

**VIRGINIA ASSOCIATION
OF
ASSESSING OFFICERS**

**57th
EDUCATION SEMINAR**



JULY 11-13, 2012

DOUBLETREE HOTEL

CHARLOTTESVILLE, VA

***Virginia Association of Assessing Officers
Invites You to Experience Charlottesville
July 11, 2012 through July 13, 2012***

The Doubletree Hotel overlooks the Rivanna River and is within easy access to the University of Virginia, John Paul Jones Arena and the Charlottesville Regional Airport.

Visit nearby historical attractions such as Monticello, Ash Lawn Highland, Michie Tavern, and the Downtown Mall.

TJ's Dining Room serves a full breakfast buffet from 6:30 am to 10:30 am.

TJ's Tavern serves lunch and dinner in a casual and relaxed environment.

Receive the famous Doubletree chocolate chip cookies at check in.

Complimentary Parking

Single/Double \$108 (plus 10% tax)

Triple/Quad \$118 (plus 10% tax)

Check In: 3:00 pm

Check Out: 12:00 pm

Please call (800) 494-9467 for reservations, Use Group Code "AAO"

Or use the Hotel Registration Link at <http://vaao.org/conference-seminar/events-registration/>

In order to guarantee your rate and reservation, the Charlottesville Doubletree Hotel must receive your registration no later than June 19, 2012. Rooms may be available after this date but not necessarily at the same rate. Rates are applicable July 9, 2012 through July 13, 2012. Rooms are subject to availability.

Group Reservations
Charlottesville Doubletree Hotel
990 Hilton Heights Road
Charlottesville, VA 22901
434-973-2121 (Phone)
434-978-7735 (Fax)

Directions

From Richmond take I-64, exit 118B onto Route 250/Route 29 Bypass North. Approximately 4½ miles, take Washington, DC Route 29 N exit. Once on 29 N, hotel is approximately 3½ miles on left.
(Shares driveway with Wal-Mart and Sam's Club)

57th VAAO EDUCATION SEMINAR

July 11 - 13, 2012

TUESDAY, JULY 10, 2012

6:00 pm to 7:00 pm

EARLY BIRD REGISTRATION

WEDNESDAY, JULY 11, 2012

7:30 am to 5:00 pm

REGISTRATION

8:00 am to 5:00 pm

LEGAL SEMINAR/USPAP (7 Credit Hours)

Henry Riley, CAE

11:45 am to 1:15 pm

OPENING SESSION/LUNCH PROVIDED

Greg Daniels, CAE, VAAO President

Bill Letteri, Albemarle County, Assistant County Executive

Craig Burns, Tax Commissioner - Key Note Speaker

David Sanford, CAE - Current and New Designees

CONCURRENT SESSIONS

2:00 pm to 5:00 pm

LAND USE (3 Credit Hours)

Kevin Schmidt, Coordinator, Office of Farmland Preservation

Trey Davis, Asst Director Governmental Relations, VA Farm Bureau

Dr. Gordon Groover and Dr. Lex Bruce, VA Tech

2:00 pm to 5:00 pm

REAL ESTATE LEGISLATIVE UPDATE (3 Credit Hours)

Thomas Rice, CAE, Arlington County

Andy Herrick, Esq., Albemarle County

Charlie Crowson, Retired COR

Janet Coldsmith, CAE, Fairfax County

2:00 pm to 5:00 pm

PROFESSIONAL ADVANCEMENT

David Sanford, CAE, City of Chesapeake

6:00 pm to 10:00 pm

RECEPTION: All American BBQ

Serving hamburgers, bratwursts and BBQ chicken

Music: Traveling Tunes by Gordon Hahn

THURSDAY, JULY 12, 2012

PROFESSIONAL SEMINARS

7:30 am to 9:00 am

FINAL REGISTRATION

8:00 am to 5:00 pm

COMMERCIAL PROFESSIONAL SEMINAR (7 Credit Hours)

Marinas and Self-Storage Valuation Issues

Dave Richards, MAI

Brad Sanford, MAI

8:00 am to 5:00 pm

RESIDENTIAL PROFESSIONAL SEMINAR (7 Credit Hours)

Detrimental Properties (Various Property Conditions)

Randy Bell, MAI, SRA

12:00 pm to 1:30 pm

LUNCH ON YOUR OWN

THURSDAY, JULY 12, 2012

REAL PROPERTY

7:30 am to 9:00 am

FINAL REGISTRATION

9:00 am to 12:15 pm

AFFORDABLE SUBSIDIZED HOUSING (3 Credit Hours)

Jim Hester, CAE, MAI

Tommy Rice, CAE

Pete Eckert, MAI

12:15 pm to 1:45 pm

LUNCH ON YOUR OWN

1:45 pm to 5:00 pm

**Wetlands, Storm Water Management, Land Conservation Easements
and Land Conservation Tax Credits (3 Credit Hours)**

Panel: DEQ, DCR, Tax Department

5:00 pm to 7:00 pm

VAAO BOARD MEETING

8:00 pm to 11:00 pm

HOSPITALITY ROOM

THURSDAY, JULY 12, 2012

PERSONAL PROPERTY

7:30 am to 9:00 am

FINAL REGISTRATION

9:00 am to 9:40 am

Disabled Veterans Act: Clarification and Updates
The Honorable Ross D'Urso, MCR, Fauquier County

9:40 am to 10:15 am

DMV: Updates and Questions
Betty Matice, Patricia Pringle, and Janet Williams, DMV
The Honorable Mitchell Nuckles, MCR, City of Lynchburg

10:15 am to 10:30 am

BREAK

10:30 am to 11:15 am

Game and Inland Fisheries
Dorita Adams, Boat Manager, Game and Inland Fisheries
The Honorable Ann Sayers, MCR, Northampton

11:15 am to 12:00 pm

Business License: General Review
The Honorable Gerald Gwaltney, MCR, Isle of Wight
The Honorable Priscilla Bele, MCR, Newport News
Tamra Ratliffe, Business Tax Administrator, Isle of Wight

12:00 pm to 1:30 pm

LUNCH ON YOUR OWN

1:30 pm to 2:15 pm

Machinery & Tools - Effects and Changes of 2012 Legislation

2:15 pm to 3:15 pm

Exemption for Pollution Equipment
Representative from DEQ and/or Tax Dept
The Honorable Ellen Murphy, MCR, Frederick County

3:15 pm to 3:30 pm

BREAK

3:30 pm to 5:00 pm

Round Table Workshop
Discussion for Communicating from Locality to Locality:
What does your locality require for abatements, supplements and prorations?
The Honorable Debra Reason, MCR, Hopewell
The Honorable Joyce Morris, MCR, Amelia County
The Honorable Margaret Torrence, MCR, Franklin County

FRIDAY, JULY 13, 2012

9:00 am to 12:00 pm

JOINT SESSION (3 Credit Hours)

James J. Regimbal Jr., Economist, Fiscal Analytics, Ltd.

Anika Khan, Senior Economist, Wells Fargo

*Impacts of Economic Trends on Local/State Government and
Overall Forecast for Economy including Real Estate*

2012 Education Committee

Libby Griebel, Co-Chair

Kathi Grizzle, Co-Chair

Angela Arnold, Ex-Officio

Rebecca Grenoble, Ex-Officio

Bill Baldwin

Nicole Laprise-Barlow

Bernadette Bettard

Trudy Clatterbaugh

Jeff Davis

Frankie Edmondson

Lisa Freeman

Greg Goodwyn

Janice Hudgins

Jason Hughes

Wendell Ingram

David Ivey

Deidre Kelly

Bruce Lowe

Edward Manlucu

Tammy Mason

Joyce Morris

Nick Morris

Lori Nuckles

Kevin Prine

Debbie Reason

David Sanford

Kim Smith

Billie Taylor

Margaret Torrence

Professional Seminar Presenters

RESIDENTIAL PROFESSIONAL SEMINAR (7 Credit Hours)

Detrimental Properties (Various Property Conditions) - Instructor Randall Bell, MAI

Randall Bell, MAI is the CEO of Bell Anderson & Sanders LLC, a consulting firm that specializes in real estate damage economics. Prior to this, he founded and directed the national Real Estate Damages Practice at PricewaterhouseCoopers.

Randall sits on the Advisory Board of the Bureau of National Affairs in Washington DC and is the author of the seven books, including the *Property Owners Manual*, and *Real Estate Damages*, which is published by the Appraisal Institute. He is also the author of the *Detrimental Conditions Seminar* which was published by the Appraisal Institute. The valuation methodologies he developed have been incorporated into USPAP. Randall has written numerous articles and has received an award for the best article of the year in the Appraisal Journal on two separate occasions.

Throughout his career, Randall has consulted in many high-profile cases ranging from the World Trade Center Site, the United Flight 93 Crash site, the OJ Simpson and Jon Benet Ramsey crime scenes, the Bikini Atoll nuclear test sites, riots, Hurricane Katrina, as well as environmental and oil spills thorough the nation.

A frequent speaker at events worldwide, Randall has appeared on *Court TV*, *Entertainment Tonight*, the *O'Reilly Factor*, CNN, *Extra* and every major television network. His career has been profiled in the *Wall Street Journal*, *San Francisco Chronicle*, the *New York Times*, the *Chicago Tribune*, the *Los Angeles Times*, *US News and World Report* and *People Magazine*.

Randall has a MBA Degree from UCLA.

COMMERCIAL PROFESSIONAL SEMINAR (7 Credit Hours)

Marinas & Self-Storage Valuation Issues – Instructors Dave Richards, MAI & Brad Sanford, MAI

Bradley R. Sanford, MAI Principal

Dominion Realty Advisors, Inc.

Experience

Real estate appraiser and consultant since 1984. Principal with Dominion Realty Advisors, Inc. since 1992. Valuation and consultation assignments have included most types of real property predominantly in the Mid-Atlantic states including condominiums, apartment communities, office buildings, medical offices, hotel/motel, retail, drugstores, restaurants, shopping centers, regional malls, industrial facilities, office/warehouse, self-storage, automobile dealerships, shipyards, marinas, mixed-use subdivisions, business parks, industrial land, golf courses and country clubs, day care, churches, nursing homes, assisted living facilities, psychiatric hospitals, CCRCs, historic buildings, schools, agricultural and other types of land. In addition to others, featured assignments in Hampton Roads include: Chesapeake Square Mall, Pembroke Mall, and Waterside Festival Marketplace; the World Trade Center, Main Street Tower, Dominion Tower and 150 West Main office buildings; Hilton Airport, OMNI, Radisson, and Clarion motels; Heritage at Freemason, Ghent Square, The River House, Alta Great Bridge, Alta Reserve, Brenneman Farm, Belmont at Providence, Belmont at Greenbrier, Streets of Greenbrier and Harbor Tower apartments; East Beach, Ford's Colony, Edinburgh, Heritage Park, Villages at West Neck, Cornerstone, Indigo Dunes, Renaissance Park and Bay Creek subdivisions; Sanctuary at False Cape, Pier Pointe, The Spectrum at Willoughby, The Rotunda, Old Beach Village, 900 Oceans, Mariner's Mark, 388 Boush, and Harbor Heights condominiums; and, the TPC Virginia Beach, Heron Ridge, Signature at West Neck, Bay Creek, Hell's Point, Riverfront,

Sleepy Hole, Stonehouse, Royal New Kent and Williamsburg National golf courses.

Qualified as an expert witness in the Circuit Courts of Norfolk, Virginia Beach and Chesapeake, VA, and in U.S. Bankruptcy Court, Norfolk, VA, Newport News, VA, Harrisonburg, VA, and Alexandria, VA.

Education

Virginia Polytechnic Institute and State University: Bachelor of Arts - English, 1974

Old Dominion University: Master Business Administration - Finance, 1984

Instructor and Guest Lecturer at Old Dominion University and Virginia Association of Assessing Officers

**David E. Richards, MAI, Principal
Dominion Realty Advisors, Inc.**

Experience:

Entered RE appraisal field in 1974 with the City of Waynesboro, Virginia. Entered fee appraisal field in 1978. Active in the appraisal profession as a licensed Certified General Real Estate Appraiser in the Commonwealth of Virginia, #4001-001053, and the State of North Carolina, #A4512.

Education:

Graduate of Christopher Newport College in Newport News, Virginia in December of 1973 with a B.S. in Business Administration.

Appraisal Education:

Successfully completed required courses sponsored by the Appraisal Institute (former American Institute of Real Estate Appraisers) as prerequisites for the MAI designation which was awarded in February 1989.

Continuing education completed includes the following courses/seminars:

Fundamentals of Separating Real, Personal Property, Intangible Business Assets-March 2012

National USPAP Update - February 2012

Discounted Cash Flow Model - November 2010

Litigation Skills for the Appraiser - October 2010

Appraising Distressed Commercial RE - April 2009

Local Builders Cost - May 2009

Memberships:

Member Appraisal Institute (MAI), Continuing Education Requirements Met

General Appraisal Experience:

Adult care facilities, apartments, automobile dealerships, banks, churches, commercial properties including retail and service commercial uses, hotels, golf courses, industrial buildings including mini-warehouses and warehouses, vacant land including commercial, industrial and residential land uses, motels, office buildings, residential dwellings including duplex, single and multi-family dwellings, condominium and townhouse developments, residential subdivisions, restaurants, marinas, service stations, shopping centers and mobile home parks.