

## 2017 Summer Conference Agenda

June 20 – June 23, 2017

Red Jacket Beach Resort, South Yarmouth, Massachusetts

*"An investment in education pays the best dividend." Benjamin Franklin*

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**MAAO Cancellation Policy:** In order to receive a refund, you will need to cancel your registration by contacting the MAAO by e-mail (execdir@maao.org or adminasst@maao.org) **no later than June 13, 2017 at noon**. This only cancels your conference registration; you will need to contact the hotel yourself to cancel any room reservations made.

**Registration Hours:** Tuesday: 10:00 am to 12:00 pm and 1:00 pm to 2:00 pm; Wednesday: 8:30 am to 10:00 am and 1:00 pm to 2:00 pm; Thursday: 8:30 am to 10:00 am and 1:00 pm to 2:00 pm; and Friday: 8:30 am to 9:30 am

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### Tuesday, June 20th

1:00 pm – 4:00 pm

1:00 pm – 1:15 pm

**Welcome to the Conference**

*Peter Caron, MAA, Director of Assessing, Lynn President, MAAO*

**The Division of Public Charities and How We Can Work Together**

**Speaker:** *Phillip Schrieber, Assistant Attorney General, Division of Public Charities*

1:15 pm – 3:15 pm

(2 Credit Hours)

**An Overview of the Appraiser's Role in Eminent Domain**

Assessors are often asked to take part in the eminent domain process for the municipalities where they work. An Eminent Domain appraisal is a unique type of valuation assignment incorporating unique terminology and unusual methodologies. This session will entail an overview of eminent domain, the terminologies used, the techniques incorporated and some of the pitfalls encountered.

**Speakers:** *Bernard X. Baldassaro, Appraisal Administrator, MassDOT/Highway Division, Right of Way Bureau & Joseph Almeida, Staff Appraiser, MassDOT*

3:15 pm– 4:00 pm

**MAAO Annual Meeting**

MAAO Annual Meeting including annual committee reports and awards.

**Moderator:** *Peter Caron, MAA, Director of Assessing, Lynn & President, MAAO*

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### Wednesday, June 21st

9:00 am to 4:30 pm

9:00 a.m.

**MAAO Legislative Update**

**Speakers:** *Lane Partridge, MAA, Town Assessor, Concord & Chairman, MAAO Legislative Committee*

9:00 a.m. – Noon

(3 Credit Hours)

**Our Own Panel of Experts**

Our panel of experts will address a myriad of assessing issues to include an assessing calendar; big box stores; the budget; chapter land; the classification hearing; construction cost tables; effective communication and presentation skills; data collection and the quality of the home; depreciation tables; how to monitor the performance of your vendors; income and expense issues; the levy limit; new growth; omitted and revised assessments; overlay account; resources available to the assessor; sales verification issues; social media; supplemental tax bills; the assessors page on the town website; understanding the language in a deed; unusual properties. If you have a specific question that you would like answered please send it to [jneas@hopkintonma.gov](mailto:jneas@hopkintonma.gov) in advance of the conference.

**Speakers:** *Peter M. Caron, MAA, Director of Assessing, City of Lynn; Ellen M. Brideau, MAA, Director of Assessing, Town of Wayland; Susan A. LeMay, MAA, Chief Assessor, City of Lowell*

Noon – 1:30 pm

**Lunch** - Boxed lunch included with registration. Please present your meal ticket to the RJB staff at the tent by the beach.

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**Wednesday, June 21st continued...**

**9:00 am to 4:30 pm**

1:30 pm – 4:30 pm

**The Latest from DLS**

(3 Credit Hours)

The Division of Local Services will give a presentation on a number of ongoing initiatives.

*Speakers: TBD*

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**Thursday, June 22<sup>nd</sup>**

**8:00 am to 4:30 pm**

8:00 am – 11:00 am

**Vendor Exhibition and Continental Breakfast** (Sponsored by The Warren Group)

1:00 pm – 4:00 pm

**The Mock Trial One and Two**

(3 Credit Hours)

**Trial One:** An informal case on a single-family residence. The homeowner will say their property value is too high based on a recent bank appraisal. What should the town say to that? The assessor will tell you if they will rest on the evidence or if they will present a defense and share with you a template for a valuation report.

**Trial Two:** We will deal with the issue of a big box store that is now vacant. Does that matter? What if there is still a lease in place? What if there is a deed restriction that would effect a sub-lease or a sale of the property? Would you value the property by the Cost Approach or the Sales Comparison Approach or the Income Approach? What is the dark store theory and what would the ATB think of that issue?

*Speakers: Kenneth W. Gurge, Esquire; Anthony M. Ambriano, Esquire; Ellen M. Hutchinson, Esquire; John H. Neas, MAA, RMA, CMA, Principal Assessor, Town of Hopkinton & R. Lane Partridge, MAA, Town Assessor, Town of Concord*

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**Friday, June 23<sup>rd</sup>**

**9:30 am – 12:00 pm**

9:30 am – 12:00 Noon

**Determining Market Derived Rates...the \$64,000 question.**

(2.5 Credit Hours)

Our goal as assessors is to develop valuation models that mimic the market. Whether determining base rates in our CAMA systems or applying an adjustment in a single property appraisal, well-supported values can be a challenge. This seminar will review the different techniques available to quantify and document market derived rates and adjustments.

*Speaker: David Cornell, MAI, CAE, Cornell Consultants*

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