



2018 NRAAO CONFERENCE

Boston Marriott Quincy, Quincy, Massachusetts
April 29th – May 2nd
CONFERENCE AGENDA



Sunday, April 29th

- 2:00 pm – 5:00 pm **Registration** – *Registration Room*
- 3:00 pm – 5:00 pm **NRAAO Executive Board Meeting** – *Dorothy Quincy Ballroom*
- 6:00 pm – 10:00 pm **Opening Reception with Exhibitors** entertainment by “Too Cool” -*Salon 4 & 5, President’s Ballroom* – *Sponsored by Platinum Sponsor Vision Government Solutions*
-

Monday April 30th

Schedule of Events

- 8:30 am – 5:00 pm **Registration** *Registration Room*
- 9:00 am – 12 noon **Vendor Exhibition** – *Salon 4 & 5, President’s Ballroom*
- 9:00 am – 10:30 am **NRAAO Business Meeting & Breakfast Buffet** – *Salon 4 & 5, President’s Ballroom*
- 10:30am – 12 noon **Morning Sessions**
- 12 noon – 1:30 pm **Lunch with the Vendors** - *Salon 4 & 5, President’s Ballroom*
- 1:30 pm – 4:00 pm **Afternoon Sessions**
- 5:30 pm **Social-** Red Sox (7:10 pm start) vs. Kansas City – *Additional Fee for game and transportation*

Educational Program Agenda

NRAAO Annual Business Meeting & Breakfast Buffet

9:00 am – 10:30 am

Welcoming Remarks

- ❖ Virginia N. Thompson, MAA, President, NRAAO & Secretary, MAAO
- ❖ Thomas P. Koch, Mayor, City of Quincy
- ❖ "John Adams"
- ❖ Dorothy Jacks, AAS, President, IAAO & Property Appraiser, Palm Beach County, West Palm Beach, Florida

Awards Presentation – Katherine Peirce, MAA, Principal Assessor, Town of Holliston

Session 1

10:30 am – 12 noon
1.5 recertification credits

Morning Session: Trends in Technology Vendor Showcase

25 mins. Each 3 Vendors TBD

Session 2

NO recertification credits

Morning Session: IAAO Representative Meeting – *Dorothy Quincy Ballroom*

Session 1

1:30 am – 4:00 pm
3 recertification credits

Afternoon Session: Trends in Technology Vendor Showcase

25 mins. Each 3 Vendors TBD

Monday, April 30th continued...

Session 2

Afternoon Session: Active Shooter Training

1:30 am – 4:00 pm
3 recertification credits

What to do during an active shooter event. This session will provide a history of active shoot events, such as the home grown violent extremists, terrorist, as well as the lone wolf. We live in a time where you must be prepared for the potential of such an event. Mr. Brandt will provide tips on how to be properly prepared and how to survive an active shooter event and to review your first line of defense (see something/say something). He will provide you with a review of what to expect during the law enforcement response.

Speaker: H. Skip Brandt, CPP, CLSD, JP, Director of Security, Boston Park Plaza

Session 3

Afternoon Session: Real Estate Trends

1:30 am – 4:00 pm
3 recertification credits

This session will focus on the globalization of real estate as real estate sector becomes a major asset class of financial investors. It will outline the dimensions of the global economy, the distribution of real estate, the fundamentals of current (2108) real estate markets across the globe and the implications of global capital for the pricing of real estate in the U.S. The final sections will assess the impact on pricing of real estate in a global context.

Speaker: Raymond Torto, PHD., Lecturer, Harvard University

Tuesday, May 1st

Schedule of Events

8:00 am – 5 pm	Registration – Registration Room
8:00 am	Golf Tournament – Social - South Shore Country Club- <i>Additional Fee to play</i>
8:00 am – 9:00 am	Continental Breakfast – Foyer
8:30 am-12 noon	Morning Sessions
10 am – 10:15 am	Morning Break - Foyer
12 noon – 1:30 pm	Lunch - On Your Own
1:30 pm – 5:00 pm	Afternoon Sessions
3:00 pm – 3:15 pm	Afternoon Break – Ice Cream Social – Bring your snack back to class

Educational Program Agenda

Morning Sessions

Session 1

All Day Session: USPAP, National 7 Hour Update Course - additional fee for textbook

9:00 am – 4:30 pm
7 Recertification Credits

The 2017-2018 7-Hour National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course. The course focuses on the most recent changes to USPAP for 2018 and 2019, and on appraisal issues that affect daily appraisal practice.

Speaker: Leslie G. Pruitt, Supervisor of Assessments, Somerset County, Maryland Department of Assessments & Taxation

Session 2

All Day Session: IAAO - Forum 911 Valuation of Contaminated Properties

8:30 am – 5:00 pm
7.5 Recertification Credits

Participants will have the opportunity to analyze and evaluate the impact that contamination has on property valuation. Contamination appears in many forms; pesticides on agricultural properties, gas leaks at the corner gas station, run-off from landfills, and industrial by-products are some of the more common forms. Assessment officials must be prepared to deal with the impact these occurrences have on property valuation.

Speaker: Robert P. Reardon, CAE, Director of Assessments, City of Cambridge

Tuesday, May 1st continued...

Session 3

9:00 am – 12 noon

3 Recertification Credits

Morning Session: PowerPoint for Assessors

PowerPoint for Assessors lays out the essentials for creating and delivering effective presentations. By working through live exercises, participants will learn how to create, edit, and share PowerPoint presentations, engage audiences, present data in a meaningful way, and effectively use graphics. PowerPoint for Assessors covers the following topics: Creating presentations using themes and templates; Presentation do's and don'ts; Effectively using pictures, SmartArt, shapes, and charts; Using speaker notes and comments; Adding video; Moving the slide deck; Sharing presentations and creating printouts; and, Presentation tips and tricks. Participants are encouraged to bring a laptop with PowerPoint 2007 or newer to participate in the live exercises.

Speaker: David M. Cornell, CAE, MAI, is a Microsoft Certified Trainer and a Certified Excel Expert, Cornell Consultants

Afternoon Sessions

Session 1

9:00 am – 4:30 pm

Continuation of the All Day Session: USPAP, National 7 Hour Update Course -
additional fee for textbook

Session 2

8:30 am – 5:00 pm

Continuation of the All Day Session: IAAO - Forum 911 Valuation of Contaminated Properties

Session 3

1:30 am – 4:30 pm

3 Recertification Credits

Afternoon Session: Public Speaking

This session will focus on enhancing and expanding your presentation skills to help you effectively communicate your ideas during technical presentations with the aid of PowerPoint as well as improve your public speaking skills. Participants will examine the fundamentals of effective public speaking and the essentials of preparing and delivery presentations and speeches.

Speaker: Linda K. Mallen, Mallen Communications

Wednesday, May 2nd

Schedule of Events

8:00am – 12:00 noon Registration – *Registration Room*

8:00 am – 9:00 am Continental Breakfast – *Foyer*

8:30 am – 12 noon Morning Sessions

10:00 am – 10:15 am Morning Break - *Foyer*

12 noon – 1:30 pm Lunch - *On Your Own*

1:30 pm – 5:00 pm Afternoon Sessions

3:00 pm – 3:15 pm Afternoon Break

5:00 pm – 6:00 pm Past President's Reception – *Dorothy Quincy Ballroom*

6:00 pm – 7:00 pm Cocktail Reception – *Foyer*

7:00pm – 11:00 pm Installation Banquet with entertainment by "Wildfire" *Salon 4 & 5, President's Ballroom*

Wednesday, May 2nd continued...

Educational Program Agenda

Morning Sessions

Session 1

9:00 am – 12 noon

3 Recertification Credits

Morning Session: Valuation of Solar and Wind Facilities: Issues in Valuing Complex Industrial Properties & Pertinent Court Cases

This session will take a look at the major issues concerning the valuation of complex commercial and industrial properties. The valuation of Big Box stores and renewable energy especially wind and solar are the hot topics in the forefront of today's property tax professionals. These properties are the most complex to appraise and require an in depth understanding of highest and best use, fee simple vs. leased fee, government incentive programs, intangible assets such as power purchase agreements (PPA), and pretax vs. after tax cap rate development. In addition to these topics, we will also take a close look at how the courts have dealt with these issues and how inconsistent decisions leave us second guessing our value opinions.

Speakers: Joseph Kettell, Managing Director, Appraisal Economics
Alexander Hazen, President, Appraisal Economics

Session 2

8:30 am – 5 noon

7.5 Recertification Credits

Full Day Session: IAAO Forum 950, International Property Measurement Standards: Residential Buildings

The material and lecture will explain what the International Property Measurement Standards Coalition is and why IAAO has joined the coalition of more than fifty-six organizations world-wide. The instructor will also present the aim, goals, and scope of the standards and provide a summary of the standards development work done by the Standards Setting Committee (SSC). The Instructor will then lead a discussion of the impact the standards will have on local, national, and global real estate market participants. The Instructor will demonstrate how the use of IPMS will benefit assessors, appraisers, mass-appraisers, property owners, investors, and tenants. The forum will include a section by section review of the standard for Residential Buildings, including dwellings and apartment buildings.

Speakers: Gary McCabe, CAE, Chief Assessor, Town of Brookline Gary

Session 3

9:00 am – 12 noon

3 Recertification Credits

Morning Session: What is the Personal Property Worth?

How to assess personal property you do not recognize. This session examines a USPAP compliant method for the Assessor to determine the replacement cost less depreciation for personal property. The method utilizes value characteristics and approaches to determine a value supported by evidence. Logic is explored, and pitfalls revealed to equip the assessor to defend their value determinations to owners and Appellate Tax Board Commissioners. In this session the students will learn how to construct a value argument using classification, true premises and true conclusions. Resources will be explored, a live demonstration and hands on group assignment make this session worthwhile.

Speakers: Richard J. Conti, ASA, ARM-PP, MAA, Assessor, City of Taunton

Afternoon Sessions

Session 1

1:30 am – 4:30 pm

3 Recertification Credits

Afternoon Session: Excel and Power BI Analytics for Assessors

This fast-paced session demonstrates how assessors can take raw data and turn it into actionable insight by using Excel and Power BI. Participants will see live demonstrations of Excel's most powerful analytical tools, including Goal Seek, Solver (Excel's optimization tool), Excel's 3D mapping, and Microsoft's Power BI (business intelligence) software. Live examples will include: Discover how Solver can create variables in property valuation models; Discover how Excel's 3D Maps can identify property assessment shifts; Discover how Excel's 3D Maps can identify potential data errors; Discover how Power BI dashboards can assist assessing offices track inspections, number of sales, value shifts, and more; Discover how to create custom measures in Excel, including COD calculations; and, Discover how to create PowerPivot tables. Participants are encouraged to bring a laptop with PowerPoint 2007 or newer to participate in the live exercises.

Speaker: David M. Cornell, CAE, MAI, is a Microsoft Certified Trainer and a Certified Excel Expert, Cornell Consultants

Wednesday, May 2nd continued...

Session 2

Continuation of the Full Day Session: IAAO Forum 950, International Property Measurement Standards: Residential Buildings

Session 3

1:30 am – 4:30 pm

3 Recertification Credits

Afternoon Session: GIS Tools for Analysis

Most jurisdictions have the ability to utilize ArcGIS Online but are unaware of how to use it in conjunction with their CAMA (Computer Assisted Mass Appraisal) system to produce intelligent maps for an assessor's office to visualize property data, sales, neighborhoods, etc. and also perform quality control to increase assessment efficiency. The presentation will show how to use your CAMA data and GIS data to produce out of the box maps and apps to examine, display and quality control your assessment data.

Speaker: Angelo Marino, GIS Manager, City of Nashua
