



“CONNECT WITH MAAO”

<http://www.mnmaao.org/>

Minnesota Association of Assessing Officers 2011 Summer Seminars

May 25 – 26, 2011 Holiday Inn St Cloud



The 2011 Summer Seminars are offering 13 topical seminars for assessors. The registration fees are:

Register on or before April 25, 2011 and receive an early registration discount:

MAAO Member **\$130.00**

Non-Member **\$205.00**

Register after April 25, 2011:

MAAO Member **\$150.00**

Non-Member **\$225.00**

To become a MAAO member and receive the preferred registration fee, contact Membership at <http://www.mnmaao.org/>. The registration fee includes materials, refreshment breaks, Wednesday lunch, Wednesday dinner buffet at *912 Regency Plaza* and Thursday breakfast buffet.

President Cheryl Wall will open the event with greetings and announcements at 10:00 AM on Wednesday. The theme this year is “Connect with MAAO”. The benefits of connecting with MAAO are evident in your membership, in the ties we hold with the Department of Revenue, in assessor’s education, and in networking with our colleagues. We look forward to seeing you in St Cloud!

MINNESOTA • REVENUE ■

The Commissioner of Revenue and staff will present current topics of interest from 10:15 to 11:30AM on Wednesday, May 25th.

8 CEH's for attendance at the Summer Seminar sessions are pending approval from the State Board of Assessors. The State Board of Assessors will meet on Monday, May 23 beginning at 9:30 AM at the Lake George Municipal Complex.

The Holiday Inn of St Cloud has reserved a block of rooms for the event at the following rates:

Standard Queen, Double or Pool View 2 nd Floor	\$80.95 + tax
Poolside, Poolview and Kidzone	\$89.95 + tax
Atrium suites upper level	\$103.95 + tax

These prices are for single or double occupancy. Call or book via Internet before **April 24th** to reserve rooms at these prices. The phone number for the Holiday Inn St Cloud is **320-253-9000**, mention **MAAO**. Internet booking Directions: www.holidayinn.com/stcloudmn . Put in the dates of check-in and check-out and use the



HI On Line
Reservations maao.d

Group Booking Code: **AAO**

The Annual Silent Auction will be held on Wednesday beginning at 10:00 a.m. and continuing until one half hour after dinner at *912 Regency Plaza*. If you have items to donate, notify Jane Grossinger, 320.398.6705 or jgrossinger@ci.st-michael.mn.us. This year the proceeds will go towards the Instructor Training Workshop held March 31, 2011 in St. Cloud..

Questions??? Paul Knutson, MAAO Conference Coordinator @ 507-332-6152, pknutson@co.rice.mn.us, or Tami Paulson @ 507-328-7668, Assistant Conference Coordinator, paulson.tami@co.olmsted.mn.us or Kim Jensen, Site and Instructor Coordinator, 612-348-6106, kim.k.jensen@co.hennepin.mn.us

Cancellation Policy: A refund less a \$30.00 administration fee will be issued for cancellations received five business days prior to the start of a course or conference. Registrants who fail to attend or cancel prior to the cancellation deadline are responsible for the entire fee. If a registrant is unable to attend the event, a substitute from the jurisdiction that paid the registration can attend at no additional charge. Please send written notification of this change five business days prior to the start of the event. MAAO reserves the right to cancel any event if necessary and provide a full refund. Refunds will be issued within 30 days of the course or conference. Membership dues are non-refundable.



AGENDA



Wednesday, May 25 th	8:00 am – Noon	Conference Registration
	10:00 am	MAAO President Wall
	10:15 am – 11:30 am	Commissioner of Revenue General Session
	11:30am – 1:00 pm	Lunch (included in registration)
	1:00 pm – 5:00 pm	Seminars
	5:30 pm– 6:30 pm	Social Hour at <i>912 Regency Plaza</i>
	6:30 pm	Buffet (included in registration)
Thursday, May 26 th	6:45 am – 8:00 am	Breakfast Buffet (included in registration)
	8:00 am – Noon	Seminars

“CONNECT with MAAO”

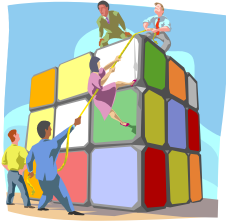
This year’s evening event will be held at *912 Regency Plaza*, 912 West St Germain, St. Cloud, MN. This is the same facility that we had in 2010. The website is www.912regencyplaza.net/ there will be a Buffet and Silent Auction along with great food and beverage. **The cost is included in the registration fee.** Additional tickets may be purchased for \$20. *See final page of registration for details>



MAAO Merchandise is back! Look for the monogrammed items at summer seminars. You can now order on line beginning May 25 selecting size and color of your choice with direct shipping to your home.

EDUCATION SEMINARS

Carefully choose one 8-hour seminar or two 4-hour seminars.



SS1 UNIQUE APPRAISAL PROBLEMS: 8 hrs. Wed. & Thurs. Rick Stuart,

CAE, TEAM Consulting: This two-day workshop deals with unique residential appraisal problems and by use of case studies using actual market data it steps the participants through the appraisal process of measuring value and/or value loss. Topics include contamination, mold, mercury, meth labs, snakes, out-of-town buyers, metal-sided dwellings, valuation using limited sales and Chinese drywall. **Limit: 80.**



SS2 TRENDS IN THE LODGING INDUSTRY AND THE IMPACT ON

VALUE: 4 hrs. Wednesday, Stephen Sherf, President, Hospitality Consulting Group; Ted Leines, President, Leines Hotel Advisors and Josh Hoogland, AMA, Hennepin County Commercial Appraiser. The first half of this presentation will provide attendees with information on recent trends in the local and statewide hotel industry, key factors that are influencing hotel valuations today and predictions for future performance. It will include a discussion of the factors that affect lodging demand and how some of these components may have permanently changed as a result of the recession. The second half will walk you through step by step a fee simple real estate valuation for a limited service hotel. It will include information on the key components of the valuation process, as well as, limitations among methods.



SS3 EFFECTIVE REPORT WRITING: 4 hrs. Wednesday, Rich DuBay, SRPA,

SRA, Appraisal Consultants. Communicating the results of an appraisal is a critical skill. An appraisal report is an argument in support of an opinion of value that reflects the appraiser's competence in applying the valuation process. A poorly written report can cast shadows on the most competent research and analysis. This four-hour program will discuss ideas for communicating the results of an appraisal in a persuasive manner. Persuasion is achieved through communicating correctly, expressing professionally, and organizing coherently.



SS4. FROM BEGINNING TO END – THE RESIDENTIAL TAX COURT

PETITION: 4 hrs. Wednesday, Jim Atchison, SAMA, CAE, Hennepin County Assessor. You just received a residential tax court petition. Now what do you do? This seminar is designed to break down the process for you. It will begin with the initial filing; proceed to discussions with both the respondent's and petitioner's attorneys; followed by when do you put on your appraiser hat and appraise the property and finish with the settlement agreement. There will be discussion on recent residential tax court decisions and how these decisions are relevant to your everyday tax court appraisal duties.



SS5 DAIRY PRODUCTION – FROM MILK STOOLS TO ROBOTIC MILKERS:

4 hrs. Wednesday, Mark Koehn, CMA, Stearns County Appraiser. This course will review dairy production and provide valuable tools to understand and appraise these wide ranging facilities. It will explore the history and terminology of this important segment of Minnesota's agricultural industry. It will also look at trends in production facilities and the impact of these trends on their market value. This course is designed to facilitate a better understanding of this industry and to provide both tools and confidence in the appraisal of dairy facilities.



SS6 DESCRIBING AND MEASURING SINGLE-FAMILY RESIDENCES: 4hrs.

Wednesday, Chase Philippi, AMA, Property Appraiser, Wright County and Stephen Behrenbrinker, SAMA, CAE, City of St. Cloud Assessor. This workshop is designed to be both demonstrative and hands on: to instruct basic residential construction terminology and descriptions, basic house plan reading and how to calculate square footages, including gross living area and all other areas of the gross building area. The instructors will also share their tips for making accurate measurements in the field. This is a hands on workshop with sample house plans and graph paper for sketching, so **Bring a calculator.**



SS7 : EXEMPT OR NOT TO EXEMPT - THAT IS THE QUESTION 4 hrs.

Wednesday, Bill Effertz, SAMA, Steele County Assessor; Dana Beasley, CMA, City of Minneapolis Supervisor of Real Estate Assessment; LuAnn Hagen, CMA, Hennepin County Assessment Supervisor. This seminar will deal with most exempt property as defined in Minnesota Statutes, section 272.02. While this seminar will not exhaustively describe the various nuances of property tax exemption guidelines, it will provide the basic requirements for exemption. It should serve as a valuable resource to anyone administering property tax exemption. We will also cover how the treatment of exempt properties has been addressed over time by MN Tax Court, the MN Supreme Court, and the MN Department of Revenue.



SS8 VALUING THE RURAL SPECIAL PURPOSE PROPERTY: 4 hrs.

Thursday, Marc Manderscheid, Civil Trial Attorney, Briggs & Morgan & Tom Reineke, Special Purpose Appraiser, MN DOR. This course will discuss valuation of rural special purpose properties such as Ethanol Plants, Sugar Beet Plants, and other large industrial type plants. Special attention and time will be spent on the question of taxability of tanks, bins and silos, etc.



SS9 CLASSIFICATION STATION: 4 hrs. Thursday, Andrea Fish & Drew Imes,

Senior State Program Administrators, MN DOR. This seminar begins with a brief refresher of all property tax classifications in the State of Minnesota. Students should be prepared to actively participate in course work designed to help the assessor recognize the different uses of property and how to apply the appropriate classification and class rates to the property. This is a hands on seminar with multiple case studies, examples, and small group discussions.



SS10 DO YOU KNOW THE DIFFERENCE? MODULAR vs SITE BUILT:

4 hrs. Thursday, Craig Folkedahl, Engineering Manager, The Homark Co. and Cheryl Grover, SAMA, Clearwater County Assessor. This seminar will review the history of the mobile and modular home, the industry behind it, and a brief history of The Homark Co. It will also address the differences between manufactured, factory built and site-built homes; the various building codes and what you can expect to see when looking at the various types of homes. The second half of the seminar will include market data after the home has been attached to the real estate and how to value them.



SS11 RESIDENTIAL LAND VALUATION: 4 hrs. Thursday, Paul Knutson, RES, SAMA, Rice County Assessor. This seminar will cover the valuation of residential land with discussion of units of comparison as well as the utilization of land valuation techniques to guide you in the appraisal process. **Bring a calculator.**



SS12 EVALUATING SENIOR HOUSING: 4 hrs. Thursday, Everett Strand, MAI, Nicollet Partners; Brad Moore, Nicollet Partners; Allan Black, Marketing & Financial Consultant; Marsha Goff, MAI, Financial Consultant. This seminar is tailored around trends in senior housing, how the trends impact real estate design, operations and profitability. Also, what is happening in the financing of senior housing, does it impact real estate returns thus value, what are the different risks for each housing type and how do they affect cap rates. Lastly, understanding the appraisal process; how the income approach is used in the evaluation of senior housing and what roles do the sales and cost approach play in the final determination of value.



SS13 PRACTICAL APPLICATIONS OF MASS APPRAISAL: 4 hrs. Thursday, Nancy Wojcik, SAMA, Brooklyn Center City Assessor and Stephen Behrenbrinker, SAMA, CAE, St. Cloud City Assessor. This workshop will serve as a good introduction to the MAAO Mass Appraisal Basics weeklong course or as a review for persons interested in mass appraisal terminology, methods and applications. Emphasis will be placed on basic terminology and practical application of mass appraisal techniques in the three approaches to value. Specific items that will be covered are: Basic mass appraisal terminology and statistics; Applications of mass appraisal methods; Applications of mass appraisal and sales ratios; Case studies of applying methods to address equalization problems and practical applications. **Bring a calculator.**

This registration fee will include; three breaks, a Wednesday noon meal, Wednesday evening 912 Regency Plaza and Thursday breakfast.

“CONNECT WITH MAAO”

**2011 MAAO Summer Seminar Evening Event
At *912 Regency Plaza*
912 West St. Germain, St Cloud, MN**



(912 Regency Plaza is the same place as we had for our evening event last year.)

**Please join us on Wednesday, May 25th
5:30 pm until 6:30 pm Social Hour
6:30 Buffet
10:00 Close**

Connect with MAAO!

Our jigsaw puzzle wouldn't be complete without you!

Let's get together and celebrate the many ways we can stay connected with MAAO. Our Summer Seminars come at a time when our appeal meetings are winding down so we should do the same! What better way to connect with your colleagues than with great educational seminars and a casual, relaxing evening event.

We look forward to seeing you there!

**Buffet, Silent Auction
Great Food & Beverage, Cash Bar**

The fee is included in the registration for Summer Seminars. Extra tickets are available for \$20.00.