

MAAO Winter/Spring Conference

March 28, 2019

Boxborough Regency, 242 Adams Place, Boxborough, MA. 01719

8:15 am – 4:00 pm

AGENDA

- 8:15 am – 8:45 am **Registration & Continental Breakfast** *in the Federal Ballroom*
- 8:45 am **Welcoming Remarks** *William Mitchell, MAA, RMA, MAAO President*
- 9:00 am – 12 noon **Morning Break Out Sessions**
- Session 1 (3 credits) **Framingham – Responsible Zoning Changes Paves the Way for New Development and New Growth**
 The role Community & Economic Development is playing in the revitalization of Framingham with perspective from the Assessors' Office. This presentation will cover topics on how the City has handled zoning changes in the various areas of the City, Framingham's tax base, the split rate and local options.
 Presenters: *William Naser, Chief Assessor, Framingham; Christopher Keefe, Commercial Appraiser and Assistant Assessor, Framingham; and, Arthur Robert, Director of Community and Economic Development, Framingham*
- Session 2 (3 credits) **Solar...Solar...Solar**
 What the Solar Developer Wants, Town Politics, Negotiating Tactics, Solar Valuation Methods, Sample Spreadsheets, Full and Fair Cash Value, The Language in the Agreement, and New Growth
 Presenters: *Kathleen Costello, MAA, Principal Assessor, Mattapoisett and Matthew Thomas, Esq., Town Counsel, Mattapoisett*
- AND**
- Oh My...I Just Finished a Certification – What Do I Do Now In My Four Interim Years?**
You've successfully completed your certification! Now, you have four years, not two before the next one! Now, it's time to kick back and chill out, right? Well.....more than ever, maintaining an accurate and modernized program for valuation maintenance is vitally important to the financial picture of all communities! This session reviews the best practices to employ to successfully navigate the "Interim Years", from the perspective of the Assessor and the Bureau of Local Assessment.
Presenters: *Edward Childs, Director of Assessing, Sandwich and Rebecca Boucher, Certification Advisor, DOR, DLS, BLA*
- 12 Noon **Lunch** *in the Courtyard*
- 1:00 pm – 2:30 pm **General Session - in the Federal Ballroom**
(1.5 credits)
- Update from the Division of Local Services**
- Planned Updates to the LA13 Tax Base Levy Growth Form: BLA will discuss the latest developments in streamlining the new growth review process and proposed changes on Gateway and how this will affect your reporting.
 - State Owned Land: BLA will provide an explanation of the FY 2020 valuations and the new Gateway acquisition/disposition procedures.
 - "Assessing the Utility "504" Class": Don Gorton will provide an overview of the recent ATB decisions and how this effects your approach to assess the utility class.
Presenters: *Joanne Graziano, Chief, Local Assessment, Scott Santangelo, Certification Supervisor, Local Assessment and Donald Gorton, Counsel, Bureau of Municipal Finance Law*
- MAAO Legislative Update**
An update regarding the recent legislative filings by the MAAO.
Presenters: *Charlie Stefanini, Legislative Agent and Lane Partridge, MAA, MAAO Legislative Committee Chair*
- 2:30 pm – 4 pm **Afternoon Break Out Sessions**
- Session 1 (1.5 credits) **Real Estate Tax Abatements**
 Follow the Yellow Brick Road to a successful abatement season. Appropriate values; the hard hat and circular file; curtain call - set the stage with; abatements are always in season; the application; information the applicant should provide; when to start; reviewing the application; what appraisal report; the inspection appointment; your research; discussion with the applicant at the kitchen table; preparation for the board meeting; the denial or approval and the notification; the confidence factor; what if I need to go to the ATB; how many applications are appropriate - enough already!
 Presenter: *John Neas, MAA, RMA, CMA, Principal Assessor, Hopkinton*
- Session 2 (1.5 credits) **Capitalization Rate Development**
 The capitalization rate is used in the world of commercial real estate to indicate the rate of return that is expected to be generated on a real estate investment property. Several versions exist for the computation of the capitalization rate. Learn what these different versions are, (national surveys, band of investment, market extracted rates); how to research the information; and where to use it.
 Presenter: *Ronald Keohan, MAA, RMA, Deputy Assessor, Saugus*