



MINNESOTA ASSOCIATION of ASSESSING OFFICERS

Supporting Quality Assessments Since 1949



2013 Fall Conference

Rochester, Minnesota

- ✚ Commissioner of Revenue's Annual Meeting with Assessors
- ✚ MAAO Annual Meeting and Election of Officers
- ✚ Topical Educational Seminars
- ✚ Social Events

September 22th - September 25th, 2013



Extraordinary Rochester Accommodations with Luxury Amenities

Whether your travel budget is modest or luxurious, you will enjoy elegant yet cozy lodging, classic décor, and superior service at The Kahler Grand Hotel in Rochester, MN. Directly linked to the world-renowned Mayo Clinic, our hotel's accommodations range from comfortable to grand. Delight in our central location, your gateway to the city's most recognizable landmarks.

The Kahler Grand Hotel is offering sleeping rooms at the following rates:

Run of House	\$99.00
Standard Double Double	\$99.00
Standard King	\$99.00
Same price for single, double, triple or quad rate plus tax	

In order to assign individuals to specific rooms, room reservations will be required. Phone in your reservation requests to the following number: **800.533.1655**. It is important that each of the guests contact the hotel at least 21 days prior to your arrival date and identify themselves as part of MAAO, and provide the hotel with guest name, home or business address, email address (if any), requested type of room, requested bed type (i.e. king, double/ double, queen), check-in and check-out dates, and VIP status. Any requests for special room arrangements must be made at the time of this call.

The cut-off date for room reservations is August 30, 2013.

Commissioner of Revenue's Annual Meeting with Assessors

Commissioner of Revenue Myron Frans and staff will hold the Annual Meeting with Assessors on Monday, September 23rd from 9:00AM to noon. This session promises to be full of new information and timely announcements.

MAAO Annual Meeting

The Minnesota Association of Assessing Officers invites you to the 67th Annual Conference of the MAAO. The conference includes the Commissioner of Revenue's Annual Meeting with Assessors; the Annual Meeting of the MAAO and the MAAO sponsored seminars for continuing education. Sunday night at 6:00 we will have an opening reception at Peace Plaza with catered food and cash bar. On Monday evening conference participants will be on their own for dinner and then return to the Kahler Heritage Hall for an evening event featuring the Time Machine Band. This event is scheduled from 8:00 - 12:00 PM.

MAAO Vendors Area

MAAO welcomes the vendors that contribute to the Fall Conference. All vendors will be situated at the Heritage Hall foyer. Please contact the Conference Coordinator for a table reservation. Please stop by and talk with them. In addition to our break area we will have the IAAO tables in that room.

MAAO Hospitality Room

Regions 2 & 5 will host the MAAO Hospitality Room. The event will be held at the 3rd floor hospitality suite at the Kahler Grand Hotel. The room will be open at times that do not conflict with an organized MAAO event and until 1:00 am.

Questions??? Paul Knutson, MAAO Conference Coordinator @ 507-332-6152, pknutson@co.rice.mn.us or Tami Paulson, MAAO Assistant Conference Coordinator @ 507-328-7668. paulson.tami@co.olmsted.mn.us

AGENDA

Sunday, September 22nd

2:00 pm - 5:00 pm
3:00
6:00 pm

Conference Registration - Kahler Grand Hotel Lobby
Executive Board - Board Room Kahler Grand Hotel
Opening Reception - Peace Plaza West

Monday, September 23rd

8:00 am- Noon
9:00 am - Noon
Noon - 1:00 pm
1:00 am- 3:30 pm
5:30 pm - 8:00 pm
8:00 - 12:00 pm

Registration - Heritage Hall Foyer
Commissioner of Revenue Meeting - Heritage Hall
Lunch - Heritage Hall
MAAO Annual Meeting - Heritage Hall
Dinner on your own
The Time Machine Band - Heritage Hall

Tuesday, September 24th

9:00 am - Noon
Noon - 1:00 pm
1:00 pm - 5:00 pm
6:00 pm - 7:00 pm
7:00 pm - 8:00 pm
8:30 pm

MAAO Annual Meeting - Heritage Hall
Lunch - Heritage Hall
Educational Seminars - Heritage Hall
Reception - Heritage Foyer
Annual Banquet - Heritage Hall
Awards and Presentations

Wednesday, September 25th

8:00 am - Noon

Educational Seminars - Heritage Hall

EDUCATIONAL SEMINARS

Choose one 4-hour seminar (Tues or Wed), two 4-hour seminars (Tues & Wed) or 3 hour Ethics



FS1 Ethics for MN Assessors 3 Hrs Tues - MN Dept. of Revenue: This three-hour course has been updated and emphasizes professional conduct and standardized assessment practices within an ethical context. Numerous case studies, scenarios, and discussion points have been added to allow for the participants to think through the dilemmas presented and relate them to their own professional and personal lives. Ethics is no longer offered in the Professional Assessment Certification and Education (PACE) course. Therefore, all licensed AMA's and SAMA's will need to take a stand alone course for the July1, 2012-June 30, 2016 licensing period. *****THE STATE BOARD OF ASSESSORS GRANTS THREE (3) CEH FOR THIS SEMINAR!**



FS2 Disaster Response Overview 4 Hrs Tues - Marci Moreland, SAMA, Carlton County Assessor and Kelly Schroeder, SAMA, Pine County Assessor: This seminar will give the who, what, when, where, why, and how of the disaster response and reassessment process. It will help prepare for the disaster before it happens. There will be discussion on differing techniques used in a disaster response, including using technologies if they available. Many examples and real world exercises will be included.



FS3 Mobile Devices - Who, What, When, Where, and Why 4 Hrs Tues - Robert Smoote, Product Manager, APEX software and several counties currently using mobile devices & CAMA vendors used in Minnesota: This seminar will demonstrate how mobile devices can be used to improve both the quantity and quality of work in the assessment profession. We will demonstrate which tablets are available for mobile use and the pros and cons of each type. We will also have local vendors demonstrate how they have implemented mobile devices into their products with real examples of how some Minnesota counties have progressed into mobile devices. Come prepared to be dazzled. ******THE STATE BOARD OF ASSESSORS DOES NOT ISSUE CEH CREDIT FOR THIS COURSE!**



FS4 Administration of the Income Approach 4Hrs Tues - Tim Klein, Certified General Appraiser, Diversified Real Estate Services, Inc. and Brad Prchal, CMA, Senior Appraiser, Hennepin County: This seminar is designed to help simplify complex scenarios in administering the income approach. Through the utilization of case law and general appraisal practices the instructors will walk through the proper handling of tenant improvements, leasing commissions, termination fees, how to handle properties with substantial vacancy, the proper development of capitalization rates in markets with limited data, and more. This is a participative seminar with case studies and practice problems, so PLEASE BRING A CALCULATOR.



FS5 Defining and Evaluating Upper Bracket and Executive Homes 4Hrs Tues - Nate Stulc, SAMA, City of Edina & Josh Johnsen, SAMA, City of Minnetonka: This seminar focuses on what defines an upper bracket and executive home. Including: location, land attributes, building qualities and finishes, new construction, historic properties, cost structures, valuation models, highest and best use, and trends in today's market. This is an interactive seminar. Please come prepared to discuss, along with examples, of what an upper bracket or executive home is in your market.



FS6 Ethics for MN Assessors 3 Hrs Wed - MN Dept. of Revenue: This three-hour course has been updated and emphasizes professional conduct and standardized assessment practices within an ethical context. Numerous case studies, scenarios, and discussion points have been added to allow for the participants to think through the dilemmas presented and relate them to their own professional and personal lives. Ethics is no longer offered in the Professional Assessment Certification and Education (PACE) course. Therefore, all licensed AMA's and SAMA's will need to take a stand alone course for the July1, 2012-June 30, 2016 licensing period. ***THE STATE BOARD OF ASSESSORS GRANTS THREE (3) CEH FOR THIS SEMINAR!



FS7 MAAO Sales Ratio Committee 4Hrs Wed - Al Whitcomb, John Keefe, Michael Thompson, others: Unveiling of the updated MA AO "Sales Ratio Study" template: This template seeks to streamline and consolidate all of the important statistical measurements assessors utilize in determining a fair and equitable assessment. When the correct data pieces are obtainable you can simply import your data, press a button, and review the results!

An overview of sales chasing: A review of the Department of Revenue's definition along with specific examples of what is and is not considered sales chasing. We will also discuss how it is possible to test for chasing with extracted property information when your CAMA system doesn't provide canned reports. An introduction to Price-Related Bias (PRB): The PRB is not widely known even though it is now included in the IAAO's "Fundamentals of Mass Appraisal" textbook and is thought by many to be the potential replacement of the Price Related Differential.



FS 8 Conservation Easements 4Hrs Wed - This roundtable format will begin with a look at the various conservation easement programs available and the different requirements/regulations to be a part of the program presented by an officer of the Mower County Soil and Water Conservation. The roundtable will consist of County Assessors discussing what trends they have seen in the market and the valuation method used.



FS9 Exempt or Not Exempt, That May Be the Question 4 Hrs Wed -Jim Atchison, Hennepin County; Stephen Baker, Ramsey County; Luis Rosario, Ramsey County (not confirmed: Dave Sipila, St. Louis County; Andrea Fish, MNDOR): An interactive seminar on property tax exemption in Minnesota. We will cover controversial and problem areas of Property Tax Exemption, including Institutions of Purely Public Charity, Thrift Stores, Group Homes, religious affiliated Camps, non-profit Cultural Centers, and Health Care and Medical facilities. We will review recent MDOR Bulletins and letters, court cases and recommendations by the Minnesota Institution of Purely Public Charity Review Board. We will work through real exempt applications in small groups, develop recommendations of exemption status, and then have by full group discussion.

Continuing Education Hours (CEH). The State Board of Assessors will grant 3 CEHS for one three hour seminar, 4 CEHs for one four hour seminar, 7 CEHs for a one three hour seminar with one four hour seminar and 8 CEHs for two four hour seminars. There are no Commerce Credits applied for.