

NRAAO/AMANJ Conference 2020: Education in Perfect Focus

Dear Colleagues,

As Presidents of the **Northeastern Regional Association of Assessing Officers** and the **Association of Municipal Assessors of New Jersey** we invite you to register for the NRAAO/AMANJ Conference at Hard Rock Hotel and Casino in Atlantic City, NJ from **May 17-20, 2020**.

The AMANJ has teamed up with the NRAAO to host this year's conference. We have a packed education roster covering a variety of topics with well-known speakers such as Peter Korpacz, Professor James Hughes, and Edward Martinez from well-known companies such as Marshall and Swift. In the tradition of the NRAAO conferences, there are numerous opportunities for networking and social gatherings. There will be something for every conference attendee.

The education portion of the conference contains over 37 credit hours in total with individuals having the opportunity to achieve over 21 credits throughout the conference. There are so many options. Sessions include: *Personal Protection for Assessors, Identifying Faulty Valuation Methods, Cost Approach Training with Marshall and Swift, Developing Cap Rates for Complex Properties, Renewable Energy and Valuation of Complex Properties, Assessing Your Career, The Rise of E-Commerce and its Effect on the Market, Market Analysis of the Northeast Region, Assessing Practices Throughout the Northeast, and USPAP*

The networking opportunities include: Opening Reception, Lunch with Vendors, Golf Outing, a Night on the Steel Pier, and the Formal Closing Banquet.

The Hard Rock Hotel is located on the famous AC boardwalk with gorgeous ocean views and has free live music every night of the week. Atlantic City is an exciting and revitalized location with world class entertainment, dining and events, excellent golf courses, and shopping. Hotel reservations must be made by April 16. Go to <https://www.hardrockhotels.com/atlantic-city> and use promo code GRAO520

Our focus is clear and we look forward to seeing you in May!

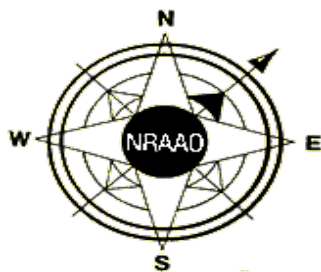
Yours Truly,

Marie Procacci-Blaskey

NRAAO President

Angela Mattiace

AMANJ President



Northeastern Regional Association
of Assessing Officers



Association of Municipal Assessors
of New Jersey





NRAAO/AMANJ 2020 CONFERENCE
May 17-20, 2020
HARD ROCK HOTEL
ATLANTIC CITY, NEW JERSEY



Name: _____
 Badge Name: _____
 Companion's Name: _____
 Jurisdiction / Firm: _____
 Mailing Address: _____
 City/State/Province/Zip: _____
 Phone Number: _____ E-mail: _____

CONFERENCE REGISTRATION FEES (Check all that apply)	BEFORE 4/16	AFTER 4/16
Full Registration (Sunday – Wednesday) Includes: Opening Sessions, Education Sessions/Materials, Breaks and Banquet & Installation of Officers	NRAAO Member:	\$295
	Non-Member:	\$370
Companion Registration Includes: Sunday Welcome Reception; Monday Breakfast & Lunch; Tuesday Breakfast; Wednesday Breakfast & Closing Banquet		\$245
Daily Registration Fees:		
Sunday Only (includes course materials)	\$100	
Monday Only (includes breakfast, lunch & sessions)	\$145	
Tuesday Only (includes continental breakfast & sessions)	\$145	
Wednesday Only (includes continental breakfast & sessions)	\$145	
Wednesday: USPAP w/ full reg (includes course materials)	\$125	
USPAP w/out full registration (includes course materials)	\$200	
Wednesday Banquet Only (includes cocktail hour & banquet)	\$100	
Attending Closing Banquet? # _____		

Rooms must be booked by 4-16-20 @
<https://www.hardrockhotels.com/atlantic-city>
Use code: GRAO52Ø

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 patron.
 Name: _____ Jurisdiction/Firm: _____

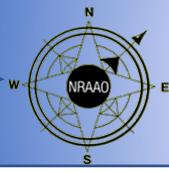
Total Amount Enclosed \$ _____

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

SUNDAY AFTERNOON	MONDAY MORNING	MONDAY AFTERNOON
<input type="checkbox"/> Personal Protection & Safety Training for Assessors	<input type="checkbox"/> AMANJ General MTG *NJ ASSESSORS	<input type="checkbox"/> Shining the Light on Faulty Valuation
TUESDAY MORNING (Select 1)	TUESDAY AFTERNOON (Select 1)	
<input type="checkbox"/> Cost Approach Training Part 1	<input type="checkbox"/> Cost Approach Training Part 2	
<input type="checkbox"/> Cap Rates for Complex Industrial Properties	<input type="checkbox"/> Renewable Energy and Valuation Issues	
WEDNESDAY MORNING (Select 1)	WEDNESDAY AFTERNOON (Select up to 2)	WEDNESDAY ALL DAY
<input type="checkbox"/> Assessing Your Career	<input type="checkbox"/> Economic & Demographic Trends & Disruptions	<input type="checkbox"/> USPAP (extra fees apply – see above)
<input type="checkbox"/> E-Commerce and its Effect on the Real Estate Market	<input type="checkbox"/> Similarities & Differences Assessing in the Northeast	

Make Checks/Voucher Payable to: **NRAAO NJ** **Mail To:** Liz Simpkins
 33 Mechanic St
 Cape May Court House, NJ 08210
 Email: lsimpkins@middletownship.com
 Ph: 609-465-8726
 Fx : 609-465-1509

No Refunds after 5-8-2020



**NRAAO / AMANJ 2020 CONFERENCE
ATLANTIC CITY, NEW JERSEY
SOCIAL REGISTRATIONS**



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 provided by Jimmy and the Parrots and a ride on the famous Wheel.

\$60.00 Per Person \$ _____



**TUESDAY, May 19th, ANNUAL GOLF TOURNAMENT
HARBOR PINES GOLF COURSE
500 St. Andrews Drive, Egg Harbor Twp. NJ 08234**

The Harbor Pines Golf Club is an 18-hole championship course, located in Egg Harbor Twp. NJ. The parkland style course amid 520 acres of wooded area, provide undisturbed enjoyment on each hole.

See separate flyer for more information.

\$125.00 Per Person \$ _____



Total Amount Enclosed \$ _____

Make Checks/Voucher Payable to:
No Refunds after 5-8-2020

NRAAO NJ

Mail to:

Liz Simpkins
33 Mechanic St
Cape May Court House, NJ 08210
Email: lsimpkins@middleborough.com
Ph: 609-465-8726
Fx : 609-465-1509

NRAAO 2020 GOLF OUTING



The New Jersey Members of the NRAAO invite you to a relaxing day of golf at The Harbor Pines Golf Course

WHEN > Tuesday, May 19, 2020

TIME > 8AM Check-in & Breakfast, 9AM Shotgun start

WHERE > Harbor Pines CC, 500 St. Andrews Drive Egg Harbor Twp. NJ 08234

FORMAT > 4-Person Scramble

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

PRICE > \$125 Per Player (includes golf, breakfast, lunch, range balls and refreshments)

REGISTRATION (Golf 2020)

(Primary Contact as Player #1) Name

Phone #

Email

PLAYER #1			
PLAYER #2			
PLAYER #3			
PLAYER #4			

Amt Enclosed \$ _____

Check # _____

make checks payable to: NRAAO NJ

c/o Lee Ann Russ

33 Mechanic St

Cape May Court House, NJ 08210



For registration details or questions contact:
 Scott Holzhauer at 973-670-0552 (scott@sholzhauer.com) or
 Jeff Hesley at 609-412-2020 (hesleyjeff@vitalgov.net)
 Golf Course details: <http://www.harborpines.com/>



Northeastern Regional Association of Assessing Officers
&
Association of Municipal Assessors of New Jersey
2020 Conference

Hard Rock Hotel & Casino
Atlantic City, New Jersey
May 17 – 20, 2020



Rooms are now available for booking!
\$89 Single/Double + taxes and fees
\$10 Parking in garage for length of stay

Book online:
<https://www.hardrockhotels.com/atlantic-city>
or call (609) 449-1000
Use Group Code: **GRAO520**



HOSTED BY
 NRAAO/AMANJ
 HARD ROCK CASINO AND HOTEL
 ATLANTIC CITY, NEW JERSEY
 MAY 17-20, 2020



PROGRAM BOOK AD PRICING

PROGRAM BOOKS WILL BE GIVEN OUT TO ALL CONFERENCE ATTENDEES AT REGISTRATION AND DISTRIBUTED TO ALL VENDORS

- BACK COVER IN COLOR\$700
- INSIDE BACK COVER IN COLOR.....\$500
- INSIDE FRONT COVER IN COLOR..... **SOLD**
- INSIDE FIRST PAGE IN COLOR..... **SOLD**
- FULL PAGE AD.....\$300
- HALF PAGE AD..... \$150
- QUARTER PAGE AD.....\$100
- BUSINESS CARD AD..... \$50

COMPANY: _____

CONTACT PERSON: _____

ADDRESS: _____

PHONE: _____ EMAIL: _____

AMOUNT ENCLOSED: \$ _____

PLEASE COMPLETE THIS FORM AND SEND PAYMENT TO:

NRAAO NJ
 c/o Lee Ann Russ, Treasurer
 33 Mechanic St. Cape May Court House, NJ 08210

PLEASE SEND ANY ARTWORK AVAILABLE IN DIGITAL FORMAT TO:

Martin Blaskey
 12 S High St. PO Box 609, Millville, NJ 08332
 Email: AC2020ADBOOK@gmail.com

THANK YOU FOR YOUR SUPPORT!!

56th Annual NRAAO Conference NRAAO-AMANJ 2020



Sunday May 17, 2020

- 12:00 pm – 5:00 pm Registration – Tampa Studio A
2:00 pm – 5:00 pm Educational Session – Immokalee Studio A

Personal Protection & Safety Training for Assessors

Robert J. McCaan, RE Broker, Sensei

Avoiding conflict is key however, like real estate agents, Assessors can wind up in an unplanned uncomfortable situation while out on field inspections or even without leaving the office. This three-hour workshop has been designed to provide you with real live scenarios along with tips, techniques and will instill in you the need to plan your defense should such a scenario arise.

(3 CEU Hours-Admin Pending)

- 3:00 pm – 4:30 pm NRAAO Board of Director's Meeting – Big Cypress Studio B
6:00 pm – 8:00 pm Opening Reception with Vendors – Hollywood East Ballroom
8:00 pm Past President's Dinner - TBD
TBD Hospitality Room

Monday May 18, 2020

- 8:00 am – 2:00 pm Registration – Tampa Studio A
7:30 am Breakfast with Vendors – Hollywood East Ballroom
8:30 am Opening Ceremonies – Hollywood East Ballroom
Speakers / NRAAO General Meeting
10:00 am – 11:30 am AMANJ General Meeting – Hollywood West Ballroom

AMANJ General Membership Meeting with Legal & Legislative Update

John R. Lloyd, Esq. Chiesa Shahinian & Giantomasi (CSG) PC, 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 Lobbyist and Counsel. (1.5 CEU Hours-Admin Pending)

- 10:00 am – 11:30 am IAAO Representative Meeting – Immokalee Studio A
11:30 am – 1:00 pm Lunch with Vendors – Hollywood East Ballroom

Monday May 18, 2020 (continued)

1:00 pm – 4:30 pm Educational Session – Hollywood West Ballroom

Shining the Light on Faulty Valuation Methodology

Peter Korpacz, MAI, CRE, FRICS, Korpacz Realty Advisors Inc.

Steven Laposa, PhD, Laposa Realty Advisors, LLC

Kenneth W. Gurge, Esq.

This session will shine the light on faulty valuation methodologies faced by the assessment community in appeal cases. The seminar will focus on typical examples taken from actual appraisals and will include coverage of unsupported theories regarding build-to-suit and sale leasebacks, comparable sale suitability, and errors in extracting functional obsolescence from comparable data. Will also provide demographic and economic trade area analysis mistakes and issues and recommended Assessor responses. Additionally, the session will explore winning strategies used for discovery and trial testimony.

(3.5 CEU Hours-Appraisal Pending)

6:00 pm – 10:00 pm Social Event – Steel Pier, entertainment by Jimmy & the Parrots

Tuesday May 19, 2020

8:00 am – 2:00 pm Registration

7:30 am Continental Breakfast – Big Cypress Foyer

8:00 am Golf Outing
Harbor Pines Golf Club

8:30 am – 4:00 pm Educational Session – Immokalee Studio B

Cost Approach Training provided by Corelogic/Marshall & Swift

Edward Martinez, Corelogic

This session (am & pm) will instruct how to best utilize Marshall & Swift by Corelogic to determine accurate and reliable replacement costs of commercial buildings and improvements. Attendees will learn how to generate reports utilizing the traditional version of Marshall & Swift as well as the electronic version. Applicability in the Tax Court environment will also be discussed.

(6 CEU Hours-Appraisal Pending)

8:30 am – 11:30 am Educational Session – Immokalee Studio A

Developing Cap Rates for Complex Industrial Properties

Michael Lavelle, ASA, CFA, Appraisal Economics Inc.

A review of common methods to calculate discount rates, controversial elements in selecting inputs, and considering growth. This presentation will review some of the arguments and counter-arguments in recent tax court decisions. (3 CEU Hours-Appraisal Pending)



Tuesday May 19, 2020 (continued)

11:30 am – 1:00 pm Lunch (On Your Own)

1:00 pm – 4:30 pm Educational Session – Immokalee Studio A

Renewable Energy and Valuation Issues of Complex Commercial and Industrial Properties

Joseph Kettel, ASA, Appraisal Economics Inc.

Alexander Hazen, ASA, IFAS International Appraisal Company

Part I of this session will discuss the history of events that has led to solar and wind becoming major contributors of electric generation in the United States. Government incentives provide strong support and impact project value. Technology advancements will be explored along with examples of appraising renewable energy projects. Part II of this session will take a look at some of the major issues concerning the valuation of complex commercial (Think-Big Box) and industrial properties (process and large manufacturing plants) for assessment purposes. It will explore the applicability of the three approaches to value and discuss specific valuation issues pertaining to the taxable real estate and machinery and equipment including: the highest and best use analysis, the use of Business Enterprise Value techniques, the treatment of intangible assets, tax credit and incentives, key elements of the cost approach and use and/or misuse of the sales comparison approach. We will also take a close look at how the courts have dealt with these issues and how inconsistent decisions leave appraisers, attorneys, and property tax professionals wondering, “Where do we go from here”. (3.5 CEU Hours-Appraisal Pending)

TBD Hospitality Room

Wednesday May 20, 2020

8:00 am – 12:00 pm Registration

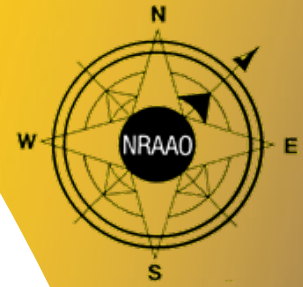
7:30 am Continental Breakfast – Big Cypress Foyer

8:30 am – 4:30 pm Educational Session – Immokalee Studio B

2020-2021 Uniform Standards of Professional Appraisal Practice (USPAP)

Leslie G. Pruitt, CGA, AQB Certified USPAP Instructor

The 2020-2021 7 Hour National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course developed by The Appraisal Foundation. The course focuses on the most recent changes to USPAP for 2020 and 2021, and on appraisal issues that affect daily appraisal practice. This course is intended to fulfill the 7-hour requirement as established by the Appraiser Qualifications Board (AQB) of The Appraisal Foundation. (7 CEU Hours-Appraisal Pending)



Wednesday May 20, 2020 (continued)

8:30 am – 11:30 am Educational Session – Big Cypress Studio B

Assessing your Career

Chandra Reilly, LAAS, MAAS Saskatchewan Assessment Management Agency Canada
Greg Hutchinson, CTA Howell Tax Assessor

This presentation is targeted not only to new Assessors, but anyone who is “taking a look at their career, where they are and where they are going”. The discussion will teach you how to set goals, plan for success, overcome obstacles and create opportunities for continuous professional growth. It will teach how to make yourself equal, and then make yourself different. Chandra and Greg have unique backgrounds and perspectives to tackle any life balance you are seeking to work with. This presentation is intended to be interactive with open questions and answers. (3 CEU Hours-Admin Pending)

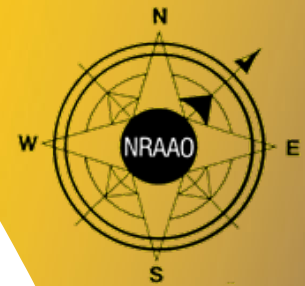
8:30 am – 11:30 am Educational Session – Immokalee Studio A

The Rise of E-Commerce and its Effect on the Real Estate Market

Michael Caccavelli, Esq. Pearlman & Miranda, LLC
Michael J. Donnelly, Esq. Lasser Hochman, LLC
Jonathan Pozerycki, Vice President, Bridge Development Partners, LLC
Matthew Krauser, Senior Managing Director, Newmark Knight Frank

This session will discuss the emergence of e-commerce and the impact of technology and e-commerce on the retail and industrial real estate markets with a concentration on real estate valuation. The panelists will provide their insights on this market shift from their perspectives as real estate developer and investor, appraiser and broker, and as attorneys specializing in land use, redevelopment, real property taxation and tax incentives. (3 CEU Hours-Appraisal Pending)

11:30 am – 1:00 pm Lunch (On Your Own)



Wednesday May 20, 2020 (continued)

1:00 pm – 2:00 pm Educational Session – Hollywood West Ballroom

The Northeast Region: Economic and Demographic Trends and Disruptions

James W. Hughes, PhD Distinguished Professor of Planning & Dean Emeritus of the Edward J Bloustein School of Planning and Public Policy – Rutgers, The State University of New Jersey

The third decade of the 21st century will see a continuation of the profound economic and demographic change that buffeted the first two decades. Transformative generational disruptions have reshaped the workforce, the workplace, and residential geography. Concurrently, the emergence of an innovation and knowledge-based economy has redefined corporate office market dynamics and location preferences. What economic and demographic trends will prevail in the years ahead? All this is now taking place in the longest economic expansion in the nation's history. Will it continue? Will the decade of the 2020s repeat the experience of a century ago -- the roaring 1920s? (1 CEU Hour-Admin Pending)

2:00 pm – 4:30 pm Educational Session – Hollywood West Ballroom

Similarities and Differences when Assessing Throughout the Northeast

Karen Beattie, Rhode Island

Bryan Levenson, Maryland

Edye McCarthy, New York

Chandra Reilly, Saskatchewan, Canada

Anthony Homicki, Connecticut

William Ingalls, New Hampshire

Ellen Brideau, Massachusetts

Martin Lynch, New Jersey

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 or province, 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. (2.5 CEU Hours-Admin Pending)

6:00 pm – 7:00 pm Cocktail Reception – Grand Cypress Foyer

7:00 pm – 11:00 pm Closing Banquet – Hollywood East Ballroom
Awards
New Officer Installation
Entertainment by The FM Band

