

# WILSON, GARBER & SMALL

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March 5, 2008

**RE: Frank Gregoire Candidacy for Pinellas County Property Appraiser**

It is not my practice to endorse candidates for political office. However, on this occasion I am making an exception. It is my honor and privilege to offer my support and to recommend Frank Gregoire for the office of the Pinellas County Property Appraiser because I believe that he has the experience and judgment to discharge the responsibilities of that office in a way that will credit the citizens of Pinellas County.

Frank has more than thirty (30) years' experience as a real estate appraiser in Pinellas County. He has a national reputation as it relates to the appraisal profession and is a frequent speaker and lecturer before real estate appraisers and real estate related trade groups such as the National Association of Realtors. He has lent his expertise to the Association of Appraisal Regulatory Officials, an association comprised of board members and staff from state regulatory associations.

I have known Frank for almost five (5) years. Frank has served as a member of the Florida Real Estate Appraisal Board for eight (8) years, including serving as the Board's Vice-Chairman and serving four (4) years as the Board's Chairman. During that time, Frank tirelessly served as an advocate for the consuming public and for the credentialed appraisers whose licensure was regulated by the Board.

Since the late 1980's, the federal government has required that the states adopt statutes, rules and regulations relating to the profession of appraising real estate in connection with certain federally related transactions. The Florida Real Estate Appraisal Board is the only professional licensing board in Florida subject to federal oversight. Because the regulation of real estate appraisers is subject to both federal and state programs, there are often areas where the goals of these two regulatory schemes are at odds. Frank's experience required him not only to administer the state's regulatory program but also to coordinate it with the federal program. Whenever the need has arisen,

March 5, 2008

Page 2

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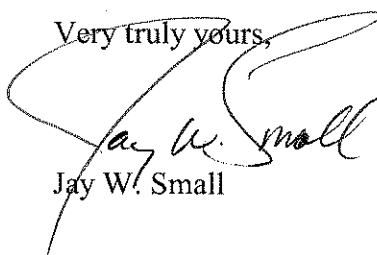
Frank has generously devoted his time and efforts on behalf of Florida's consumers and appraisers, often personally communicating with the state and federal elected officials and meeting with the member of the Appraisal Subcommittee in Washington, D.C., the entity charged by Congress with implementing the requirements of the federal appraisal regulatory program.

Florida's appraisal licensing program and its testing procedures are regarded by many other state appraisal licensing agencies to be among the most stringent in the country. Frank has consistently championed efforts to keep Florida's program as robust as possible. He has fought against efforts by the federal government to require general reciprocity of licensure by the states because it is his belief that Florida's consumers are entitled to the protections afforded by one of the most demanding regulators and educational programs among the states.

In addition, during Frank's tenure, the state legislature amended the primary statute that authorized the Board to exert its regulatory powers, Chapter 475, Part II, Fla. Stat. (2007). Frank was instrumental in the efforts to rewrite Chapter 475, Part II, so that it addressed the needs of Florida's licensed appraisers and complied with the requirements of the federal regulatory program.

I am confident that Frank will bring the same enthusiasm and expertise to the office of Pinellas County Property Appraiser. I have enclosed for you information relating to Frank's candidacy, and I would encourage you to support him in his election as I am. I would urge you to forward this information on to your colleagues and professional acquaintances. Please feel free to contact me if you would like to discuss Frank's experience and how you can help his campaign.

Very truly yours,



Jay W. Small

JWS/kw

Enclosure