



Northeast News

Andrea Nilon
President 2007-2008



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NY 2008 Host Committee:

Conference Co-Chairs:

Thomas & Patricia Frey

Registration - Margaret Jenkins

Sponsors & Vendors - Susan Otis

Education - Rogert Tibbetts &

Cathy Conklin

Golf - William Otis

Program Journal - Andrea Nilon

Hospitality - Susan Otis

It is hard to believe that this year's NRAAO Annual Assessment Conference is only two months away! It seems like only yesterday we were eating lobster in Newport. The New York Host Committee is working diligently to ensure your experience in Lake Placid from May 4th – 8th will be all you expect and more. Of course it would be difficult to have a bad time in a place with such breathtaking beauty year round. From the snowy mountain peaks to the pristine lakes, from the historic Olympic stadium to the abundance of unique shops, you are sure to enjoy every moment of your stay.

Certainly we must remember the primary reason for our trip – the educational experience. The roster of timely, interesting, relevant courses taught by experienced instructors offers an extensive variety sure to provide something for everyone. It will be difficult to choose from the excellent array of educational offerings. Should you take "Valuation of Conservation Easements" or sit in on the panel discussion on "Assessment Administration Models: Local v County v State" on Monday? Take the full day "IAAO Forum 937 – House Construction, Design & Systems" on Tuesday or the two half-day sessions: "The Mysteries of Discounted Cash Flow" and "Time Management?" Wednesday presents a bigger dilemma. Do you choose the full day "IAAO Workshop 171 – Standards of Professional Practice & Ethics" or try to select two of the four half day sessions from the following: "Stress Management," "Mobile Technology for Appraisers," "Public Speaking for Assessors," or "The Wonders of the HP-12C?"

Of course we hope you choose to attend the daily highlights of the conference. The welcome reception and Adirondack buf-

fet is sure to start the week off with a bang! The inaugural curling competition to be held in the historic Olympic Stadium - site of the Winter Olympic Games in 1932 and again in 1980 - is sure to bring out the team spirit in each state's attendees. Outfitting the group in 'hometown' jerseys would surely add a bit of Olympic spirit. How about challenging our Vendors to a play-off? Of course the annual golf tournament should provide yet another opportunity for friendly competition.

Hopefully by now each state has nominated a deserving candidate for the Sherry Vermilya Award to be presented Monday morning at the Awards Breakfast and General Membership Meeting. Professionalism is the hallmark of our organization, and there is no greater recognition than that given by your peers.

Unfortunately, like all good things, our stay in Lake Placid will come to an end Wednesday evening with a reception and the installation of new officers at the closing banquet. The Host Committee will reluctantly bid a fond farewell to all our friends and colleagues until next year's event in Maryland. Make sure you reserve your room at the Hilton Lake Placid Resort as soon as possible so you won't miss the unparalleled experience of this historic village.

The only thing left to add is: Let the games begin!

October 19, 2007 BOARD OF DIRECTOR'S MEETING HIGHLIGHTS

The NRAAO Board of Directors and Committees met in Sturbridge, Massachusetts to discuss the Association's business. Here are some highlights from that meeting:

Membership Committee Our new Chair Betsy Quist (CT) gave her first report to the Board: 379 Active, 17 Associate and 37 Subscribing Members. Total membership is at 433, up 9% over last year. Betsy asked for continued help keeping the membership lists up to date.

Budget Advisory - Audit Committee Angelo Marino (NH) presented a proposed budget for the upcoming fiscal year. A few budget items were reduced to reflect savings due to new procedures. The budget was accepted as presented.

Education Committee Past Chair Linda Cwiek (RI) reported on attendance and experiences from the Newport Conference where several all-day IAAO Forums were offered. The IAAO Forums were well attended, however it was suggested that future registration forms clearly indicate any added cost for materials to attend such Forums. She added that the 3-hour class sessions worked out best for Continuing Education Credits and recommended having a Sign-In Sheet for attendees. A Session/Speaker Performance Form was recommended to rate the attendees' experience and to ask for class suggestions at future conferences.

Awards Committee Chair Donna Ralston (CT) noted that past award recipients are now available on the Website. She requested that each state consider nominating member for the *Sherry Vermilya Award* each year.

Scholarship Committee Viviane Valentine (RI) reported that all ten 2007 Scholarship recipients have accepted the award and most will be using it to attend the NRAAO 2008-Lake Placid Conference.

Newsletter Editor Karen Beattie (RI) reported that the Northeast News is now completely paperless. All past newsletters under her editorship have been converted to a .pdf file and with the assistance of Webmaster David McMullen (NH) are now posted on the website. She thanked Bill Birchall for sending other back-issues, which were scanned and posted on the website as well. Karen asked that news items from any jurisdiction or state be sent to her for consideration in future publications. BeattieK@ScituateRI.org

Web Master David McMullen (NH) requested feedback from the membership regarding the NRAAO website. He has done a great job posting information pertaining to the NRAAO Offices, Committees and Conferences and getting the email notification service up and running.

Conference Advisory & Subcommittees Chair Tony Homicki (CT) stated that the Committee met in Lake Placid and has found the 2008 conference site very accommodating. He provided the Board with a working document on Guidelines for Host Committees and also a History of Conference Information including past conference attendances, registration costs, room rates, vendor participation, etc. Committee Member Ray Beattie (RI) brought some discussion regarding what costs should be assumed by the Host Committee and which should be paid by the NRAAO. The Board also discussed past practices vs. options of what the Host Committee is expected to provide at the annual conference. The discussion was very productive and the results will be included in the Guidelines that the Conference Advisory Committee is working on.

Rhode Island 2007 - Past President Ray Beattie gave his final report on the 2007 Newport conference. He thanked the RI Host Committee for their hard work in every aspect of the conference details and was very pleased to turn over the split proceeds of \$9,011 to the Treasurer.

New York 2008 - Conference Co-Chairs Tom & Pat Frey reported on the conference details and provided a preliminary brochure. Conference highlights include attendance by the President of IAAO and a curling event at the Olympic Center. The New York Conference dates are May 4th to the 8th, 2008 at the Lake Placid Hilton.

Maryland 2009 - Les Pruitt reported tentative conference dates of May 17 - 20 in Ocean City. Several speakers have already been lined up for the 2009 conference in Maryland.

Future Conference Sites 2010 - Maine is looking at conference dates of May 23rd - 27th; 2011 - Connecticut; 2012 - Massachusetts. Rhode Island put in a bid to host the 2013 Conference, most likely in Providence.

New Business NRAAO Secretary Helene Murphy asked to resign from her duties due to health issues. Everett "Gus" Martin (MA) was elected to fill the Secretary's position.

NRAAO Members with Links to IAAO

What would the NRAAO do without its Officers and Committee Members? How would we function as a professional organization without volunteers working on our behalf to promote our goals and objectives? We are a member-driven organization and should recognize those individuals that accept responsibilities to

benefit us all.

These active NRAAO Members are also strongly committed to the mission of IAAO and serve on the noted Boards and Committees. Thank you for answering the call of volunteerism!

IAAO Executive Board

Patricia Hedwall, CAE - CT

Communications Committee

David McMullen - NH

Membership Services Committee

Linda Cwiek, Chair - RI

Thomas Glock - NJ

Professional Designations Subcommittee

James Michaud, CAE - NH

Ad Hoc 75th Anniversary Committee

David McMullen - NH

2008 Northeast Regional Association of Assessing Officers
Striving for the Gold Medal of Equity

Hosted by New York State Assessors' Association
May 4 - 8, 2008 ~ Hilton Lake Placid Resort
 1 Mirror Lake Drive, Lake Placid, NY 12946

Please type or print clearly, or attach business card:

Name: _____ First Name for Badge: _____

Title: _____

Community/Business: _____

Address: _____

City, State, ZIP: _____

Phone #: _____ Email: _____

Companion/Spouse Registration Information:

Name: _____

HOTEL REGISTRATION IS SEPARATE! For Room Reservations Contact the Hilton Lake Placid Resort at (518)523-4411. Mention NRAAO 2008 (Code AAO) for a room rate of \$129/night (plus tax)

CONFERENCE FEES:	Early Registration Before 4/1/2008	Late Registration 4/2/2008 and after
FULL REGISTRATION	\$190	\$210
COMPANION REGISTRATION	\$115	\$135
MONDAY Single Day Registration	\$50	\$50
TUESDAY Single Day Registration	\$100	\$100
WEDNESDAY Single Day Registration	\$100	\$100
IAAO CLASSES (added cost for materials) Tuesday - Forum 937 Wednesday - Forum 171	\$65 Tuesday \$100 Wednesday	
GOLF TOURNAMENT & LUNCHEON Tuesday	\$100 separate form required http://nraao.org/2008.htm	
OLYMPIC DINNER & CURLING Sunday Evening	\$75	\$75
ADDITIONAL RECEPTION & BANQUET TICKETS Wed	\$73	\$73
BOOSTER AD	\$10	\$10

Make Checks payable to **“NYSSA/NRAAO 2008”**
 and return by **April 1, 2008** to:
 NYSAA, PO Box 888, Middletown, NY 10940
 Fax (845) 343-8238 ~ Phone (845) 344-0292

**2008 LAKE PLACID
Conference At A Glance**

Sunday 5/4/2008

Registration
Board of Director's Meeting
Welcome Reception
With our Vendors

Adirondack Buffet
& Olympic Curling Event

Monday 5/5/2008

Annual Meeting
& Awards Breakfast
Vendor Demonstrations
IAAO Rep's Meeting
Educational Sessions

Tuesday 5/6/2008

Golf Tournament
at Lake Placid Club

Educational Sessions
IAAO Forum 937

Wednesday 5/7/2008

Educational Sessions
IAAO Workshop 171

Closing Banquet & Installation of
2008/2009 NRAAO Officers

NORTHEASTERN REGIONAL
ASSOCIATION OF ASSESSING
OFFICERS

Andrea Nilon, President

Lawrence G. Quinn,
Vice President

Paul G. Lesperance, Treasurer

Everett Martin, Secretary

John M. O'Connor Esq.,
Legal Counsel

Raymond E. Beattie Jr.,
Immediate Past President

NRAAO Newsletter Editor
Karen S. Beattie
BeattieK@ScituateRI.org

LAKE PLACID EDUCATIONAL PROGRAM

Monday

Valuation of Conservation Easements David W. Briggs will review aspects of conservation easements to the property owner and to the holder, and explore what factors have an impact on the value of a property for ad valorem tax purposes. Be prepared to participate in this interactive session! (3 hrs, 1:30 - 4:30 pm)

Panel on Assessment Administration Models: Local vs. County vs. State
Panelists Thomas Frey, IAO-New York; Leslie Pruitt-Maryland; Anthony Homicki-Connecticut. A detailed discussion on the different assessment administration structures being used in the Northeast, with review of IAAO Standards for Assessment Administration. (3 hrs, 1:30 - 4:30 pm)

Tuesday

IAAO Forum 937 - House Construction, Design and Systems

Gary J. McCabe, CAE will instruct this session designed to provide a background on residential house construction. Topics to be covered include: location, interior design, environmental hazards, and more! (7 hrs, 9am - noon & 1:00 - 5:00pm)

The Mysteries of Discounted Cash Flow Instructor John Zukowski, MAI, IAO will give a full description of the Capitalization Process. Learn how to reconstruct operating income statements, extract a Capitalization Rate from the Market and get an overview of Yield Capitalization. (3 hrs, 9am - noon)

Time Management David Layne, ASA, IAO asks, Do you have enough time in your day? This session will look at managing ourselves, our activities and getting organized to get more out of our day. (3 hrs, 1:30 - 4:30pm)

Wednesday

IAAO Workshop 171 - Standards of Professional Practice & Ethics

Guy Griscom, CAE and IAAO President will lead this workshop designed to provide performance standards for real property, mass, business and personal property appraisal and consulting. Case studies and exercises illustrate the material. (7 hrs, 9am - noon & 1:00 - 5:00 pm)

Developing an Effective Public Information Plan for Assessors

Patti Hall, Director of Communications & Public Affairs for Tyler Technologies/CLT will cover how to develop a public information plan and how to deal with the media. Best practices in communications with examples from assessor's offices across the US. Bring your questions, challenges, and success stories to this session! (3 hrs, 9am - noon)

Mobile Technology for Appraisers Jay Graber, Apex Software will show what is available for the professional assessor and how it can impact what you are doing in the field. There is new technology being developed every day. See what is out there! (3 hrs, 9am - noon)

The Wonders of the HP 12C John Zukowski, MAI, IAO leads this seminar exploring the HP 12C calculator and how it can be the assessor's best friend for Simple Calculations, Financial Functions, Developing Capitalization Discount Rates and Discounted Cash Flow analysis. If you've got one, bring it to this session. (3 hrs, 1:30 - 4:30pm)

Public Speaking for Assessors Instructor David Layne, ASA, IAO will focus on building skills in speech preparation, presentation and impromptu speaking. All these skills will assist assessors when speaking with the media, town boards and constituents. (3 hrs, 1:30 - 4:30pm)

Visit www.nraao.org for all your Northeast News and conference info!