NORTHEASTERN REGIONAL ASSOCIATION OF ASSESSING OFFICERS

Spring 2016
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Northeast News



Bruce Bolt
President 2015-2016

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N R A A O
2015-2016 OFFICERS

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Everett "Gus" Martin
Secretary - Massachusetts

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William Ingalls
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Donna Ralston
President Elect
Connecticut

Hoping everyone had a GREAT & SAFE HOLIDAY.

It's amazing how fast we are approaching the upcoming Conference. The April 1 early registration date will be quickly upon us. We put in our request for warm weather. We also are expecting an early spring, so bring your swimming suits as well as your parkas. Our slogan is 'a day at the at the beach, is a day at the beach'.

We have planned a unique 'Educational, NEW Exposures and NEW Experiences' Conference. We can assure YOU will be exposed to very interesting topics and events.

There are a few late changes that you need to be made aware of.

The golf outing planned for River Run has been moved to Ocean Pines. It's a little closer to the Carousel Hotel, the fairways are a little tighter and the course is in great shape.

An oversight on my part was to offer a combined event discount for the crab event and the 'Seacrets' event. You can do both for $120 (a $10 dollar savings). If you have not registered, just write on the registration form "Combined Event Fee" and put amount as $120. We'll work out the details.

Looking forward to a GREAT Conference, unique experiences and seeing old friends and meeting new ones.

See you there!! – Bruce Bolt.

UPDATE – 3/16/16: The Crab Fest rate has been reduced to $65 per person!!!

2016 Conference At A Glance

Sunday 5/15/16
1-5pm Registration

2-3pm NRAAO Board of Directors' Meeting

6-11pm Vendor's Reception
7pm Past Presidents' Dinner

Monday 5/16/16
Conference Registration

8–10am Awards Breakfast

10:30am MAAO Meeting
10:30am IAAO Representatives Meeting

12pm Vendor Lunch

1-4pm Educational Offerings

6-9pm Crab Fest $65

Tuesday 5/17/16
8am Annual Golf Tournament
River Run $95

Conference Registration

9am-4pm Educational Offerings

6-11pm Seacrets $65

Wednesday 5/18/16
Conference Registration

9am-4pm Educational Offerings

6pm Cocktail Reception

7-11pm Closing Banquet & Installation of Officers

NRAAO 2016 – OCEAN CITY, MARYLAND

Conference Dates: May 15 – 18, 2016

Conference Site: The Carousel Resort Hotel
118th Street On The Ocean
11700 Coastal Highway
Ocean City, Maryland 21842
https://carouselhotel.com/

Contact the hotel directly and reference the NRAAO/MAAO Conference

Room Rates: $89.00 non-ocean front
$109.99 oceanfront
$209.99 2-bedroom condo



SPRING BOARD OF DIRECTOR'S MEETING

All 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 15, 2016** at the Carousel Resort Hotel, 11700 Coastal Highway, Ocean City, Maryland.

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

Visit www.nraao.org for all your Northeast News & Conference info!

NRAAO 2016 Educational Conference
Hosted by the Maryland Association of Assessing Officers
May 15 – 18, 2016 at the Carousel Resort Hotel
11700 Coastal Highway, Ocean City, Maryland 21842

Please type or print clearly, or attach a business card

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

Program Please indicate the sessions you will attend.

	Monday 5/16	Tuesday 5/17	Wednesday 5/18
	❑ Awards Breakfast	❑ Golf $95	
Morning	❑ Opening Session	❑Session C ❑Session D	❑Session G ❑Session H
Lunch	Vendor's Luncheon	Lunch on your own	Lunch on your own
Afternoon	❑Session A ❑Session B	❑Session E ❑Session F	❑ Session I
Evening	❑ Crab Fest $65	❑ Seacrets Party $65	❑ Installation Banquet

Registration Fees		**Before 4/1**	**After 4/1**	**$**
NRAAO/MAAO Members Full Registration (includes sessions, breaks & banquet):		$225	$275	
Non-Member Full Registration (includes sessions, breaks & banquet):		$325	$375	
Companion/Spouse Registration (includes banquet):	$100	Name: _____		
Daily Registration Monday only:	$150			
Daily Registration Tuesday only:	$150			
Daily Registration Wednesday only:	$150			
USPAP Session G (2016/17 USPAP & Update Manuals):	$110			
Golf Tournament (Submit Golf Registration Forms)	$95			
Crab Fest:	$65	*Combined events cost of $120*		
Seacrets Bay Side Beach Party:	$65			
Extra Banquet Ticket:	$60			
Be a CONFERENCE BOOSTER listed in the program:	$15			
Association Dues if not previously paid:	NRAAO $40	MAAO $20		
Payment: Make checks payable to "MAAO/NRAAO 2016"			**TOTAL:**	

Registration forms should be mailed to:
NRAAO/MAAO 2016 c/o Bryan Levenson, Department of Assessments & Taxation,
30 W Gude Drive, Suite 400, Rockville, MD 20850

2016 GOLF TOURNAMENT REGISTRATION

Tuesday, May 17, 2016

Ocean Pines Golf Course

100 Clubhouse Drive

Ocean Pines, MD 21811



Cost is $95 per person and includes your round of golf, cart, range balls, food, prizes, awards and Closest to the Pin Competition.

Name: _____

Foursome: _____ Handicap: _____

_____ Handicap: _____

_____ Handicap: _____

_____ Handicap: _____

8am Registration and Driving Range

9am Golf Tournament Tee Time with Awards to follow

Format: 4 person scramble. Rules and directions will be furnished at the conference. Don't forget to list your handicap. Registration will be limited to 60 golfers.

Fax Registration form to: Bruce Bolt (301) 952-2955 or mail with your conference registration.

Send checks to: Bryan Levenson along with conference registration.

NRAAO / MAAO EDUCATIONAL PROGRAM

MONDAY, MAY 16, 2016

1:00 PM – 4:00 PM **Mortgage Fraud and the Assessor/Appraiser**
SESSION A Jonathan Biran PA

In February 2009, the US Attorney for the District of Maryland established the Maryland Mortgage Fraud Task Force. Jonathan Biran was the founding member of this task force, which is comprised of more than two dozen Federal, State local law enforcement, and regulatory agencies. Together they have worked to combat mortgage fraud. Although fraud has been in the news for more than 20 years it is still a problem for both the lending industry and the appraisal foundation. This session will help Assessors / Appraisers better recognize potential problems utilizing real world examples of fraud cases throughout the State of Maryland.

1:00 PM – 4:00 PM **Mass Appraisal: statistical software in market analysis, valuation and measuring assessment performance**
SESSION B William Henry Riley III, DPA, MBA, CAE – Certified General Appraiser
Chair of IAAO Committee on USPAP, AQB Certified USPAP Instructor

This session will review mass appraisal. The session will give a brief introduction/history of computer assisted mass appraisal (CAMA) systems and statistical software (SPSS, NCSS). A review of features of these systems and how they can be used in market analysis, valuation, and measuring assessment performance will be discussed. Through a guided discussion, we will understand how participants currently use CAMA, SPSS, and NCSS in their jurisdictions.

TUESDAY, MAY 17, 2016

9:00 AM – 12:00 PM **2016 Real Estate Market Analysis**
SESSION C Robert J. Robidoux, MAI, SRA, MBA – Certified General Appraiser
John Hopkins Carey Business School

This seminar examines the measurement of market capacity for real estate products and for a specifis use on a specific site. It covers techniques for measuring current and forecasting future demand and supply in specific markets. Also used for evaluating sites based on industry-specific criteria. Finally, feasibility analysis and highest and best use decisions will be discussed.

9:00 AM – 12:00 PM **Is the Comparable Comparable still in 2016**
SESSION D Daniel R. Puma Jr., Certified General Appraiser
SDAT, Supervisor of Assessments, Prince George's County

This session will ask the question what is comparability and how is it determined? Furthermore, how comparability relates to real estate valuation and the criteria employed in determining comparability. Topics include sale selection, arms length transactions, foreclosures, short-sales. The session addresses how many comparables does the assessor / appraiser need to utilize and why? The session concludes with a comparability exercise asking what sales would you select and why?

Continued on Page 6...

TUESDAY, MAY 17, 2016

1:00 PM – 4:00 PM **The 2016 Redevelopment Process**
SESSION E Glenn Irwin, Executive Director of the Ocean City Development Corp (OCDC)

Participants will take a walking tour of Historic Downtown Ocean City focusing on the redevelopment process. Facade 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.

1:00 PM – 4:00 PM **The Effect of Police Power: How Recent Laws and Regulations are**
SESSION F **Impacting Value**
George Lutz, Certified General Appraiser

Today's real estate market is experiencing ever greater impacts from changing laws and regulations. New laws such as the Maryland Sustainable Growth and Agriculture Preservation Act of 2012 have drastically altered the development potential of many properties, and changes in building and development regulations have significantly increased building costs. This session will provide a better understanding of the influences of these forces on the market, including land value, the general improved market, and construction costs throughout the region.

WEDNESDAY, MAY 18, 2016

8:30 AM – 4:30 PM **7 Hour 2016-2017 National USPAP Update Course**
SESSION G Leslie G. Pruitt, AQB Certified USPAP Instructor, Certified General Appraiser

The 2016-2017 7-Hour National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course. The course focuses on the most recent changes to USPAP for 2016 and 2017, and on appraisal issues that affect daily appraisal practice.

9:00 AM – 12:00 PM **Hotel Valuation for Assessors**
SESSION H David H. Brooks, MAI, Certified General Appraiser
Senior Managing Director, Valbridge Property Advisors

This discussion will be directed at hotel appraisal specifically related to valuations for ad valorem purposes. We hope to have an open discussion and Q & A relative to extracting business value from property value in order to derive a value of the real estate only, as required in the ad valorem process. In the Q & A, we can compare and contrast the Rushmore and Lenhoff methods relative to appraisals completed for tax appeal.

1:00 pm – 4:00 pm **2016 North Eastern Regional Valuation and Legislative Issues**
SESSION I Jeffrey Comen, Assistant Attorney General, Principal Counsel to SDAT
William K. Hammond, Assistant Attorney General, SDAT

This session will consist of three one-hour topics. The sessions are designed to have a broad appeal for assessors, appraisers and property tax administrators throughout the North East. The first topic will be casino valuation for property tax purposes. The second session will be on real property tax exemptions and the their impact on value. The final session will be a summary of recent legislative decisions affecting real property tax valuation and assessments around the region.

Please note all continuing education credits are pending approval from the various state agencies.

OCTOBER 30, 2015 BOARD OF DIRECTORS' MEETING HIGHLIGHTS

President's Report Bruce Bolt (MD) called the Fall Board Meeting to order and asked for a moment of silence to remember the deceased and sick.

Treasurer's Report Paul Lesperance (ME) provided an income and expense report for the period ending September 30, 2015, 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 16 Past Presidents, 3 State President, 6 NRAAO Reps, 4 IAAO Reps and 10 NRAAO Committee Chairs. The minutes of the Spring 2015 Board Meeting were approved as submitted by the Secretary.

Membership Committee Chair Betsy Quist (CT) was unable to attend but submitted a written report indicating that the NRAAO Membership now totals 450: 20 Associate, 405 Regular, and 25 Subscribing. Betsy also reported on the "two for one" membership numbers for 2015.

Education Committee Co-Chairs Linda Cwiek (RI) and Les Pruitt (MD) reviewed the process for getting sessions approved for continuing education credits by state.

Awards Committee Donna Ralston (CT) announced she would request the S*herry Vermilya Award* nominations from the NRAAO reps in the early spring. The Past Presidents were reminded to vote for the *Kay Pardee* award after today's meeting, and to submit their nominations for the *Richard Prendergast* award separately.

Scholarship Committee Chair Viviane Valentine (RI) reported on the changes to the scholarship guidelines voted on at the last Board Meeting. Three of the 2015 recipients and all five of the alternates have indicated they cannot use their scholarship this year. That means that only seven scholarships will be awarded in 2015. There was some discussion whether more alternates should be selected. The Board also discussed payment of the scholarship directly to the host committee, and good record keeping so that split conference proceeds can be calculated correctly.

By-Laws / Infrastructure Co-Chairs Linda Cwiek (RI) and Karen Marchant (NH) had met and discussed possible changes to three sections of the By-Laws and Procedural Rules. Regarding Membership: All employees of the subscribing member corporation....shall be entitled to benefits and privileges of Subscribing Members. Regarding Board of Directors: the NRAAO Rep from each state or province will notify the NRAAO Secretary of the one IAAO Representative to the NRAAO Executive Board. Regarding Officers: In the event the vice-president, secretary or treasurer cannot serve due to inability or refusal to act, the president has the authority to appoint a replacement until the next election. The Procedural Rule change adds responsibility to the NRAAO Rep to inform the Secretary annually of the state and province Board Member. These changes will be sent to the voting members 60 days prior to the annual meeting.

Outreach Committee Kathy Pierce (MA) updated the Board on her outreach efforts in Washington, DC and Delaware.

Newsletter Editor Karen Beattie (RI) noted that the spring newsletter will published in mid-March. Send information by the end of February to her at **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 President Bruce Bolt introduced Octavia Pauls, President of the Maryland Assessor's Association and spoke about the upcoming NRAAO/MAAO conference in Ocean City: May 15-18. Vice President Pam Sanders and Conference Chair Les Pruitt have been working hard, along with the entire Host Committee, to plan a successful and fun conference. The dress code will be business, with a black tie closing banquet. Depending on weather, pack your shorts. The Education Committee is working on getting all the sessions approved for continuing ed credits. *Connecticut – 2017* Donna Ralston reported that the Mystic Hilton will be the conference site. Rooms will be $169 per night. The Host Committee plans on utilizing the Mystic Acquarium and Seaport for events. CT requested to split the conference proceeds and also asked for $1,000 educational advance, which was approved. *Massachusetts - 2018* Ginny Thompson noted the Host Committee has visited the Quincy Marriott twice and is asking the Conference Advisory Committee to conduct a site visit for final approval of the site. The hotel has been recently renovated, room rates would be in the $155/night range with free parking and internet. Shuttle service is available to visit Quincy and Boston. Other upcoming conferences are: 2019 - Rhode Island. 2020 - New Jersey.

Old Business There was no old business.

New Business President Bolt noted that two NRAAO Members are running for IAAO Offices. Dave McMullen (NH) for Vice President and Ray Beattie, Jr. (RI) for Executive Board. There was some discussion about a possible 2021 conference. The Board voted to set the mileage reimbursement rate at $0.25.

Pictured: NRAAO Vice President Pamela Sanders and President Bruce Bolt.



2015 SHERRY VERMILYA AWARD RECIPIENTS

In an effort to keep this award a surprise, this entry was intentionally omitted from the fall newsletter so Lynne could be presented her award over the winter. Congratulations Lynne Schweighardt on being the 2016 Sherry Vermilya Award recipient from New Jersey!

The 2015 Sherry Vermilya Award nominee form New Jersey started her career at the Sussex County Board of Taxation from 1997-1999. She left the Tax board to work for Sparta Township and then moved on to Vernon Township as the Assessing Clerk.

Acquiring her CTA in 2003, she became the Assessor of Vernon. In 2011 she briefly served as the Sussex County Tax Administrator, subsequently returning to the position as Assessor of Vernon.

She is a member of numerous organizations:
Sussex County Assessor Association – Past President and Secretary

AMANJ – serves a League of Municipality Rep and is on the Legal & Education Committees

NRAAO – having served as a NJ Rep for AMANJ & a member of the Education committee for the NJ Conference;

Education Committee for NJIAAO and a member of IAAO.

She is always willing to participate when it comes to supporting the profession and assisting in education.

New Jersey is proud to nominate and present the 2015 Sherry Vermilya Award to:

Lynne Schweighardt
Assessor of Vernon Township, NJ



NRAAO / MAAO EXHIBITOR INFORMATION

May 2016 is just around the corner and tax assessors are thinking ahead to the next educational conference. This year the conference is being hosted in family friendly Ocean City, Maryland at the Carousel Hotel. As in the past, we are offering the opportunity for companies to exhibit their products to a very enthusiastic and dedicated group of professionals from all over the Northeast.

Exhibit hours start Sunday, May 15th from 6:00 pm to 8:00 pm. During this time the Welcome Reception will be held with cocktails, hors d'oeuvres and live entertainment. Exhibit hours will continue on Monday from 8am to 2 pm. Between 12 and 1:15 pm there will be a Box Lunch with the exhibitors and prize drawings for those in attendance. Additionally we will provide a "PASSPORT TO TECHNOLOGY" for all attendees. They get their passports stamped from each vendor they see and turn it in to vie for a special prize! The cost to participate as an Exhibitor is $1000. Included in this fee are the following:

- A 10 x10 booth with rear and side drapes
- 1 draped 6' table and 2 chairs with wastebasket
- Security for the Exhibitor's area Sunday night
- 1 conference registration (Additional registration will be $325.00) free wifi
- A guaranteed and receptive audience!

Electric hookup, internet and shipping to the hotel a week prior to the conference will be available. Please mark your materials as part of the "NRAAO CONFERNECE". Contact names at the hotel are:
Kim Heffner @ kim.heffner@carouselhotel.com or
Danielle Bellante @ Danielle.bellante@carouselhotel.com

To reserve a booth please fill out the Exhibitor Information Sheet on Page 9 and return it with your check in the amount of $1000 plus any additional charges. Please make checks payable to NRAAO/MAAO Conference 2016.

NRAAO/MAAO Exhibitor Information Sheet
2016 Annual Educational Conference hosted at the Carousel Hotel, Ocean City, MD. May 15-18th

Please complete and return this form by April 1, 2016. We want you to have a positive conference and will do all we can do to make it Successful!

Company Name:_____

Company Address:_____

_____

Contact Person:_____

Phone#:_____Fax:_____Email:_____

Product or Service:_____

Name and title of Company Registrants:_____

_____

_____

Names as they should appear on registrants name badge:

_____

BOOTH FEE	$1000	_____
ADDITIONAL ATTENDEE	$325	_____
POWER HOOKUP	$50	_____
GOLF HOLE SPONSORSHIP	$25 PER HOLE	_____
GOLF TOURNAMENT PARTICIPATION		_____
TOTAL ENCLOSED		_____

(If you wish to play in the golf tournament the fee is $95. Thanks!)

Please return this form along with a check made payable to "NRAAO/MAAO Conference 2016". Mail to:

Nancy Schmidbauer
2 South Bond Street
Suite 400
Bel Air, MD 21014

VENDOR SPONSORSHIP OPPORTUNITIES
2016 NRAAO/MAAO EDUCATIONAL CONFERENCE
May 15-18, 2016

REGISTRATION: "PRIMIERE SPONSORSHIP"
SOLD!

***BREAKFASTS*, "*LEAD SPONSORSHIPS*"**
Three (3) Opportunities to display your logo and promotional items in the area: $1800 per breakfast.

COFFEE BREAKS* "*SUPPORTING SPONSORSHIPS"
Four (4) opportunities for the attendees to take notice and thank you for the much appreciated breaks! There will be a "New Technology Breakout Time" made available for those companies that want 20 minutes to talk about what they have to offer! $1500 per break

SPONSOR /EVENTS BENEFITS

Exhibitor table $1000
(With complementary program ad and one registration to entire conference)

ADDITIONAL SPONSORSHIP OPPORTUNITIES

Other sponsorship opportunities available-contact Nancy!

Mobile charging station:	$500	Attendees will be most grateful!
Neck wallets/lanyards:	**SOLD!**	
Hand Sanitizers w/your logo:	**SOLD!**	
PRESIDENT'S DINNER:	**SOLD!**	
Giveaway bags:	**SOLD!**	
Hotel Key Cards:	**SOLD!**	

2016 ANNUAL NRAAO/MAAO CONFERENCE
HOSTED BY THE MARYLAND ASSOCIATION OF ASSESSING OFFICERS
CAROUSEL OCEANFRONT HOTEL
11700 Coastal Highway
Ocean City, MD 21842
May 15-18, 2016

PROGRAM BOOK AD PRICING

Back Cover:	$800
1st page	$600
Inside Back Cover	$700
Full page ad	$400
Half page ad	$250
Quarter page ad	$125
Business card ad	$50
Booster ad	$25

COMPANY:_____

CONTACT PERSON:_____

CONTACT EMAIL/PHONE:_____

AMOUNT ENCLOSED: $_____

MADE PAYABLE TO "NRAAO/MAAO CONFERENCE 2016"

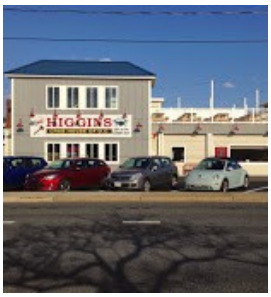
PLEASE COMPLETE THIS FORM AND SEND PAYMENT TO:
Nancy Schmidbauer, 2 South Bond Street, Suite 400, Bel Air, MD 21014

PLEASE SEND ANY ARTWORK AVAILABLE IN DIGITAL FORMAT BY APRIL 1, 2016 TO
KATHY.PHILLIPS@MARYLAND.GOV

THANKS FOR YOUR SUPPORT!!!

MAAO/NRAAO 2016: Social Events

CRAB FEAST – MONDAY, MAY 16, 2016
6:00 PM – 9:00 PM



Crab Feast Includes:
- **ALL You Can Eat #1, MD Steamed Crabs - Draft Beer and Soft Drinks**
- **Fried Chicken - French Fries –Coleslaw - Corn on the Cob - Hush Puppies**

Higgins Crab House of Ocean City
3102 Coastal Highway
Ocean City, MD 21842
410.289.2581
http://higginscrabhouse.com

COST: $65 per person
or $120 per person when combined with Seacrets Dinner

SEACRETS, Jamaica USA – TUESDAY, MAY 17, 2016
6:00 PM – 10:00 PM



Beach Party Includes:
- **World Famous Jerk Chicken – Light fare - Drink Tickets**
- **Live music on the bayside beach**

117 West 49th Street [on the Bay]
Ocean City, MD 21842
410.524.4900
http://seacrets.com/

COST - $65.00 per person
or $120 per person when combined with Higgins Crab Feast