

**Fall
2014**

**Special points of
interest:**

- LDAC
- New Members
- Anniversaries
- Summer & Fall Meetings

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NC Chapter Appraisal Institute



North Carolina Appraiser

2014 President's Message - Cody Jetton, MAI



**Cody Jetton,
MAI**

Fall 2014

Dear NC Appraisal Institute Colleagues:

I'm writing this at 11:00 am on Veterans Day, a holiday which was at first created to commemorate the end of World War I, the "war to end all wars". The armistice, which was signed at 11:00 am on November 11th, 1918, grew as a symbol of global peace. Originally dubbed "Armistice Day", the name was changed to Veterans Day in 1954 and today is a celebration to honor America's veterans for their patriotism, love of country, and willingness to serve and sacrifice for the common good. I want to say a special thank you to all of our chapter professionals who are veterans, or whose spouses or other family members are veterans. We owe you our freedom and we honor your sacrifices.

Within a few weeks, we will be buying our turkeys and preparing for Thanksgiving, a day set aside to celebrate God's blessings on us as individuals, our families, and our nation. A good friend of mine who regularly commiserates with me on the lack of work and low fees in the past year and whose wife is having health problems, reminded me today that we need to stop every once in a while and give thanks for our blessings and for the good things that happen in our lives. So I want to take this opportunity to reflect on a wonderful year of NCAI accomplishments and honor those of you that made it happen.

In the past, it was a major deal to have two or three new designees get their certificates at our meetings. NCAI presidents in the past have ached to be able to stand up and present certificates to newly-minted MAIs and SRAs. At our meeting in Greensboro last month, we presented designation certificates to 13 appraisal professionals. As of September 30th, our chapter was blessed with 16 percent of all designations nationally. Congratulations to all of you who sacrificed to get your designation this year. Great work! A special thanks to Sheri Colvin, MAI and her Candidate Advisory team for assisting in the process.

This year we created the NCAI Investment Survey, which we presented at the Real Estate Valuation Conference this past April. It's the first survey, to the best of my knowledge, from any Appraisal Institute chapter, that reports sale price ranges, overall rates, reversion rates, and yield rates for multiple property types in submarkets within the larger state market. On top of that, the results reflect hard data specifically from peer appraisers, from our own databases within our own submarkets, rather than from just the opinions of investors. I would hope that we continue this survey, that we get increasing participation, and that we evolve it to become a quarterly publication for NCAI. Who knows, maybe national AI will eventually create a survey at the national level. Your 2014 officers feel that the NCAI Investment Survey can be a major way of marketing ourselves as the experts in real estate valuation. We're asking that, when the survey comes around again in January or February, that you take time to participate and continue to make the Investment Survey a successful marketing tool for our profession and for Appraisal Institute Professionals.

At its October meeting, the NCAI Board of Directors approved the hiring of a lobbyist for our chapter. Starting next year, we will have the representation we need at the state level to discover potentially harmful legislation, to identify or create laws beneficial to our industry and to the public, and to cooperate with like-minded coalitions in developing long-range governmental relations plans for our industry. Joel Tate, SRA, head of the NCAI Government Relations Committee, helped create a special subcommittee headed up by Hector Ingram, MAI. Known as the Legislative Action Committee (LAC) or the Governmental Action Committee (GAC), its members come from the various regions in North Carolina (Western, Metrolina, Triad, Triangle, and Coastal) and will be responsible for working with our lobbyist to get our political action plans and to carry out these plans in the long term. On the table are topics such as exploring legislation involving evaluation appraisal assignments; working with the NCAB regarding issues of enforcement and guidance;



**Cody Jetton,
MAI**

President's Letter continued from Page 1

raising our profile by getting more appraisers involved on Boards of Equalization, Review, and Zoning; putting on another Legislative Day for our Spring meeting to be held in Raleigh next year; making the Appraisal Institute the go-to organization for real estate appraisal issues. Thanks to our chapter board members for not only getting behind the idea to hire a lobbyist, but also to form the LAC/GAC committee to drive the whole NCAI governmental relations process for the future.

Thank you for your continued support of the Appraisal Institute and for our North Carolina Chapter! If I can be of further service to you this year, please contact me at your earliest convenience. And please step up and get involved with the branch chapters or the state chapter. We are always looking for good volunteers.

Respectfully submitted,

E. Cody Jetton, MAI
2014 President, NCAI

If you missed reading this before, please read for your information:

Appraisal Institute News: New Designations

On January 28, 2014, the Appraisal Institute issued the first appraisal review designations in more than 80 years.



The MAI designation is held by individuals who are experienced in the valuation and evaluation of commercial, industrial, residential and other types of properties, and who advise clients on real estate investment decisions. To pursue MAI Designated membership, one must be a general Candidate for Designation.



The SRA designation is held by individuals who are experienced in the analysis and valuation of residential real estate property. To pursue SRA Designated membership, one must be a residential Candidate for Designation.



The AI-GRS (General Review Specialist) designation is a new designation program aimed at providing professional general reviewers with the knowledge and skills needed to satisfy issues related to due diligence and risk management often requested by their employers and clients.



The AI-RRS (Residential Review Specialist) designation is a new designation program aimed at providing professional residential reviewers with the knowledge and skills needed to satisfy issues related to due diligence and risk management often requested by their employers and clients.

LDAC**Leadership Development
And Advisory Council**

Two appraisers from the North Carolina Chapter of the Appraisal Institute were able to attend the 2014 Leadership Advisory and Development Council (LDAC) on May 19 through May 21, 2014. The two participants representing the state included Jeffrey G. Taylor, MAI from Raleigh and Chris Johnson (formerly Candidate for Designation) from Charlotte. Chris has since completed his MAI designation. Congrats Chris! Our hometown National Vice President, Scott Robinson, MAI, SRA, AI-GRS from Salisbury was also in attendance, as well as the other members from the National Officers chain.

LDAC had 105 participants for 2014 with a diverse melting pot of backgrounds and all were very willing and open to share new ideas. Everyone was very welcoming. The talent and leadership from around the country included many different types of fee appraisers, litigation appraisers, and review appraisers. There were representatives from across the country from over 30 states including Hawaii and Puerto Rico.

*Give More, Get More from Client Relationships
(through unique value added enhancements that cause AI designated members to stand out from other appraisers)*

By Chris Johnson, MAI

Rob Elliott, MAI, SRA of Greenville, SC led this discussion group. The AI Professionals would like to see an educational or course type offering in helping members develop and enhance their client interaction abilities. As of equal importance, the LDAC participants have recommended that educational offerings provided by the Appraisal Institute concerning practice diversification would be well received. In addition, participants recommended that different type user segments could be addressed with greater detail on the website not only for our benefit but for the clients as well.

We have recognized that our communication skills as a whole with our clients could improve. Any development of education specifically addressing communication skills is desired.

An action plan of educating chapters on how to reach out to other user segment targets such as accountants for joint meetings on the local level is needed. Also, the accounting field is an area in which we feel should be aggressively targeting given the current business valuation influences in the market and the ever growing presence of financial reporting.

This next group of items pertains to the value enhancement items that were brought forward.

1. Continue with PR or marketing plans at any feasible venue to promote and educate about the profession and specifically the value of our education and designations as AI Professionals.
 2. Increase member marketing tools that can be applied at a local level (example would be giving presentations to the local client base such as community banks, government entities & so forth.
 3. Continue pursuing joint continuing education opportunities with "user societies" and this will inherently allow us as members to show our clients that we are truly experts.
 4. A marketing effort or guidance from national on ways to promote our services outside the realm of point in time valuation. The participants stated that this could allow us to reach potentially underserved user segments.
-

LDAC**Leadership
Development
And
Advisory
Council***Defining and Promoting the AI Designated Member Difference Objectives*

Led by Woody Fincham, SRA from Charlottesville, VA

By Chris Johnson, MAI

Woody's group spent a lot of time discussing how best to market and communicate the designated difference to users of appraisal services. Several attendees made strong cases for designations being a starting point in one's career and not an end. There was debate within the groups about the contrast between long-time designees versus the more recently designated members.

Apparently, there is concern that some of the longer practicing designees are not putting out the best examples of work and that clients are giving feedback reflecting this. Some of the non-residential members stated that many lenders see no difference in the quality of the work between designees and non-designees. Non-lender clients, with emphasis on attorneys, saw value in the designations. Residential members shared similar comments from their experiences with residential work as well.

Most attendee's agreed voluntary (some vocalized mandatory) peer review post designation. It was felt that voluntary review should be rewarded with possibly having a registry of those that meet continuing education and volunteer for participating in a review process. It was felt that if designees were not producing credible work, they would not be allowed to have met peer review as part of their profile. This would allow the organization to communicate that there is some type of quality assurance or control within the organization.

Almost everyone felt that some means needs to be developed that allow potential users to distinguish leading edge practitioners from those that become designated and those that cease to improve continually.

Woody's outline proved to be a starting point, but naturally, the discussions moved in organic directions. Each group had unique ideas but there were some recurring ideas that each group shared over the course of the two days.

1. Define the key points of difference between AI Designated Members and on non-AI designated appraisers. Points of difference categories include, but are not limited to, quality service, professionalism, experience, competence, training (education), ethics, and reputation.
2. Prioritize the key points of difference in terms of importance to various types of users of appraisal services.
3. Identify practical ways for AI Designated Members to communicate key differences to users.
4. Draft a high-level marketing/PR plan for members to use as a prototype for promoting the AI Designated member difference to users of appraisal services. The high-level marketing/PR plan would address key points of difference such as quality service, professionalism, experience, competence, training (education), ethics, and reputation.

PR/Marketing to Aligned Professionals/Grassroots Efforts

Residential members brought up the National Association of Realtors (NAR) as a potential segment of aligned professionals to specifically target. They wondered if our organization has effectively attempted to market within that organizations publications and conferences. The same conversations were had about the various organizations out there for attorneys and accountants.

The conversations shifted to how best the local chapters could engage clients and not spend money from the national level. Melissa Downing, our Ted Anglyn award winner this year, shared how her chapter is working at engaging clients. Evidently, they invite guest speakers out to participate in meetings and to speak on panels. Many in the groups seemed to think having periodic socials to include appraisal users from the region was a good idea. Many felt that national's best place in this scenario would be to help connect chapters with ones that are successfully attempting such ideas. One agreeable question that came up is that should chapters add a client panel made up of individuals from various user groups. Along the same thread, there was also mention of the chapters having a marketing committee that focused on helping the chapter professionals share marketing ideas. By far, the biggest overlap occurred with participants wanting some form of business coaching. Many articulated points such as everyone felt that our profession offers unique challenges that many service industries do not face.

LDAC**Leadership
Development
And
Advisory
Council****Business Coaching**

By far, the biggest overlap occurred with participants wanting some form of business coaching. Many articulated points such as:

I am an expert at valuation but not at running my business

I do not have time to effectively market and do my work

I do not have a budget in the current marketplace to market effectively

Many shared the opinion that the AI could offer classes that could help identify how to be successful within it. The classes would focus on how to effectively leverage potential users and identify the designations. Almost everyone felt that our profession offers unique challenges that many service industries do not face.

Conclusion

This is the summation of Woody's discussion group that I attended. I walked away from the sessions realizing that many designees who attended, felt overwhelmed with how best to market the designated difference. I felt they were asking for help on how to run their businesses in a more effective manner. From my perspective, this aligns with promoting the designated difference, as stronger practicing members will grow the profession and help the members put a positive and professional foot forward.

LDAC Summary

By Jeff Taylor, MAI

There were three days of networking and roundtable discussions about issues that were selected by the discussion leaders. These four roundtable discussions all provide a platform for a "think tank" about the leading issues that are faced by appraisers each year in the profession both on an individual basis and for the profession as a whole.

The networking opportunities are unparalleled as one can network with small business owners that are unbiased from around the country.

Appraisers shared ideas that have worked for them in certain areas of the country. We were able to contribute from North Carolina by sharing the recent investment overall rate surveys completed by appraisers. Many ideas were discussed and have been sent to the national level of the Appraisal Institute from the discussion leaders as suggestions that may be included as policy in future years.

LDAC attendees lobbied on Capitol Hill about issues important to the Appraisal Institute on Tuesday afternoon and met with aids in Senator Hagan, Senator Burr, and Congressman Holding's offices while they met personally with Congressman Pittenger and Congressman Price.

Another resource that should be noted is the Communities of Practice resource on the AI website. It is a discussion board that people can post discussions about different appraisal topics. The four roundtable discussion leaders were Aaron Carone, MAI, SRA; Ben Davidson, MAI, SRA; Rob Elliott, Jr. MAI, SRA; and Woody R. Finchman, SRA. I have included two of the four breakout session summaries.

Defining and Promoting the AI Designated Member Difference

Led by Aaron M. Carone, MAI of St. Simons Island, GA.

The idea behind this discussion group is promoting the AI brand and the value of the designations associated with the Appraisal Institute. As candidates and members, we need to educate clients on the level of classes and education from AI what is required to be an MAI or an SRA. We need to be able to "sell ourselves" both in discussions with others and the Letter of Transmittal of every appraisal report. Inform clients that an MAI is equivalent to a PhD or Masters.

LDAC**Leadership
Development
And
Advisory
Council**

One appraiser really hit the ball on the head. We need to advertise the fact that as appraisers, we have that "crystal ball" and are the best out there at valuing a property, due to our advanced education through AI.

I have also included some summary notes from the entire discussion provided by Aaron Carone, MAI, CCIM, which is his summary to national.

1. All four groups insist that the Appraisal Institute change the name of trainee to something other than trainee. They stated that those exiting college do not want to be viewed as trainees. Several alternative names surfaced such as analyst or associate. The groups want the Appraisal Institute to work with TAF and state organizations to see this through at all levels so the industry changes the name.

2. The groups all stated that the Appraisal Institute needs to create a best business practice type guide for its professionals. This would help guide AI professionals with business practices such as hiring, human resources, compensation systems, best mentorship practices, and potentially good exit strategies for their business models.

3. Two of the four groups felt that there needs to be an easy link on the AI website to match trainees with supervisors who are willing to train them. It could be done by radius, zip code, region, etc.

4. Career center needs to be free and interface with national search engines like Monster.com and Indeed.com.

5. On the demand side, there needs to be incentives from AI to designated members to take on trainees. The groups stated that this could come in the form of reduced AI dues for supervisors, CE credits for supervisors, or some other tangible incentives. The consensus from Mr. Michael Bilas, AI Governance Project Coordinator, was that our organization can get as many young people to like the profession as possible, but if there is no demand from supervisors the supply will not find jobs.

6. A certification program for supervisors and trainees could be undertaken by AI. This was stated in several of the sessions. This way the trainees would know which supervisors have gained certification and are looking for trainees, and supervisors would know which trainees have gone through the program and have some skills in place.

7. University Relations kept coming up. The topics varied, but the underlying theme was that the Appraisal Institute needs to have a more coordinated effort at the University level. There needs to be a plan at the Chapter and National levels to work with Universities at events like career fairs, promote mentorships, have more AI published material in real estate classrooms, and designate college professors so that they will be teaching students.

8. At least three of the four groups felt that we have an image problem in this profession. They said that most young people don't know who appraisers and the Appraisal Institute are, or we are not a sexy profession. Some ideas surfaced such as promoting our best quality, being our flexible lifestyle. They also indicated that we need to have younger designated members featured on YouTube and other media advertisements.

9. Partnerships with other organizations and cross disciplinary partnerships kept emerging. The groups felt that we need to create new demand for our services. That would help attract more to the field. Accounting, business valuation experts, and financial analysts came up. An unusual partnership that was brought up from one of the groups was not cross disciplinary, but instead was a source of new trainees, being veterans. The group thought there might be grants or tax incentives available to hire veterans.

10. One interesting idea was to link local or regional coalitions between multiple small offices to share trainees. This would ease the burden for small offices, but provide the trainee with several different experiences from different offices.

LDAC**Leadership
Development
And
Advisory
Council****Embracing and Using Technology – Becoming a Technology Savvy Real Estate Appraiser**

Led by Benjamin B. Davidson, MAI, SRA of Conifer, CO

By Jeff Taylor, MAI

Many different kinds of new technologies were discussed in this session as a way to leverage time and accommodate lower fees. The following bullet points are some of the items we discussed. I have included highlights from the discussion.

- The discussion leader has a GoPro with a clipboard mount where he can video his site visits and re-view them if something was overlooked. One can also link them to an iPhone via Bluetooth.
- Dropbox.com and Box.net have cloud-based file storage that is extremely easy to use and both have free services. They allow for more flexibility and file management between appraisers and from appraisers to clients.
- Picasa image organizer has a way to upload pics based on the GPS location of where the photos were taken.
- Microsoft 365 is \$9/Month and has cloud based storage as well
- Disto measuring tool. There are several models but one has a camera on the screen so you can see where you are aiming the laser pointer, even when the sun is out or the object is very far away.
- One person indicated that there is a software coming out that will allow someone to take pictures at multiple locations surrounding the building and the software would measure the building for you
- Some appraisers are adding a phone hot spot to their cell service in order to be more mobile and have internet on a laptop from any location with cell service.
- WordRake.com edits Microsoft Word for clarity and brevity and will shorten your narrative appraisal reports.
- Paperless office and multiple monitors were items that were also discussed.
- iPhones and mobile office
- Evernote notation software

The following points were summarized by the discussion leader:

1. It was agreed upon that appraisers have no choice but to embrace technology. Technology is worldwide and effecting all industries, not only the appraisal profession. By the end of each session, it was concluded that if we choose not to embrace technology moving forward then we set ourselves up for failure.
2. Our clients are utilizing technology within their own specialized fields and requiring that we move forward and utilize specific technologies. We are at a point in our profession that our clients require that we embrace and utilize technology.
3. As appraisers, we would like to see a continuing education class added that focuses on the new technologies before us. This would be a hands on class that allowed many new technologies to be demonstrated. This program could be tied in with applying technology to the modern office. Many of those in attendance three (3) years ago for the technology session were happy to see it again as they were able to become aware of the latest tools.
4. We had an overwhelming response from each session that suggested we implement a rating system on the website (AI Professionals only but NOT COP). Users can post what they are using, rate it, and allow others to rate it. Those technologies then would be ranked based on a rating system, allowing for others to view, try, and discuss. The Appraisal Institute could note high rated technologies that are out there and work on receiving member discounts with those organizations.

LDAC**Leader-
ship****Develop-
ment****And****Advisory
Council****Conclusion**

by Jeff Taylor, MAI:

LDAC is an opportunity for appraisers to participate in discussion groups that provide input, which goes to the Appraisal Institute's Strategic Planning Committee for consideration in the future path of AI; allows appraisers to benefit from networking and development activities; and plays an active role in influencing future laws and regulations by participation in lobbying activities on Capitol Hill.

A summary of a few recurring issues were as follows:

- Need to do a better job of marketing us as the "expert" and having the crystal ball.
- No longer labeling a Trainee as a trainee, but something that is more professional.
- Best practices for business and in other areas of the appraisal shared by AI national through education or in some other way.
- Promote AI brand by making local AI seminars free for non-appraisers or appraiser clients (attorneys, lenders, CPA's, DOT, etc).
- Liked the idea of local surveys and trends to establish the "brand" of AI.

One of the larger points of discussion that I was personally reminded of is that our industry can change drastically with the legislative stroke of a pen. It is extremely important to have political action committees as a face for the appraisal industry in the government. We need to help contribute to political action committees, stay active, and pay attention to what is going on around us.

Region V October 11, 2014 Meeting

By Robert T. Glenn, MAI, AI-GRS, NCAI Regional Representative

On October 11, 2014, the Region V quarterly committee meeting was held in Columbus, Ohio. The North Carolina Chapter was fully represented. During the full day meeting, a number of chapter and Appraisal Institute reports were presented and questions and comments were plentiful. The meeting began with an approval of the prior meetings minutes and a roll call.

Rick Borges, MAI, SRA, AI-RRS, AI Immediate Past President, presented the State of the Appraisal Institute which included recent board actions of adopting the Appraisal Institute Standards of Valuation Practice (SVP) and adopting the amendments to the Code of Professional Ethics (CPE). The latest 45-Day Notice of Proposals was reviewed and discussed. It included suggestions to eliminate the Modular Demonstration of Knowledge Option for the SRA and the proposed Preambles to the CPE and SVP, revised Explanatory Comments to the CPE and further amendments to the CPE. A number of ideas were considered to help advance the Candidates' minimum progress. Appraiser research showed 80,500 appraisers in the USA, which has decreased for the last 6 years. The AI's share of the appraiser population is 26% overall with 50% commercial and 10% residential appraisers. Education updates show of the 10 scheduled 2015 Capstone courses 3 are currently sold out, so early registration is necessary. Financial info to date for the AI shows a year to date surplus of \$923,000, which is better than budgeted, but revenues of 13.2 million are 6.7% lower than budget and expenses of 12.2 million are 9.2% better than budget.

The 2015 Region V budget was presented and analyzed in the meeting. It was changed to reflect income and expense changes that are expected. Essentially a loss of \$4,097, is forecasted. Ruth Kelton presented the Region V Executive Director report, encouraging chapters to submit Volunteers of Distinction, which will be honored once a month. A vote for 2015 and 2016 Nominating Committee members was made and 17 people were presented. Another vote was taken and the amount for chapter funding from the region for meeting attendance per year was increased to \$1,000 from \$500.

The Education Liaison Report revealed 4 scheduled courses in 2015, with more still to be scheduled. All of the Chapters submitted third quarter reports with declining numbers of chapter professionals, which is a national problem also. The North Carolina Chapter offered several new demographic investment surveys for all property types, which was helpful appraisal information.

The final vote of the day resulted in two future Region V quarterly meetings to be held at Williamsburg, VA in April and at The Greenbrier in White Sulfur Springs, WV in October. All Region V AI professionals should realize that they are welcome and encouraged to attend these quarterly meetings.



NCAI Summer Meeting & Seminar July 17–18, 2014
Sea Trail Golf Resort & Convention Center, Sunset Beach, NC



We had fun! Join us next time.

Congratulations to Newly Designated Members at the Summer Meeting

Certificates Presented by Cody Jetton, MAI—President



Matt Benyon, MAI above, Mr. & Mrs. Matt Benyon right



Congratulations to Newly Designated Members at the Fall Meeting

Certificates Presented by Cody Jetton, MAI—President



Adam Johnston, SRA, AI-RRS



Rocky McElhannon, MAI



Phillip Porter, MAI



Battle Koonce, MAI



Andy Morrison, MAI



Todd Neal, MAI

Congratulations to Designated Members presented at the Fall Meeting

Certificates Presented by Cody Jetton, MAI—President



Matt Mashburn, MAI



Ty Sutton, SRA



Randy Echols, MAI



Tim Cain, SRA



John Bosworth presenting to Andrea White, MAI



Presented to Chris Johnson, MAI by his dad

Congratulations!!



Congratulations from the Fall Meeting

Designation Anniversary Certificates Presented by Cody Jetton, MAI - President



Sandra Clapp, SRA, 25 Years



Tom Keith, MAI, 40 Years



Cal Reynolds, MAI, SRA, 50 Years



Charlie Elliott, MAI, SRA, 30 Years

Congratulations!!

Congratulations!

Welcome to

Designated membership



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Adam B Johnston, SRA

Youngsville

AI-RRS



Adam Johnston, SRA (April 4, 2014) - began his appraisal career in 1991 and currently works with Genworth Financial. When asked what type of business he is now involved in—he stated Mortgage Insurance.

Arthur W. McElhannon

Charlotte

MAI



Rocky McElhannon, MAI (May 15, 2014) - received his Real Estate Appraisal Related Studies at Penn State – Great Valley Campus and Rosemont University in Philadelphia. He began his residential appraisal career in 1985, his commercial appraisal career in 1987, and he currently works at The Hopkins-McElhannon Group, Inc. When asked what type of business he is now involved in – he stated he was in Commercial Real Estate Appraisal, Eminent Domain and Consulting. When asked what type of significant properties he had appraised and what type, his response was EpiCentre Mixed-Use, Charlotte, NC; Charlotte Convention Center; Land Acquisition (Landswap) for Uptown Baseball Stadium, Charlotte, NC; South Tryon Square Office Tower; BB&T Office Tower; 230 South Tryon Office Tower; First Citizens Office Tower, Charlotte, NC; Wells Fargo Place Office Tower – Greenville, SC; Fifth and Poplar Apartment/Condo Conversion, Charlotte, NC; Longview Country Club, Charlotte, NC; Family Dollar Distribution, Matthews, NC; NASCAR's Research & Development Facility, Concord, NC; North Wilkesboro Motor Speedway; Coca Cola Bottling Plant, Charlotte, NC; Atlantic Yacht Club, Wrightsville Beach, NC; The Reserve Marina, Pawley's Island, SC. Mr. McElhannon would like to recognize the following in the quest for his designation—His wife Mary for encouraging me to achieve this goal, Skeet Harris, MAI who mentored me for twelve years and John Urubek, MAI, my advisor through the Candidate for Designation process.

Phillip Scott Porter,

Charlotte

MAI



Phillip Porter, MAI (May 16, 2014) - received his BS Mathematics from Appalachian State University in 1995 and Master of Divinity from Southeastern Baptist Theological Seminary in 2000. He began his appraisal career in 2006 and currently works with T.B. Harris Jr. and Associates. When asked what type of business he is now involved in – he stated private commercial appraisal firm. When asked what type of significant properties he had appraised and what type, his response was retail, office, industrial, residential, special-use, and agricultural property types. He also is involved in condemnation appraisals for gas pipelines, interstate construction, navigation easements, greenways, road redesign and utilities. Mr. Porter would like to recognize the following in the quest for his designation—his wife, Jennifer Porter.

C Battle Koonce Jr.,

Raleigh

MAI



Battle Koonce, MAI (June 16, 2014) - received his Bachelor of Science in Business Administration from University of North Carolina—Chapel Hill in 1989. He began his appraisal career 1999 and currently works with First Citizens Bank. When asked what type of business he is now involved in – he stated he was a banking and commercial appraisal reviewer. When asked what type of significant properties he had appraised and what type, his response was reviews of significant commercial properties throughout the Southeast. Mr. Koonce would like to recognize the following in the quest for his designation—Tom Hester, MAI: gave me the opportunity to become a commercial appraiser with Hester & Company in 1999. Tom is an excellent mentor and wonderful appraiser resource. I enjoyed working with Tom, Diana Spencer, MAI and Rich Kirkland, MAI at Hester & Company. Mark Stephens, MAI requested me to become a review appraiser with RBC Bank in 2008. Phil Hall encouraged me to join First Citizens Bank in 2011. I've also enjoyed working with Phil, Mark, Tim Brewer, Matt Green, Bill Murr, SRA, and Ralph Whitfield, MAI and many other business associates at RBC Bank and First Citizens Bank. As a review appraiser, I also wish to thank many appraisers throughout the Southeast from which I have had the opportunity to get to know and learn from through excellent reports as well as insightful discussions. I'm always grateful to my wife, Kathryn, and children, Calvin & Caroline, for their support and patience with my appraisal career.

Congratulations!

Welcome to

Designated membership



**Appraisal
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*Professionals Providing
Real Estate Solutions*

Andrew G. Morrison

Monroe

MAI



Andy Morrison, MAI (June 13, 2014) - received his BS Political Science- Pre Professional Legal Studies and Business Minor from Appalachian State University in 2004. He began his appraisal career in 2004 and currently works with Morrison Appraisal, Inc. When asked what type of business he is now involved in – he stated fee appraisals, impact studies, and market analysis. When asked what type of significant properties he had appraised and what type, his response was Industrial, Retail, Office, Residential and Special Use. Mr. Morrison would like to recognize the following in the quest for his designation—Rob and Janice Morrison - (parents and appraisers). They wanted me to do something else; but I did what typical kids do and went opposite. They encouraged and supported me throughout the designation process. Jenny Morrison - (wife) Supportive of the time away in courses, exams, and the starting and stopping of many demo attempts. Roger Webb - Had several AI courses with me and challenged me to be a better appraiser. Sam Smith - (high school buddy) - Let me sleep on his couch during all the Greensboro courses. Probably saved me a few thousand dollars.

Jason Todd Neal

Matthews

MAI



Todd Neal, MAI (June 13, 2014) - received his B.S. Degree with 3 majors: Finance; Risk Management and Insurance; and Real Estate from Appalachian State University in December 1997. He began his appraisal career in October 2006 and currently works with Integra Realty Resources. When asked what type of business he is now involved in – he stated commercial appraisals. When asked what type of significant properties he had appraised and what type, his response was all types with a specialty of special purpose/institutional properties, such as churches and schools, and industrial properties. Mr. Neal would like to recognize the following in the quest for his designation: Family: My wife, Jenny Neal, and 3 kids (Jake, Luke and Sam) who let me work long nights and weekends to accomplish this goal; Employers: Mr. Fitzhugh Stout, MAI, CRE, FRICS and Mr. John Scott, Jr., MAI, MRICS. My adviser Ms. Nancy Tritt, MAI, SRA, FRICS. Mr. Flint Helms, MAI who helped me get started in the industry and trained me.

Matthew B. Mashburn

Rocky Mount

MAI



Matt Mashburn, MAI (June 18, 2014) - received his BBA in Real Estate from University of Georgia in 2000. He began his appraisal career in 2000 and currently works with BBG (Butler Burgher Group) in Raleigh office. When asked what type of business he is now involved in – he stated appraisal and consulting assignments, which have included industrial, retail, office, multifamily, self-storage, NNN properties, vacant land, religious facilities, subdivision lots, and other commercial property types. Mr. Mashburn also has over three years of experience as a review appraiser at SunTrust bank where he was also heavily involved in framing the evaluation platform for the bank. When asked what type of significant properties he had appraised and what type, his response was I now appraise all core property types for a variety of clients ranging from local and regional banks, to portfolio work for national REITS. Mr. Mashburn would like to recognize the following in the quest for his designation—Family – wife, Emily, two sons Lucas and Hank; and Business associates – John Cherry, Bo Simpson, Don Johnson, Sandra Winter, Brent Diehl, Susan Kominiski, and Charlotte Kang.

Laura R. Ess

Semora

MAI



Laura Ess, MAI (July 15, 2014) - received her BA Degree in Political Science from University of North Carolina at Wilmington and Graduate School at Appalachian State University in Political Science. She began her appraisal career in 2008 and currently works with Ross Appraisals. When asked what type of business she is now involved in – she stated she was in Valuation & Consulting. When asked what type of significant properties she had appraised and what type, her response was agricultural properties, rural properties, special-use properties (parking decks, public school buildings, religious facilities, recreation facilities), municipal buildings, multifamily properties, office and retail buildings, subdivisions. My practice also includes a significant amount of litigation work. Ms. Ess would like to recognize the following in the quests for her designation—My husband, Tim, her daughters, Olivia & Elizabeth and her parents, Wayne & Donna Ross.

Congratulations!

***** Welcome to *****

Designated membership



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Institute®**

*Professionals Providing
Real Estate Solutions*

Russell Adams

Wilmington

MAI



Russell Adams, MAI, (July 25, 2014) - received his Bachelor of Science in Business Administration degree from East Carolina University in 2006. He began his appraisal career in 2010 and currently works with Shackelford & Associates. When asked what type of business he is now involved in – he stated real estate appraising. When asked what type of significant properties he had appraised and what type, his response was a variety of commercial property types including office, retail, multifamily, special purpose, and vacant land.

Alan W. Sutton

Greensboro

SRA



Ty Sutton, SRA (July 30, 2014) - received his BA from NC State University in 1992. He began his appraisal career in 1994 and currently works with Colvin, Sutton, Winters, and Associates. When asked what type of business he is now involved in – he stated he was doing appraisal work for commercial banks, attorneys, and governmental agencies. When asked what type of significant properties he had appraised and what type, his response was most types including primarily multi-family, industrial, and commercial. Mr. Sutton would like to recognize the following in the quest for his designation—My CSW co-workers and Cal Reynolds, MAI, SRA.

Randall L. Echols

Matthews

MAI



Randy Echols, MAI (August 1, 2014) - received his B.S. in Computer Science from Univ. of Georgia and graduated in 1979. He began his appraisal career in 2005 and currently works with Integra Realty Resources. Mr. Echols would like to recognize the following in the quest for his designation - A career change led me to the Appraisal industry after 20 years in IT working for AT&T, EDS and McKesson Healthcare. I'd like to thank the following people.—John Bosworth was the first appraiser I ever spoke with and has always been available. George Efrid gave me an opportunity as an apprentice/trainee. Jim Katon encouraged me to join the AI and has been a mentor and motivator. John Scott and Fitzhugh Stout provided strong support, guidance, and encouragement to help me develop my appraisal skills. I want to thank my wife Carolyn, who has been faithfully supportive in my life's adventure (we recently celebrated our 29th anniversary), my son Randy, Jr. who is in medical school, my daughters Catherine, who graduated college last year and working in Charlotte as an IT recruiter, and Julia, who is in her last year of college and majoring in finance and accounting. They provided plenty of motivation. Special thanks to all those who serve in the NCAI.

Zshawn Yves Phillips

West Jefferson

SRA



Zshawn Phillips, SRA (August 13, 2014) - received her BS in Early Child Development from Appalachian State University in 1994 and NC Advanced Law Enforcement Certificate in 2006. She began her appraisal career in 2008 and currently works with Phillips Appraisals, Inc. and AA&G Appraisal Services, Inc. When asked what type of business she is now involved in – she stated she was real estate appraising. When asked what type of significant properties she had appraised and what type, her response was single and multi-unit residential, agricultural, single and multi-occupant retail, conservation easements for large agricultural and timber tracts, luxury hotels, apartments, large estates, office buildings, pre-construction. Ms. Phillips would like to recognize the following in the quest for her designation— My father, Larry E. Phillips, NC Certified General Real Estate Appraiser; My mother Sandra Phillips, and my brother, Landon Phillips, NC Certified Residential Real Estate Appraiser.

Congratulations!

Welcome to

Designated membership



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Real Estate Solutions*

Timothy F. Cain

Garner

SRA



Tim Cain, SRA (August 19, 2014) - received his Bachelor of Science degree in Management from The University of North Carolina at Pembroke in 1989 and a Master of Public Administration from The University of North Carolina at Pembroke in 2007. He began his appraisal career in 1995 and currently works with Appraisal Solutions Group, Inc. When asked what type of business he is now involved in – he stated he was an appraiser.

Chris Johnson

Charlotte

MAI



Chris Johnson, MAI (August 25, 2014) - received his BS Degree in Computer Science from USC Coastal Carolina. He began his appraisal career in 2010 and currently works with Hopkins-McElhannon Group, Inc. in Charlotte, NC. When asked what type of business he is now involved in – he stated he was in commercial real estate appraising, eminent domain, and consulting. Mr. Johnson would like to recognize the following in the quest for his designation— My family, including my mother and dad, brothers and sisters, Michael Dodgin, Rocky McElhannon, and Randy Hopkins.

Andrea White

Greenville, SC

MAI



Andrea White, MAI (May 5, 2014) - received her Bachelor's Degree from Arizona State University in 1994 and her MBA from California State University, San Francisco in 2003. She began her appraisal career in 2006 and currently works with Cushman & Wakefield. When asked what type of significant properties she had appraised and what type, her response was primarily industrial, retail, and office. Focused on Greenville, SC—Significant: Hearst Tower, Landmark Building (in Downtown Greenville). Ms. White would like to recognize the following in the quest for her designation—Kent Stroud and John Bosworth who took me on with no appraisal experience. Kent encouraged me to pursue the MAI from my first appraisal. As a supervisor, he provided guidance and support which gave me a great foundation for developing thorough analysis. John always provided a good sounding board for debating the appropriate approach to a challenging appraisal assignment and constructive feedback to continually raise my quality of work; My family who had to put up with me when I was cranky from studying or a little delirious after hours of working on my demo report; And colleagues at Cushman & Wakefield who gave me advice on the demo process and put up with me.

Congratulations to Our New Members

Matthew S. Benyon

Raleigh

MAI



Charles H. Henderson

Charlotte

MAI



M. Scott Smith

Raleigh

MAI



Congratulations to Our New Members

Lynn Fleming

Arden

MAI



Roderick A. Rutledge

Charlotte

MAI



Dennis Muiruri

Lake Wylie

MAI



Daniel C. Glenn

Wrightsville

MAI



Mark T. Lambert

Charlotte

MAI



Miles L. Hamrick

Gastonia

MAI



Bo D. Franklin

Blowing Rock

SRA



Charity M. Cooke

Kitty Hawk

SRA



Ernest D. Shackelford, III

Wilmington

MAI



Michael Elwell

Greensboro

MAI, SRA



Vanessa M. Hall

Charlotte

MAI



Congratulations to Our New Review Designated Members

Robert T. Glenn,
MAI

Wrightsville

AI-GRS



Jack C. (Cal)
Morgan, III,
MAI, SRA

Raleigh

AI-GRS



Kathryn M, Bunker,
MAI

Charlotte

AI-GRS



Fall Meeting in Greensboro



Cody Jetton, MAI, President



Claire Aufrance, MAI, Vice-Pres.



Brian Byrant, MAI, Pres-Elect



Paul Carter, MAI, SRA, Treasurer



Hector Ingram, MAI, Coastal Carolina, BC



Joel Tate, SRA, Gov Relations



Eric Roeder, MAI, guest speaker



Summer Meeting Seminar Participants

Welcome New Chapter Professionals

John B. Durkee	Charlotte	Practicing Affiliate
Tony Jordan	Raleigh	Practicing Affiliate
Carrie C. Kelso	Wilmington	Practicing Affiliate
Julia Kerner	Wilmington	Practicing Affiliate
Franck Malissen	Charlotte	Practicing Affiliate
James R. McGowan	Charlotte	Practicing Affiliate

Welcome Transfers

	To	From	
Ronald K. Gooding, Jr.	Ashville	South Carolina	General Candidate

We Say Goodbye

Transfer Out	To	From	
Larry B. Hayes, MAI	Southern Arizona		
Christopher C. Sprehe	Kansas City		Practicing Affiliate
Andrea N. White, MAI	South Carolina		

Retired

Ray E. Crawford, MAI	Charlotte
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Resigned

Gerald C. Crowder, SRA	High Point	
Pat B. Gupton, SRA	Rocky Mount	
David A. Jones, II	Wilmington	General Candidate
Robert W. Luther, III	Elizabeth City	Practicing Affiliate
James E. Minett, Jr.	Southport	Practicing Affiliate
Gary H. Renfroe,	Spruce Pines	Practicing Affiliate
Kathryn H. Roberts	Raleigh	General Candidate
Donald R. White, Jr.	Wilmington	General Candidate

A Note from the Public Relations Committee

The NCAI PR Committee is looking for some interested folks to contribute ideas and actions to help “spread the word” of the NC Appraisal Institute, its chapter professionals, the AI, and the profession, for starters. Please contact Tonya Brady, MAI, SRA, Committee Chair, tobrady@yahoo.com or Nancy Linton-Hall, nan-cy@ncappraisalinstitute.org with your interest.

It is with Deepest Sympathy that we pass on the following:



Passing of W. Gordon Cole, MAI, SRA—Past President of NCAI

W. Gordon Cole, MAI, SRA of Greensboro, NC lost his valiant fight against cancer on Friday, September 26, 2014 and passed away at home surrounded by his loving family. A celebration of Gordon's life was held on September 30, 2014.

Gordon began his real estate career as a commercial mortgage banker in 1971 at Stockton, White and Co. where he was a Vice President and Lender. He left in 1976 to join John McCracken and Associates as a commercial real estate appraiser, earned the designation of MAI, and gained significant expertise in eminent domain evaluation. Because he cared deeply about his profession, he was President of the NC Appraisal Institute, was currently serving in the NC Chapter's Scholarship Committee, and also was a faculty member of the NC Realtors Institute.

Gordon was diagnosed with Stage IV colorectal cancer in 2003 and immediately became a dedicated student and researcher of his disease. He shared his wealth of knowledge locally and nationally, acting as a buddy for newly diagnosed patients across the country, public speaking, starting support groups, and serving on local and national boards.

Click the following to read the full obituary of our very dedicated and inspiring member, <http://obits.dignitymemorial.com/dignity-memorial/obituary.aspx?n=W-Cole&lc=7294&pid=172599303&mid=6136735>



Passing of Stuart W. Elliott, MAI, SRA—Past President of NCAI

Stuart W. Elliott, MAI, SRA of Charlotte, NC passed away peacefully at his home on July 20, 2014. A memorial service to celebrate his life was held on July 23, 2014.

Mr. Elliott started his appraisal career in 1957 and was a member of both the Society of Real Estate Appraisers (SREA) and the American Institute of Real Estate Appraisers (AIREA), the predecessor organizations of the Appraisal Institute. He also served as Chapter President of the North Carolina Chapter Number 40 of the American Institute of Real Estate Appraisers in 1980.



Passing of Jeanne Jetton, mother of Cody Jetton, MAI

Jeanne Jetton, mother of Cody Jetton, MAI of Charlotte, NC passed away on July 4, 2014.

Jeanne Mason Jetton passed away on July 4, 2014 in Kerrville, TX. She was born in San Benito, TX on December 4, 1933. She is survived by her three children, Kassie Rogers of Barksdale, TX; Cody Jetton of Apex, NC; and Cash Jetton of Decatur, TX; six grandchildren, four great-grandchildren, former husband, Bobby Jetton of Kerrville. She devoted 25 years of her life to work with the mentally ill as a caseworker and helped pioneer the field of mental health.



Passing of Clarice Locke, wife of Jack Locke, MAI

Clarice Locke, wife of Jack Locke, MAI of Charlotte, NC passed away on August 6, 2014.

Visitation was held on August 10, 2014 and a funeral service was held on Monday, August 11, 2014.

Candidate Annual Meeting Attendance Requirement Options

With the inception of the Candidate for Designation Program January 1, 2013 an annual meeting attendance requirement is part of the program, but is SEPARATE from the “minimum progress & requirements” the Candidate has each year. Recently, the Appraisal Institute’s Admissions, Development, and Qualifications Committee (ADQC) expanded the list of options from the “chapter business meeting” to any of the following.

Chapter Sponsored Approved Events

- **Chapter meeting
- **Branch meeting
- **Luncheons with speaker
- **Dinner with speakers
- **Chapter socials
- **Chapter conferences
- **Candidate meetings/events
- **Candidate/Advisor meetings/events
- **Symposiums
- **Chapter holiday parties
- **Chapter installation dinners
- **Economic summits
- **Chapter sponsored educational offerings (including Chapter, Region and National developed education)
- **Other chapter events as approved by ADQC

All approved chapter events can be found on the Chapters Website under meetings and events.

Region Sponsored Approved Events

- **Regional Meetings
- **Regional sponsored educational offerings

National Sponsored Approved Events

- **Annual Meetings
- **LDAC
- **Classroom education

Thanks to those who volunteer their time to our organization !

Summer Meeting, Sea Trail, Sunset Beach

Shrimperoo Registration – Miles Hamrick, MAI; Chris Johnson, MAI
Seminar Registration – Frank Leatherman, MAI; Cody Jetton, MAI; Tony Brady, MAI
In-Class Help — Ben Tedder, MAI

Fall Meeting, Proximity Hotel, Greensboro

Hospitality Suite - Tony Brady, MAI; Jack Locke, MAI; Cal Reynolds, MAI, SRA, Mike Moody, MAI;
Adam Johnston, SRA, AI-RRS
Chapter Business / Dinner Meeting Registration - Emily Mashburn (wife of Matt Mashburn, MAI)
Seminar Registration — Suzanne Nelson: Ty Sutton, SRA
Post Seminar Help—AJ Hutson, MAI; Susan King, MAI; Jill Millisor

We greatly appreciate your efforts!

Contributed by C.P. Shaw of Greenville, NC



3 Questions for a Redneck Engineer

Question # 1:

How much does a house weigh?

Question # 2:

How much weight can a rural two-lane bridge hold???



Contributed by C.P. Shaw of Greenville, NC



and **Question # 3**

WOULD THIS BE COVERED BY

HOME INSURANCE,

CAR INSURANCE,

OR, DOES

IT COME UNDER ROADSIDE ASSISTANCE ???

Y' ALL HAVE A GREAT DAY NOW, YA' HEAR!!!!

Available Positions**Appraiser Trainee**

From: Cody Jetton, MAI, CRE

Date: September 19, 2014

RALEIGH – Mearstone Group, LLC, a regional valuation and consulting firm, is seeking an Appraiser Trainee for our Raleigh office.

Experience with a wide variety of commercial properties, including office, retail, industrial, multi-family, and residential subdivisions is required. Hospitality and healthcare facility valuation is a plus.

Candidates must be able to conduct property research from online and outside sources, supported with surveys of local brokers and investors. They must have the ability to properly analyze data using Excel and ARGUS software and write reports in a timely manner using MS Word software. We are looking for appraisers who strive for high quality work product and who seek personal growth through involvement in professional organizations such as the Appraisal Institute. The majority of the assignments are within a two-hour drive of the Triangle, however, some travel beyond that is occasionally required.

We offer research/production support and a compensation plan based on production and report quality, commensurate with your level of experience.

Contact: E. Cody Jetton, MAI, CRE, CEO, Mearstone Group, LLC, 3921 Sunset Ridge Road, Suite 102, Raleigh, NC 27607

Office : (919) 803-5638; Fax: (919) 803-5639; email: cjetton@mearstonegroup.com.

MAI or senior Certified General Appraiser

From: Cody Jetton, MAI, CRE

Date: September 24, 2014

RALEIGH – Mearstone Group, LLC, a regional valuation and consulting firm, is seeking an MAI or senior Certified General appraiser for our Raleigh office.

Experience with a wide variety of commercial properties, including office, retail, industrial, multi-family, and residential subdivisions is required. Hospitality and healthcare facility valuation is a plus.

Candidates must be able to conduct property research from online and outside sources, supported with surveys of local brokers and investors. They must have the ability to properly analyze data using Excel and Argus software and write reports in a timely manner using MS Word software. We are looking for appraisers who strive for high quality work product and who seek personal growth through involvement in professional organizations such as the Appraisal Institute. The majority of the assignments are within a two-hour drive of the Triangle, however, some travel beyond that is occasionally required.

We offer research/production support and a compensation plan based on production and report quality, commensurate with your level of experience.

Contact: E. Cody Jetton, MAI, CRE, CEO, Mearstone Group, LLC, 3921 Sunset Ridge Road, Suite 102, Raleigh, NC 27607

Office : (919) 803-5638; Fax: (919) 803-5639; email: cjetton@mearstonegroup.com.

Mid and Senior Level Certified General Appraiser

From: Chris Walker

Date: September 26, 2014

WILMINGTON - The Clontz Newkirk Real Estate Group, headquartered in Wilmington, North Carolina, seeks a mid and senior level state certified general appraiser for all property types. Candidates should be detailed oriented, work independently to meet deadlines, have good communication and interpersonal skills, persuasive writing skills and excellent problem solving skills. In addition, the ability to work in a team environment is a must.

Candidates should have a state certified general license and four year degree. Condemnation and litigation support experience is preferred but not a must for this position.

Please contact Chris Walker at 910-256-1169 or email your resume to chfwalker@yahoo.com

2015 NC CHAPTER EDUCATION SCHEDULE**As of November 16, 2014**www.ncappraisalinstitute.org

Date	Course/Seminar	Location	Cost**	Instructor(s)	Credit Hrs.
1/30/15	RE Finance, Value, Investment Performance Winter Meeting	Inn at Biltmore Asheville	\$185 (AI Price) \$220 (Full Price)	James Vernor, PhD, MAI	7 Hours
2/3-6/15	General Appraiser Income Approach, Part 1	Deep River Event Center Greensboro	\$475 (AI Price) \$550 (Full Price)	Gary P. Taylor, MAI, SRA	30 Hrs incl 3 Hr exam
2/9-13/15	Review Theory — General (Review Designation)	Spring Hill Suites Concord	TBD	Nick Tillema, MAI, SRA	33 Hrs incl 3 Hr exam
2/16-18/14	Review Theory — Residential (Review Designation)	Spring Hill Suites Concord	TBD	Nick Tillema, MAI, SRA	17 Hrs incl 2 Hr exam
3/24-27/15	General Appraiser Income Approach, Part 2	Deep River Event Center Greensboro	\$475 (AI Price) \$550 (Full Price)	Gary P. Taylor, MAI, SRA	30 Hrs incl 3 Hr exam
April	TBD Spring Meeting	TBD Raleigh	TBD	TBD	TBD
5/19-22/15	General Appraiser Market Analysis & HBU	Deep River Event Center Greensboro	\$475 (AI Price) \$550 (Full Price)	William D. "Otto" Spence, MAI	30 Hrs incl 2 Hr exam
6/22-26/15	Advanced Market Analysis & Highest and Best Use	Deep River Event Center Greensboro	\$745 (AI Price) \$1,065 (Full Price)	William D. "Otto" Spence, MAI	35 Hrs (2 Hrs Online; 30 Hrs Class; 3 Hrs Exam)
July	TBD Summer Seminar	TBD	TBD	TBD	TBD
8/3-7/15	Quantitative Analysis	Deep River Event Center Greensboro	\$745 (AI Price) \$1,065 (Full Price)	Larry Wright, MAI, SRA	35 Hrs (2 Hrs Online; 30 Hrs Class; 3 Hrs Exam)
8/20-22/15	The Appraiser as an Expert Witness, Preparation & Testimony	Deep River Event Center Greensboro	TBD	William D. "Otto" Spence, MAI	16 Hrs incl 1 Hr exam
9/16/14	Business Practices & Ethics	Deep River Event Center Greensboro	TBD	John Bosworth, MAI, SRA	7 Hrs
Fall	TBD Fall Meeting	TBD	TBD	TBD	TBD

2015 NC CHAPTER EDUCATION SCHEDULE

As of November 16, 2014

www.ncappraisalinstitute.org

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 (\$30-\$40) 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, 122 W., Murphy St., Ste 3, Madison, NC 27025; T 336-297-9511; F 336-297-9055
nancy@ncappraisalinstitute.org / www.ncappraisalinstitute.org

A Note from the Scholarship Committee

CANDIDATES: The 2015 NCAI Scholarship Application is available on the chapter website at www.ncappraisalinstitute.org



Please register ASAP as the deadline is December 1st!!

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2014 OFFICERS, DIRECTORS, COMMITTEE CHAIRS, REGIONAL REPS.

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2014 NORTH CAROLINA APPRAISAL INSTITUTE BOARD OF DIRECTORS & REGIONAL REP & ALTERNATE DIRECTORY				
Position	NCAI Professionals	City/State	Bus. Phone	Email
OFFICERS				
President	Cody Jetton, MAI	Raleigh	919-803-5638	cjetton@mearstonegroup.com
President-Elect	Brian Bryant, MAI	Charlotte	704-334-6767	brian@bryantrutledge.com
Vice President	Claire Aufrance, MAI	Greensboro	336-430-9610	claire@aufrancevaluations.com
Treasurer	Paul Carter, MAI, SRA	Winston-Salem	336-760-3163	paul@michaelclappappraisals.com
Secretary	Frank Leatherman, MAI	Raleigh	919-571-1244	fleathermanjr@gmail.com
IMMEDIATE PAST PRESIDENT				
	Laura Mallory, MAI	Greensboro	336-378-1564	laurarichmai@bellsouth.net
DIRECTORS				
2012 - 2014	Jarvis Martin, SRA	Durham	919-682-5506	apprtp@aol.com
2013 - 2015	Sheri Colvin, MAI	Greensboro	336-852-2004	sheri@cswappraisals.com
	Don Johnson, MAI	Henderson	252-433-0000	djohnson@johnsonandknight.com
2014 - 2016	Barbara Hochstetter, MAI	Charlotte	704-362-1374	hochstetterb@bellsouth.net
	AJ Hutson, MAI	Charlotte	704-601-5030	ahutson@bbandt.com
BRANCH CHAPTER CHAIRS				
Coastal Carolina	Elise Rocks	Wilmington	910-256-2920	elise@jcmorganco.com
Metrolina	John Grant	Charlotte	704-332-3232	johnggrant@bidencope.com
Triangle	Jarvis Martin, SRA	Durham	919-682-5506	apprtp@aol.com
Western (2013-2014)	Eileen Poulos, MAI	Weaverville	828-484-9590	eileen.poulos@bankofamerica.com
COMMITTEE CHAIRS				
Bylaws	Doug Thrash, MAI	Asheville	828-252-5393 x305	dthrash@ncappraisal.com
Candidate Guidance	Sheri Colvin, MAI	Greensboro	336-852-2004	sheri@cswappraisals.com
Candidates/Practicing Affiliate	Chris Johnson, MAI	Charlotte	704-367-9939	chris@hmgrouppinc.com
Education	Claire Aufrance, MAI	Greensboro	336-430-9610	claire@aufrancevaluations.com
	Paul Carter, MAI, SRA	Winston-Salem	336-760-3163	paul@michaelclappappraisals.com
Government Relations	Joel Tate, SRA	Raleigh	800-607-0530	joel@tateandharrell.com
International Relations	Scott Robinson, MAI, SRA, AI-GRS	Salisbury	704-636-4151	arobinsonassoci@carolina.rr.com
Personnel	Paul Carter, MAI, SRA	Winston-Salem	336-760-3163	paul@michaelclappappraisals.com
Public Relations	Tonya Brady, MAI, SRA	Greensboro	336-378-1564	tobradys@yahoo.com
Scholarship	Cal Reynolds, MAI, SRA	High Point	336-886-4801	calvinr@northstate.net
EX-OFFICIO				
National Board Member	Rocky Shiplett, MAI	Charlotte	704-341-3166	rshiplett@rwshiplett.com
National Board Member	Scott Robinson, MAI, SRA, AI-GRS	Salisbury	704-636-4151	arobinsonassoci@carolina.rr.com

2014 OFFICERS, DIRECTORS, COMMITTEE CHAIRS, REGIONAL REPS.

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2014 NORTH CAROLINA APPRAISAL INSTITUTE BOARD OF DIRECTORS & REGIONAL REP & ALTERNATE DIRECTORY				
Position	NCAI Professionals	City/State	Bus. Phone	Email
REGIONAL REPRESENTATIVES				
President	Cody Jetton, MAI	Raleigh	916-803-5638	cjetton@mearstonegroup.com
Thru 2014	Brian Bryant, MAI	Charlotte	704-334-6767	brian@bryantrutledge.com
	David Pope, MAI, SRA	Greensboro	336-379-1400	dpope@hotelandclub.com
	Cal Reynolds, MAI, SRA	High Point	336-886-4801	calvinr@northstate.net
Thru 2015	Damon Bidencepe, MAI	Charlotte	704-332-3232	damonbidencepe@bidencepe.com
	Laura Mallory, MAI	Greensboro	336-378-1564	laurarichmai@bellsouth.net
	Earl Worsley, MAI	Wilmington	910-256-0044	eworsley@worsleyrealestate.com
Alternates	Bob Glenn, MAI	Wilmington	910-791-9922	Robert@robertglennassociates.com
	Pat Gray, MAI	Raleigh	919-571-1244 x224	pat@grayvaluations.com
	Ron Loftis, MAI	Winston-Salem	336-768-6801	rloftis@loftiscompanies.com
	Cal Morgan, MAI, SRA, AI-GRS	Wilmington	910-256-2920	cal@jcmorganco.com
	Leon Perkinson, SRA	Cary	919-467-7936	leon@perkinson.biz
	Eileen Poulos, MAI	Weaverville	828-484-9590	eileen.poulos@bankofamerica.com
	Chuck Wolfe, MAI	Raleigh	919-791-3507	cwolfe@bbandt.com
REGION OFFICERS				
Chair	Rocky Shiplett, MAI	Charlotte	704-341-3166	rshiplett@rwshiplett.com
Vice Chair	Charlie Mills, MAI, SRA	Jefferson, IN	812-284-5700 x224	cmills@mbhr.net
Third Director	Stephen Wagner, MAI, SRA	Indianapolis, IN	917-705-6790	ss.wagner@live.com
Executive Director	Ruth Kelton	Dallas, TX	972-233-2244	ainorthtexas@sbcglobal.net
NCAI CHAPTER OFFICE				
Executive Director	Nancy Linton-Hall	Madison	336-297-9511	nancy@ncappraisalinstitute.org
Assistant	Kim Thompson	Madison	336-297-9511	kim@ncappraisalinstitute.org

North Carolina Chapter of the Appraisal Institute

122 W. Murphy St., Suite 3
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T 336-297-9511; F 336-297-9055

nancy@ncappraisalInstitute.org / www.ncappraisalInstitute.org

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