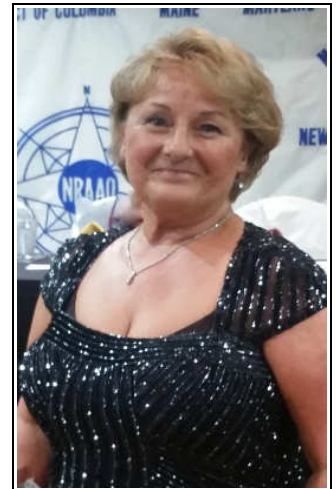


# Northeast News



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**Donna L. Ralston, CCMA II  
 President 2016-2017**

NRAAO  
 2016-2017 OFFICERS

Donna Ralston  
 President - Connecticut

David Deitch  
 Vice President - Connecticut

Paul G. Lesperance  
 Treasurer - Maine

Everett "Gus" Martin  
 Secretary - Massachusetts

John M. O'Connor Esq.  
 Legal Counsel

Bruce Bolt  
 Immediate Past President  
 Maryland

Ginny Thompson  
 President Elect  
 Massachusetts

Dear NRAAO Members,

Well, when I started this note, I was going to say "Happy Spring".. but as I sit here writing, watching the blizzard swirling around me.. it just didn't fit! The 2017 conference is just around the corner and yes, it will be spring by then in beautiful Mystic.

The conference material is on the website [www.nraao.org](http://www.nraao.org) and if you have any trouble retrieving it, just let me know.

All the Committees, under the guidance of Conference Chair Marsha Standish, have been hard at work putting all of the pieces of the puzzle together to ensure that the conference will be exhilarating. The education program is superb – you will get a "Whale of an Education" and our additional events will tickle your fancy: the Mystic Aquarium for our cocktail party; an amazing event at the Mystic Seaport sponsored by one of our top assessment administration vendors; golf overlooking Fishers Island Sound; a poker game without going to the casino; and of course our final event the banquet where I will surrender my gavel to your next NRAAO President, Ginny Thompson.

Mystic is a magical place at any time of year, but specifically in the spring and I cannot wait for you to come and enjoy all of the things we have planned for you. Come early, and stay late!

Remember, the dates for the conference are **May 21-24, 2017**. It will be hosted at the Mystic Hilton, 20 Coogan Boulevard in Mystic, Connecticut.

The NRAAO, first and foremost, is dedicated to providing additional training and educational opportunities for assessing officials all over the Northeast. Our members enjoy a dynamic environment in each of our diverse states to exchange ideas, information on global challenges and to learn more about the latest issues challenging Northeast Assessors today. I am proud to be a part of such a great organization!

I hope (know) I will see you in Mystic!

***"Set Your Sails for a Whale of an Education!"***

Donna L. Ralston, CCMA II, NRAAO President

## **2017 Conference At A Glance**

### **Sunday 5/21/17**

1-5pm Registration

2-3pm NRAAO Board of  
Directors' Meeting

6-11pm Welcome Reception at  
Mystic Aquarium

### **Monday 5/22/17**

Conference Registration

8-10am Awards Breakfast

10:30am MAAO Meeting

10:30am IAAO Representatives  
Meeting

12pm Vendor Lunch

1-4pm Educational Offerings

Assessor Appreciation Night  
Mystic Seaport

### **Tuesday 5/23/17**

8am Annual Golf Tournament  
Shennecosset \$90

Conference Registration

9am-4pm Educational Offerings

Mystic Village Stroll \$60

### **Wednesday 5/24/17**

Conference Registration

9am-4pm Educational Offerings

6pm Cocktail Reception

7-11pm Closing Banquet &  
Installation of Officers

## **NRAAO 2017 – MYSTIC, CONNECTICUT**

Conference Dates: May 21 – 24, 2017

Conference Site: Mystic Hilton  
20 Coogan Boulevard  
Mystic, CT 06355  
(860) 572-2513



Contact the hotel directly and reference the conference code: RAA

Room Rates: \$169 plus tax, unless CT Cert.112 form is provided. See NRAAO website for more details. Complimentary parking.

### **REGISTRATION POLICY FOR 2017 NRAAO CONFERENCE:**

Members of NRAAO have the option of selecting the full registration or may register under the daily registration. The full registration for members and non-members entitles the conference registrant to attend the welcome session, opening session, educational sessions and banquet. Under the daily registration specific amenities are included based upon the day.

Each member or non-member who registers for a full registration may list ONE (1) individual "companion" registration, which entitles the companion to attend the opening session and the banquet. *For this purpose, a "companion" is defined as a non-member of NRAAO or NOT affiliated with the assessment profession.*

Registration is a primary source of funding for the Conference and it is essential that the proper category is selected to ensure full benefits of the Conference.

## **SPRING BOARD OF DIRECTOR'S MEETING**

All NRAAO Past Presidents, Northeast State Association Presidents, NRAAO Officers, NRAAO Committee Chairs and Representatives, are invited to attend the Spring Board of Director's Meeting scheduled for **Sunday, May 21, 2017** at the Mystic Hilton, 20 Coogan Boulevard, Mystic, Connecticut.

Call to Order is at 2pm starting with Officers Reports, followed by reports from all NRAAO Committees and Conference Subcommittees. Please check with others in your state so that you are represented at this bi-annual meeting!

Contact Secretary Gus Martin with your R.S.V.P. or proxy.

[elmartinfarm@verizon.net](mailto:elmartinfarm@verizon.net)

Visit [www.nraao.org](http://www.nraao.org) for all your Northeast News & Conference info!

**NRAAO 2017 Educational Conference**  
**Hosted by NRAAO CONNECTICUT 207 HOST COMMITTEE**  
**May 21 – 24, 2017 at the Mystic Hilton**  
**20 Coogan Boulevard, Mystic, Connecticut 06355**  
**Phone: (860) 572-0731**

Name: \_\_\_\_\_  
 Badge Name: \_\_\_\_\_  
 Companion's Name: \_\_\_\_\_  
 Jurisdiction / Firm: \_\_\_\_\_  
 Mailing Address: \_\_\_\_\_  
 City/State/Province/Zip: \_\_\_\_\_  
 Phone Number: \_\_\_\_\_ E-mail: \_\_\_\_\_

**NRAAO CONFERENCE REGISTRATION FEES** (Check all that apply)

	<b>On/Before April 15</b>	<b>After April 15</b>
<b>Full Package</b> – (Sun-Wed) Includes Welcome Reception, Opening Sessions, Education Sessions/Materials, Breaks and Installation of Officers Banquet (Formal Dress; Black Tie Optional)	(NRAAO Member) <input type="checkbox"/> \$250 (Non-Member) <input type="checkbox"/> \$250	<input type="checkbox"/> \$280 <input type="checkbox"/> \$350

**Companion Registration** – Includes Opening Sessions (Sun & Mon) & Installation of Officers Banquet (Wed)  \$150  \$150

**Daily Registration** – Includes Education Sessions/Materials & Breaks (Business Casual dress requested for all education sessions)

<b>Monday</b> (Includes Opening Breakfast & Lunch w/Vendors)	<input type="checkbox"/> \$125
<b>Tuesday</b> – Education Sessions	<input type="checkbox"/> \$100
<b>Wednesday</b> – Education Sessions (Includes Banquet & Installation of Officers)	<input type="checkbox"/> \$100 <input type="checkbox"/> \$185
<b>Wednesday – USPAP</b> (Additional Fee – Includes Textbooks)	<input type="checkbox"/> \$125

**Banquet & Installation of Officers Only**  \$85  
 (Included with Full Registration; Formal Dress; Black Tie Optional)

**BECOME A CONFERENCE BOOSTER!!! YES, I would like to be a BOOSTER**

Please list my name in the conference program as a patron.

Name: \_\_\_\_\_  \$25 \$ \_\_\_\_\_

Jurisdiction/Firm: \_\_\_\_\_

**Total Amount Enclosed**

**\*\*\*PLEASE IDENTIFY WHICH EDUCATION SESSIONS YOU WILL BE ATTENDING\*\*\***

**Monday**

US Regional Outlook   
 Global Real Estate Trends   
 Parcel/Cadastral Standards   
 Revaluation Companies Thinking

**Tuesday**

Commercial Cost Valuation   
 Creating Value in Real Estate   
 Managing Tax Appeals   
 Market Price vs. Market Value   
 Property Tax Disputes   
 Billboard Lease Mass Appraisal   
 Solar Energy – Multi-State

**Wednesday**

USPAP   
 Safety in the Workplace   
 Derivation, Cost. Cap Rates   
 Future Real Estate Trends   
 Residential Waterfront Issues

**Make Check/Voucher Payable to: NRAAO-CT 2017**  
**Hotel Registration Deadline:**  
**Thursday, April 20, 2017, 5:00pm**  
**Hotel Registration code: RAA**

**Mail To:**  
**Betsy Quist/NRAAO**  
**PO Box 5005**  
**Woodbridge, CT 06525**

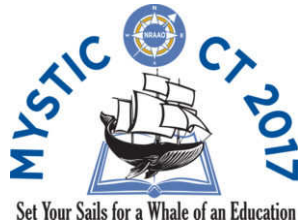
**Phone: (203) 389-3416**  
**Fax: (203) 389-3480**

## Northeastern Regional Association of Assessing Officers

An Affiliate of the International Association of Assessing Officers

### **NRAAO 2017 Conference**

<http://www.nraao.org>



***Donna L. Ralston, President***

***Marsha Standish, Conference Chair***

March 17, 2017

The 2017 NRAAO Conference is two months away and the Host Committee has worked to ensure that the educational program meets and aligns with current issues that face Assessor's Offices throughout the NRAAO region. Learning takes on all forms of educational venues whether it is a business-related lecture or regional sights and sounds of history.

The opening welcome will be given by the Hon. Colonel Robert R. "Rob" Simmons, former member of Congress, CIA and present First Selectman of the Town of Stonington.

Networking is a vital part of conferencing and there will be ample opportunities with functions such as the sponsored breakfast and luncheon during the educational sessions. Public and personal issues that arise in an office have been known to be resolved by communicating with fellow colleagues.

Program and Registration information for the 2017 NRAAO Conference have been posted on the NRAAO website. Scroll through the Conference section to the Conference Corner to see Who's Who, and look back at photos from the 2016 Conference.

Each day following our educational program are events that will provide further networking and enhance your stay in Mystic. The welcoming reception is an evening at the Mystic Aquarium in which you may meet with a vendor surrounded by aquatic life. During the conference, there will be a historic tour at the Mystic Seaport followed by a sponsored reception at Latitude 41 Restaurant, Strolling through the Mystic Village or golfing at the historic Shennecossett Golf Course. Absorb picturesque architecture, museums and scenic shoreline during the month of May.

Whatever you choose to do during the Conference, the Host Committee is dedicated to making it a memorable experience.

Marsha L. Standish, CCMail, CCMC, SPA

2017 NRAAO Conference Chair

## NRAAO EDUCATION SESSIONS

### MONDAY, MAY 22, 2017

**10:30 AM – 12:00 PM**      **US Regional Economic Outlook**  
**SESSION 1**                      **Peter Gioia, Economist**  
**1.5 Credit Hours**              **Connecticut Business & Industry Association**

Mr. Gioia will provide an overview of how the economy of the Northeast Region has progressed through the Great Recession with a discussion of differences in regional performance, recovery and future forecasts. He will highlight the various industries throughout the region and identify significant economic indicators to markets. The session will conclude with highlights of how the economy has performed before and after the presidential election cycle with forecasts through 2017 and into the future.

**1:30 PM – 4:30 PM**              **Global Real Estate Trends – The New Order**  
**SESSION 1**                      **Raymond G. Torto, Ph.D, CRE**  
**3.0 Credit Hours**              **Raymond Torto Commercial Real Estate Advisory Services**

In this session, Dr. Torto will present an overview of global real estate trends which will challenge the conventional valuation models in commercial real estate. The goal is to look beyond the horizon as to what will be affecting commercial real estate markets. Market analysis will be global—covering Europe, Asia Pacific the Americas with a concentration on the U.S. Northeast region. Topics will include the availability of equity and capital for refinancing existing real estate assets and new construction with a breakdown of where the capital is flowing. Also covered will be the changing business models, technology, and growth of markets in China and how they affect the global market overall. This session will conclude with an outlook to where commercial real estate markets are going in 2017 and beyond.

**1:30 PM – 4:30 PM**              **Parcel / Cadastral Standards in New England**  
**SESSION 2**                      **Mark Goetz, GISP**  
**3.0 Credit Hours**              **Connecticut Metropolitan Council of Government**

This session will provide an understanding of why there are many national and state initiated parcel data standardization efforts. This session will begin with a look at New England state parcel standards and programs as well as identify the business needs that are driving these standardization process. During the session, a historic examination of the lineage of a few Connecticut municipal parcel ap products will demonstrate how the original ap product development impacts the use of those products today and in the future. Also, state agency roles in maintaining parcel level data will be demonstrated.

These perspectives will be used to frame the benefits of standardized formats, best practices in maintaining parcel data, and how GIS practitioners should become trained / certified to manage this type of data moving forward.

**1:30 PM – 4:30 PM**              **Revaluation Companies – What are they thinking?**  
**SESSION 3**                      **John J. Valente, ASA**

This seminar will focus on the inner thoughts and corporate conversations of revaluation vendors as they propose, bid and work on your reassessment project. The format of the seminar will not focus on what bid specs to use but to rather focus on the vendors interpretation, reaction and business decisions in response to those specs. In addition, the seminar will provide insights about what happens "back at the office" as they work with you throughout your project. Finally, participants will walk away with a new perspective and some strategic communication techniques that will help you and the vendor create a very successful reassessment project.

*Continued on Page 6...*

**TUESDAY, MAY 23, 2017****9:00 AM - 12:00 PM  
SESSION 1                      Commercial Cost Valuation  
James Seibers, Core Logic**

The session will teach a little about Marshall & Swift research methods and will also teach about cost methodology in a simple to follow format allowing users to quickly apply newly learned techniques. The Marshall Valuation Service is the basis of how many of our other commercial products operate (MVS, CCE, CE, SE, MVP).

**9:00 AM – 12:00 PM                      Creating Value in Real Estate  
SESSION 2                      Peter Vimini, MAI & Christopher Kerin, MAI, CCIM  
3.0 Credit Hours                      Vimini Associates Real Estate Services and Kerin & Fazio Valuation Group**

In this seminar, we'll examine real estate from the investor's perspective and learn how to identify the key factors that influence property value. Participants will gain a better understanding of the real estate investment process and improve their skills in dealing with property owners. It's important for assessors to recognize and properly value investment opportunities in their markets. We'll share the latest strategies for real estate investing, including techniques that sophisticated investors use to create value. We'll also show how investors raise equity capital, including new crowd funding opportunities, and examine how property taxes influence real estate investment decisions. At the end of this seminar, participants will have the tools they need to recognize smart investment opportunities, and gain a better understanding of the real estate investment process.

**9:00 AM – 12:00 PM                      Managing Tax Appeals  
SESSION 3                      Barry Cunningham, Ph.D, MAI and H. James Stedronsky Esq.  
3.0 Credit Hours                      Clarus Global Solutions, LLC**

This session seeks to reexamine the procedures in place for resolving value disputes and suggest a more effective process for managing those disputes in the context of litigation. Managing value disputes more effectively leads to better outcomes, better relationships with stakeholders both now and in the future, and does so at a greatly reduced cost to all parties. This session relies on highly interactive discussions and mock negotiations and mediation which this presenter refers to as Dispute Resolution Events or DRE's.

**1:30 PM – 4:30 PM                      Market Price vs. Market Value  
SESSION 1                      Albert W. Franke III, MAI, SRA, MRICS and John Leary, MAI, CRE  
3.0 Credit Hours                      Advisra Consulting, LLC**

This informative session begins by reviewing the various definitions of market value used in the property field today and discusses the price/value relationship and the components of real estate market cycles. The program introduces market observations and delves into unique buyers and properties including real estate investment trusts (REITS), the legal drug business (Walgreens, CVS, Rite Aid build/leasebacks with a single tenant net lease sale), big box retail, and the valuation of owner-occupied retail in the wake of recent court decisions. The session also touches on high-value and unusual residential dwellings and unique waterfront properties. Attendees will be engaged with case studies and encouraged to provide input.

**1:30 PM – 3:30 PM                      Challenges in Adjudicating Property Tax Disputes  
SESSION 2A                      Glenn Newman, Esq., Greenberg Traurig LLP  
2.0 Credit Hours                      Hon. Arold W. Aronson, CT Superior Court**

This session will examine the process of adjudicating real property assessment appeals including handling a large volume of cases; how to ensure fairness for self-represented taxpayers, and making sure that relevant evidence is submitted to arrive at the most appropriate result. Issues such as determining the property capitalization rate; use of information from comparable properties; separating business value from real estate and valuing special purpose properties will be discussed.

*Continued on Page 7...*

**3:30 PM – 4:30 PM**                    **Billboard Lease Mass Appraisal**  
**SESSION 2B**                            **Paul Wright, ASA**  
**1.0 Credit Hours**                    **Sign Value**

In this program we will examine the sign owners leased fee interest and land owners leasehold interests. The presenter will discuss important billboard features and provide pertinent facts regarding the billboard industry. This session will also cover valuation models, applicable expenses, and cap rates.

**1:30 PM – 4:30 PM**                    **Solar Energy – A Multi-State Review**  
**SESSION 3**                                **Brad N. Mondschein, Esq.**  
**3.0 Credit Hours**                    **AlexFox, Michey toro, Pullman & Comley LLC**

This session will focus on the Nuts and Bolts of Installing Solar Energy, and The Rules and Regulations for Property Tax Assessors (A Multi-State Review). C-TEC Solar will present to the audience on how solar is installed on roof tops and on ground mounts. This will include the various components of the systems, the configuration and orientation requirements and the customer acquisition process. The session will also cover the various incentives that are available in various New England states including the property tax incentives that may be available to solar systems and the restrictions that some of these incentives have.

**WEDNESDAY, MAY 24, 2017**

**8:00 AM – 11:30 AM &**                    **Uniform Standards of Appraisal Practice (USPAP)**  
**1:00 PM – 4:30 PM**                    **Leslie G. Pruitt, Assistant Supervisor, Somerset County, Maryland**  
**SESSION 1**                                **Department of Assessments & Taxation**

This workshop is a 2016 – 2017 National 7-hour USPAP Update offered for continuing education for licensure and certification through The Appraisal Foundation. The workshop provides a general overview of USPAP guidelines, advisory opinions, statements, and other appraisal practices.

**9:00 AM – 12:00 PM**                    **Safety in the Workplace – Active Shooter**  
**SESSION 2**                                **Officer Edward Cullen**  
**3.0 Credit Hours**                    **Stonington Police Department**

The material will cover recommendations by The Federal Bureau of Investigations, The Department of Homeland Security and Advanced Law Enforcement Rapid Responses Training. The session will relate to field inspections along with insight as to why people survive and others don't.

**9:00 AM – 12:00 PM**                    **Derivation, Construction and Loading of Cap Rates**  
**SESSION 3**                                **Miles Andrews, MAINTAINING**  
**3.0 Credit Hours**                    **Andrews & Galvin Appraisal Services**

The student will gain an understanding of how decisions made during the calculation of New Operating Income can influence an overall capitalization rate derived from the sale of an income property. We will examine the effect of excess rent and below market rent on capitalization rates. The inclusion or exclusion of certain expenses in the calculation of NOI will also be investigated. The student will gain an understanding of accepted methods in the derivation of capitalization rates from market data, how cap rates can be built, and how to interpret and apply published data. Attendees will also learn the theoretical and practical distinctions between risk premiums and ad-valorem loads to capitalization rates.

**1:00 PM – 4:30 PM**                    **Uniform Standards of Appraisal Practice**  
**SESSION 1**

Continuation of the morning session.

*Continued on Page 8...*

**1:30 PM – 4:30 PM**  
**SESSION 2**  
**3.0 Credit Hours**

**Millennials and Future Real Estate Trends**  
**Arthur A. Linfante III, MAI, CRE & Mark Pomykacz, MAI, MRICS**  
**Value Research Group LLC**

This session will examine issues surrounding the appraisal and assessment of Big Box Stores and single tenant retail properties and trends that are developing due to the emerging Millennial population. This presentation will include the perceived changes coming in retail real estate; the status of functional and economic obsolescence; appraisal theory and techniques for analyzing obsolescence and assessment disputes that may arise from issues of obsolescence. The Millennial population is larger than the baby boom generation and they will likely impact the economy for the next 75 years. This session will address how the real estate industry will have to adjust to accommodate their demands on real estate and how retail properties may be affected by the growing movement toward online purchasing. The session will also include a discussion of how the residential housing market may be impacted as Millennials move from rental to home ownership in and around urban centers.

**1:30 PM – 4:30 PM**  
**SESSION 3**  
**3.0 Credit Hours**

**Residential Waterfront Valuation Issues & Techniques**  
**Melissa Baer, CAE, CCMA II, Tyler Technologies**  
**Mary Gardner, CCMA II, Matthew Auger, Esq.**

The first part of the session will discuss some of the issues specific to waterfront properties including FEMA, water depths and tidal changes. It will also cover valuation techniques that can be used to value a variety of types of waterfront. The second part of the session will be a review of the class action lawsuit Touhy, et al vs Town of Groton. The plaintiffs are residents of Groton Long Point, a private waterfront community. Groton Long Point has a separate police force, fire department, building, zoning, public works and recreational departments. The plaintiffs sued under Section 12-119, manifestly excessive statute not on value, but methodology, specifically to the use of a building factor which was applied to only this neighborhood.

### MESSAGE FROM NEWSLETTER EDITOR

After seventeen years of editing the “*Northeast News*”, I have decided it is time to step aside and give someone else the opportunity to work on the NRAAO's bi-annual newsletter. I have seen the newsletter come from a 4-page, b&w printed document, to a full-color, multi-page electronic publication. I remember being tasked with sticking all those labels on the printed newsletters, and bringing boxes of paper to the post office for mailing that first issued I edited (*Fall 1999*). Technology has saved the NRAAO a lot of money, as the electronic publications have become virtually cost-free, not to mention all the trees we have saved.

My highlights along the way were having “*Northeast News*” be nominated for the IAAO's Zangerle Award twice, and winning the award in 2012. I have adored every President I had the pleasure to work with, most notably assisting one of them with cuff links on his French cuff shirt at banquet.

The President-Elect, Ginny Thompson (MA), will be searching for a replacement and I encourage anyone interested to contact her directly. Her email is: [thompson@manchester.ma.us](mailto:thompson@manchester.ma.us)

I am not going far. I remain the NRAAO Representative from Rhode Island, and will become President-Elect next year, NRAAO President the subsequent year when Rhode Island hosts the annual conference in Newport, 2019. Thank you for the opportunity to help get out the word about our organization!

*Karen S. Beattie, RES, RICA*



## OCTOBER 21, 2016 BOARD OF DIRECTORS' MEETING HIGHLIGHTS

**President's Report** Donna Ralston (CT) called the Fall Board Meeting to order in Mystic, Connecticut.

**Treasurer's Report** Paul Lesperance (ME) provided an income and expense report for the period ending September 30, 2016, which was accepted as presented.

**Secretary's Report** Gus Martin (MA) administered roll call and reported that all 6 NRAAO Officers were present, as well as 17 Past Presidents, 3 State President, 4 NRAAO Reps, 4 IAAO Reps and 11 NRAAO Committee Chairs. The minutes of the Spring 2016 Board Meeting were approved with corrections.

**Membership Committee** Chair Betsy Quist (CT) was unable to attend the meeting. Members requesting membership information may contact her directly.

**Budget Advisory Committee** Chair Angelo Marino (NH) presented the Board with a proposed budget and noted the organization is solvent. The budget included actual expenditures by category. Angelo also reported that he reviewed the Treasurer's records and found them to be in complete order.

**Education Committee** Co-Chairs Linda Cwiek (RI) and Les Pruitt (MD) did not have a report to give at this time.

**Awards Committee** As the new Committee Chair, Tony Homicki (CT) noted his goal to get every jurisdiction to recommend a candidate for the *Sherry Vermilya Award*.

**Scholarship Committee** Chair Viviane Valentine (RI) reported that for the first time in many years, all ten scholarship awards were accepted and will be used. Award Recipients are: **Dawn Crozier** from NJ; **Joseph Ferraro**, **William Gaffney**, **Sarah Scacco**, **Norman Wood** and **Ann Marie Heering** from CT; **Michael Flynn** and **Wendy Jones** from MA; **Suzanne Kogut** from RI; and **Leslie Pruitt** from Maryland. Each recipient will receive a complimentary registration to the 2017 NRAAO Conference in Mystic, CT.

**By-Laws / Infrastructure** Co-Chairs Linda Cwiek (RI) and Karen Marchant (NH) reported no current activity.

**Outreach Committee** Kathy Pierce (MA) asked all NRAAO Reps to spread information about the NRAAO at their state, county or regional meetings.

**Newsletter** Editor Karen Beattie (RI) noted that the spring newsletter will be published in mid-March. Send information by the end of February to her at [BeattieK@ScituateRI.org](mailto:BeattieK@ScituateRI.org)

**Conference Advisory & Subcommittees** Tony Homicki (CT) reported continued efforts to keep conference proceedings and statistics updated. Upcoming conference site committee reports followed:

Maryland - 2016 Immediate Past President Bruce Bolt gave a final report on the Maryland Conference.

Connecticut - 2017 Conference Chair Marsha Standish explained that all the Committees are doing great. Mystic Hilton room rate is \$169 plus tax, no parking fees. On-line registration will be available shortly through the NRAAO Website. Welcome reception at the Mystic Aquarium is across the street from the Hilton. The Educational Program is all lined up and classes are certified for continuing education.

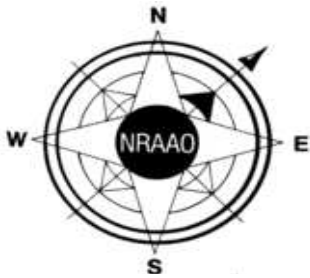
Massachusetts - 2018 Ellen Brideau, Conference Chair, discussed the conference details. The room rate at Quincy Marriott is \$155/night plus tax, and no parking fees. President Elect Ginny Thompson requested the \$2,000 seed money for NRAAO/MAAO 2018 conference, which was approved. Quincy is called "The City of Presidents"; therefore the 2018 conference motto will be "Leadership Starts Here".

Rhode Island - 2019 Karen Beattie reported that the RI Host Committee has selected the Newport Hyatt Regency on Goat Island as the conference site. Conference dates are April 28 through May 1, 2019. Room rate is \$194. The self-parking and resort fees are all waived. There is a shuttle to take guests to and from downtown Newport.

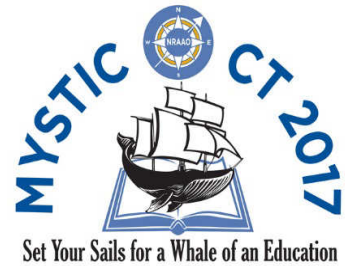
Other upcoming conferences are: 2020 - New Jersey.

**Old Business** There was no old business.

**New Business** New Hampshire formally requested to host the 2021 conference. Kathy Pierce (MA) noted that social media sites such as LinkedIn would provide a link to keep members active and informed. Kathy suggested a protocol be looked at in order for it to work well and within professional standards. She will have more information at the next meeting for discussion. Ray Beattie Jr. (RI) mentioned that NRAAO Member Stuart Topliff (CT) is running for the IAAO Executive Board and encouraged all to support him in his election.



**2017 ANNUAL NRAAO  
CONFERENCE  
SOCIAL ACTIVITY  
REGISTRATION  
MAY 21-24, 2017**



Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City / State / Province / Zip: \_\_\_\_\_

Phone Number: \_\_\_\_\_ E-Mail: \_\_\_\_\_

**NRAAO CONFERENCE ACTIVITY FEES** *(Check all that apply)*

**Sunday Evening – Welcome Reception at the Mystic Aquarium**  **\$85**  
*(Included with full registration)*



**Monday Evening - Assessor Appreciation Night**  **\$10**  
**- Private Mystic Seaport Tour**  **Free; limited to 1<sup>st</sup> 50 People**

**Tuesday – Golf Outing – Shennecosset Municipal Golf Course**  **\$90**  
See separate flier



**Tuesday Evening – Mystic Village Stroll**  **\$60**  
See separate flier



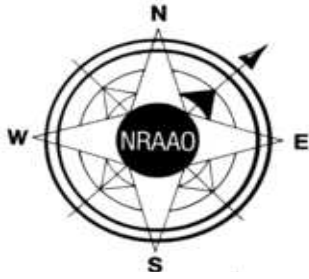
**Wednesday Evening – Banquet & Installation of Officers**  **\$85**  
*(Included with full registration) (Formal Dress; Black Tie optional)*

\$ \_\_\_\_\_  
Total Activity Fee Enclosed

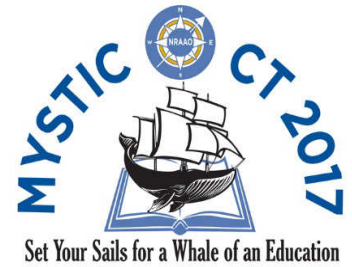
**Make Check/Voucher Payable to: NRAAO-CT 2017**  
**Hotel Registration Deadline:**  
**Thursday, April 20, 2017, 5:00pm**  
**Hotel Registration code: RAA**

**Mail To:**  
**Betsy Quist/NRAAO**  
**PO Box 5005**  
**Woodbridge, CT 06525**

**Phone: (203) 389-3416**  
**Fax: (203) 389-3480**



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