Northeastern Regional Association of Assessing Officers

Spring 2023

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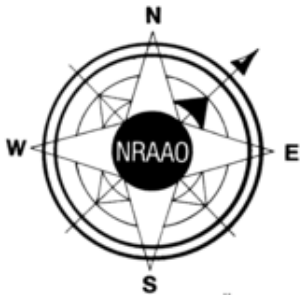



DETAILS INSIDE



2023 Educational Conference

May 14th to 17th

At the Grand Hotel & Spa

Ocean City, Maryland, MD



REGISTER NOW

Friends,

As the calendar turns, we are only months away from the first land-based conference since Rhode Island in 2019.

As many of you know, the Covid-19 pandemic forced us to cancel 2020 in Atlantic City (have no fear, however, as we will be returning there in 2024), 2021, hosted by New Hampshire was virtual and 2022 (Connecticut) was on a cruise ship.

When we say “Have a Grand Time With Us,” it’s more than just a catchy slogan that is a play on the name of this year’s conference hotel.

We mean that we want you guys to come down south to Ocean City, Maryland, have some fun in the sun, experience the comradery and fellowship that an in-person conference brings, and take advantage of the educational opportunities offered. All in all, a grand time.

We have a crab feast (an MD favorite), a party at our favorite bar Seacrets (Jamaica themed, sand floors, and live imported palm trees) and a golf tournament for social interactions, along with a well-stocked hospitality room.

I am told that there will be top-notch education (after all, this is an educational

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conference!!) including USPAP, taught by the NRAAO Education Chair, Past President, Conference Chair and all-around Hand of the King Les Pruitt, who is doing yeoman's work on this conference to ensure that everyone has a Grand time with us. See, it really is more than just a slogan!

Whether you crave that quiet chair on the beach or the bustle of the famous Boardwalk or anything in between, I hope you will make the decision to have a Grand time with us May 14-17th in Ocean City, MD.

This year has been quite humbling for me. Early in my term, we lost our beloved MD rep to the NRAAO, Terina Wertz. That kicked us in the gut like when we lost Bruce. But, forge ahead we must. We have a great group in place handling everything from booze to golf to raffle items to bags to education and everything in between.

On behalf of my intrepid Vice-President Octavia Pauls, I would like to take the time to thank each and every one of the members of our conference committee for their diligence, hard work, great ideas and unwavering support of the NRAAO and the MAAO and especially all their efforts in making this a Grand Time. And to Octavia and Les for keeping me on the right track and pointed in the right direction.

On another note, this year has been quite interesting for me serving as President and Secretary. I would not have been able to accomplish this without the support of the Executive Board of the NRAAO and the Executive Board of the Maryland Association of Assessing Officers (MAAO).

So again, if you haven't already made your reservations to come have a Grand time with us, please do so. Conference registration information is contained in this newsletter.

Bryan Levenson, CMPA

President and Secretary NRAAO

Get Ready for a Grand Time

NRAAO / MAAO 2023

Sunday May 14 thru Wednesday May 17, 2023

GRAND HOTEL

2100 North Baltimore Avenue

Ocean City, MD 21842

$99.00 room rates

NRAAO room rate is available ONLY
if you call to make a reservation.

Call

410-289-6191 or 1-800-447-6779
and ask for the MAAO/NRAAO rate



NRAAO / MAAO 2023

GRAND HOTEL

2100 North Baltimore Avenue

Ocean City, MD 21842

May 14-17, 2023

$99.00 room rates! Start Booking!

Be sure to ask for the MAAO/NRAAO rate.

Offering 15 hours of Continuing Education!

Conference Agenda

Sunday, May 14, 2023

1 - 5 pm	Registration
2:00 pm	NRAAO Executive Board Meeting
6 - 10 pm	**Innovative Assessor Technology Showcase**
7:00 PM	**Past NRAAO President's Dinner** **Ruth's Chris Steak House**

Monday, May 15, 2023

8-10 am	**Opening/Awards Breakfast**
10:30 - Noon	MAAO Meeting
10:30- Noon	IAAO Representative Meeting
11:30-Noon	**Vendor demonstrations**
12 - 1:00 pm	**Vendor Lunch**
1-4 pm	Educational Sessions
2:00 pm	Ice cream social / afternoon break
6 - 9 pm	**Crab Feast**

Tuesday, May 16, 2023

8:00 AM	**Golf** - TBA
9-Noon	Morning Educational sessions
1-4 pm	Afternoon Educational sessions
3-5 pm	**Seacrets Distillery Tour**
6-11 pm	Social Event - **Seacrets**

Wednesday, May 17, 2023

8:30 - 4:30 pm	7-hour **USPAP**
9-Noon	Morning Educational sessions
1-4 pm	Afternoon Educational sessions
6 - 7 pm	**Cocktail party**
7 - 11 pm	**Banquet, Installation of New Officers**

NRAAO / MAAO Educational Conference
May 14th thru 17th 2023
Grand Hotel & Spa
2100 Baltimore Ave
Ocean City, MD 21842

Monday Afternoon May 15, 2023

1:00 pm – 4:00 pm., **Session** 3 CEC

Topic: Emerging Trends in the Senior Living Industry

Speaker: **Chris Kerin,** MAI, CCIM

By 2030, all 73 million baby boomers will be older than age 65. Today's seniors seek a high quality of life, wellness, and purpose. Will younger baby boomers be attracted to senior housing? How is the industry adapting Post Pandemic? Will advances in technology such as internet-enabled home monitors, telemedicine and mobile health apps impact the senior living market? This course will examine the emerging trends in the senior living industry, and how they relate to the valuation of skilled nursing facilities, assisted/independent living, and CCRC's.

1:00 pm – 4:00 pm., **Session** 3 CEC

Topic: Value Considerations in the Cannabis Industry

Speaker: **Ted Bibart 2nd**

According to industry research group New Frontier Data, the U.S. cannabis market is projected to reach $72 billion annually by 2030. This projection comes at a time when cannabis remains federally illegal despite the legalization of medical marijuana in 37 states, as well as the legalization of recreational cannabis programs in 21 states. In November 2022, Maryland voted yes for marijuana legalization, making the state the 20th to legalize adult-use marijuana.

Valuing a cannabis business is a unique and complex process that is generally done on a case-by-case basis. This 3-hour session will be an overview of the industry focusing on quantitative and qualitative value considerations. Some factors that will drive value for these types of properties are power, water, buildout/condition, and legal factors such as zoning, distance requirements, municipal requirements, and state/federal laws. These and many more intricate considerations will be addressed.

Monday Afternoon May 15, 2023

1:00 pm – 4:00 pm., **Session** 3 CEC

Topic: Reassessment/ Reappraisal of Real Property

Speaker: **Paul Miller**
Regional Sales Lead-Eastern
Tyler Technologies

Sussex County, a political subdivision of the State of Delaware, is about to be reassessed. This 3-hour session will talk about the entire reassessment / reappraisal process- from what triggers a reassessment / reappraisal, all the way to formal appeal at the end of the project. This Session will go into the process, the statistics we rely on when setting values, and even things like the importance of public information campaigns.

Tuesday May 16, 2023

9:00 am – 4:00 pm.,

Topic: Managing in the Assessment Office – The Next Generation

Speaker: **Karen S. Beattie,** RES, RICA
Finance Director / Assessor Town of Scituate, RI

This session provides an overview of fundamental management concepts for management and supervisory personnel in an assessor's office and focuses on the need for management, and the responsibilities placed on the assessor and all supervisory personnel. The session introduces five major management functions: planning, organizing, directing, budgeting, and controlling with a look towards the next generation of assessment professionals.

9:00 am – 12:00 pm., 3 CEC

Topic Residential Ground Rents

Speaker: **Anne Birmingham** Certified General Appraiser

This class looks at the history and purpose of residential ground rents which started over 100 years ago. Discussion of Jurisdictions where ground rents are typically found. The purpose of the SDAT program for redeeming ground rents. Capitalization of ground rents and the effect on value and unique situations where capitalization may differ. This class will also include actual land records showing individual sales with ground rent reference in deeds as well as deeds showing sales of bulk land sales of ground rents as well as an original deed of actual ground rent agreement.

9:00 am – 12:00 pm., 3 CEC

Topic Analyzing Income Statements

Speaker: **Edye McCarthy,** IAO

This seminar is designed to provide students with general guidelines on the differences between actual and stabilized income and expense statements. The discussion will include what is acceptable, and what is not, in regard to income and expenses submitted by property owners to be used in the derivation of assessed values. We will discuss and share questionnaires to obtain actual property information, and, where and how to obtain market data.
By course end, the student will have an understanding of certain definitions and information for different property types needed for the Income Approach. We will cover the Income Approach formula, cap rates and effective tax rates. This session will be interactive.

Tuesday May 16, 2023

1:00 pm – 4:00 pm., **Session** 3 CEC

Topic: How to be an Effective Expert Witness in Court

Speakers: **Jeffrey Comen**, Assistant Attorney General, Principal Counsel to SDAT

The presentation will focus on what it means to be an expert witness generally, and then will shift focus to what it means to be an expert witness specifically in a real property valuation case at a state's highest level of administrative review.

1:00 pm – 4:00 pm. 3 CEC

Topic Real Property Vs Personal Property – Differences and Examples.

Speaker: **Gary Duffy**
Area Supervisor SDAT Retired.

Property refers to anything that one can legally own. There are many types of properties, but experts broadly categorize them as either real property or personal property. Each type of property is treated differently as far as the law is concerned. For instance, there are many different laws that specifically apply to personal property while others relate specifically to real estate. Appraisers / Assessors must have a broad understanding of the types of properties and be able to readily identify each type. This session will discuss both personal and real property in depth, as well as outline the differences between the two types of properties and provide graphic examples of both.
The class end with a guided tour of Seacrets Distillery, an industrial manufacturing facility. ***You must sign up for both the class and pay a fee for the tour.***

3:00- 5:00 **Seacrets Distillery Tour**

Follow the trail of grain through the process of distilling and experience the history of prohibition-era with over a 1 million dollars in antiques displayed throughout the tour. Conclude your visit at the Speakeasy Tasting Room where you can sample 3 Seacrets Sprits of your choice, consumed after business hours.

- $20.00 per person
- Minors are not allowed in the distillery.

Note only CE credit will be issued for those who you attend the "Real Property Vs Personal Property – Differences and Examples"

Wednesday, May 17, 2023

8:30 am – 4:30 pm., **Session** 7 CEC

Topic 7 Hour 2022-2023 National USPAP Update Course

Speaker: **Leslie G. Pruitt** AQB Certified USPAP Instructor
Certified General Appraiser

The new 7-Hour USPAP Update Course is designed to give you the tools to be your own USPAP expert by the time you leave the course. Through dynamic case studies and new tools, appraisers will learn how to better navigate the USPAP document to solve problems in their daily appraisal practice. This course provides a refresher on important tenets of the profession and offers practical applications for an appraiser's appraisal practice. This course is intended to fulfill the 7-hour requirement as established by the Appraiser Qualification Board (AQB) of The Appraisal Foundation.

9:00 am – 12:00pm., **Session** 3 CEC

Topic: Soil Classifications and a Tutorial on Soil Survey Interactive website

Speaker: **Ann M. Rossi-Gill**, CPSS Resource Soil Scientist
Natural Resources Conservation Service
US Department of Agriculture

This session will be an overview of the different soil types with hope to provide greater understanding of soil types as they impact the valuation of land. Including in this session will be a demonstration / tutorial of Department of Agriculture's interactive web soil survey. The WSS is a web application that provides customers electronic access to relevant soil and related information needed to make wise land use and management decisions.

1:00 pm – 4:00pm., **Session** 3 CEC

Topic The 2023 Redevelopment Process

Speaker: **Glenn Irwin,** Executive Director of the Ocean City Development Corporation (OCDC)

Participants will take a walking tour of Historic Downtown Ocean City focusing on the redevelopment process. Façade program grants and their application will be discussed; including how they impact the effective age of an individual property and ultimately its effect on the life cycle of the neighborhood in which it is located. Other topics of discussion will be land assemblage and the role that a non-profit organization can play as a liaison in a private-public relationship to spur the redevelopment process and the impact of design standards, special events, and public art, using Downtown Ocean City as a case study.

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www.nraao.org

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We Welcome Contributions from NRAAO Members

Congratulation to the Recipients of NRAAO Awards in 2022

Catherine E. Pardee Memorial Award

William H. Ingalls, Jr.

Richard L. Prendergast Lifetime Achievement Award

Donna Ralston

Sherry Vermilya Award

Connecticut	*Rochelle Lambert*
Maryland	*Sterling Testerman*
Massachusetts	*Melissa Couture Rimbaud*
New Hampshire	*James Commerford*
New Jersey	*Elizabeth Simpkins*
Rhode Island	*Danielle Stearns*



Rhode Island's Danielle Stearns receives her Sherry Vermilya Award from Christine Brochu, NRAAO Representative from Rhode Island. Secretary of the RI Association of Assessing Officers, Stearns is a Field Appraiser in Westerly, RI.


SEACRETS
DISTILLING
COMPANY
Seacrets
DISTILLING
COMPANY







NRAAO 2023 Golf Tournament
Tuesday, May 16, 2023
GlenRiddle Golf Club – Man O'War Course



Name: _____

Foursome: _____

_____

_____

_____

Course: GlennRiddle Golf Club – Man O'War Course

Address: 11501 Maid at Arms Ln, Berlin, MD 21811
www.glenriddlegolf.com/manowar/

Time: 8:15 a.m. – Registration, coffee, and pastries
9:00 a.m. – Shotgun start
Lunch and prizes after the round

Cost: $138 per person. Includes your round of golf, cart, range balls, food, two drink tickets, awards, longest drive competition, and closest to the pin competition.

Dress code: Proper golf attire and soft spikes.

Format: Four person scramble.

Registration may be completed online or by mailing this form along with payment to PO Box 75, Taneytown, MD 21787.

Rules and directions will be furnished at the conference.

2023 Educational Conference

May 14- 17, 2023
Grand Hotel
2100 North Baltimore Avenue Ocean City, MD 21842

Name: _____

Badge Name: _____

Mailing Address: _____

City/State/Province/Zip: _____

Phone Number: _____ Email Address: _____

Agency/Company: _____ Position, title, or designation: _____

CONFERENCE REGISTRATION FEES (Circle all that apply)

Full Registration (Sunday-Wednesday Includes: Opening Sessions, Education Sessions/Materials, Breaks and Banquet & Installation of Officers	**NRAAO/MAAO Member** **Non-Member**	**$306.00** **$408.00**
Single Day This includes any classes available on your chosen date. (USPAP attendees will need to purchase their own course materials) (Social Events below not included)	For USPAP please use the link below for materials Products (appraisalfoundation.org)	**$179.00**
Companion Registration Includes: Opening Sessions, Education Sessions/Materials, Breaks and Banquet & Installation of Officers (Social Events below not included)	**Number of Companions: _____** **Companion's name(s): _____** **_____**	**$179.00**
Social Events:		
Seacrets Distillery Tour	**Number of tickets: _____**	**$21.00**
Crab Feast Ticket	**Number of tickets: _____**	**$77.00**
Seacrets Ticket	**Number of tickets: _____**	**$77.00**
Extra Banquet Ticket	**Number of tickets: _____**	**$77.00**
Golf Tournament Registration		**$138.00**
BECOME A CONFERENCE BOOSTER! Your name will be listed in the conference program	**Name: _____** **Jurisdiction/Firm:** **_____**	**$25.00**
MAAO Dues:		**$25.00**
NRAAO Dues:		**$40.00**
	Total:	

No refunds will be offered on the crab feast after 4/30/2023

2023 Educational Conference

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Grand Hotel
2100 North Baltimore Avenue Ocean City, MD 21842

PLEASE SELECT THE SESSIONS YOU PLAN TO ATTEND

Monday PM	Tuesday AM	Tuesday PM
[ ] Emerging Trends in the Senior Living Industry	[ ] Residential Ground Rents	[ ] How to be an Effective Expert Witness in Court
[ ] Value Considerations in the Cannabis Industry	[ ] Analyzing Income Statements	[ ] Real Property Vs Personal Property – Differences and Examples **(Seacrets Distillery Tour extra) Must do both for credits**
[ ] Reassessment/ Reappraisal of Real Property	**Tuesday All Day** [ ] Managing in the Assessment Office – The Next Generation	
Wednesday All Day	**Wednesday AM**	**Wednesday PM**
[ ] 7-Hour USPAP **(STUDENTS MUST PURCHASE THEIR OWN COURSE MATERIALS – link is below)** Products (appraisalfoundation.org)	[ ] Soil Classifications and a Tutorial on Soil Survey Interactive website	[ ] The 2023 Redevelopment Process

MAKE CHECKS OUT TO:
Maryland Assoc of Assessing NRAAO/MAAO
PO BOX 75
Taneytown, MD 21787

By returning this form, you agree to The Maryland Association of Assessing Officers Inc.'s terms and conditions. A copy of which may be found at https://maao-md.org/policy-legal/