



# NORTHEAST NEWS

## Leslie Pruitt President 2008-2009



Hi! It is my pleasure to invite you to the 45<sup>th</sup> annual educational conference of the Northeastern Regional Association of Assessing officers. Come ride the carousel in Ocean City, Maryland. I'm sure you will want to join us at the ocean front where the dolphins play, the sea gulls fly and the surf's up! The Maryland Association of Assessing officers, the conference host committee and the hotel staff are making the final preparation to provide our members with a great educational venue. Be sure to mark your calendar for May 17<sup>th</sup> to the 20<sup>th</sup> and join us at the Carousel Hotel (you might even want to bring your ice skates).

like you are in Jamaica and see a breathtaking sunset on the bay. Get reacquainted with old friends and meet new ones. Don't forget to tee up for the golf tournament on Tuesday the 19<sup>th</sup> at the Bay Club golf course. Nestled amid the picturesque woodland and natural wetland of Maryland's Eastern Shore, the course will offer you a challenge. We wrap up with the formal banquet featuring steak and Maryland's famous crab cake.

Rooms start at \$79.00. This is a bargain for the ocean. We are filling up fast. Early registration ends April 1<sup>st</sup> so don't delay. I look forward to seeing you in May.

Leslie Pruitt, President  
NRAAO

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### MD 2009 Host Committee:

#### Conference Co-Chairs:

Jim Soresi & Howard Levenson

HLevenson@dat.state.md.us

#### Registration - Lee Ferguson

GFerguson@dat.state.md.us

#### Vendors - Jim Ward

JWard@dat.state.md.us

#### Education - Charlotte Rogers

CRogers@dat.state.md.us

#### Golf - Bob Smith

RSmith@dat.state.md.us

#### Program - Kathy Phillips

KPhillips@dat.state.md.us

#### Recipe Book - Teresa Hartle

THartle@dat.state.md.us

Topics include New Ratio Standards from the IAAO, Golf Course Valuation. The 7 Hour National USPAP Update Course will be available for those who need to stay current for licensure. These are only a few of the courses being offered for continuing education.

Our conference kicks off with a cocktail party to introduce the vendors on Sunday evening. Our annual awards breakfast is on Monday. We are planning lots of relaxing and enjoyable events for the evenings. Pack your best tropical shirt and join us at *Seacrets*, the most happening night club in town. You will feel

## October 24, 2008 BOARD OF DIRECTOR'S MEETING HIGHLIGHTS

The NRAAO Board of Directors and all eight Committee Chairs met in Groton, CT to discuss the Association's business. Also present were thirteen NRAAO Past Presidents, five State Presidents (three by proxy), eight NRAAO Reps (one by proxy), and eight IAAO Reps. Here are some highlights from that meeting:

**Membership Committee** Chair Betsy Quist (CT) reported that membership is currently at 400, with 340 Regular, 16 Associate, 43 Subscribing, and 1 Counsel Member. After some discussion on dues, the Board voted to keep dues the same. [bquist@ci.woodbridge.ct.us](mailto:bquist@ci.woodbridge.ct.us)

**Budget Advisory - Audit Committee** Chair Angelo Marino (NH) presented a proposed budget for the upcoming fiscal year totaling \$19,930. Upon review, the Membership Committee Expenses were reduced by \$150. The budget was approved as amended. [marinoa@nashuanh.gov](mailto:marinoa@nashuanh.gov)

**Education Committee** Chair Charlotte Rogers (MD) reviewed the 2009 course schedule, which was well received. Webmaster Dave McMullen (NH) will post it online when it's ready. All course summary and instructor bios need to be sent to every state's education committee in order to submit for continuing education credits. Charlotte can be reached at: [crogers@dat.state.md.us](mailto:crogers@dat.state.md.us)

**Awards Committee** Chair Donna Ralston (CT) handed out the 2009 awards nomination criteria to the State Reps and Past Presidents. She noted that while searching "Kay Pardee" online she discovered that there is another award given in Kay's name from UCONN. Contact Donna with award nominations at: [assessor@easthampton.ct.org](mailto:assessor@easthampton.ct.org)

**Scholarship Committee** Viviane Valentine (RI) announced that two of the 2008 Scholarship recipients have declined their award; the two alternates have accepted the scholarship. The number and amount of the 2009 scholarships will be determined at the spring meeting.

[viviane@glocesterri.org](mailto:viviane@glocesterri.org)

**By-Laws / Infrastructure** The Board discussed methods of getting more members from the Canadian provinces involved with the Association, as well as from Delaware, Pennsylvania and Vermont. Outreach and Membership Committees will try to make contact with associates throughout the northeast. It was also suggested to send out a brief history

of the NRAAO; some may not be aware of our existence or our purpose. Now that the exchange rate is almost equal we may be able to get interest from Canada.

[bhaney@neptunetownship.org](mailto:bhaney@neptunetownship.org)

**Newsletter** Editor Karen Beattie (RI) asked for news items or articles be sent to her at: [BeattieK@ScituateRI.org](mailto:BeattieK@ScituateRI.org) There is no limit to the number of pages now that the newsletter is paperless.

**Web Master** David McMullen (NH) is always looking for feedback from the membership regarding the NRAAO website. He also requested the 2009 conference information for posting. [webguy@nraao.org](mailto:webguy@nraao.org)

**Conference Advisory Committee** Chair Tony Homicki (CT) distributed an updated paper on Conference Guidelines. The Conference Advisory Committee is available to assist any host committee while planning for an upcoming conference. This committee has a lot of experience and practical information to share. Just ask! [ahomicki@ci.darien.ct.us](mailto:ahomicki@ci.darien.ct.us)

**New York 2008** - The final conference income and expense report was presented. The NY Host Committee returned \$927 to the NRAAO. The conference was well attended and considered very successful.

**Maryland 2009** - "Ride the Carousel" in Ocean City, MD. President Les Pruitt distributed his committee's conference information and program of events. Conference dates are May 17 - 21, 2009. Room rates are \$79 for a standard room or \$99 for an ocean view at the Carousel Hotel. Full registration fee will be \$195 with day rates also available.

**Future Conference Sites** 2010 - Maine has tentative dates of May 21st - 24th in Portland and will have a full report at the Spring meeting. 2011 - Connecticut; 2012 - Massachusetts; 2013 - Rhode Island. New conference bids were submitted for 2014 - New Jersey & 2015 - New Hampshire.

**New Business** Two NRAAO members are running for IAAO Executive Board this fall. Tom Frey (NY) is seeking his first term on the IAAO's E-Board. Jim Michaud (NH) is also running his first election for IAAO E-Board. The good news is that Tom and Jim are not running against each other, but for a 3-year and 2-year term respectively. The NRAAO Board of Directors unanimously voted to endorse each candidate and wishes them success in the November elections.

### "Ride the Carousel" in Ocean City

It's time to make your room reservations at The Carousel Hotel! Reservations can be made by calling 1-800-641-0011. Ask for hotel/group convention code: NRAAO/MAAO to receive our special rates from May 17th to the 20th. Room rates are \$79 per night for standard rooms; \$99 per night for ocean-front.

Be sure to visit the Carousel Hotel website for all the resort details at: <http://www.carouselhotel.com>

### Submit your favorite, time-tested recipes!

The Maryland Host Committee is compiling a complimentary recipe book for all conference attendees. Your contributions are being accepted until the end of March. Send your favorite recipe to the Attention of Teresa Hartle, SDAT, 3 Public Square, Hagerstown, MD 21740. Recipes can also be emailed to [thartle@dat.state.md.us](mailto:thartle@dat.state.md.us) Please send your recipe within the body of your email, not as an attachment. *Bon Appete'te!*

**Northeast Regional Association of Assessing Officers  
2009 Educational Conference Registration Form**  
Hosted by the Maryland Association of Assessing Officers  
May 17 - 20, 2009 at the Carousel Resort Hotel  
11700 Coastal Highway, Ocean City, Maryland 21842

Please type or print clearly, or attach business card:

Name: _____	Name for Badge: _____
Address: _____	Title/Position: _____
Address: _____	Agency/Company: _____
City: _____	Phone Number: _____
State/Province: _____	email: _____
Zip/Postal Code: _____	Designation: _____

**Program**

Indicate the sessions you would like to attend:

	Monday 5/18	Tuesday 5/19	Wednesday 5/20
8:00 am	[ ] Awards Breakfast		
9:00 am - 12:00 pm	[ ] Opening Session	[ ] Session C [ ] Session D	[ ] Session F [ ] Session G
12:00 pm - 1:00 pm	Lunch on your own	Lunch on your own	Lunch on your own
1:00 pm - 4:00 pm	[ ] Session A [ ] Session B	[ ] Session E	[ ] Session H
6:00 pm - 1:00 am	[ ] Seacrets Party \$55		[ ] NRAAO Installation Banquet

**Registration Fees**

NRAAO/MAAO Members Full Registration:  
 Early Registration Prior to April 1, 2009: \$195.00    After April 1, 2009: \$225.00    \$ \_\_\_\_\_

Non-member Full Registration:                      \$250.00                      \$ \_\_\_\_\_

Companion/Spouse Registration:  
 (Includes Banquet)                      \$125.00    Name: \_\_\_\_\_                      \$ \_\_\_\_\_

Monday Only:                      \$ 50.00                      \$ \_\_\_\_\_

Tuesday Only:                      \$100.00                      \$ \_\_\_\_\_

Wednesday Only:                      \$100.00                      \$ \_\_\_\_\_

USPAP Class Session F (for materials):    \$ 65.00                      \$ \_\_\_\_\_

Seacrets Cocktail Party:                      \$ 55.00                      \$ \_\_\_\_\_

Golf Tournament (Submit Golf Registration Form):    \$95.00                      \$ \_\_\_\_\_

Extra Banquet Ticket:                      \$ 60.00                      \$ \_\_\_\_\_

Association Dues if not previously paid:    NRAAO dues \$30.00 or MAAO dues \$20.00                      \$ \_\_\_\_\_

**Payment**

Make checks payable to "MAAO/NRAAO 2009"                      Total:                      \$ \_\_\_\_\_

**Send Registration Forms To: Gordon Lee Ferguson, 4621 Saul Road, Kensington, MD 20895-4223**

***2009 OCEAN CITY, MD  
Conference At A Glance***

**Sunday 5/17/2009**

Registration 1-5pm  
Board of Director's Meeting 2pm

*Reception w/Vendors 6pm  
Past Presidents' Dinner 7pm  
Hospitality Room 8pm*

**Monday 5/18/2009**

Vendor Hall Opens 7:30am  
Awards Breakfast 8am  
Annual NRAAO Meeting 9am  
IAAO Rep's Meeting 10:30am  
Lunch w/ Vendors 12pm  
Sessions A & B; 1-4pm

*Seacrets \$55; 6-10pm  
Hospitality Room 9pm*

**Tuesday 5/19/2009**

*Golf Tournament at The Bay  
Club-West Course \$95; 10am*

Continental Breakfast 8am  
Sessions C & D; 9am-Noon  
Session E; 1-4pm

*Hospitality Room 4pm*

**Wednesday 5/20/2009**

Continental Breakfast 8am  
Sessions F & G; 9am-Noon  
Session F & H; 1-4pm

*Hospitality Room 4pm  
Cocktail Hour 6pm  
Closing Banquet &  
Installation of Officers 7pm*

**Visit  
[www.NRAAO.org](http://www.NRAAO.org)  
for all your  
Northeast News &  
conference info!**

**OCEAN CITY, MARYLAND EDUCATIONAL PROGRAM**

**Monday**

**SESSION A - Revised IAAO Standard on Ratio Studies** Gary McCabe, CAE will review the recently revised *Standard on Ratio Studies (2007)*. Review ratio study statistics, terms and measures of assessment levels and variability. (3 hrs, 1:00 - 4:00 pm)

**SESSION B - Lower Your Handicap - Golf Course Valuation** Dr. Henry Riley, CAE will focus on characteristics of course description and design that are important in valuation. Review golf industry and current trends, types of golf courses and the importance of the three approaches to value. (3 hrs, 1:00 - 4:00 pm)

**Tuesday**

**SESSION C - Property Inspection Techniques** Coleen Morrison, certified national instructor. This course will assist with field inspections and show you what to look for while conducting a property inspection. Tools & techniques needed to efficiently inspect a property. Recognize repairs & other items that may have direct impact on value. (3 hrs, 9am - Noon)

**SESSION D - Valuing the Unique Market (The Enigma That Is Smith Island)** Instructor Jim Ward will cover principles of appraisal and how each relates to the unique market. This session will provide an overview of Smith Island and why it has a unique market. (3 hrs, 9am - Noon)

**SESSION E - A Beginner's Guide to the Care and Feeding of Ratio Studies** Greg Glover, Certified General Appraiser will explain the purpose and use of ratio studies. He will show the student how to design and display ratio studies, and discuss measurements of central tendency & uniformity. (3 hrs, 1:00 - 4:00pm)

**Wednesday**

**SESSION F - USPAP** Tom Pirritano, Certified General Appraiser will lead this 7-hour National USPAP Update Course and focus on the most current changes to USPAP. Includes clarification of some commonly misunderstood aspects of USPAP. (7 hrs, 8:30 am - 4:30 pm w/lunch break)

**SESSION G - Shopping Center Valuation and Assessment Issues** Jim Vicendese, President, American Property Advisors, Inc. will discuss shopping center appraisal methods and how to prepare for assessor hearings. Also related to this type of commercial property valuation: *Understanding the Structure; Valuing the Shopping Center; What is Taxable?; and Data Collection.* (3 hrs, 9am - Noon)

**SESSION H - The Sale of Real Estate at Auction** Aimee O'Neill, President, O'Neill Enterprises, will provide the appraisal professional with specific knowledge of the auction process. Students will recognize that real property is sold at public auction with increasing frequency and how the market value is affected. (3 hrs, 1:00 pm - 4:00 pm)

**NORTHEASTERN REGIONAL ASSOCIATION OF ASSESSING OFFICERS**

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