Northeastern Regional Association of Assessing Officers

Spring 2024

Volume 26 Copy 2

DETAILS INSIDE

2024 Educational Conference

May 19th to 22nd

At Bally's Atlantic City

In New Jersey

REGISTER NOW FOR THE CONFERENCE!

From the NRAAO President



Friends and colleagues, I cannot believe that spring has sprung in 2024. Our upcoming NRAAO/AMANJ joint conference in May is right around the corner!

Our team here in New Jersey is getting more excited with every passing week. After our disappointment from being derailed by COVID-19 a few months before the conference four years ago, our entire conference committee is thrilled to invite everyone back from the Northeast and the AMANJ to the newly renovated Bally's Casino.

As we begin the final push for registration and reserving rooms, please make sure not to let your NRAAO membership slip through the cracks. That membership saves you $100 off the full conference registration, so if you are not a member, please join today.

With that being said, what a conference we have planned! The education that has been put together by the education committee is top notch.

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It will be headlined by Patrick Alesandrini, the IAAO's immediate Past President, and nationally known instructor David Cornell, President of Cornell Consultants.

We will be filling out our slate with topics ranging from AI to commercial tax appeal prep and trial. This year we also have the pleasure of welcoming NRAAO's own Les Pruitt who will be teaching Wednesday's USPAP class.

To pair up with the high level of education, we will be offering a good variety of social events. We have some old favorites, like the annual golf outing, which will be taking place on Tuesday May 21st at McCullough's Emerald Golf Links in Egg Harbor Township, NJ. It will once again be a 8:30 AM shotgun start. We have a new twist with the banquet on Tuesday evening. Monday will be a great night out at the Steel Pier, where we will be listening to some great music by Jimmy and the Parrots — with awesome views from the famous wheel. And, we have a farewell party on Wednesday evening at King's Pub.

After that brief introduction of the highlights of the upcoming conference, I would be remiss if I didn't thank everyone on the local conference committee who have put in countless hours the last six months getting us to this point. I appreciate each one of you and look forward to getting the opportunity to thank you all in person.

I would also like to thank all of our sponsors who have stepped up already to help make these events possible. We still have a few important sponsorship opportunities available. If you or someone you know would like to take advantage of one of these options, golf sponsorship or ad book, please reach out to me directly for more details — it is not too late.

In closing, on behalf of AMANJ President Kevin Esposito and myself, I would like to say we look forward to welcoming you all to Bally's in Atlantic City from May 19th-22nd, where we hope you will come for the top-notch education and leave with memories and friendships that will last a lifetime.

Get your registrations in See you next month!.

Yours Truly,

Gregory Hutchinson
NRAAO President

THE FUTURE AT THE SHORE IN 2024
NRAAO/AMANJ 2024 JOINT CONFERENCE
MAY 19-22, 2024

NRAAO/AMANJ Joint Conference
May 19-22, 2024
Bally's Atlantic City
1900 Pacific Ave, Atlantic City, NJ 08401

SUNDAY MAY 19TH 2:00 TO 5:00 PM – Traymore Ballroom A

How to Bring the Temperature Down
Instructor: David Cornell, MAI, CAE, President of Cornell Consultants, LLC

This training features the ICAN method for verbal de-escalation and provides participants with research-based, best practices for successfully assisting emotionally escalated individuals. The practical skills featured in this training will be taught from an assessor perspective and will be beneficial to all public service professionals. **NJ-3 PTA**

MONDAY MAY 20TH 10:00 TO 12:00 PM – Traymore Ballroom B & C

AMANJ General Membership Meeting with Legal & Legislative Updates
Panel: John R. Lloyd, Esq. Chiesa Shahinian & Giantomasi (CSG) PC
Peter Zipp, Esq. Zipp & Tannanbaum & Levi Kool, Esq. Huntington Bailey; AMANJ Counsel
David A. Smith, MSFS, Princeton Public Affairs Group (PPAG) AMANJ Lobbyist

*For New Jersey Assessors. Updates on the legislative front as well as recent NJ Tax Court Decisions provided to AMANJ members from AMANJ's Lobbyist and Counsel. **NJ-2 PTA**

MONDAY MAY 20TH 1:00 TO 4:30 PM- Traymore Ballroom B & C

Similarities & Differences in Assessing Throughout the Northeast
Panel: Marie Procacci-Blaskey, CTA (NJ); Mary Huda, CCMA II (CT); Bill Healey, CMA, RES (ME)
Bryan Levenson, CMPA (MD); Ellen Brideau, MAA (MA); Norm Bernaiche, CNHA (NH)
Edye McCarthy, SCAA, IAO (NY); Karen Beattie, RES, RICA (RI); Ed Clodfelter, VMPA (VT)

From assessing terminology to requirements…from timelines to inspections…from revaluation to property tax relief programs…hear from your colleagues. This panel, made-up of Assessors representing their individual state, will compare notes on assessing practices and procedures. This session will provide insight on similarities and differences within the assessing profession throughout the northeast region. **NJ-3.5 PTA**

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TUESDAY MAY 21ST 8:30 TO 11:30 AM- Traymore Ballroom A

Excel for Assessors and Appraisers
Instructor: David Cornell, MAI, CAE, Certified Microsoft Trainer, Certified Excel Expert, President of Cornell Consultants, LLC

This session highlights how Excel can assist assessors and appraisers with their everyday tasks. Additionally, this session highlights Excel's powerful analytical tools which are available to help solve many of the challenges facing assessors and appraisers. Using Excel to extract market-based depreciation estimates, creating tables, creating and using PivotTables/ PivotChart reports, creating dropdown lists and using conditional formatting will be areas covered in this session as well as will touch on other time-saving tips and techniques. Participants are encouraged to bring their own laptops to work with the live Excel exercise files. **NJ-3 APP**

TUESDAY MAY 21ST 8:30 TO 11:30 AM- Traymore Ballroom B

External Obsolescence and 1031 Exchanges
Instructors: Pamela J Brodowski, MAI, ASA, CTA, BRB Valuation & Consulting Services
Michael J. Ash, Esq., Carlin, Ward, Ash & Heiart

What is External Obsolescence and the practical applications of deriving it from the marketplace? Discussion of actual Tax Court cases involving the use of External Obsolescence. What is a 1031 Exchange and why do parties disclose this on a deed? How does a 1031 Exchange impact the usability of a sale? **NJ-3 APP**

TUESDAY MAY 21ST 1:00 TO 4:00 PM- Traymore Ballroom A

Valuation, Understanding the Basics
Instructor: Patrick Alesandrini, MAI, CAE, SRA, RES, CFE

This session will cover the economic principles and market conditions that formulate the highest and best use of property. A practical discussion of where the "rubber meets the road" will take place as well as topics such as: land valuation anomalies, "Dark Store Theory" and the necessity of understanding the economic principles when facing complex properties. **NJ-3 APP**

TUESDAY MAY 21ST 1:00 TO 4:00 PM- Traymore Ballroom B

Equity in Values
Instructor: Justin Elmers, AAS, RMA, Assessment Advisor, IAAO

Learn about the International Association of Assessing Officers cornerstones of fair and equitable property assessments. A discussion will take place how assessors can better prepare themselves to deal with inequity in values.
NJ-3 PTA

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WEDNESDAY MAY 22ND 8:00 TO 4:00 PM- Central & Lincoln Ballrooms

2024 7-hour National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course
Instructor: Leslie G. Pruitt, CGA, AQB Certified USPAP Instructor

The 2024 7- Hour National USPAP Update Course addresses the most recent changes to USPAP as well as the rationale for and impact of those changes. It also explores common USPAP issues and discusses a variety of topics affecting appraisal professionals and how USPAP applies to them. The course is USPAP application based, permitting the participants to complete a variety of exercises and case studies, through either individual or group work.
This course is divided into two sections. Section 1 contains discussions related to new changes made to the ETHICS RULE and Section 2 covers all other changes made to USPAP, as well as a full 120 minutes dedicated to Case Studies. **NJ-7 APP**

WEDNESDAY MAY 22ND 8:30 TO 11:30 AM- Traymore Ballroom A

Geospatial Analytics: Refining Neighborhood with GIS and Descriptive Statistics
Instructor: Patrick Alesandrini, MAI, CAE, SRA, RES, CFE

This session will utilize GIS and Descriptive Statistics to help refine neighborhood boundaries and adjustments. This class will utilize GIS to locate problem properties and then will utilize descriptive statistics to ascertain the issue to be solved.
NJ-3 APP

WEDNESDAY MAY 22ND 8:30 TO 11:30 AM- Traymore Ballroom B

Leveraging Artificial Intelligence and Machine Learning to Boost Assessment Efficiency
Instructors: Sohaib Shaikh, Vice President- State and Local Government, C3 AI
Elizabeth Bowman, Product manager, C3 AI

Faced with staffing shortages, an aging workforce, and a growing volume of appeals, assessing districts nationwide need assessors, with varying degrees of experience, to produce fair, equitable, and defensible appraisals faster than ever before. In response, C3 AI has developed a first-of-its-kind AI-powered Property Appraisal Application - proven to reduce time-to-appraise residential and commercial real estate without compromising accuracy. This session will discuss the growing use of artificial intelligence and machine learning in the appraisal/assessment industry and how it has been applied to automate key appraisal workflows such as - computer vision to classify building conditions, clustering to identify comparable properties, and best in class interpretability frameworks to generate defensible evidence packages for appeals. **NJ-3 APP**

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WEDNESDAY MAY 22ND 1:00 TO 4:30 PM- Traymore Ballroom A

Introduction to Power BI
Instructor: David Cornell, MAI, CAE, President of Cornell Consultants, LLC

Power BI is a game changer in truly understanding your data! Power BI lets you connect to multiple data sources, transform the data, and visualize the data to gain actionable insights. This hands-on session starts with foundational exercises of how to connect to and transform data to create a data model. Participants are encouraged to bring their own laptops with Power BI installed to work with live exercise files. **NJ-3.5 APP**

WEDNESDAY MAY 22ND 1:00 TO 4:30 PM- Traymore Ballroom B

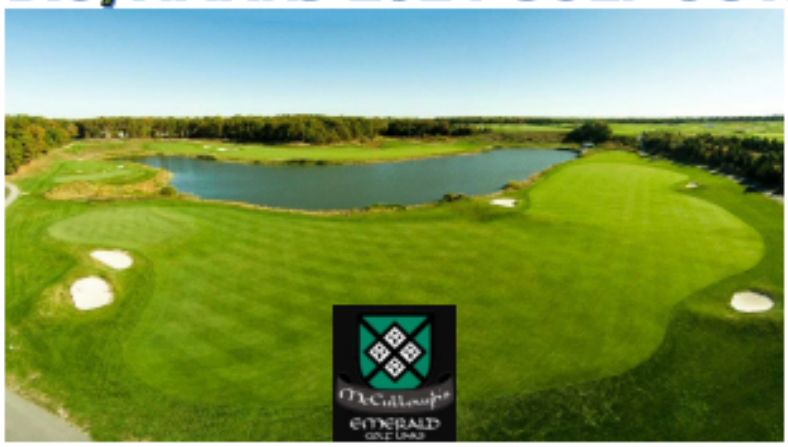
The Art of Commercial Property Tax Appeals, A Strategic Educational Session for Success
Panel: Joseph Sordillo, Esq; George F Librizzi, CTA, ASA, SCGREA; Mark Hendricks, CRE, CTA, FRICS, SCGREA; James Esposito, Esq; Matthew S Rinaldi, CTA, SCGREA; Kevin M Esposito, CTA, SCGREA
Honorable Joseph Andresini, P.J.T.C.

This panel will provide helpful insights into unlocking the secrets to successfully navigate your way through commercial property tax appeals. Experience a mock trial that will identify the intricacies of commercial property assessments along with important valuation and litigation considerations. This session will provide practical information to assist you on the complex commercial valuation appeal process. **NJ-3.5 PTA**

To join NRAAO, please utilize the on-line membership application at:

http://www.nraao.org/membership-application/

NRAAO/AMANJ 2024 GOLF OUTING



The New Jersey Members of the NRAAO invite you to a relaxing day of golf at McCullough's Emerald Golf Links

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Tuesday, May 21, 2024

TIME> 7:30AM Check-in, 8:30AM Shotgun start

WHERE> 3016 Ocean Heights Ave, Egg Harbor Twp. NJ 08234

FORMAT> 4-Person Scramble

CONTESTS> 4 Closest to the pins, 1st and 2nd place low gross score & Longest Drive!

PRICE> $110 Per Player (includes golf, bagels/donuts, lunch, and refreshments)

REGISTRATION (Golf 2024)

(Primary Contact as Player #1) Name	Phone #	Email
PLAYER #1			
PLAYER #2			
PLAYER #3			
PLAYER #4			

Amt Enclosed $_____ **Check #_____**

If paying by credit card, service fees apply

Credit Card #_____Exp Date:_____CVW_____
Name as it appears on card: _____Billing zip code_____

Mail Check to: **NRAAO-NJ**
Lee Ann Russ
lruss@middletownship.com
33 Mechanic St
Cape May Court House, NJ 08210

For registration details or questions contact:
Mike Bernardin @ 856-979-2811 email: mbernardin@moorestown.nj.us
Sean Gaskill @ 609-784-3346 email: sgaskill@gtnj.org

SHAPING THE FUTURE @ THE SHORE IN 2024
NRAAO/AMANJ 2024 JOINT CONFERENCE
MAY 19-22, 2024

Name:

Badge Name:

Companion's Name:

Jurisdiction/Firm:

Mailing Address:

City/State/Province/Zip:

Phone Number: Cell Number: Email:

CONFERENCE REGISTRATION FEES (check all that apply)		**BEFORE 5/3/2024 Check/Purchase Order**	
FULL REGISTRATION (Sunday - Wednesday) Includes: Vendor Meet & Greet, 40.5 CEU hours available, Meals, Materials, Breaks, Banquet & Installation of Officers and T-shirt (provide size below)	NRAAO Member:	$350	☐
	Non-Member:	$450	☐
T-Shirt Size (check one)	***S*** ☐ ***M*** ☐ ***L*** ☐ ***XL*** ☐ ***XXL*** ☐		
Companion Includes: Vendor Meet & Greet, Meals, Breaks, Banquet & Installation of Officers		$225	☐

Daily Registration Fees:

Sunday Only (session approved for 3 CEU's)	$100	☐
Monday Only Includes buffet breakfast & lunch (sessions approved for 3.5-5.5 CEU's)	$180	☐
Tuesday Only Includes continental breakfast (sessions approved for 6 CEU's) (**NO Banquet**)	$165	☐
Tuesday Banquet Only (Banquet, Installation of Officers, Awards)	$140	☐
Wednesday Only Includes continental breakfast (sessions approved for 6-7 CEU's)	$165	☐
USPAP Only Includes continental breakfast (course material not included-see last page for information)	$125	☐

Are You Attending the Banquet? Yes ☐ No ☐

Rooms must be booked by 4/18/2024

https://ballysac.book.pegsbe.com/promo?propertyCode=BAC&offerCode=SNN518

Credit Card Payments Accepted
Service Fees Apply

Credit Card # **Exp Date:** **CVV**

Name as it appears on card: **Billing Zip Code:**

BECOME A CONFERENCE BOOSTER!
Yes, I would like to be a BOOSTER and have enclosed my **$25** contribution.
Please list my name in the conference program as a booster.

Name: Jurisdiction/Firm:

Total Amount Enclosed $

EDUCATION CHOICES

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

SUNDAY AFTERNOON	**MONDAY MORNING**	**MONDAY AFTERNOON**
☐ How to Bring the Temperature Down	☐ AMANJ General Membership Meeting	☐ Similarities & Differences in Assessing Throughout the Northeast
TUESDAY MORNING (select 1)	**TUESDAY AFTERNOON (select 1)**	
☐ Excel for Assessors & Appraisers	☐ Valuation, Understanding the Basics	
☐ External Obsolescence & 1031	☐ Equity in Values	
WEDNESDAY MORNING (select 1)	**WEDNESDAY AFTERNOON (Select 1)**	**WEDNESDAY ALL DAY**
☐ Geospatial Analytics	☐ Intorduction to Power BI	☐ USPAP (extra fees apply)
☐ Leveraging Artificial Intelligence	☐ The Art of Commercial Tax Appeals	** See next page for course material **

SPECIAL EVENTS

Name:

Mailing Address:

City/State/Province/Zip:

Phone Number: Email:

MONDAY, May 18th, 6-10PM

World Famous Steel Pier of AC

1000 Boardwalk, Atlantic City, NJ 08401

The Ocean Reef Oasis welcomes you with 1,000 feet over the ocean with 360-degree views of the Atlantic Ocean and the Atlantic City Skyline!

Enjoy dinner, open bar, entertainment by **Jimmy and the Parrots** and a ride on the famous Wheel.

$85.00 Per Person $ _____





WEDNESDAY, May 22nd, 6-8PM

Kings Pub

229 S Tennessee Ave, Atlantic City, NJ 08401

Join us for a farewell party (pay on your own)

DJ Entertainment

FROM THE HEART OF ATLANTIC COUNTY

KING'S PUB

K | P

USPAP MATERIALS NEEDED



NEW 2024 USPAP (PRINT)
(NOTE: GUIDANCE NOW
SOLD SEPARATELY)

$35.00



NEW 2024 USPAP GUIDANCE
AND REFERENCE MANUAL
(PRINT)

$75.00

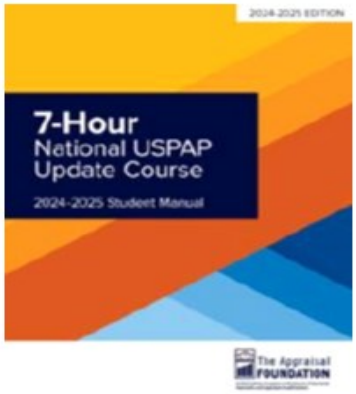
OR



NEW DIGITAL 2-BOOK SET:
2024 EUSPAP + EUSPAP GRM

$110.00

AND



2024-25 7-HOUR NATIONAL USPAP STUDENT MANUAL

$35.00

Three Publications are required for students taking the 7-hour update course (in print or digital formats): the 7-hour student manual, the new stand-alone 2024 USPAP publication and the new companion volume to USPAP titles 2024 USPAP Guidance & Reference Manual

Available at The Appraisal Foundation 800-348-2831

www.Appraisalfoundation.org

60th Annual NRAAO Conference
NRAAO-AMANJ 2024
Shaping the Future @ The Shore in 2024

Sunday May 19, 2024

12:00 am – 5:00 pm	Registration – Rotunda by Shelburne Room
2:00 pm – 5:00 pm	How to Bring the Temperature Down – 3 Credit Hours - Traymore Ballroom A
3:00 pm – 4:30 pm	NRAAO Board of Director's Meeting – Berkshire/Imperial Rooms
6:00 pm – 8:00 pm	Opening Reception with Vendors – Grand Ballroom

Monday May 20, 2024

8:00 am – 2:00 pm	Registration – Rotunda by Shelburne Room
7:30 am	Breakfast with Vendors – Grand Ballroom
8:30 am	Opening Ceremonies – Grand Ballroom Speakers / NRAAO General Meeting
10:00 am – 12:00 pm	AMANJ General Meeting – Traymore Ballroom A ** For New Jersey Assessors** 2 Credit Hours
10:00 am – 11:30 am	IAAO Representative Meeting – Berkshire/Imperial Rooms
11:30 am – 1:00 pm	Lunch with Vendors – Grand Ballroom
1:00 pm – 4:30 pm	Similarities & Differences in Assessing Throughout the Northeast – Traymore Ballroom A 3.5 Credit Hours
1:00 pm – 4:30 pm	Nearmap Demo – Traymore Ballroom C
6:00 pm – 10:00 pm	Social Event – Steel Pier (Ticketed event)

Tuesday May 21, 2024

8:00 am – 2:00 pm	Registration – Rotunda by Shelburne Room
7:30 am	Continental Breakfast – Rotunda by Registration
7:30 am	Golf Outing McCullough's Emerald Golf Links – 3016 Ocean Heights Ave, Egg Harbor Township, NJ 08234
8:30 am – 11:30 am	Excel for Assessors & Appraisers – 3 Credit Hours – Traymore Ballroom A
8:30 am – 11:30 am	External Obsolescence & 1031 Exchanges – 3 Credit Hours – Traymore Ballroom C

60th Annual NRAAO Conference
NRAAO-AMANJ 2024
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Tuesday May 21, 2024 Continued

11:30 am – 1:00 pm	Lunch (On Your Own)
1:00 pm – 4:30 pm	Valuation, Understanding the Basics – 3 Credit Hours – Traymore Ballroom A
1:00 pm – 4:30 pm	Equity in Values – 3 Credit Hours – Traymore Ballroom C
6:00 pm – 7:00 pm	Cocktail Reception – Grand Ballroom
7:00 pm – 11:00 pm	Banquet – Grand Ballroom Awards, New Officer Installation Entertainment by The FM Band

Wednesday May 22, 2024

8:00 am – 12:00 pm	Registration – Rotunda by Shelburne Room
7:30 am	Continental Breakfast – Rotunda by Registration
8:00 am – 4:00 pm	USPAP – 7 Credit Hours – Central/Lincoln Rooms
8:30 am – 11:30 am	Geospatial Analytics – 3 Credit Hours – Traymore Ballroom A
8:30 am – 11:30 am	Leveraging Artificial Intelligence & Machine Learning to Boost Assessment Efficiency 3 Credit Hours – Traymore Ballroom C
11:30 am – 1:00 pm	Lunch (On Your Own)
1:00 pm – 4:30 pm	Introduction to Power BI – 3.5 Credit Hours – Traymore Ballroom C
1:00 pm – 4:30 pm	The Art of Commercial Property Tax Appeals – 3.5 Credit Hours – Traymore Ballroom A
6:00 pm-Till	Farewell Party (Pay on your own)-The King's Pub, 229 S Tennessee Ave, Atlantic City NJ 08401

Future Annual Conferences

2025 — Newport, Rhode Island

2026 — New Hampshire

2027 — Massachusetts

2028 — Connecticut

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www.nraao.org

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We Welcome Contributions from NRAAO Members