



Northeast News

Ginny N. Thompson,
MAA
President 2017-2018



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NRAAO

2017-2018 OFFICERS

Ginny N. Thompson
President— Massachusetts

Kathy Peirce
Vice President— Massachusetts

Paul G. Lesperance
Treasurer— Maine

Everett "Gus" Martin
Secretary— Massachusetts

John M. O'Connor Esq.
Legal Counsel

Donna Ralston
Immediate Past President
Connecticut

Karen Beattie
President Elect
Rhode Island

"Leaders Start Here!!"

That is our message to all attendees of the 2018 NRAAO/MAAO Conference. Quincy, Massachusetts is the City of Presidents which means, leaders did start here.

We hope to see a lot of leaders at our Conference at the Boston-Quincy Marriott, April 29 – May 2, 2018. Come one, come all. You have a lot of great educational choices to pick from, a Red Sox game to go to, some great entertainment to enjoy and a lot of NRAAO and MAAO members to have fun with.

Our Conference Committee, which is chaired by Ellen Brideau, has done an amazing job with help from a lot of amazing people. I would like to thank everyone who helped and a special thank you to Christine Purple, Administrative Assistant to the MAAO who has been handling everything for the MAAO after the loss of our Executive Director, Bob Ellia and working with us to get everything done.

All of the information is now available for you to register on-line, get your room and pick your educational choices. We also are offering tickets to a Red Sox game on Monday night, with transportation. You can also golf in the golf tournament on Tuesday.

Sunday night will start us off with cocktails, appetizers and great entertainment. Monday morning will be the awards breakfast with some special guests. Tuesday night you are on your own to visit downtown Quincy with all its renovations, restaurants and history or Boston to enjoy theater, restaurants, bars, museums, etc. Wednesday night will be the banquet with a great band that all will enjoy and the changing of the guard for next year.

There will be an NRAAO Board meeting on Sunday, April 29, 2018 at 3 p.m. at the hotel.

I hope you all enjoy yourselves, meet new friends and get the education you are looking for as a leader.

Ginny Noyes Thompson, MAA
NRAAO President 2018



"Leaders Start Here!"

Dear NRAAO Members,

The NRAAO Conference has a long tradition of being an annual gathering of Assessors with the shared goal of enhancing their job knowledge, networking with peers and meeting with vendors to learn about the newest enhancements to the tools we use daily.

Our President, Ginny Thompson and I would like to personally invite you to attend the "Leaders Start Here" NRAAO 2018 Conference which will take place from April 29th thru May 2nd in Quincy MA.

The MAAO host conference committee has a strong educational agenda and has been working hard to make sure that NRAAO tradition continues in Quincy, MA.

We have scheduled educational sessions on the following topics:

- ◇ Real Estate Trends in the Global Economy
- ◇ Valuation of Solar and Wind Facilities
- ◇ Issues in Valuing Complex Industrial Properties & Pertinent Court Cases
- ◇ GIS Tools for Analysis
- ◇ What is Personal Property Worth
- ◇ Valuation of Contaminated Properties
- ◇ Effective Communication & Presentation Skills
- ◇ International Property Measurement Standards (IPMS)
- ◇ Excel and Power BI Analytics for Assessors
- ◇ PowerPoint for Assessors
- ◇ Active Shooter Training

In addition to our educational sessions, our vendor exhibits will provide you with an opportunity to meet and discuss the latest products available to improve your office productivity and the Trends in Technology sessions will allow you to see first-hand how these product work.

We look forward to welcoming you in Quincy.

With warm regards,

Ellen M. Brideau, MAA CNHA
Conference Chair
NRAAO 2018

2018 Conference At a glance

Sunday April 29

Conference Registration
NRAAO Board of
Directors' Meeting
Opening Reception Marriott
Boston-Quincy

Monday April 30

Conference Registration
Vendor Presentations
Opening Breakfast
Annual NRAAO Business
Meeting
Awards Presentations
Guest Speakers
Educational Offerings

Tuesday May 1

Conference Registration
Annual Golf Outing at
South Shore Country Club
Educational Offerings

Wednesday May 2

Conference Registration
Educational Offerings
Evening Cocktail Reception
Closing Banquet &
Installation of Officers

NRAAO 2018 Conference : Quincy, Massachusetts

Boston Marriott Quincy

1000 Marriott Drive
Quincy MA 02169
Phone: (617) 472-1000



Reserve your rooms online through the link on the NRAAO website or contact the hotel directly.

Room Rates: \$155 plus tax per night. Discounted nights are Saturday April 28th –Wednesday May 2nd. Book the discounted rate through April 9th or until reserved block is sold out.

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, April 29, 2018 at 3 p.m. at the hotel.

Contact Secretary Gus Martin with your RSVP or proxy.

elmartinfarm@verizon.net

Visit www.nraao.org for Conference info

2018 NRAAO CONFERENCE

Boston Marriott Quincy, Quincy, Massachusetts

April 29th – May 2nd

CONFERENCE AGENDA

Sunday, April 29th

- 2:00 pm – 5:00 pm **Registration** – *Registration Room*
- 3:00 pm – 5:00 pm **NRAAO Executive Board Meeting** – *Dorothy Quincy Ballroom*
- 6:00 pm – 10:00 pm **Opening Reception with Exhibitors** entertainment by “Too Cool” -*Salon 4 & 5, President’s Ballroom* –
Sponsored by Platinum Sponsor Vision Government Solutions
-

Monday April 30th

Schedule of Events

- 8:30 am – 5:00 pm **Registration** *Registration Room*
- 9:00 am – 12 noon **Vendor Exhibition** – *Salon 4 & 5, President’s Ballroom*
- 9:00 am – 10:30 am **NRAAO Business Meeting & Breakfast Buffet** – *Salon 4 & 5, President’s Ballroom*
- 10:30am – 12 noon **Morning Sessions**
- 12 noon – 1:30 pm **Lunch with the Vendors** - *Salon 4 & 5, President’s Ballroom*
- 1:30 pm – 4:00 pm **Afternoon Sessions**
- 5:30 pm **Social**- Red Sox (7:10 pm start) vs. Kansas City – *Additional Fee for game and transportation*

Educational Program Agenda

NRAAO Annual Business Meeting & Breakfast Buffet

- 9:00 am – 10:30 am** **Welcoming Remarks**
- Virginia N. Thompson, MAA, President, NRAAO & Secretary, MAAO
- Thomas P. Koch, Mayor, City of Quincy
- "John Adams"
- Dorothy Jacks, AAS, President, IAAO & Property Appraiser, Palm Beach County, West Palm Beach, Florida
- Awards Presentation** – Katherine Peirce, MAA, Principal Assessor, Town of Holliston

Session 1

10:30 am – 12 noon

1.5 recertification credits

Morning Session: Trends in Technology Vendor Showcase

25 mins. Each 3 Vendors TBD

Session 2

NO recertification credits

Morning Session: IAAO Representative Meeting – *Dorothy Quincy Ballroom*

Session 1

1:30 am – 4:00 pm

3 recertification credits

Afternoon Session: Trends in Technology Vendor Showcase

25 mins. Each 3 Vendors TBD

Monday, April 30th continued...

Session 2

Afternoon Session: Active Shooter Training

1:30 am – 4:00 pm

3 recertification credits

What to do during an active shooter event. This session will provide a history of active shoot events, such as the home grown violent extremists, terrorist, as well as the lone wolf. We live in a time where you must be prepared for the potential of such an event. Mr. Brandt will provide tips on how to be properly prepared and how to survive an active shooter event and to review your first line of defense (see something/say something). He will provide you with a review of what to expect during the law enforcement response.

Speaker: H. Skip Brandt, CPP, CLSD, JP, Director of Security, Boston Park Plaza

Session 3

Afternoon Session: Real Estate Trends

1:30 am – 4:00 pm

3 recertification credits

This session will focus on the globalization of real estate as real estate sector becomes a major asset class of financial investors. It will outline the dimensions of the global economy, the distribution of real estate, the fundamentals of current (2108) real estate markets across the globe and the implications of global capital for the pricing of real estate in the U.S. The final sections will assess the impact on pricing of real estate in a global context.

Speaker: Raymond Torto, PHD., Lecturer, Harvard University

Tuesday, May 1st

Schedule of Events

8:00 am – 5 pm	Registration – <i>Registration Room</i>
8:00 am	Golf Tournament – Social - South Shore Country Club- <i>Additional Fee to play</i>
8:00 am – 9:00 am	Continental Breakfast – <i>Foyer</i>
8:30 am-12 noon	Morning Sessions
10 am – 10:15 am	Morning Break - <i>Foyer</i>
12 noon – 1:30 pm	Lunch - <i>On Your Own</i>
1:30 pm – 5:00 pm	Afternoon Sessions
3:00 pm – 3:15 pm	Afternoon Break – Ice Cream Social – <i>Bring your snack back to class</i>

Educational Program Agenda

Morning Sessions

Session 1

All Day Session: USPAP, National 7 Hour Update Course - additional fee for textbook

9:00 am – 4:30 pm

7 Recertification Credits

The 2017-2018 7-Hour National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course. The course focuses on the most recent changes to USPAP for 2018 and 2019, and on appraisal issues that affect daily appraisal practice.

Speaker: Leslie G. Pruitt, Supervisor of Assessments, Somerset County, Maryland Department of Assessments & Taxation

Session 2

All Day Session: IAAO - Forum 911 Valuation of Contaminated Properties

8:30 am – 5:00 pm

7.5 Recertification Credits

Participants will have the opportunity to analyze and evaluate the impact that contamination has on property valuation. Contamination appears in many forms; pesticides on agricultural properties, gas leaks at the corner gas station, run-off from landfills, and industrial by-products are some of the more common forms. Assessment officials must be prepared to deal with the impact these occurrences have on property valuation.

Speaker: Leslie Robert P. Reardon, CAE, Director of Assessments, City of Cambridge

Tuesday, May 1st continued...

Session 3

9:00 am – 12 noon

3 Recertification Credits

Morning Session: PowerPoint for Assessors

PowerPoint for Assessors lays out the essentials for creating and delivering effective presentations. By working through live exercises, participants will learn how to create, edit, and share PowerPoint presentations, engage audiences, present data in a meaningful way, and effectively use graphics. PowerPoint for Assessors covers the following topics: Creating presentations using themes and templates; Presentation do's and don'ts; Effectively using pictures, SmartArt, shapes, and charts; Using speaker notes and comments; Adding video; Moving the slide deck; Sharing presentations and creating printouts; and, Presentation tips and tricks. Participants are encouraged to bring a laptop with PowerPoint 2007 or newer to participate in the live exercises.

Speaker: David M. Cornell, CAE, MAI, is a Microsoft Certified Trainer and a Certified Excel Expert, Cornell Consultants

Afternoon Sessions

Session 1

9:00 am – 4:30 pm

Continuation of the All Day Session: USPAP, National 7 Hour Update Course - *additional fee for textbook*

Session 2

8:30 am – 5:00 pm

Continuation of the All Day Session: IAAO - Forum 911 Valuation of Contaminated Properties

Session 3

1:30 am – 4:30 pm

3 Recertification Credits

Afternoon Session: Public Speaking

This session will focus on enhancing and expanding your presentation skills to help you effectively communicate your ideas during technical presentations with the aid of PowerPoint as well as improve your public speaking skills. Participants will examine the fundamentals of effective public speaking and the essentials of preparing and delivery presentations and speeches.

Speaker: Linda K. Mallen, Mallen Communications

Wednesday, May 2nd

Schedule of Events

8:00am – 12:00 noon	Registration – <i>Registration Room</i>
8:00 am – 9:00 am	Continental Breakfast – <i>Foyer</i>
8:30 am – 12 noon	Morning Sessions
10:00 am – 10:15 am	Morning Break - <i>Foyer</i>
12 noon – 1:30 pm	Lunch - <i>On Your Own</i>
1:30 pm – 5:00 pm	Afternoon Sessions
3:00 pm – 3:15 pm	Afternoon Break
5:00 pm – 6:00 pm	Past President's Reception – <i>Dorothy Quincy Ballroom</i>
6:00 pm – 7:00 pm	Cocktail Reception – <i>Foyer</i>
7:00pm – 11:00 pm	Installation Banquet with entertainment by "Wildfire" <i>Salon 4 & 5, President's Ballroom</i>

Wednesday, May 2nd continued...

Educational Program Agenda

Morning Sessions

Session 1

Morning Session: Valuation of Solar and Wind Facilities: Issues in Valuing Complex Industrial Properties & Pertinent Court Cases

9:00 am – 12 noon

3 Recertification Credits

This session will take a look at the major issues concerning the valuation of complex commercial and industrial properties. The valuation of Big Box stores and renewable energy especially wind and solar are the hot topics in the forefront of today's property tax professionals. These properties are the most complex to appraise and require an in depth understanding of highest and best use, fee simple vs. leased fee, government incentive programs, intangible assets such as power purchase agreements (PPA), and pretax vs. after tax cap rate development. In addition to these topics, we will also take a close look at how the courts have dealt with these issues and how inconsistent decisions leave us second guessing our value opinions.

Speakers: Joseph Kettell, Managing Director, Appraisal Economics

Alexander Hazen, President, Appraisal Economics

Session 2

Full Day Session: IAAO Forum 950, International Property Measurement Standards: Residential Buildings

8:30 am – 5 noon

7.5 Recertification Credits

The material and lecture will explain what the International Property Measurement Standards Coalition is and why IAAO has joined the coalition of more than fifty-six organizations world-wide. The instructor will also present the aim, goals, and scope of the standards and provide a summary of the standards development work done by the Standards Setting Committee (SSC). The Instructor will then lead a discussion of the impact the standards will have on local, national, and global real estate market participants. The Instructor will demonstrate how the use of IPMS will benefit assessors, appraisers, mass-appraisers, property owners, investors, and tenants. The forum will include a section by section review of the standard for Residential Buildings, including dwellings and apartment buildings.

Speakers: Gary McCabe, CAE, Chief Assessor, Town of Brookline

Session 3

Morning Session: What is the Personal Property Worth?

9:00 am – 12 noon

3 Recertification Credits

How to assess personal property you do not recognize. This session examines a USPAP compliant method for the Assessor to determine the replacement cost less depreciation for personal property. The method utilizes value characteristics and approaches to determine a value supported by evidence. Logic is explored, and pitfalls revealed to equip the assessor to defend their value determinations to owners and Appellate Tax Board Commissioners. In this session the students will learn how to construct a value argument using classification, true premises and true conclusions. Resources will be explored, a live demonstration and hands on group assignment make this session worthwhile.

Speakers: Richard J. Conti, ASA, ARM-PP, MAA, Assessor, City of Taunton

Afternoon Sessions

Session 1

Afternoon Session: Excel and Power BI Analytics for Assessors

1:30 am – 4:30 pm

3 Recertification Credits

This fast-paced session demonstrates how assessors can take raw data and turn it into actionable insight by using Excel and Power BI. Participants will see live demonstrations of Excel's most powerful analytical tools, including Goal Seek, Solver (Excel's optimization tool), Excel's 3D mapping, and Microsoft's Power BI (business intelligence) software. Live examples will include: Discover how Solver can create variables in property valuation models; Discover how Excel's 3D Maps can identify property assessment shifts; Discover how Excel's 3D Maps can identify potential data errors; Discover how Power BI dashboards can assist assessing offices track inspections, number of sales, value shifts, and more; Discover how to create custom measures in Excel, including COD calculations; and, Discover how to create PowerPivot tables. Participants are encouraged to bring a laptop with PowerPoint 2007 or newer to participate in the live exercises.

Speaker: David M. Cornell, CAE, MAI, is a Microsoft Certified Trainer and a Certified Excel Expert, Cornell Consultants

Wednesday, May 2nd continued...

Session 2

Continuation of the Full Day Session: IAAO Forum 950, International Property Measurement Standards: Residential Buildings

Session 3

Afternoon Session: GIS Tools for Analysis

1:30 am – 4:30 pm

3 Recertification Credits

Most jurisdictions have the ability to utilize ArcGIS Online but are unaware of how to use it in conjunction with their CAMA (Computer Assisted Mass Appraisal) system to produce intelligent maps for an assessor's office to visualize property data, sales, neighborhoods, etc. and also perform quality control to increase assessment efficiency. The presentation will show how to use your CAMA data and GIS data to produce out of the box maps and apps to examine, display and quality control your assessment data.

Speaker: Angelo Marino, GIS Manager, City of Nashua

Conference Registration

Please take a moment to read how to register for the conference.

The Massachusetts Association of Assessing Officers administers a registration database. ***The MAAO Accepts both checks and credit cards.***

To Register for this event, please go to www.maa.org ,and click on

Upcoming Events on the left. Once you've clicked on:

NRAAO Annual Conference//MAAO Spring Conference April 29-May 2, 2018, you will see several links including one for **step-by-step registration instructions.**

If you wish to register for the Golf Tournament: Please go to the MAAO Website at www.maa.org and click on **Upcoming Events** on the left-hand tool bar, select the **NRAAO Golf Tournament.** It has a separate registration.

Directions to register for your hotel:

Book your hotel from the same page. Click on **Upcoming Events**, then **NRAAO Annual Conference//MAAO Spring Conference April 29-May 2, 2018.** Click on the link: **NRAAO/MAAO Conference** which will take you directly to the hotel site. The last day to book your room at the discounted rate is April 9, 2018 or until the room block has sold out. The hotel Group rate is \$155++ per night (Rates are good from Saturday, April 28th until May 3rd)

If you should have questions, about any of this, please contact Christine L. Purple at 774-249-8624 or adminasst@maa.org. She will be glad to walk you through the process.

Reminder: If you do not get a confirmation email, look in your junk folder or look in the account you just created, by going into My Transactions. If you have completed the purchase, your registration will show.

NRAAO Conference Fees

Until 4.7.2018

Late Fees start 4.8.2018

Registration Screen	MAAO/ NRAAO Members	Non- Members	MAAO/ NRAAO Members	Non- Members	
Full Conference Registration	\$275.00	\$350.00	\$325.00	\$400.00	Select if you are an MAAO member or a Non-member of MAAO or NRAAO - Includes all Educational offerings as well as the Opening Reception, vendor Exposition & Banquet
Full Registration - NRAAO Member (will be confirmed)	\$275.00	\$350.00	\$325.00	\$400.00	Select if you are an NRAAO member - Includes all Educational offerings as well as the Opening Reception, vendor Exposition & Banquet
Single Day Registrations	\$0.00				Select if only attending Single Day Registration/ or if purchasing an item such as the Red Sox game separately
Retiree Registration (only social events include Banquet Ticket but no Education/Red Sox)	\$160	160	\$160	160	Select if you are a NRAAO Retiree - Does not include Education Events, only social events including the Banquet, no Education/Red Sox)
Session Screens					
Conference Booster	\$25.00	\$25.00	\$25.00	\$25.00	Click the box if you would like to add a Conference Booster - will be published in the Program Booklet
Companion Reg. (only social events including the Banquet, no Education/Red Sox)	\$160.00	\$160.00	\$160.00	\$160.00	Select if you are an adding your Companion - Does not include Education Events, only social events including the Banquet, no Education/Red Sox)
Tuesday 5.1.2018 US-PAP Book - MUST be purchases if taking course	\$125.00	\$125.00	\$125.00	\$125.00	MUST purchase if you register for the USPAP Course
Tuesday 5.1.2018 - IAAO Forum 911 Book - MUST be purchased if taking course	\$75.00	\$75.00	\$75.00	\$75.00	MUST purchase if you register for the Forum 911
Wednesday 5.2.2018 - IAAO Forum 950 Book - MUST be purchased if taking course	\$75.00	\$75.00	\$75.00	\$75.00	MUST purchase if you register for the Forum 950
WED Banquet ONLY ticket (included if you purchased full conf/ comp/retiree)	\$85.00	\$85.00	\$85.00	\$85.00	Additional Banquet Tickets
Single Day - Monday - 4.30.2018 - MAAO & Non-Members Registration	\$130.00	\$205.00	\$180.00	\$255.00	If you have selected the Single Day Registration and would like to attend on Monday and are an MAAO Member/Non-MAAO/NRAAO Member
NRAAO Single Day - Monday-4.30.2018 (Membership will be confirmed)	\$130.00	\$130.00	\$180.00	\$180.00	If you have selected the Single Day Registration and would like to attend on Monday and are an NRAAO Member

Monday - Social - Red Sox vs. KC - 7:10 pm including Transportation	\$70.00	\$70.00	\$70.00	\$70.00	If you would like to attend the Social Event on Monday, Red Sox vs Kansas City including door to door transportation!
Single Day- Tuesday - 5.1.2018 MAAO & Non-Members	\$115.00	\$190.00	\$165.00	\$240.00	If you have selected the Single Day Registration and would like to attend on Tuesday and are an MAAO Member/Non-MAAO/NRAAO Member
NRAAO Single Day - Tuesday - 5.1.2018 (Membership will be confirmed)	\$115.00	\$115.00	\$165.00	\$165.00	If you have selected the Single Day Registration and would like to attend on Tuesday and are an NRAAO Member
Single Day- Wednesday -5.2.2018- MAAO & Non-Members Registration	\$115.00	\$190.00	\$165.00	\$240.00	If you have selected the Single Day Registration and would like to attend on Wednesday and are an MAAO Member/Non-MAAO/NRAAO Member
NRAAO Single Day - Wednesday -5.2.2018 (Membership will be confirmed)	\$115.00	\$155.00	\$155.00	\$155.00	If you have selected the Single Day Registration and would like to attend on Wednesday and are an NRAAO Member
Single Day - Wednesday- INCLUDING Banquet MAAO & Non-Members	\$200.00	\$275.00	\$250.00	\$325.00	If you have selected the Single Day Registration and would like to attend on Wednesday including the Banquet and are an MAAO Member/Non-Member
NRAAO Single Day - Wednesday -5.2.2018 INCLUDING Banquet (Membership will be confirmed)	\$200.00	\$200.00	\$200.00	\$200.00	If you have selected the Single Day Registration and would like to attend on Wednesday including the Banquet and are an NRAAO Member

Conference Program Book Ad Pricing

(printed in black and white unless otherwise noted)

Full Page Ad	\$	400.00
Full Page <i><u>inside front or back cover in color</u></i>	\$	500.00
Half Page Ad	\$	250.00
Quarter Page	\$	125.00
Business Card	\$	50.00

NRAAO Annual Conference

"Leaders Start Here!"

April 29 - May 2, 2018

Boston Marriott Quincy, 1000 Marriott Drive, Quincy, Massachusetts

Social Events

Included in your Full Registration/Companion Registration/Retiree Registration

Sunday, April 29th - 6:00 pm - 10 pm- Opening Reception with the Vendors.

Includes entertainment by "Too Cool" and dancing.

Monday, April 30th - 9:00 am- 10:30 am - NRAAO Business Meeting & Breakfast Buffet.

9:00 am- 12noon -Vendor Exposition

12 noon- 1:30pm - Lunch with the Vendors

5:45 pm - Night at Fenway Park– Boston Red Sox vs. Kansas City Royals
7:10 pm game with transportation door to door. Fee is \$70 per person.

Tuesday, May 1st- 7:30 am- NRAAO Annual Golf Tournament at the South Shore Country Club in Hingham, Massachusetts. Fee is \$100 per player. 8:30 am start.

8:00 am - 9:00 am- Continental Breakfast

3:00 pm - Ice Cream Social during the Afternoon Break

Wednesday, May 2nd 8:00 am - 9:00 am- Continental Breakfast

5:00 pm - 6:00 pm - NRAAO Past President Reception
(NRAAO Past Presidents only)

6:00 pm - 7:00 pm - Cocktail Reception

7:00pm - 11:00 pm Installation Banquet with entertainment by "Wildfire"

October 13, 2017 Board of Director's Meeting Highlights

President's Report: Ginny Thompson (MA) suggested the up-front money for conferences be raised from \$2000 to \$4000. After much discussion, it remained at \$2000 with the possibility of accessing more later.

Tony will be taking over for Angelo with budget advising. Kathy Peirce will take over awards from Tony. Kathy mentioned the outreach committee isn't necessary. The reps from each state should work with Betsy on outreach. Have to clarify who is the rep from each state.

Treasurer's Report: Paul Lesperance (ME) was not present, but a written report was submitted and approved.

Secretary's Report: Gus Martin (MA) administered roll call and reported that 5 Officers, 6 NRAAO Reps, 1 State President, 5 IAAO Reps, 7 Committee Chairs and 15 Past Presidents were present. The minutes of Spring 2017 were approved as submitted.

Membership Committee: Betsy Quist, Chairman

Betsy (CT) was not present, but a written report was submitted and approved. The 2 for 1 new memberships will continue this year.

Education Committee: Linda Cwiek (RI) & Les Pruitt (MD) Co-Chairmen

Linda reminded everyone that the states need to approve the conference course agenda and instructor bios ahead of time. The report was approved.

Awards Committee: Tony Homicki, (CT) Chairman

Kathy is taking over for Tony. They need the list of state reps to facilitate getting candidates for the awards.

Scholarship Committee: VivianeValentine, (RI) Chairman

Viviane confirmed 5 alternates are needed as 10 scholarships were given out in Mystic, but 4 of them cannot attend. Alternates will be taking their place. The report was approved.

Bylaws/Infrastructure Committee:

Linda Cwiek (RI) and Karen Marchant, (NH) co-chairmen. No report this meeting.

Newsletter: Jessica Marchant,(MA) Editor

The next addition is scheduled to come out in February or March. If anyone has info or articles to submit, do so as soon as possible by February. A copy should be sent to IAAO. The report was approved.

Website: Chris Kelsey, (CT) Web Master

Chris was not in attendance, but several updates were suggested.

Conference Advisory Committee: TonyHomicki, (CT) Chairman

Ginny asked who is on the committee and when their terms are up. The by-laws call for 3-year terms.

The same members have been on it so long, they need to do some research and get back to her.

Conference Sub-committee Reports:

Connecticut-2017 Donna reported they grossed \$95,000 and spent about \$90,000 so turned back \$4,574.44 to NRAAO in addition to the \$2,000. There were: 131 full registrants, 17 companions, 25 past presidents, 43 golfers and 17 vendors. Marsha created a reference book that she handed over to Ellen.

Massachusetts-2018 Conference Chair Ellen said they are in the process of finalizing details with the Quincy Marriott for the conference April 29-May 2. She is working with Marsha's notes as well.

Rhode Island- 2019 Karen said the conference will be April 28-May1 on Goat Island at Gurney's Resort which is being renovated. She gave some preliminary scheduling thoughts.

New Jersey-2020 Tom Glock said they are thinking about the week before Memorial Day.

New Hampshire-2021, Bill Ingalls said they are looking at North Conway right before Memorial Day. Michelle said that would conflict with the VT tax schedule so VT attendance may be low.

New York-2022. Dave Gray will be the point person as Executive Director of NYAA.

Old Business: None. **New Business:** It was voted to accept MD to host in 2023 and CT to host in 2024. Discussion about raising non-member conference registration \$100 higher than member rates.

\$2,000 was approved for MA educational grant. \$.25/mile was approved for travel.