

**4th Quarter  
2015**

NC Chapter  
Appraisal Institute



# North Carolina Appraiser

## 2015 President's Message - Brian Bryant, MAI

**Special points of interest:**

- New Designated
- New Chapter Professionals
- Education
- LDAC Report
- 2016 NCAI Officers & Directors

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Dear NC Appraisal Institute Chapter Professionals:

As I begin to write this on November 19, 2015, I am traveling to Chicago to attend the 2016 Appraisal Institute Board of Director's dinner meeting where our very own NCAI member, Scott Robinson, MAI, SRA, AI-GRS, will be installed as the 2016 President of the Appraisal Institute. Claire Aufrance, MAI and Nancy

Linton-Hall are also traveling to attend, as we are collectively representing our chapter to show our support for Scott, who has served our chapter, our region, and the Appraisal Institute in countless ways. I think I can speak for everyone in our chapter when I say we are extremely happy and proud of Scott for all that he has and will accomplish. On behalf of all our NC Chapter members, Scott, thanks so much for all you do for the appraisal profession.

As I mentioned, it is late November and my year as president has flown. It has been an honor to represent our chapter as President in 2015. In January 2016, I will be handing off this position to the very capable Claire Aufrance, MAI, who has big plans for 2016. I don't want to steal any of her thunder, so I won't get into any of the 2016 plans, but expect great things!

I would like to use this space to highlight some of our chapter's accomplishments in 2015 and to recognize those that helped.

As I mentioned in my installation speech, I believed that 2015 would be the year of Government Relations. And it didn't disappoint. Under the leadership of the dedicated Joel Tate, SRA, the Government Relations Committee (GRC) made significant strides toward becoming an even more formalized and dynamic committee. As most of you know, we hired David Ferrell as our lobbyist in December 2014. His efforts and effectiveness on our behalf have been tremendous. Over the course of the year, we monitored, vetted, and acted upon several legislative bills. Most notable is House Bill 651. While it was introduced by another organization, key players asked us to become involved with it and we were instrumental (lead by Joel and David) in getting the final version of the bill passed. Joel will be handing the GRC reins to Mike Moody, MAI for 2016 and I know Mike will continue to build upon the recent GRC successes.

As many of you already know, North Carolina will host the 2016 AI Annual Conference on July 25-27 in Charlotte. Our Chapter began planning for this event in early 2015, as the host chapter typically plays a prominent role in the event. We will put our best foot forward and it is certain to be a success. Laura Mallory, MAI has been spearheading NCAI's public relations effort in regards to the meeting. If you'd like to help NCAI with the Annual Conference in any way, please reach out to Nancy or Laura.

In an effort to better market/promote our chapter events, to help build the AI and NCAI brand, and to engage more members and non-members, we have increased our social media presence in 2015. We are now on Twitter and Instagram, as well as Facebook and LinkedIn, which we have been using for some time. Miles Hamrick, MAI, AI-GRS will be leading the effort on social media. We look forward to this new way of connecting with our chapter professionals and non AI professionals. So...please follow us on Twitter at @AINorthcarolina and on Instagram at @AI\_North\_Carolina.

As I complete the writing of this, I am on a plane heading back to Charlotte after the Board of Directors' dinner meeting. It was a great privilege to see Scott and his fellow officers installed at that meeting. It is very apparent that the National officers are truly humbled and honored to serve the members and the profession in general. Their selflessness and unending energy and enthusiasm to put AI and the profession first knows no bounds. As we look toward 2016, we are in terrific and capable hands of Scott Robinson, MAI, SRA, AI-GRS on the National level and with Claire Aufrance, MAI on the state level. The future truly is very bright for both AI and NCAI.

Thank you for your continued support of the Appraisal Institute and the North Carolina Chapter. It has been an honor and privilege to represent the NC Chapter over the past 5 years as an officer and this past year as President. Looking back over the years, I have held some sort of volunteer position with NCAI for each of the past 15 years. It has been time well spent and has been incredibly rewarding. I encourage everyone to get involved – either on the branch chapter level, chapter level, regional level, or national level. There are so many opportunities to volunteer within our organization, that anyone can find a spot that suits them in terms of topic and time commitment. Please consider it and please reach out to anyone on the board of directors or Nancy to get started. I promise you won't regret it.

Thanks again,  
Brian Bryant, MAI  
Chapter President

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***Thanks** to those who volunteer their time to our organization !*

**Summer Meeting, Hilton Wilmington Riverside, Wilmington**

Shrimperoo Registration – Pauline Bradshaw; Debbie Pauza; Elise Rocks

Seminar Registration – Pauline Bradshaw; Debbie Pauza

**Fall Meeting, Carolina Hotel, Pinehurst Resort, Pinehurst**

Hospitality Suite - Elise Rocks; Miles Hamrick, MAI, AI-GRS

Seminar Registration — Jill Millisor; Tonya Brady, MAI, SRA

—If I forgot someone, please accept my thanks and my apologies!!

**We greatly appreciate your efforts!**

# LDAC Leadership Development And Advisory Council

The NC Chapter sponsored three (3) chapter professionals to attend LDAC in May 2015. They were Miles Hamrick, MAI, AI-GRS; Chris Johnson, MAI, SRA; and Jim Lynch. The NCAI was lucky to have such a group of men represent the chapter. With the couple of days of round table discussions and a trip to Capital Hill in DC to speak with some of North Carolina's Congressmen and/or staff, they came back with the following reports.

## **“Appraising the Tough Ones – Difficult Properties and Controversial Topics”**

By Miles L. Hamrick, Sr., MAI, AI-GRS

Tonia Vailas, MAI, of New York, NY, led the discussion group from which the following information is summarized. Each of the four discussion groups provided insight on this topic. Communication with the client is a main factor that may cause an assignment to be difficult. Whether the client is a lender, attorney, owner or government entity, at the inception of the assignment many appraisers feel information is not provided leaving questions unanswered during the appraisal process. This makes it difficult to gauge client expectation and determine an appropriate scope of work.

Some of the suggestions developed through the discussion groups included the following items:

- 1) Improve communication skills thru course work designed to teach appraisers how to communicate with clients.
- 2) This year's LDAC participants have requested a course or seminar that focuses on the analysis of market data and derivation of supportable market conclusions. The creation of an abbreviated report-writing course could be useful in teaching how to simplify reports and improve writing techniques. In addition, revamping the report writing course could help teach trainee appraisers and seasoned appraisers that content is more important than the length of a report.
- 3) A survey of the participants indicated that less than 50% use the Lum Library as an aid in researching appraisal publications regarding complex assignments. A consensus was to remodel the Lum Library website to make it user friendly. Instead of having different search options that provide various results, consolidating the search engine into one feature, similar to a Google search, would make it easier to use. In addition, if an author is willing to discuss a topic, a link can be provided at the end of each article with the authors name and contact information.
- 4) When presented with a “tough one”, appraisers should reach out to their peers for guidance in solving an appraisal problem. The Appraisal Institute can create a buddy system similar to the Candidate for Designation program. A buddy system could connect designated and non-designated appraiser with one or more “mentors” who they can call to discuss a complex assignment. The buddy system does not have to be restricted to members of a local chapter but can connect appraisers on a regional and national level. Broadening the buddy system network will also avoid competition among friends.
- 5) Some appraisers revealed that they lack interviewing skills. Interviewing skills are useful in determining issues a particular appraisal assignment may face; they are useful in extracting information from contacts during site inspections; and they are useful in researching market trends and comparable data.

In conclusion, to become more competent in appraising the tough ones we have to continue our educational efforts. Education and communication are key aspects in appraising the tough ones.

**LDAC**

Leadership  
Development  
And  
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**“Protecting the Integrity of the Appraisal Profession”**

By Miles L. Hamrick, Sr., MAI, AI-GRS

Trevor C. Hubbard, MAI, SRA, of San Diego, CA, led the discussion group from which the following information is summarized. Each of the four discussion groups were first given the following definitions related to the topic “Protecting the Integrity of the Appraisal Profession”. This was viewed as necessary to focus the scope of the discussion towards actionable solutions.

- "protecting" means **"maintaining and enhancing"**;
- "Appraisal Profession" means the **Appraisal Institute**; and
- "Integrity" is defined as **"doing the right thing, even when nobody is looking."**

The definition of integrity was redefined in the second half of each discussion. This was viewed as necessary to redirect the focus of the participants towards thinking holistically at various challenges and solutions.

- "Integrity" was redefined as meaning **"the state of being whole, unimpaired, or undiminished."** For example: The *integrity* of a ship's hull was compromised after colliding with an iceberg.

Each discussion group unanimously supported the idea of a certification organization (created by AI in May 2014) to develop and eventually confer certifications. For example, an SRA could be certified in litigation support. Another example could be that an MAI would be certified in appraising golf courses.

University relations is pivotal to the future of the AI's business model. Since a four-year college degree is an AI designation requirement, universities are the primary source for future AI professionals. Universities provide a concentrated source of academics that could further AI research, publications, and education. Universities add prestige to the AI brand (easily understood and valued by society).

The discussion groups unanimously concluded that designated members should be required to attend advanced courses (and earn a passing exam grade). In addition, designated members should be required to take a different advanced class than their prior CE cycle.

In conclusion, to protect the integrity of the appraisal profession, appraisers should continue to educate themselves to a level above the typical competitor. This being achieved through advanced education and providing a high level of professionalism to clients.

**Developing and Growing Your Business – Finding New Clients and Meeting Their Needs**

By Jim Lynch

J. Roger Ball, Jr., MAI, with Commercial Valuation Services of Birmingham, Alabama led this discussion group. The general consensus is that businesses need to be developed and grown on an individual level. That being said, the Appraisal Institute can help by providing us tools to foster growth. Some of these tools are as follows:

- Continued PR and marketing plans which promote and educate new users about the value of our designations.
- Increased website visibility highlighting what services members can provide in addition to traditional appraisal reports. These include Feasibility Studies, Highest and Best Use Studies and other Consulting Services.

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### Developing and Growing Your Business – Finding New Clients and Meeting Their Needs

(Continued)

- Develop and maintain relationships with Professional Groups such as CCIM, IRWA and others to foster cross disciplinary interactions. These alliances on a national level will help facilitate joint meetings and other interactions on a local level.
- Increase member marketing tools that can be applied at a local level. Examples would be giving presentations to local client base such as community banks, government entities and other non-traditional users.
- A section on Communities of Practice Section of the AI website Titled “External Relations.” This area would serve as a resource for Grassroots and Chapter Developed Meetings and Conferences that have been successful across the country. We learned that there are a lot of good things taking place in some chapters, but few outsiders are aware of them.

This next group of items pertains to meeting the needs of these new clients. The LDAC attendees were in overwhelming favor of additional education opportunities.

- Collaboration with new clients will require us to add new tools to the tool box.
- We would benefit from a seminar specifically designed to enhance our Communication Skills.
- Additional education in specialized niche areas has also been requested. This education could be in the form of Professional Development Programs.
- A “Best Business Practices” class was also recommended.
- Lastly, it was suggested that we integrate past LDAC topics into future AI Connect Sessions.

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### Business Operations – Running a Business and Managing Employees

By Jim Lynch

Mark Lowery, MAI, with Lowery Property Advisors, LLC of Irving, Texas led this discussion group. This discussion topic was broken into three central themes; recruiting, training and general business operations. Each of the four sessions touched on all three of these themes. One interesting theme related to the discussion topic brought up by the participants was how widely varied opinions on how much of a role the Appraisal Institute should play in day to day business operations. Some participants felt that it might infringe on their intellectual property rights. As a result, some items trend more strongly towards action plans for appraiser to take in their businesses and some are more indicative of possible actions that the Appraisal Institute could take.

#### Recruiting

- Laid back culture, games at office – making these changes in offices during recruiting may help recruit millennials.
- Higher starting salaries – in order to enhance perceived professionalism of the industry and assist in recruiting.

(Continued on page 6)

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**Business Operations – Running a Business and Managing Employees**

(Continued)

- Back load education cost to higher level classes in order to have flexibility to lower them for entry level classes thereby encouraging new valuation professionals.
- Directory in AI website for guest speakers to HS and colleges – several participants indicated success in recruiting when directly marketing to high schools and colleges.
- Marketing directly to veterans at their job fairs.
- Bulk discounts on business owners' or leaders' AI dues as reward for bringing in trainees (more professional-sounding title for trainees)
- Make job listings on AI websites free

**Training**

- Practical, hands on training class with video of measuring a building, typical web sites
- Online free webinar for training our clients about the information we need.
- AI to make ILDC more often than every five years which would encourage younger, appraisers into the education space of AI.
- Appraisers need to have defined goals for the company which translates into career paths for each employee.
- It was discussed that AI could possibly customize much of the new appraiser / trainee class for more practical, hands on uses.

**General Business Operations**

- Online forum for best business practices
- Opt in round table meetings for appraisal business owners
- Users of appraisers suggested adding detailed comments to bids
- AI to renegotiate liability insurance offered to members – better deals on open market
- AI tracking regulation changes for each state

**General Business Operations**

- One group recommended an easy access section of the AI website in which a user could log in, select the state and then AI would show them recent regulatory changes.
- It was recommended that AI produce a free webinar for bank clients that would help train them on what items to include in an RFP and in an engagement letter as well as what items an appraiser might need to complete the assignment.



(L-R) Jim Lynch; Senator Thom Tillis; Miles Hamrick, MAI, AI-GRS; Chris Johnson, MAI, SRA



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

**Appraisal Institute News: Review 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.

*Congratulations!*  
 ..... Welcome to .....  
**Designated membership**



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*Professionals Providing Real Estate Solutions*

*Chesney S. Baker*  
 Belmont  
 MAI



*Brian Crowder*  
 High Point  
 MAI



*Benjamin H. Curran*  
 Charlotte  
 MAI



*Brian Gladys*  
 Huntersville  
 MAI



*Congratulations!*

..... Welcome to .....

Designated membership



Appraisal Institute®

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*Todd R. Jesso*  
Charlotte  
MAI




*Benjamin J. Knollmeyer*  
Concord  
MAI



*Christopher W. Mashburn*  
Morehead City  
MAI



*Ashley J. Miller*  
Waxhaw  
MAI



*David A. Paske*  
Raleigh  
MAI



*William H. Piner*  
Greenville  
MAI



*Ellin Emory Smith*  
Charlotte  
SRA



*Joshua R. Ward*  
Charlotte  
MAI




*G. Brad White*  
Wilmington  
MAI



*H. Van Womble, III*  
Raleigh  
MAI



*Geoffrey A. Zawtacki*  
Charlotte  
MAI





**Congratulations to Our New Review Designated Members**

*Michael Bossert, MAI*  
*Cary*  
AI-GRS



*James H. Gibbs, MAI*  
*Asheville*  
AI-GRS



*David P. Lavigne, MAI*  
*Raleigh*  
AI-GRS



**Congratulations to Our Members!!**

**Miles Hamrick, MAI, AI-GRS** of Gastonia was appointed as Vice Chairman of the Gaston County NC Board of Equalization.

**Congratulations to the Golfers!!**  
**(EVERYONE is a Winner Though!)**

**Summer Meeting Golf – Wilmington**

**First Place Team:**

Eric Roeder, MAI; Scott McCreary, MAI, AI-GRS; Mike Mallory

**Second Place Team:**

Daniel Glenn, MAI; Cal Morgan, MAI, SRA, AI-GRS; Jack Morgan, MAI;  
Brad White, MAI

**Third Place Team:**

Bobby Gillespie, MAI; Rocky Shiplett, MAI; Jeff Hall

**Congratulations to the Golfers!!**  
(EVERYONE is a Winner Though!)

**Fall Meeting Golf – Pinehurst**

**First Place Team:**

Woody Parker, MAI; Tim Allen, MAI; Rep. Jon Hardister; Mike Mallory

**Second Place Team:**

Scott McCreary, MAI, AI-GRS; Cal Morgan, MAI, SRA, AI-GRS; Paul Zeleznik, SRA; Frank Dean

**Third Place Team:**

Jeff Smith, MAI; Bobby Gillespie, MAI; Josh Ward, MAI; Kevin Lynch,

**Fourth Place Team:**

Richard Marlow, MAI; David Pope, MAI, SRA; Tom Taylor, MAI, SRA; Doug Thrash, MAI

*Save the Date!*

**2016 Annual Conference**  
July 25-27, 2016 | Sheraton Charlotte | Charlotte, North Carolina

NAVIGATING VALUATION

AI<sup>®</sup>  
2016

July 25–27, 2016

Charlotte, NC

*Online Registration Coming!!*

**Welcome New Chapter Professionals**

Scott R. Carlisle	Charlotte	Practicing Affiliate
Karen Lisa Cross	Wilmington	Practicing Affiliate
Kris Fox	Hillsborough	Practicing Affiliate
Robert M. King	Charlotte	Practicing Affiliate
Franck Malissen	Charlotte	Candidate—General
Vanessa Osborne	Asheville	Affiliate
Adam Sippel	Holly Springs	Affiliate
Michael D. Smith	Ronda	Candidate—General

**We Say Goodbye**

**Transfer Out**

Eric Christopher Jennings  
Terry L. Potts

**To**

Iowa  
Central Texas

**From**

Candidate--General  
Practicing Affiliate

**Retired**

Robert F. Simpson, MAI

Greensboro

**Resigned**

Robert O. Davis  
John Bernard Durkee  
James R. McGowan

Charlotte  
Charlotte

Candidate—General  
Practicing Affiliate  
Practicing Affiliate

**Our Deepest Sympathy**

We are saddened for **Michael Clapp, MAI**, of Winston-Salem who lost his mother in August 2015.

**2016 NCAI Officers & Directors & Regional Reps & Alternates****Officers:**

President	Claire M. Aufrance, MAI
President Elect	Frank D. Leatherman, Jr., MAI
Vice President	Joel G. Tate, SRA
Treasurer	Sheri L. Colvin, MAI
Secretary	J. Chris Johnson, MAI, SRA

**Directors:**

2014 – 2016	Barbara E. Hochstetter, MAI, SRA Anjanette (AJ) S. Hutson, MAI
2015 – 2017	Nancy M. Johnson, MAI Clifford A. Maske, MAI Michael N. Moody, MAI
2016 – 2018	John W. Grant, Jr., MAI

**Regional Representatives:**

Chapter President	Claire M. Aufrance, MAI (automatic)
2015 – 2016	Paul G. Carter, Jr., MAI, SRA E. Cody Jetton, MAI
2016	Frank D. Leatherman, Jr., MAI
2016 – 2017	Brian T. Bryant, MAI Robert T. Glenn, MAI Michael N. Moody, MAI W. Calvin Reynolds, MAI, SRA

**Alternates:**

Lynn Fleming, MAI  
Carol L. Fortenberry, MAI  
Patricia A. Gray, MAI  
Vanessa M. Hall, MAI  
Susan M. King, MAI  
J. William Murr, SRA  
Joyce B. Pusey, SRA, AI-RRS  
Carol H. Ray, MAI, AI-GRS  
Donald I. Read  
Jeffrey G. Taylor, MAI



**2016 NC CHAPTER EDUCATION SCHEDULE**

**As of December 15, 2015**

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

Date	Course/Seminar	Location	Cost**	Instructor(s)	Credit Hrs.
1/15/16	7 Hour USPAP Update 2016-2017 Version	SpringHill Suites Wilmington	\$150 -- AI Price \$169 -- Full Price	Ronald Loftis, Jr., MAI	7 Hours
1/22/16	7 Hour USPAP Update 2016-2017 Version <b>Winter Meeting</b>	Inn on Biltmore Estate Asheville	\$170 - AI Price \$189 - Full Price	Joyce B. Pusey, SRA, AI-RRS	7 Hours
2/17/16	7 Hour USPAP Update 2016-2017 Version	Deep River Event Center Greensboro	\$150 -- AI Price \$169 -- Full Price	John T. Bosworth, MAI, SRA	7 Hours
3/7-10/16	General Appraiser Sales Comparison Approach	TBD	\$TBD - AI Price \$TBD - Full Price	Gary P. Taylor, MAI, SRA	30 Hrs incl 3 Hr exam
4/8/16	2016 RE Valuation Conference: (AM)  2016 RE Valuation Conference: (PM)  <b>Spring Meeting</b>	Sheraton Raleigh Raleigh  Sheraton Raleigh Raleigh	Both 4 Hour Sessions \$TBD - AI Price \$TBD - Full Price  One 4 Hour Session \$TBD - AI Price \$TBD - Full Price	Multiple Speakers Including economists, brokers,	Two (2) 4 Hour Sessions
5/10-13/16	General Appraiser Site Valuation & Cost Approach	TBD	\$TBD - AI Price \$TBD - Full Price	William D. "Otto" Spence, MAI	30 Hrs incl 2 Hr exam
Summer	TBD  <b>Summer Seminar</b>	TBD	\$TBD - AI Price \$TBD - Full Price	TBD	7 Hrs.
8/16-17/16	Litigation Appraising	Deep River Event Center Greensboro	\$TBD - AI Price \$TBD - Full Price	William D. "Otto" Spence, MAI	16 Hrs. incl. 1 Hr exam
9/16/16	Business Practices & Ethics	Deep River Events Center Greensboro	\$TBD - AI Price \$TBD - Full Price	John T. Bosworth, MAI, SRA	7 Hrs**
9/19-24/16	Adv Concepts & Case Studies	TBD	\$???- AI Desig & Candidates \$??? -- All Others	William D. "Otto" Spence, MAI Larry T. Wright, MAI, SRA	40 Hrs incl 2 Hr Online; 35Hr. in Class; 3 Hr. Exam
Fall	TBD <b>Fall Meeting</b>	TBD	\$TBD - AI Price \$TBD - Full Price	TBD	7 Hrs.

**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.

## A Note from the Scholarship Committee

**CONGRATULATIONS TO THE 2016 RECIPIENTS!!**



Elizabeth Giri

Laura Gourlay

Adam Staubitz

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## NCAI & SOCIAL MEDIA

The Chapter has expanded its social media presence and is not only on Facebook and LinkedIn, but is now on Twitter and Instagram as well.

Please follow us at the following addresses: [Twitter](#) at @AINorthcarolina and on [Insta-gram](#) at @AI\_North\_Carolina as well as on [Facebook](#) and [LinkedIn](#)



@AINorthcarolina



@AI\_North\_Carolina



2015 OFFICERS, DIRECTORS, COMMITTEE CHAIRS,  
REGIONAL REPS.

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2015 NORTH CAROLINA APPRAISAL INSTITUTE  
BOARD OF DIRECTORS & REGIONAL REP & ALTERNATE DIRECTORY

Position	AI Professionals	City/State	A/C	Bus. Phone	Email
<b>OFFICERS</b>					
President	Brian Bryant, MAI	Charlotte	704	334-6767	brian@bryantrutledge.com
President-Elect	Claire Aufrance, MAI	Greensboro	336	430-9610	claire.aufrance@gmail.com
Vice President	Frank Leatherman, MAI	Raleigh	919	571-1244	fleathermanjr@gmail.com
Treasurer	Joel Tate, SRA	Raleigh	888	466-7497	joel@tateandharrell.com
Secretary	Sheri Colvin, MAI	Greensboro	336	852-2004	sheri@cswappraisals.com
<b>IMMEDIATE PAST PRESIDENT</b>					
	Cody Jetton, MAI	Raleigh	919	803-5638	cjetton@mearstonegroup.com
<b>DIRECTORS</b>					
2013 - 2015	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, AI-GRS	Raleigh	919	424-8075	ahutson@bbandt.com
2015 - 2017	Nancy Johnson, MAI	Henderson	252	433-0000	njohnson@johnsonandknight.com
	Cliff Maske, MAI	Charlotte	980	781-4582	clifford.a.maske@wellsfargo.com
	Mike Moody, MAI	New Bern	252	633-6484, x224	mike.moody@realtyservicesec.com
<b>BRANCH CHAPTER CHAIRS</b>					
Coastal Carolina (2014-2015)	Elise Rocks	Wilmington	910	256-2920	elise@jcmorganco.com
Metrolina	John Grant, MAI	Charlotte	704	332-3232	johnggrant@bidencope.com
Triangle	Pat Gray, MAI	Raleigh	919	571-1244 x224	pat@grayvaluations.com
Western (2015-2016)	Lynn Fleming, MAI	Arden	828	337-5929	lynn@aceappraisals.us
<b>COMMITTEE CHAIRS</b>					
Bylaws	Doug Thrash, MAI	Asheville	828	252-5393 x305	dthrash@ncappraisal.com
Candidate Guidance	Chris Johnson, MAI	Charlotte	704	367-9939 x39	Christopher.johnson@cushwake.com
Candidates/Practicing Affiliate	Pauline Bradshaw	Charlotte	980	683-0603	pauline.b.bradshaw@bankofamerica.com
Education Co-Chair	Frank Leatherman, MAI	Raleigh	919	571-1244	fleathermanjr@gmail.com
Education Co-Chair	Joel Tate, SRA	Raleigh	919	803-5638	joel@tateandharrell.com
Finance	Joel Tate, SRA	Raleigh	919	803-5638	joel@tateandharrell.com
Government Relations	Joel Tate, SRA	Raleigh	800	607-0530	joel@tateandharrell.com
International Relations					
Personnel	Joel Tate, SRA	Raleigh	919	803-5638	joel@tateandharrell.com
Public Relations	Laura Mallory, MAI	Greensboro	336	378-1564	laurarichmai@bellsouth.net
Scholarship	Cal Reynolds, MAI, SRA	High Point	336	886-4801	calvinr@northstate.net
<b>EX-OFFICIO</b>					
Nat'l Board Mbr, AI Pres-Elect	Scott Robinson, MAI, SRA, AI-GRS	Salisbury	704	636-4151	arobinsonassoc@carolina.rr.com

2014 OFFICERS, DIRECTORS, COMMITTEE CHAIRS,  
REGIONAL REPS.

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Position	AI Professionals	City/State	A/C	Bus. Phone	Email
<b>REGIONAL REPRESENTATIVES</b>					
President	Brian Bryant, MAI	Charlotte	704	334-6767	brian@bryantrutledge.com
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