



# MARYLAND ASSOCIATION OF ASSESSING OFFICERS



**79<sup>th</sup> Annual Education Conference**  
**June 4<sup>th</sup> - 7<sup>th</sup>, 2019**



***Carousel Hotel***  
***11700 Coastal Hwy***  
***Ocean City, MD***

**79<sup>th</sup> MAAO Educational Conference**  
**June 4<sup>th</sup> – 7<sup>th</sup>, 2019**

**Tuesday June 4<sup>th</sup>, 2019**

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5:00 pm – 6:00 pm    Registration

6:00 pm – 9:00 pm    **SESSION A: 3 CEC**

Topic:            **Is it Real Property or is it Personal Property?**

Speaker:        **Gary Duffy, Area Supervisor, State Department of Assessments & Taxation (SDAT)**  
**Maria Mathias, Program Manager, Personal Property, SDAT**

This session will focus on the difference between personal property and real property including a slide show on what is real and what is personal property. A discussion of the benefits of using Charter records to help determine if a transfer/sale between entities is an arms-length transaction. Casinos will also be discussed.

**Wednesday June 5<sup>th</sup>, 2019**

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8:00 am – 9:00 am    Registration and Continental Breakfast

9:00 am – 10:00 am    **OPENING REMARKS**

Zachary Grisard, *MAAO President*

Rick Meehan, *Mayor of Ocean City, MD*

Michael Higgs, *Director - SDAT*

Charles Cluster, *State Supervisor – SDAT*

10:00 am – 12:00 pm    **SESSION B: 2 CEC**

Topics:            **Common Commercial Real Estate Topics from the Eyes of the Owner/Developer.**  
**How Will Our Commercial World Change in the Future?**

Speakers:        **James (Bo) Vicendese, Jr and Rob Unkle, CMI, Altus Expert Services, Altus Group**  
**Jack Lopez, Director of Tax for Corporate Office Properties Trust**  
**Jeffrey L. Marquina, CPM, Vice President, Property Management, Government Services,**

James Vicendese Jr. will coordinate a round table discussion with developers and assessors talking about their experiences. This will include a Q & A discussion about valuation and theory. The 1<sup>st</sup> half of the round table will focus on real life issues that developers/owners and the “guys in the trenches” face every day. The 2<sup>nd</sup> half will focus on real estate trends and issues impacting commercial real estate.

12:00 pm – 1:00 pm **Lunch Break**

1:00 pm – 4:00 pm **SESSION C: 3 CEC**

Topic: **The Devil Is In the Details: Understanding Residential Construction**

Speaker: **George W. Lutz III, Certified Residential Appraiser, Lutz Appraisal Associates**

This course has been designed to assist appraisers and realtors on what to look for during property inspection with regard to quality and condition of materials, workmanship and finish that impact the overall value of the property. Such as:

- Basic construction methodologies that include older techniques as well as more modern materials and technology, beginning with the site plan through the various elements of the completed construction.
- How to more accurately determine differences in quality and condition, and thus differences in value between properties and their adjustments.
- What to look out for and document potential problem and defect areas found in homes.
- Numerous examples that compare and contrast will include types of adjustments that are needed to accurately complete your appraisal or CMA.
- Cost Differences as to materials and quality ratings.
- Governmental Costs and Impacts to New Construction as well as existing.



**Thursday June 6<sup>th</sup>, 2019**

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8:00 am – 9:00 am Registration and Continental Breakfast

9:00 am – 12:00 am **SESSION D: 3 CEC**

Topic: **Acquiring and Maintaining Appraiser Competency in Mass Appraisal**  
Speaker: **William Henry Riley III, DPA, MBA, CAE – *Certified General Appraiser***  
*Chair of IAAO Committee on USPAP, AQB Certified USPAP Instructor*

Hour 1 will consist of a general introduction to the concept of competency and the requirements for appraiser competency as defined in the Uniform Standards of Professional Appraisal Practice. We will review appraiser competency and the understanding of unique competency challenges faced in ad valorem mass appraisal. In hour 2, we will discuss and understand different strategies for developing and maintaining appraisal competency and competency in mass appraisal methods and techniques. At the completion of this session participants will understand the different skill types needed in mass appraisal and some strategies for developing competency in the appraisal of different property types. In hour 3, participants will view a demonstration for developing appraisal competency for a specific property type through a program of self-study. Also, participants will break into work groups and do two case studies developing certain appraisal competencies. This hour will end with the groups reporting their recommended strategy for gaining appraisal competency in each of the case studies.

12:00 pm – 1:00 pm **Lunch Break**

1:00 pm – 4:00 pm **\*SESSION E: 3 CEC**

Topic: **Non-Conformity and its Impact on Redevelopment**  
Speakers: **Glenn Irwin, *Executive Director of the Ocean City Development Corporation (OCDC)***  
**Blaine Smith, *President of OCDC, (Ocean City, Zoning Administrator – Retired)***

Participants will take a walking tour of Downtown Ocean City after a discussion focusing on the redevelopment process. An emphasis on existing and future non-conformity factors and their potential impact on value will be the topic of that discussion. As part of the walking tour there will be a discussion about the importance of design standards. Design standards are developed to provide consistency and to protect and/or enhance values by creating a sense of place.

**\*Meeting Place:** Ocean City Beach Patrol, Headquarters (2<sup>nd</sup> Floor, Conference Room)  
109 Talbot Street, Ocean City, MD

**Friday June 7<sup>th</sup>, 2019**

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9:00 am – 12:00 pm **SESSION F: 3 CEC**

Topic: **Administrative Law Principles that Every Appraiser/Assessor Should Know**  
Speaker: **Jeffrey Comen, Principal Council, SDAT**

The presentation will be a primer on administrative law. What every appraiser/assessor needs to know about Administrative Law. Specifically, a discussion on how expert litigation, including property inspections and information gathering, is an essential part of an appraiser/assessor's duties.

1:00 pm – Until **MAAO Annual Business Meeting**

Treasurer's Report  
Committee Reports  
Old Business  
New Business  
Installation of Officers  
Final Remarks  
Adjournment



*All Classes have approval by the Maryland Appraisal Commission.*

## 2019 MAAO CONFERENCE AGENDA

### Tuesday, June 4<sup>th</sup>

5:00 pm - 6:00 pm Registration  
**6:00 pm - 9:00 pm** **Is it Real Property or is it Personal Property?**  
8:00 pm – Midnight Hospitality Room 2210

### Wednesday, June 5<sup>th</sup>

7:00 am – 7:45 am Walk at Northside Park  
8:00 am – 9:00 am Registration & Continental Breakfast  
9:00 am – 10:00 am Opening Remarks  
**10:00 am- 12:00 pm** **Common Commercial Real Estate Topics from the Eyes of the Owner/Developer. How Will Our Commercial World Change in the Future?**  
12:00 pm- 1:00 pm LUNCH BREAK  
**1:00 pm - 4:00 pm** **The Devil is in the Details: Understanding Residential Construction**  
4:00 pm - 5:00 pm Hospitality Room 2210  
5:00 pm - 7:00 pm Old Pro Mini-Golf @ 136<sup>th</sup> Street, Bayside  
8:00 pm - 11:00 pm Hospitality Room 2210

### Thursday, June 6<sup>th</sup>

8:00 am – 9:00 am Registration & Continental Breakfast  
**9:00 am – 12:00 pm** **Acquiring and Maintaining Appraiser Competency in Mass Appraisal**  
12:00 pm – 1:00 pm LUNCH BREAK  
**1:00 pm – 4:00 pm** **Non-Conformity and its Impact on Redevelopment**  
4:00 pm - 6:00 pm Hospitality Room 2210  
6:00 pm – 10:00 pm Seacrets Beach Party  
7:45 pm – 8:00 pm Group Photo @ Seacrets

### Friday, June 7<sup>th</sup>

**9:00 am – 12:00 pm** **Administrative Law Principles that Every Appraiser/Assessor Should Know**  
1:00 pm – Until MAAO Annual Business Meeting

# MARYLAND ASSOCIATION OF ASSESSING OFFICERS

2018-2019

## Executive Board

President	Zachary Grisard
Vice President	Meaghan Beach
Secretary	Erica Shoemaker
Treasurer	Kim Thomas
Immediate Past President	Denise Fuhrman

## Board Members

### Bay Region

Christie Allen - 2020

Julie Dresser - 2019

### Central Region

Steve Roxanis - 2020

Aron Bright - 2019

### Western Region

Sterling Testerman - 2020

A special thank you to all conference speakers, committees and SDAT for their continued support of MAAO.

2019 Committee Members

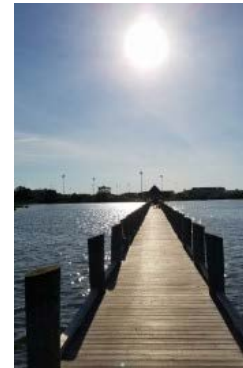
HQ Liaison	Charlotte Rogers, PP
Education	Kathy Phillips
Conference Facility	Catherine Hovance
Hospitality	Octavia Pauls, PP
Webmaster	Ben Watson
Awards	Sterling Testerman
Fund Raising	Christine Miller
Nominations	Denise Fuhrman, PP
Scholarship	Julie Dresser
CMPA/CMCA	Bryan Levenson, PP
Membership	Ava McIntyre-Garvey
Registration	Steve Roxanis
Program/Newsletter	Janet Dougherty
Social	Catherine Hovance
Parliamentarian	Nathan Kelley
NRAAO Rep.	Terina Wertz



Join us for some hospitality - Room 2210  
Tuesday, June 4: 8:00pm-Midnight  
Wednesday, June 5: 4:00pm-5:00pm & 8:00pm-11:00pm  
Thursday, June 6: 4:00pm-6:00pm

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**WALK IN THE PARK**  
Wednesday, June 5: 7:00am-7:45am  
Northside Park 125<sup>th</sup> St. - Bayside



Join the MAAO for a round of mini golf  
Location: Old Pro Golf  
13603 Coastal Hwy, Ocean City, MD 21842  
Date: Wednesday, June 5  
Time: 5-7 pm  
Cost: Free for MAAO members and their family



**Seacrets**  
117 49<sup>th</sup> St, Ocean City, MD  
Beach Party  
Thursday, June 6  
6pm-10pm



## Thank You to Our Sponsors



### **Carousel Oceanfront Hotel & Condos**

118th St. on the Ocean  
11700 Coastal Highway  
Ocean City, Maryland 21842

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### **Seacrets**

117 49<sup>th</sup> Street  
Ocean City, MD 21842  
Phone:410-524-4900



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