country, all in the name of work. If I could just do property visits and forget about writing the appraisals, that would really be living the dream There are some interesting places to see, many right here in the Carolinas.

When Andy Hinds told me in 1990 that he was starting an

Networking at meetings is a great way to grow your business. This

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**Region V**

**Spring Meeting Report**

On April 21, 2012, Gary Wright, MAI, SRA, Region V Chair, began the meeting by welcoming those in attendance to the Griffin Gate Marriott Hotel, Lexington, Kentucky. Mr. Wright then thanked Otto Spence, MAI, Region V Chapter Services Chair, for guiding the Leadership

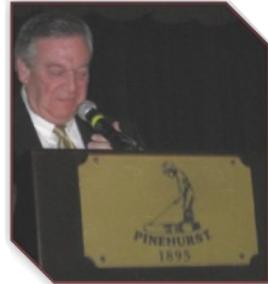
meeting; the Bluegrass Chapter and Susan Katz for hosting the Hospitality Room; and Ruth Kelton for all her contributions. He then turned the meeting over to Mr. Ken Wilson, MAI, SRA, AI Vice President, for the State of the Appraisal Institute. He went directly into discussing the

Candidate for Designation Program that was also presented in the 45-Day Notice, emphasizing that early sign up starts June 1, 2012 through August 31, 2012, and the structured timelines involved and

*(Continued on page 3)*



## WINTER MEETING



1. L-R: John Scott, MAI, 2011 Chapter President  
- Pat Gray, MAI, newly designated
2. Cody Jetton, MAI, 2012 Vice President
3. L-R: Pat Gray, MAI; Nancy Toombs; David Pope, MAI, SRA, 2012 Chapter President

### 2012 OFFICERS

David Pope, MAI, SRA, President  
 Laura Rich, MAI, President-Elect  
 Cody Jetton, MAI, Vice President  
 Brian Bryant, MAI, Treasurer  
 Paul Carter, MAI, SRA, Secretary  
 Frank Leatherman, MAI, Director  
 Jarvis Martin, SRA, Director

4. L-R: John Scott, MAI; Brian Bryant, MAI; David Pope, MAI, SRA
5. David Pope, MAI, SRA, 2012 Chapter President
6. Leslie Sellers, MAI, SRA, 2010 AI President, Guest Speaker



Jeff & Guilford

## GREENSBORO GRASSHOPPERS BASEBALL

Sponsored by

Tom Taylor, MAI, SRA

McNairy & Associates

Colvin, Sutton, Winters & Associates



Sean, Chris & Guest



Kat & Caroline



Teri & Eric



## Deepest Sympathy

**Austin Smith, MAI, SRA of Hickory**

We offer our deepest sympathy  
in the passing of his mother, Lucy Fox Smith.

## Region V Meeting Report

*(Continued from page 1)*

that the goal is to get these folks designated. He discussed "advisors" versus "mentors" and recommended that anyone interested in being an Advisor to sign up for the April 25<sup>th</sup> Webinar on that very topic. Mr. Wilson briefly discussed the various Demonstration Report options, and the proposed Review Designations and that if passed by the AI BOD in late 2012, the program could possibly begin by 2014; however, coursework has to be developed. Mr. Wilson encouraged attendance to AI's Annual Meeting August 1-3 in San Diego, CA at the Loews Coronado Bay Hotel mentioning that featured speakers would include Charles Plumb, Vietnam Prisoner of War and Author, along with Dylan Taylor, CEO/USA, Colliers International. Lastly, Mr. Wilson indicated that AI's 2011 financials showed the 1<sup>st</sup> budgeted surplus since 2007, and that there is now a new AI YouTube channel.

Gary Wright provided the State of

the Region, which was all positive. He commented on the Ohio merger of the Cardinal Ohio and Northern Ohio Chapters, as well as all of this year's CapStone Courses being sold out, and that the Comprehensive Exam has been modified by the ADQC.

Bob Gutmann, SRA, Region V Finance Officer, reported that there was little change in the Region's financial situation with additional funds pulled from reserves once again to help fund regional expenses. He indicated that AI is continually looking for ways to assist in funding the regions, and that such funding should continue into the future.

Nick Tillema, MAI, SRA, reported that under the National Government Relations Committee - they were very pleased with the job being done by Bill Garber, Scott Dibiasio, and Bryan Rodgers. For the Strategic Planning Committee report, Nick said that they were basically looking into "What can the AI do to boost the SRA's." As for a report on the Region V Nominating Committee and

Election, the slate of nominees: Tom Dorsey, MAI, SRA - Member, National Nominating Committee; Ray Jackson, MAI - Alternate, National Nominating Committee

The AI VP Candidates are Richard (Rick) Murray, SRA from New Hampshire and M. Lance Coyle, MAI, SRA from Texas. Submit your comments or preference to Sam Long at [slong@millerlong.com](mailto:slong@millerlong.com)

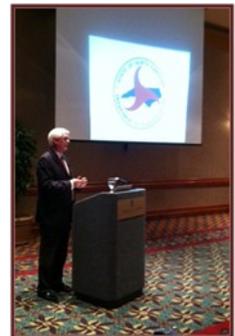
Rocky Shiplett, MAI with the assistance of Ken Wilson, MAI, SRA went over the 45-Day Notice and should anyone have any comments or concerns, let Rocky know. Nancy Toombs, NCAI Exec. Director and the Region V Education Liaison reported on current education statistics, programs and initiatives. Janice Evans, SRA reported that the AI web site has a wealth of resources and information that can be extracted for use, "PR Made Simple".

Under the topic of New Business, discussions, motions and approvals were made for funding

*(Continued on page 5)*



2012 REVC Speaker  
Mike Walden, Ph.D.



2012 REVC Speaker  
Ed Welborn



Designation Ceremony  
(L-R)  
John Bosworth, MAI, SRA  
Kent Stroud, MAI

Thanks to members  
who volunteer their  
time to our  
organization!

**WINTER 2012**

USPAP Registration –Pinehurst

Vicky Mitchell

Jim McNairy, MAI, SRA

HOSPITALITY SUITE

Vicky Mitchell

Vanessa Hall

BANQUET

Vanessa Hall

Jeanne McNairy, MAI, SRA

SEMINAR REGISTRATION

Jeanne McNairy, MAI, SRA

Jim McNairy, MAI, SRA

Matilda Parker

Members Who Transferred Out  
– Best Wishes!

D. Michael Harris, MAI  
from Charlotte to Birmingham, AL

Robert E. Lee, II, Residential Associate  
from Elizabeth City to Suffolk, VA

**NEW MEMBERS – Welcome!!**

Bryan B. Andrews	Asheville	General Associate
Keith Paul Bolte, JR	Greensboro	General Associate
W. Thomas Boswell	Wilson	General Associate
Christopher W. Cozart	Wilson	General Associate
Jenefer Marie Crim	Lincolnton	Residential Associate
Phillip Victor Haga	Charlotte	General Associate
Jeffrey Edward Ogle	Rutherfordton	General Associate
John Robert Schall	Hope Mills	General Associate
Ronnie Knino Stokes	High Point	General Associate
Michael Tedesco	Raleigh	Affiliate
Garrett T. Bagnal	Charlotte	General Associate
Robert M. McKown	Wilmington	General Associate
Peter J. Messner	Raleigh	General Associate

**Congratulations to Our Members**

<p><i>Sheri A. Colvin</i> Greensboro MAI</p> 	<p><i>William Crawford</i> Clayton MAI</p> 	<p><i>Robert P. Mashburn</i> Morehead City MAI</p> 
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*Veronica F. Weiland*  
Raleigh  
MAI



*Kenneth R. Horn*  
Charlotte  
MAI



**“Where’s Your Pin, Wear Your Pin”**

Beth Baldwin, SRA, won a \$50 VISA gift card at the Spring Meeting.  
The Public Relations Committee sponsored the drawing.

Charles J. Moody, III, MAI

has been reappointed to the NC Appraisal Board for another 3 year term.

**Region V Meeting Report** *continued*

*(Continued from page 3)*

Ruth Kelton's, Region V Executive Director, attendance to the National BOD meetings; funding Charlie Mills', Region V Third Director, attendance to the National BOD meeting in May; and some funding, up to \$300 per member, for regional reps to travel to the Regional Meeting in San Diego.

By—  
**Susan King, MAI**  
 NCAI  
 Regional Representative

**BPO BILL**

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**SUMMARY**

**OF**

**KEY ISSUES**

**\*\* INCLUDED IN THE AMMENDMENT AND NEGOTIATED WITH THE REALTORS WITH INPUT FROM the NCAB.**

1. Eliminate the ability of provisional brokers to perform BPOs;
2. Education - The Real Estate Commission and the Realtors have agreed to include specific educational requirements for brokers that wish to perform BPOs;
3. Standards - There is a fairly comprehensive list of standards that brokers MUST follow in the preparation of a BPO. The Real Estate Commission will have the responsibility to promulgate regulations regarding these standards. Of course, if we do not like what is proposed in regulation, we can petition the legislature for a review of the proposed rules;
4. BPOs must ONLY reference price, and never value. This is going to require a comprehensive tool of the existing BPO forms and processes as most, if not all, reference " market value" in one way or another;
5. The bill clarifies that an appraiser that is dually licensed as a broker may prepare a BPO/CMA with his/her broker hat on in accordance with the BPO/CMA standards and outside of the confines of USPAP;
6. The bill clarifies that the NC Appraisal Board must consider the intended use of the appraisal and the full range of flexibility found in the Scope of Work section in USPAP when reviewing cases involving appraisers. This is intended to make clear that appraisers can offer and provide a full range of services under USPAP in the area of Evaluations and Collateral Monitoring;
7. The effective date was pushed back to October 1, 2012 to allow the Real Estate Commission and the Appraisal Board some time to promulgate the regulations necessary to implement the provisions of the bill.

Thanks to members who volunteer their time to our organization!

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USPAP

Greensboro Registration

**Rick Brant**

**Terry Lefler**

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USPAP

Concord Registration

**Wendy Walters**

SPRING 2012

HOSPITALITY SUITE

**John Bosworth, MAI, SRA**

**Joyce Pusey, SRA**

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CHAPTER BUSINESS MEETING

**Bill Murr, SRA**

**Joyce Pusey, SRA**

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SEMINAR REGISTRATION

**Joyce Pusey, SRA**

**Laura Rich, MAI**

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**DAVID POPE**  
MAI, SRA, SGA  
2012 PRESIDENT  
NCAI

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*NCAI has been working with the realtors as has the NCAB as best they are allowed to make the amendment to the bill less of a hard pill to swallow as it was very apparent that this bill was not going to go away.*

*The original bill amendment on BPOs was NOT favorable at all to appraisers; however, with negotiations via Scott Dibiasio, Manager of State and Industry Affairs for the AI, concessions were made that more favorable and palatable and then the NCAB and NCAI were willing to “not actively oppose” the specific amendment that was put before the House Judiciary Subcommittee A on Wednesday morning, 6/20.*

Over recent weeks, we have been embroiled in a “fight” with the NC Realtors Association and REVVA (a group funded by AMC’s) relative to brokers price opinions (BPOs). It was apparent at the outset that we were fighting the “800 lb. gorilla.” During the course of these events, a number of criticisms were leveled at NCAI as well as myself and others involved in the process. Please read the adjacent article by Joel Tate, Co-Chair of the Government Relations Committee. He and the committee have worked tirelessly to summarize the recent activities for our membership.

The NC Realtors/REVVA and others have access to professional lobbyists who are well-paid to represent their interests. The Realtors in particular are active in state politics. One recent report indicates that they have contributed approximately \$1.5 million to various candidates during this re-election year in addition to employing a full-time lobbyist.

In 2010, NCAI hired a lobbyist with the intention in being more active in the political process. Unfortunately, changes in our budget situation made continuation of these efforts impractical. When the most recent BPO issue came up, we made some inquiries into hiring a lobbying firm for a short term assignment, but the cost was prohibitive. We then contacted AI and were able to access one of the national organization’s lobbyists from DC. The only cost to our organization were his nominal expenses!

Historically, NCAI has not been active in state and local politics and this creates perception in the appraisal community that we do not care about issues facing appraisers. It has also placed us in the background on statewide issues, rather than establishing NCAI as a strong advocate for the appraisal community. I have been surprised by the animosity among many non-NCAI appraisers towards our organization.

### **Who Are We and Where are We Going?**

The reality is that NCAI and the appraisal community are ill-equipped to fight political battles. This has been painfully obvious during our recent battle over the BPO legislation.

Our primary focus has been education and professional development of our membership and not fighting political battles and attempting to influence public policy. Nearly 100% of our resources and efforts have been focused on these goals and we have a lot to be proud of in this area. The AI designation requirements continue to be greater than those for state license/certification. Designation through AI offers a great opportunity for those who aspire to a higher level. The new “Candidates for Designation” program being rolled out by The Appraisal Institute affirms our commitment to the education and professional development for appraisers. (See page 13)

In 2010, we had our first “Legislative Lobby Day” where members visited with various state representatives in Raleigh. We had a false start with hiring a full time lobbyist in Raleigh, but will revisit that option as we move forward and as allowed by available funds. In light of recent events and budget constraints, we have established a Political Action Committee (PAC).

Currently the NCAI PAC has a bank account available to accept donations to assist in our efforts. Money deposited into this account will be used to further our political agenda. There is not enough money in our operating budget to fund additional lobbying efforts. If we are going to be an active participant in state politics, we need focused organization and increased volunteer participation from our members.

We have approximately 600 members. If everyone would donate \$50 to \$100, this would a great start towards funding more meaningful participation in the political process. Make checks payable to NCAI PAC and make a difference! Mail to:

**North Carolina Chapter, 122 West Murphy Street, Suite 3, Madison, NC 27025**

## Dear Fellow Colleagues

Now that the dust has settled and SB 521 has moved on to the Governor's office, the Government Relations Committee (GRC) and the state chapter leadership of NCAI would like to take this opportunity to summarize our position on this bill. More importantly, we would like to offer clarification and more detailed explanation on some misconceptions related to our position and the chain of events which led to the bill's eventual passage.

Based on feedback we have received, both members and nonmembers have expressed concerns and frustration with the position taken by our state chapter. The negative response has stemmed in part from regional media coverage as well as from e-mail broadcasts from other appraisal organizations or individuals. There are a number of key issues to remember as we examine how we arrived at this point:

First of all, the North Carolina Chapter of the Appraisal Institute **did not support** SB 521. In fact, the chapter made two very key points known very early in the

— Joel Tate, NCAI Government Relations, Co-Chair

process:

- NCAI was unequivocally opposed to the bill as originally introduced; and

NCAI was displeased with the manner in which the bill was quietly and almost covertly ushered onto the House floor.

The original bill was introduced in the Senate to abolish a long-standing lease law clause that allowed tenants to sublease without the written consent of the landlord; no where in the original bill were even remote references to Broker Price Opinions (BPOs). But when the bill was introduced in the House, it was amended to include broad, overreaching use of BPOs by licensed brokers outside of the legal context of general brokerage. There had been rumblings for months that the NCAR in conjunction with some of its beneficiaries in the General Assembly (GA) may attempt to push a BPO-related bill through during this most recent session, but there were no signs of a related

bill until SB 521 surfaced, seemingly overnight. By tacking on the BPO provision as an amendment to an existing, previously-unrelated bill, the authors were effectively able to camouflage this piece of legislation and avoid the input – and potential barrier – that NCAI and other appraiser groups would have inevitably presented.

Fortunately, our Washington, DC office had been keeping an eye on this issue for months, and was able to halt the momentum of SB 521 by dispatching a representative to North Carolina for the public portion of the House Judicial Subcommittee A meeting. In fact, the presence of NCAI at the Committee Meeting came much to the surprise -- and obvious disappointment -- of supporters of the bill, namely the NCAR. At the meeting, NCAI's opposition to the bill was made abundantly clear by our national legislative liaison, whose testimony contained enough unintended consequences and potential pitfalls to this

*(Continued on page 12)*

Submit an  
office photo  
for  
consideration  
in the next  
newsletter!

Zach Spurgeon

Dana Herring, SRA

Jason Lindsey

Meredith Smith

Jill Millisor

Andy Hinds, MAI

David Pope, MAI, SRA

Brian Long



***Hotel & Club Associates***

3717-D West Market Street, Greensboro

## Commercial Appraiser

### Myrtle Beach/Florence, South Carolina:

Branch Banking & Trust is seeking a well qualified commercial appraiser in one or more locations for internal position with good salary and excellent benefits/bonus package. Must be capable of valuing retail, industrial, and office income properties as well as development tracts, acreage, subdivisions, multi-family, and special use properties.

This position is fast paced and includes site visits, report writing, and analysis utilizing multiple data sources and technology tools. Excellent support system within established, successful department.

Interested parties should forward your credentials and contact information along with a summary of your appraisal experience to [jepotter@bbandt.com](mailto:jepotter@bbandt.com). All applicants will be kept confidential.

## Senior Appraisal Review Officer or Appraisal Review Officer

### Raleigh, NC - First Citizens Bank

Position Description—Provide senior and executive management with support in developing and implementing the Bank’s real estate appraisal policy to meet regulatory requirements as set forth in the Uniform Standards of Professional Appraisal Practice, FIRREA regulations, and FDIC/OTS guidance. Provide expert support to various departments within the Risk Management function through appraisal reviews, evaluations, and determination of Net Realizable Values. Ensure that appraised values submitted are properly supported, reasonable, and in compliance with all

#### SENIOR APPRAISAL REVIEW OFFICER - Position Requirements

##### Basic Qualifications:

Four-year college degree with a minimum of 8 years real estate appraisal experience, at least five(5) years of which should be in commercial property appraisal. Must be a State-Certified General Appraiser. OR-

10 years real estate appraisal experience, at least five (5) years of which should be in commercial property appraisal. Must be a State-Certified General Appraiser.

##### Additional Requirements:

- Possess a thorough knowledge of Real Estate Law and the appraisal process, to include knowledge of current banking laws and regulations.
- Possess strong written and verbal communication skills.
- Ability to effectively communicate with a variety of personalities and skill levels, including executive management.
- Ability to prioritize, organize and manage several projects at one time.
- Possess leadership ability and strong interpersonal relationship skills.
- Strong attention to detail.

*Other Preferred Qualifications:* Four-year college degree. Appraisal review experience in a financial institution preferred.

#### APPRAISAL REVIEW OFFICER - Position Requirements

##### Basic Qualifications:

Four-year college degree with a minimum of 5 years real estate appraisal experience, at least two (2) years of which should be in commercial property appraisal. Must be a State-Certified General Appraiser. OR -

8 years real estate appraisal experience, at least two (2) years of which should be in commercial property appraisal. Must be a State-Certified General Appraiser.

##### Additional Requirements:

- Possess a thorough knowledge of Real Estate Law and the appraisal process, to include knowledge of current banking laws and regulations.
- Possess strong written and verbal communication skills.
- Ability to effectively communicate with a variety of personalities and skill levels, including executive management.
- Ability to prioritize, organize and manage several projects at one time.
- Possess leadership ability and strong interpersonal relationship skills.

Strong attention to detail.

**Cushman & Wakefield**

Charlotte, NC – Cushman & Wakefield is seeking to expand its appraisal practice in Charlotte, NC. The qualified candidate must be proficient in Microsoft Word/Excel and Argus. The position requires strong writing and analytical skills, as well as the ability to work in a fast-paced, team-oriented, environment. Applicants must have at least two years of appraisal experience and hold a certified general appraisal license. We offer a highly competitive compensation and benefits package for the qualified individual who possesses a strong work ethic and desire to take their valuation career to the highest level.

If interested, please forward your resume and a cover letter to:

Jeff Smith, Managing Director, Valuation & Advisory, Cushman & Wakefield of North Carolina, Inc., 6000 Fairview Road, Suite 1110, Charlotte, NC 28210  
or via email at [jeff.smith@cushwake.com](mailto:jeff.smith@cushwake.com).

**MAI or Senior Certified General Commercial Appraiser**

**TMG Appraisal Services, LLC**

Charlotte Area – Would you like to work in a small established firm with a friendly collaborative environment? We are seeking an experienced appraiser with a broad commercial property background.

Base software includes:

Word, Excel and Argus.

Please send resumes and inquiries to:

[triffe@themosergroupinc.com](mailto:triffe@themosergroupinc.com)

**Enterprise Risk Management Review Appraiser**

Greenville, NC or Wilmington, NC – East Carolina Bank

The ERM Review Appraiser will perform appraisal reviews on appraisals ordered for the Bank's lending and administrative personnel. The position will assist the Appraisal Director in the implementation of appraisal policy and procedures; conduct a thorough analysis of real estate property to provide an estimate of the real estate's market value; and assist credit administration by acting in an advisory capacity on real estate values and trends.

**Duties**

1. Perform detailed reviews of appraisals ordered by the Real Estate Appraisal Department or another acceptable financial institution. The appraisals will be on all types of commercial and residential properties. Ensure that the appraisal is completed in accordance with regulatory requirements, Bank policy, and Uniform Standards of Professional Appraisal Practice requirements.
2. Coordinate with appraisers for any necessary corrections on appraisals prepared for the Bank.
3. Oversee the ordering of all appraisals.
4. Act as liaison between the appraiser, lending staff, management and others to ensure that independence in the process is maintained in accordance with regulatory requirements.
5. Provide advice and assistance to account officers in the implementation of the Bank appraisal policy.
6. Assist with training of lenders and other Bank employees regarding appraisal regulations, rules and policy.
7. Assist with the management of the Approved Appraisers Registry List.

**Qualifications**

Requires Bachelor's degree Business or real estate related field; or the equivalent in work experience and Certified General Real Estate Appraiser License.

**Experience**

- Minimum 4 years' experience in real estate appraisals and evaluation with a focus on commercial properties.
- Demonstrated knowledge of local commercial real estate market
- Ability to deal with complex real estate property types and legal structures
- Ability to develop proficiency in the bank's independent appraisal policy
- Ability to develop proficiency in Part 323 of the FDIC Rules and Regulations as it relates to federal requirements for appraisals and evaluations.

**Essential job requirements (non-exhaustive)**

- Excellent writing skills.
- Ability to effectively meet established deadlines and achieve overall project objectives.
- Extremely detail oriented with excellent organizational, follow-up, and analytical skills.
- Travel 30%.

*Position can be based in Greenville or Wilmington!*

*To be considered for this position, please apply on-line at*

**[www.myecb.com](http://www.myecb.com) and click the "Careers" link.**

## SEEKING POSITION

**Charleston, SC**— Commercial appraiser with 25 years experience, SRA designation, advance MAI candidacy and national commercial experience with limited international experience seeks position. Fully autonomous with software, E & O insurance and all tools needed to complete assignments throughout the country. Full knowledge of appraisal process using Argus. Certified General Appraisal licenses in numerous states and management experience. Currently living in Charleston, South Carolina.

If interested please contact [cdbald@blueedgeappraisals.com](mailto:cdbald@blueedgeappraisals.com) or call 815-600-4228

### Certified Appraiser

**Shelby, NC**— First National Bank of Shelby is seeking a qualified, certified appraiser and/or MAI with experience in a variety of commercial property types. Candidate must be able to make objective decisions based on analysis of data, in a restricted time frame. Please forward resume to [owenss@ibankatfnb.com](mailto:owenss@ibankatfnb.com).

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### Commercial Appraiser

**Greensboro, NC**— Experienced commercial appraiser wanted for MAI firm in Greensboro. Eight appraisers currently on staff.

Contact:

**Tom Taylor, MAI, SRA**

[tom@taylorappraisersnc.com](mailto:tom@taylorappraisersnc.com)

Taylor & Associates Appraisers, Inc. (336) 282-8088 ext. 102

### Commercial-General Appraiser

**Raleigh, NC** - Dickinson, Lewis & Associates, LLC, is seeking an experienced commercial appraiser for immediate opportunities.

David A. Lewis and John R. Dickinson, Jr., MAI/SRA, have been partnered since 1994, and the firm engages the majority of their work primarily in the Triangle region.

Preferred applicant should have college degree, professional experience appraising a wide variety of commercial property types and designs, and possess excellent English/communication and writing skills. Knowledge of general software programs such as Word Perfect, Word, Access, Excel, Argus, etc., is certainly beneficial.

Please send confidential inquiry and resume to: email: [dlewis@nc.rr.com](mailto:dlewis@nc.rr.com) and/or David A. Lewis, 4016 Barrett Drive, Suite 202, Raleigh, NC 27609. T: 919.782.5652

### Residential Real Estate Appraiser

**Raleigh, NC**

We are a local well established appraisal company with over 25 years in the business. We currently have a need for a full or part time residential real estate appraiser.

Prefer state certified appraiser but will also consider trainees.

Please forward your resume for consideration.

Please email resumes to [john@jbneeseinc.com](mailto:john@jbneeseinc.com)

### Certified Commercial Appraiser

**Wilmington, NC**

*Worsley Real Estate Company* is seeking a certified commercial appraiser or an experienced trainee.

Applicants must possess good work ethic, communication skills and proficiency in Microsoft Word and Excel.

Please contact Brad White at (910) 256-0044

or email to

[bwhite@worsleyrealestate.com](mailto:bwhite@worsleyrealestate.com).

### Certified Residential Staff Appraisers Needed

Metro-West Appraisal Co., LLC is seeking experienced professionals to join their team. Since 1987 Metro-West Appraisal Co., LLC has provided quality valuation products throughout the United States. Brandon Boudreau, Vice President of Operations said, "In today's fragmented appraisal industry, Metro-West stands at the front as a growth centric and cohesive organization. We offer the appraiser more than just a job; we provide an opportunity to prosper in a valuation career".

Take shelter from the Real Estate Industry storm and join our team! As our valued team member you will enjoy the following benefits:

- 90 Day Non-Exclusive Contract
- \$20/per month cell phone credit
- Guaranteed bi-weekly pay checks reflecting all orders turned in before 3:00 PMEST on the Friday BEFORE pay day
- Errors and Omissions Insurance Coverage for work completed on behalf of Metro-West Appraisal Co., LLC
- Metro-West pays for Federal Insurance Contributions Act (FICA) tax and Federal Unemployment Tax Act (FUTA) tax
- Quality Control appraisal advisors and Status support available Monday through Friday 8 AM EST - 8 PM EST.
- Proactive and engaged marketing team developing new clients and creating new business.
- ACI Software with support and training
- Access to Tech support for home office PC's and all business software
- Life insurance policy for \$15,000 paid for by Metro-West once proper paperwork is completed in a timely manner
- Medical Insurance Benefit Program
- Flexible Spending Account
- Vision Insurance
- Dental Insurance-
- Pre-Paid Legal/ Identity Theft Shield
- 401(k) Retirement Savings Plan

**For consideration please submit:**

1. Appraiser license
2. List of preferred coverage areas
3. Resume
4. Two recent samples appraisals (UAD format) \*\*Samples must be dated within the last 3 months

Submit to: Kristen Adams, Strategic Expansion Coordinator

kadams@metrowestappr.com

*We look forward to hearing from you!*

**NCAI**  
reserves the right  
to edit based on  
space available.  
Ads will remain  
on web for at  
least one quarter  
unless otherwise  
notified. The  
Appraisal  
Institute assumes  
no responsibility  
for the reliability  
of ads other than  
to publish them.

*To view job mart  
online go to*

[www.ncappraisalstitute.org](http://www.ncappraisalstitute.org)

## NC CHAPTER Appraisal Institute

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*(Continued from page 7)*

legislation that it was effectively tabled until the following week. In the interim, the NCAI initiated an aggressive letter-writing campaign, sent out email updates to its members replete with a ready-made template for individuals to voice their concerns (and opposition) to various Members of the General Assembly, and made a number of overtures behind-the-scenes to try to generate opposition and dissuade legislators from supporting the bill.

Despite these efforts, by the time SB 521 came back up for consideration in House Judicial Subcommittee A, two factors were readily apparent:

- Some version or iteration of SB 521 was going to be heard and passed by the House in this particular session, regardless of public opposition; and The NCAR and its massive lobby had laid the groundwork for the BPO provision to be included in the bill, and that no amount of public protest or opposition by NCAI or any other group was going to change the nature of the outcome.

At that point, in a matter of minutes prior to the scheduled hearing, the NCAI was forced to make a strategic decision that would ultimately affect the outcome of SB 521 as it is now written. This position marked a shift in strategy that would come to be known as the now-infamous “non-opposition” stance. But, for those in attendance, the choices were very clear: The NCAI could continue to mount public opposition to the bill in its entirety and watch as it passed swiftly through the House in its then-current form. Or, it could negotiate a series of amendments with the proponents of the bill, making it more favorable, and palatable, to the appraisal community. Summarily, the bill already had ample momentum and support for passage before the

NCAI ever arrived on the scene, a fact that simply could not be avoided given the manner in which the House-amended version had been introduced in the first place.

At this point our state chapter leadership along with our legislative liaison, were able to extract some very beneficial amendments to the bill, in effect creating a platform for higher degrees of accountability and education for brokers performing BPOs and more oversight by the state regulatory agencies. The amended bill will also allow appraisers more latitude with BPOs or CMAs, which may open the door for future alternative valuation products that both lenders and appraisers have clamored for.

While the opinions within our membership may vary as they relate to specific language in the amended bill, suffice it to say that it is our belief that the current bill is far more favorable to appraisers than the alternate version as it was originally introduced in the House.

Our chapter leadership knew that pursuing this complex strategy would not sit well with many of our members and others in our profession, but we also knew we had little or no choice. Some may view this position as a concession, but having observed the chain of events as they unfolded, it is my opinion that taking a very unpopular stance on a very controversial issue within the appraisal community requires a very high degree of character and leadership.

During the weeklong period preceding concurrence in the Senate, other individuals and appraisal groups, some within our own ranks, voiced their vehement opposition to SB 521, often citing NCAI’s “non-opposition” as a sign that we had abandoned our members and acted outside the best interests of the appraisal profession.

I cannot emphasize enough that NCAI chose to pursue the angle most likely to produce favorable results. While we applaud the efforts of other individuals and groups, we believe our strategy was in the best interests of our chapter and our profession. We encourage everyone to engage in the democratic process, but we believe our methods and strategies were in keeping with the manner and protocol of the NC Legislature.

I appreciate the opportunity to shed more light on this controversial issue. It should be duly noted that despite some negative feedback, the majority of our members appear to be in support of our efforts.

The NCAI appreciates the support and encouragement from its membership, and also welcomes its constructive criticisms and suggestions as we work to position ourselves for future political debates. We are keenly aware that our stance on this bill was not a “one size fits all” scenario, and that some in the appraisal community have questioned our tactics and intent.

As it stands today, SB 521 has made its way to the Governor, and short of an unexpected veto, appears destined for enactment. However, the work on the BPO issue is by no means complete. We will closely monitor the implementation of SB 521 by the Real Estate Commission to ensure that all of the provisions that we agreed ultimately come to fruition.

We are encouraged by the passion exhibited by our fellow colleagues and we urge our members to stay engaged in the political arena.

**Joel Tate, Co-Chair**

NCAI

Government Relations  
Committee

2012

**APPRAISAL INSTITUTE  
DESIGNATION EDUCATION VOUCHER PROGRAM**

Sponsored by the Appraisal Institute Diversity Committee, the Designation Education Voucher scholarships are awarded to qualified Appraisal Institute Associate members working toward the MAI or SRA designation.

Congratulations to **John Sheiry** who was selected by the AI Diversity Committee to receive the North Carolina Chapter's offering of *Advanced Income Capitalization*.

If you are interested in the program, the [www.appraisalinstitute.org](http://www.appraisalinstitute.org) website provides course listings, applications, and additional information about the Diversity Committee.

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**CONGRATULATIONS!  
2012 NCAI Scholarship Recipients:**

Christopher Hull	Michael McGrew
Ashley Miller	John Sheiry
Veronica Weiland	Andrea White!

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## BIG CHANGES!

### Candidate for Designation Program

- The 2013 annual fee for the Candidate program is \$450.

Current Associate members who enroll in the Candidate program by Aug. 31, 2012 will receive a special introductory Candidate program fee of \$395, a *\$55 discount*.

- The 2013 annual fee for Practicing Affiliates will be \$330, the same as 2012 Associate member dues.
- The 2013 annual fee for Affiliates will be \$210, the same as 2012 dues.

Associate Membership in the Candidate for Designation program started June 1.

The program takes effect on January 1, 2013.

For information about the program, visit  
[www.appraisalinstitute.org/candidate](http://www.appraisalinstitute.org/candidate)

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## 2012 NC CHAPTER EDUCATION SCHEDULE

As of July 26, 2012

[www.ncappraisalinstitute.org](http://www.ncappraisalinstitute.org)

Date	Course/Seminar	Location	Cost**	Instructor(s)	Credit Hrs.
8/10/12	Marketability Studies: Six Step Process & Basic Applications <b>Summer Meeting</b>	Grove Park Inn Asheville	\$175 Members \$195 Nonmembers	Jim Amarin, MAI	7 Hrs
8/16- 17/12	The Appraiser as an Expert Witness: Preparation and Testimony	Deep River Event Center  Greensboro	\$295 Members \$345 Nonmembers	Stephen Matonis, MAI  Roscoe Shiplett, MAI	16Hrs inc. 1 Hr exam
9/19/12	Business Practices & Ethics	Deep River Events Center Greensboro	\$175 Members \$195 Nonmembers	John T. Bosworth, MAI, SRA	7 Hrs**
10/26/12	TBD  <b>Fall Meeting</b>	Frances Marion Hotel Charleston, SC	TBD	TBD	7 Hrs
10/30- 31/12	Real Estate, Finance, Statistics, and Valuation Model- ing	Deep River Event Center  Greensboro	\$280 Members \$330 Nonmembers	James Vernor, Ph.D, MAI	15Hrs inc. 1 Hr exam

### **Continuing Education Credit**

The Appraisal Institute requires full attendance (100%) to obtain credit while the North Carolina Appraisal Board requires 90% or better. A Designated Member will not receive credit for a seminar more than once in a 5 year cycle. An appraiser will not receive credit for a seminar more than once in three years.

### **Cost Column**

\*\*Prices listed are the early bird rates. The fees go up (\$25-\$35) about two and 1/2 (2 1/2) weeks prior to the event.

### **Business Practices & Ethics**

\*\*As of 6/1/2011, Business Practices & Ethics has been adjusted by the AQB and NC Appraisal Board to only allow for 4 hours continuing education credit. It will still be scheduled for 7 hours of in classroom time and 7 hours allowed by AI.

## North Carolina Chapter

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# 2012 OFFICERS, DIRECTORS, COMMITTEE CHAIRS, REG. REPS.

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2012 OFFICERS, DIRECTORS, COMMITTEE CHAIRS, & REG. REPS.				
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