



Northeast News



Karen S. Beattie, RES
President 2018-2019

Inside This Issue

Message from the President	1
2019 Accommodations	2
Spring Board of Director's Meeting	2
Program Booklet Ad Pricing	3
NRAAO 2019 Education	3-5
Education Registration, Fees	6
Social Registration, Fees	7
Fall Meeting Highlights	8

NRAAO

2018-2019 OFFICERS

Karen Beattie

President– Rhode Island

Charlene Randall

Vice President– Rhode Island

Larry LaBarbera

Treasurer– Connecticut

Bryan Levenson

Secretary– Maryland

Ken Gurge

Legal Counsel

Ginny N. Thompson

Immediate Past President
Massachusetts

Marie-Louise Procacci

President Elect
New Jersey

Greetings NRAAO members and Happy 2019! As we make our way through the winter months, I am anxious and excited for spring. Longer days, brighter skies, and soon I will be welcoming you in Newport at the upcoming conference, as we "Return to the City by the Sea". Here are the highlights of what you can look forward to, and expect, at the Newport conference, April 28 – May 2, 2019.

Education: The class sessions have been approved for continuing education credits! We have expanded our educational program to include a panel discussion on Leadership, Education & the Assessment Profession; as well as Preparation & Presenting a Valuation Appeal and Stress Management. Look inside this issue to get a full description of all the classes being offered.

Social: We kick off our time together at the Opening Reception on Sunday evening with our vendors. There will be appetizers, and time to meet new and old friends, while listening to strummin' and croonin' of local legend Greg Laboss. The Monday evening social event has evolved into a "President's Bash" that you won't want to miss. Enjoy dinner with a New England flare, and a theme to honor our Past Presidents, with DJ entertainment. We plan on having an Ice Cream Social on Tuesday afternoon, after the golfers are back from the Annual Golf Tournament.

Formalities: Monday morning we will hold the Annual Business Meeting and have keynote speaker IAAO President Elect Amy Rasmussen, RES, AAS. Amy is the Director of Litigation for Polk County Assessor's Office and will give us an update on the latest and greatest happenings with our parent organization. The Awards Committee will present the Sherry Vermilya awards and recognize our members who have made contributions to the benefit of our profession in the Northeast. Monday morning will also have the annual Scholarship Drawing for a free conference registration.

Banquet: Plan on getting dressed up on Wednesday evening! Come listen and dance to Roger Ceresi's All Starz, who will have you on your feet throughout the evening. The Closing Banquet is black tie optional, and includes presentation of the Kay Pardee and Richard Prendergast Awards, and Installation of Officers. Be sure you check in at registration to make table arrangements and dinner selection.

The NRAAO annual conference is a time to catch up with friends, and to get refreshed with new classes as we meet continuing education requirements. Rhode Island is happy to be your host. Please send in your registration form before the April 1st to take advantage of early registration fees.

Karen S. Beattie, RES, RICA

NRAAO President 2018/2019

NRAAO 2019 Conference : Newport, Rhode Island

Gurney's Newport

Resort

**1 Goat Island Newport
Rhode Island 02840**

401.849.2600



Conference Room Rates:

\$194 Single/Double

Includes: overnight parking; internet services;
shuttle to/from downtown Newport; 24- hour access
to fitness center; and more!

Book your room online through the NRAAO website,
or call Gurney's at 401-851-3366 and mention

NRAA Group code

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 28, 2019 at 2:30p.m. at the hotel.

Visit www.nraao.org for Conference info

The RI Host Committee is taking ads for the Program Booklet, which will be given to all conference attendees at registration, and distributed to all vendors. Please contact Jennifer Mooney at jmooney@burrillville.org if you'd like to place an ad in the 2019 booklet. Thank you for your support!

Conference Program Book Ad Pricing

Full Page Ad	\$	300.00
Half Page Ad	\$	150.00
Quarter Page	\$	100.00

NRAAO / RIAAO 2019 EDUCATIONAL SESSIONS

MONDAY APRIL 29TH 1:30 -4:30 PM

Real Estate Title – Maintaining Assessment Records – Instructor: Helen Totz, CCMA II

This three-hour program has been designed to provide the knowledge of how and what can change title. The workshop will delve into the various classes of deeds, the structure of the deed and identify the pertinent details. This session will be a great resource for those new in the assessment field or as a great refresher for the veteran assessment professional – 3 hours

LEAP: Leadership, Education and the Appraisal Profession – Panel: Amy Rasmussen, RES, AAS, Edye McCarthy, IAO, and Karen Beattie, RES

What education opportunities are available for women to become leaders in the assessment profession? The panel will discuss ways to educate, empower, and connect with others to become more effective. They will discuss their experiences in the office and educational opportunities available from IAAO, NRAAO, and their State Associations. There will be a discussion of topics that will include the pursuit of leadership, leadership styles, preparation for leadership roles, and educational requirements for success. - 3 hours

Preparation & Presenting a Valuation Appeal Workshop – Instructor: N. Joel Moser, Esq.

Authors: Marion Johnson, CAE & Rick Stuart, CAE

Purpose of this workshop is to provide guidance and suggestions on the preparation and presentation of a valuation appeal from an assessor/appraiser perspective. The workshop will look at all levels of appeals including informal level, secondary level also referred to as formal level appeals (boards of equalization and state tax courts) and judicial appeals (district courts and court of appeals). Information from actual residential and commercial appeal documentation will be used to help illustrate some processes and procedures. – 3 hours

TUESDAY APRIL 30TH 8:30 TO 11:30 AM

Valuation of Green Commercial Buildings Workshop Overview – (New 2016) – Instructor Rick Stuart, CAE

Authors: Marion Johnson, CAE & Rick Stuart, CAE

Purpose of this workshop is to provide some guidance and suggestions on the process of data collection and analysis of green commercial buildings from various areas of the U.S. Images and property characteristics of sales and listed properties plus data relating to income and expenses and the related market value will be used. – 3 hours

Unique and Challenging Homes – (Revised 2017) – Instructor: Amy Rasmussen, RES, AAS

Authors: Marion Johnson, CAE & Rick Stuart, CAE

This workshop deals with unique and challenging home appraisal problems and by use of case studies and actual market data, steps the participants through the appraisal process of measuring value and/or value loss on such unique properties as tiny homes, container homes, straw bale homes and many more. – 3 hours

TUESDAY APRIL 30TH 1 TO 4PM

Mass Appraisal Analysis & Benchmarks – (Revised 2017) – Instructor: Rick Stuart, CAE

Authors: Fred Chmura, AAS & Rick Stuart, CAE

This workshop is designed to help refresh the mass appraisal techniques used in the valuation process and also to help establish some processes and procedures for unusual or more challenging events. Topics discussed include: USPAP, Scope of Work, Mass Appraisal, Market Value, Highest and Best Use Analysis, Neighborhood Analysis, Benchmarks, Sales Validation, Sales Ratio Analysis, Sales Chasing and Trending. – 3 hours

Stress Management – Instructor: Tom Speare

Stress Can Be Managed When You Have The Right Tools. What's in your toolbox?

Did you know that in just three minutes of a stress management practice you could change your blood pressure? At 11 minutes you will begin to impact your nervous system and reduce the levels of adrenaline and cortisol that are major indicators and contributors to stress. These are some of the tools you will learn about. The two-hour program will be led by Tom Speare from the Tenth Gate Center For Yoga & Meditation Inc. – 2 hours

Yin Yoga – Instructor: Donna Russo

Yin Yoga is a slow-paced style of yoga with poses that are held for longer periods of time-up to five minutes. Stretching this way targets the body's fascial networks (connective tissue that holds organs, bones, muscles, etc. together). Yin offers a much deeper access to the body and when continued will lead to increased range of motion, improved joint mobility, flexibility and circulation. Appropriate for all levels. – 1 hour

WEDNESDAY MAY 1ST 8:30 TO 11:30 AM

Advanced Data Collection – Instructor: Edye McCarthy, IAO

This seminar is designed to provide students with general guidelines to address issues and characteristics that are common among most property types along with various concepts and methodologies.

By course end, the student will have an understanding of certain definitions and the valuation procedures for the different property types based on the three approaches to value. We will cover the data collection process, specific to property type, theory and techniques to establish a comfort level in deriving assessed and appraised values for the differing type of properties. – 3 hours

Contamination & Valuation Issues Workshop – (Revised 2017) – Instructor: Rick Stuart, CAE

Authors: Marion Johnson, CAE & Rick Stuart, CAE

This workshop deals with unique appraisal problems resulting from contamination and other issues. The workshop uses case studies developed from actual market data, steps the participants through the appraisal process of measuring value and/or value loss. Topics include mold, mercury, meth labs, asbestos, ground contamination, oil spills, fracking, sinkholes, Chinese drywall, laminate flooring, snake infestations and stigma. This workshop discusses how to establish and use benchmarks from the market. – 3 hours

WEDNESDAY MAY 1ST 1 TO 4PM

Hands on GIS – Create your own Sales and Neighborhood Maps – Instructor: Angelo Marino

This session is designed as a hands-on session. Bring your own laptop/device and learn how to create an ArcGIS Online account, import shapefiles, create maps and symbolize the data without any programming at all. ArcGIS Online is a powerful tool for visualization and what could be more important to an assessor's office than seeing a map of sale prices symbolized by a color ramp of your choosing.

Sample data will be provided for this session. Look for future emails that explain how to create a free ArcGIS Online account and how to download the sample data. – 3 hours

How to Teach Adult Students – (New 2015) – Instructor: Rick Stuart, CAE

Author: Rick Stuart, CAE

If you need a challenge in life, this could be it. There is nothing more rewarding to an instructor than to see the proverbial light-bulb go on when a student grasps what you are telling them or when students use the classroom to advance their careers. Along with those successes come some tough moments when you wished you could have done more. This workshop will identify what an adult student is, their concerns and fears, and how to help them be successful in the classroom setting. This workshop can also be used as a train-the-trainer session. – 3 hours

WEDNESDAY MAY 1ST 8 AM TO 5 PM

2018-2019 Uniform Standards of Professional Appraisal Practice – Instructor Leslie Pruitt

The Financial Institutions Reform, Recovery and Enforcement Act of 1989 recognizes USPAP as the generally accepted real property appraisal standards and requires USPAP compliance for appraisers in federally related transactions.

USPAP contains standards for all types of appraisal services, including real estate, personal property, business and mass appraisal. Federal, state, and local agencies, appraisal services, and many professional appraisal organizations require compliance with USPAP.

USPAP addresses the ethical and performance obligations of appraisers through DEFINITIONS, Rules, Standards, Standards Rules and Statements (there are currently no active Statements on Appraisal Standards).

USPAP also includes the following guidance from the Appraisal Standards Board (ASB):

NRAAO / RIAAO 2019 EDUCATIONAL CONFERENCE April 28 – May 2, 2019
Gurney's Resort, Goat Island, Newport, Rhode Island

Name: _____

Badge Name: _____

Companion's Name: _____

Jurisdiction / Firm: _____

Mailing Address: _____

City/State/Province/Zip: _____

Phone Number: _____

E-mail: _____

CONFERENCE REGISTRATION FEES (Circle all that apply)

BEFORE 4/1

AFTER 4/1

Full Registration (Sunday – Wednesday) Includes: Sunday Welcome Reception; Monday Breakfast & Lunch; Continental Breakfast Tuesday & Wednesday; Ice Cream Social Tuesday; Closing Banquet; and all Educational Sessions except for USPAP-extra fee for material.	NRAAO Member Fee:	\$275	\$325
	Non-Member Fee:	\$350	\$400
Companion / Retiree Registration (Sunday – Wednesday) Includes: Sunday Welcome Reception; Monday Breakfast and Lunch; Ice Cream Social Tuesday; Closing Banquet		\$175	\$225
Daily Registration Fees:			
Monday Only (includes breakfast, lunch & sessions)		\$130	
Tuesday Only (includes continental breakfast, ice cream social & sessions)		\$115	
Wednesday Only (includes continental breakfast & sessions)		\$115	
Wednesday: USPAP with full reg (includes course materials)		\$125	
USPAP without full registration (includes course material)		\$200	
Wednesday Banquet Only (includes cocktail hour & banquet)		\$100	
BANQUET MEAL CHOICE: Prime Rib <input type="checkbox"/> Salmon <input type="checkbox"/>			

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

\$25

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

Name: _____

Jurisdiction/Firm: _____

Total Amount Enclosed \$ _____

MONDAY AFTERNOON	TUESDAY MORNING	TUESDAY AFTERNOON
<input type="checkbox"/> Real Estate Title	<input type="checkbox"/> Green Commercial Buildings	<input type="checkbox"/> Mass Appraisal Benchmarks
<input type="checkbox"/> Leadership, Education & Assessment	<input type="checkbox"/> Unique & Challenging Homes	<input type="checkbox"/> Stress Management / Yin Yoga
<input type="checkbox"/> Preparing Valuation Appeal		
WEDNESDAY MORNING	WEDNESDAY AFTERNOON	WEDNESDAY ALL DAY
<input type="checkbox"/> Advanced Data Collection	<input type="checkbox"/> Hands-On GIS – Laptop required	<input type="checkbox"/> USPAP (extra fees apply – see above)
<input type="checkbox"/> Contamination & Valuation Issues	<input type="checkbox"/> Teaching Adult Students	

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

Make Checks/Voucher Payable to: NRAAO/RIAAO 2019

Hotel Registration:

Gurney's Resort: 1-401-851-3366

Conference Code: NRAA

MAIL TO:

West Greenwich Town Hall

Attn: Charlene Randall

280 Victory Highway, West Greenwich RI 02817

**NRAAO / RIAAO 2019
SOCIAL REGISTRATIONS**

**MONDAY, APRIL 29TH, 7-10PM, ROSE ISLAND BALLROOM
PRESIDENT'S BASH!**

\$100 per person \$_____

Dinner with a New England flare! Dancing to the music of DJ "Tommy Tunes". Come mix and mingle and celebrate NRAAO Past Presidents. Price includes appetizers, dinner, dessert, entertainment, two drink tickets. Cash bar following.

**TUESDAY, APRIL 30TH, ANNUAL GOLF TOURNAMENT
GREEN VALLEY GOLF COURSE**

\$125 per person \$_____

371 Union Street, Portsmouth, RI 02871

www.gvccri.com

8:30 AM CONTINENTAL BREAKFAST

9:00 AM SHOTGUN START

1:00 PM LUNCH & PRIZES

The Green Valley Country Club is an 18-hole championship course, located in picturesque Portsmouth, Rhode Island. Known as Newport's finest semi-private country club, it is open to the public.

FOURSOME:

Player #1 _____

Player #2 _____

Player #3 _____

Player #4 _____



WEDNESDAY, MAY 1ST, CLOSING BANQUET

\$100 per person \$_____

Full registrations include the formal banquet on Wednesday evening. If you're not a full registrant, don't miss out on the hottest band in New England! "*Roger Cereci's All Starz*" are an 8-piece band, and will have you dancing all evening long. Extra banquet tickets are \$100 and include the cocktail hour prior to dinner, dancing and Installation of NRAAO Officers. Black tie optional, formal attire.

<http://rogerceresi.com/allstarz.html>

Total Enclosed \$_____

October 1, 2018 Board of Director's Meeting Highlights

President's Report: Karen Beattie (RI) noted the conference planning is well under way and the hotel has been renovated.

Treasurer's Report: Paul Lesperance (ME) explained the transfer process of Treasurer to Larry LaBarbera (CT) who reported a current financial update.

Secretary's Report: Bryan Levenson administered roll call and reported that 6 Officers, 5 NRAAO Reps, 2 State Presidents, 2 IAAO Reps, 7 Committee Chairs and 13 Past Presidents were present. The minutes of Spring 2018 were approved as submitted. Bryan will reach out to the Canadian jurisdictions to encourage participation.

Membership Committee: Betsy Quist, Chairman

Betsy (CT) gave her membership report. A motion passed to continue the same dues structure. A motion passed to continue "2 for 1" membership. A motion passed for RI members to pay the same as NRAAO members.

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

In absence of the Chairs, Bryan reported: "Please make sure to give Linda or Les all course information for approval." Karen Beattie gave RI course information.

Awards Committee: Kathy Peirce, (MA) Chairman

Discussion whether the NRAAO board can nominate awardees for states that don't send in a nomination. Consensus was yes, it's possible and if needed their membership dues could be paid by their state or the NRAAO.

Scholarship Committee: Viviane Valentine, (RI) Chairman

Viviane noted this is the first year all scholarships were used. She asked the Bylaws/Infrastructure Committee to look at new scholarship criteria for the governing documents.

Bylaws/Infrastructure Committee: Linda Cwiek (RI) and Karen Marchant, (NH) co-chairmen.

No report this meeting.

Newsletter: Jessica Marchant, (MA) Editor

In Jessica's absence, Bryan reported: "Fall issue went out mid-September. Jessica and Karen will be in touch regarding info for the Spring issue. If anyone has info / articles please contact here: Jessica.marchant@hotmail.com

Website: Chris Kelsey, (CT) Web Master

Discussion occurred regarding new member options, how to change contact info, having an NRAAO rep meeting at the Spring conference. Chris will build a form for Betsy.

Conference Advisory Committee: Tony Homicki, (CT) Chairman

North Conway is approved for NH conference.

Conference Sub-committee Reports:

Massachusetts-2018 Ginny reported the final numbers and turned back \$639.01 to NRAAO.

Rhode Island- 2019 A Brochure was shown, a band will play for the banquet and registration fees were discussed.

New Jersey-2020 Jim reported on Tom Clock's health. NJ proposes 60/40 split. Advisory Committee needs to look at Atlantic City before hotel contract is signed. Dates are May 17-20.

New Hampshire-2021 Bill explained three location options with various room rates and social options. The dates are May 23-26.

New York-2022 Chris reported in Edye's absence. There was much discussion and questions regarding the proposed conference occurring on a cruise line. The next steps are to take a tour of the boat and wait for the cruise itineraries.

Maryland- 2023 They are looking into a new venue at the National Harbor.

Old Business: In Fall 2017 it was voted to accept MD to host in 2023 and CT to host in 2024.

New Business: Discussion about bonding for the treasurer. \$.25/mile was approved for travel.