



HILTON  
VIRGINIA  
BEACH  
OCEANFRONT

3001 ATLANTIC  
AVE  
VIRGINIA BEACH,  
VIRGINIA 23451  
Phone: 757-213-3000

Conference dates  
October 7th– 9th, 2015

Conference Chair  
Kathi Edmondson  
757-385-8852  
EMAIL:  
KEDMONDS@VBGOV.COM

# VAAO 67TH ANNUAL CONFERENCE



Please join us for 3 days of education and  
networking opportunities at the beautiful  
Virginia Beach Oceanfront.

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## CONFERENCE AT A GLANCE

### **M - F 10/5 -10/9/2015**

8:00 AM - 4:30 PM

IAAO COURSE 300– FUNDAMENTALS OF  
MASS APPRAISAL

### **TUESDAY - 10/6/2015**

3:00 PM - 5:00 PM

REGISTRATION

8:00 PM - 12:00 AM

HOSPITALITY SUITE

### **WEDNESDAY -10/7/2015**

7:30 AM - 4:30 PM

REGISTRATION

7:00 AM - 8:30 AM

CONTINENTAL BREAKFAST

8:00 AM - 4:30 PM

USPAP

9:00 AM - 11:00 AM

SPECIAL SERVICE DISTRICTS  
MAINTAINING OUR COASTAL  
PROPERTIES

10:00 AM - 10:15 AM

BREAK/VENDOR SHOWCASE

11:30 AM- 1:00 PM

OPENING SESSION (Lunch provided)

1:30 PM - 4:30 PM

REAL PROPERTY LAW PRIMER FOR  
APPRAISERS

2:45 PM - 3:00 PM

BREAKS/VENDOR SHOWCASE

6:00 PM - 8:00 PM

PRESIDENT’S RECEPTION

8:00 PM - 12:00 AM

HOSPITALITY SUITE

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## CONFERENCE AT A GLANCE

### **THURSDAY – 10/8/2015**

7:30 AM - 9:00 AM	CONTINENTAL BREAKFAST/VENDOR SHOWCASE
8:00 AM - 4:30 PM	REGISTRATION
8:30 AM - 5:00 PM	REAL ESTATE PROFESSIONAL SEMINAR HOW TO CRITIQUE AN APPRAISAL, IAAO FORUM 917
8:30 AM - 12:00 PM	CAVALIER/GOLD KEY PROPERTIES
8:30 AM - 4:30 PM	COMMISSIONER'S SESSIONS
10:15 AM - 10:30 AM	BREAKS/ VENDOR SHOWCASE
12:00 PM - 1:30 PM	LUNCH ON YOUR OWN
2:00 PM - 4:00 PM	RENTAL APARTMENTS -MULTI FAMILY ACTIVITIES REVIEW
2:45 PM - 3:00 PM	BREAKS/VENDOR SHOWCASE
8:00 PM - 12:00 AM	HOSPITALITY ROOM

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## CONFERENCE AT A GLANCE

### **FRIDAY– 10/9/2015**

8:00 AM - 9:45 AM

ANNUAL BREAKFAST MEETING

10:30AM - 1:00 PM

UNIQUE COASTAL PROPERTIES

BUS TRIP & LUNCH

11:00 AM - 5:30 PM

GOLF TOURNAMENT– CYPRESS POINT

6:00 PM - 7:00 PM

COCKTAIL RECEPTION

7:00 PM - 9:30 PM

DINNER, AWARDS, INSTALLATION OF  
OFFICERS

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**VAAO Annual Conference  
Hilton Virginia Beach Oceanfront  
Commissioner's Session  
Thursday, October 8, 2015**

8:30 am – 9:15 am	<b>TNC's</b> Uber, Lyft and Air BNB's	Phillip Kellam, MCR City of Virginia Beach
9:15 am – 10:15 am	<b>501 (c) 3 Organizations</b> Taxable or Exempt: BPOL, PP, RE, Sales, Meals, TO & Admissions	Paul Crepeau, MDCR City of Suffolk
10:15 am – 10:30 am	Breaks/Vendor Showcase	
10:30 am – 12:00 pm	<b><i>This Brew's For You, Don't Wine About It</i></b> Wineries, Distilleries & Breweries Classification, Taxation or Exemption	Panel Discussion CoR, ABC, TAX, RE Assessor
12:00 pm – 1:30 pm	Lunch on your own	
1:30 pm – 2:45 pm	<b><i>Where is Your Revenue Going</i></b> Using Local Sales Tax Reports	Kathy Van Horn, Senior Tax Compliance Auditor County of Chesterfield
2:45 pm – 3:00 pm	Breaks/Vendor Showcase	
3:00 pm – 4:00 pm	<b><i>Yes, We Do Make House Calls</i></b> On Site Business Audits	Ross Mugler, MCR City of Hampton
4:00 pm – 4:30 pm	<b><i>Where is Waldo</i></b> Business Licensing for Agents	Patsy Foster, MDCR City of Chesapeake



INTERNATIONAL ASSOCIATION  
of ASSESSING OFFICERS

**IAAO COURSE 300 FUNDAMENTALS OF MASS APPRAISAL  
MONDAY OCTOBER 5 TO FRIDAY OCTOBER 9, 2015  
(30 CE)**

Topics covered include single-property appraisal versus mass appraisal, components of a mass appraisal system, data requirements and analysis, introduction to statistics, use of assessment ratio studies in mass appraisal, modeling of the three approaches to value, and selection of a mass appraisal system.

**Special Service Districts: Maintaining our Coastal  
Properties**

Wednesday October 7th 9:00 AM - 11:00 AM





## REAL PROPERTY LAW PRIMER FOR APPRAISERS

Lynne Marie Kohm is the John Brown McCarty Professor of Family Law at Regent University School of Law. This session is designed to provide an overview of property and real estate law for the appraiser.

Wednesday October 7th from 1:30 –4:30



## How to Critique An Appraisal

Presented by

William "Pete" Rodda, CAE, and IAAO President  
Elect

Thursday October 8th from 8:30 am - 5pm

Forum 917 —

Discover a methodical approach to the review and critique of appraisals submitted in support of assessment reduction. You will distinguish if an appraiser acts as an advocate for the client, or truly approaches the assignment as a disinterested unbiased third party. All aspects of an appraisal will be inspected to ascertain the credibility and reliability of the work submitted. IAAO recertification credit: 7.5 hours

# THE CAVALIER



Re-birth and Transformation of the Crown Jewel of Virginia Beach

Thursday October 8th from 8:30 to Noon.



RENTAL APARTMENTS: A MULTI FAMILY ACTIVITIES REVIEW

Thursday October 8th 1:30 - 3:30





## UNIQUE COASTAL PROPERTIES



The Chesapeake Bay Foundation's **Brock Environmental Center** is one of the most energy efficient, environmentally smart buildings in the world.



## OLD COAST GUARD STATION



COME JOIN US FOR A TOUR AND LUNCH AFTERWARDS FROM

THE GOURMET GANG

FRIDAY OCTOBER 9TH 10:30 AM - 2PM

# 2015 VAAO GOLF TOURNAMENT

*Cypress Point Country Club*

Friday, October 9, 2015

Start Time: 11:00 a.m.



*The 18-hole "Cypress Point Country Club" is centrally located within minutes of the Norfolk International Airport and the Virginia Beach Town Center. A nine time winner of the "Best of the Best" award, Cypress Point is an Ault Clark design, semi-private course with Bermuda grass. The course is 6,541 yards from the longest tees for a par of 72. The course rating is 71.1 and it has a slope rating of 124.*

**\$50 per Player (Includes Golf, Cart, Range Balls, Box Lunch & Prizes)**

**Beverage Cart Available – Not included**

**Format: Florida Best Ball / Captain's Choice**

***Sign up as foursome or individual.***

**PLAYERS NAME:** \_\_\_\_\_

**PLAYERS NAME:** \_\_\_\_\_

**PLAYERS NAME:** \_\_\_\_\_

**PLAYERS NAME:** \_\_\_\_\_

**Directions to Cypress Point:** Leaving the Hilton go **SOUTH** on Atlantic Ave. Turn **Right** on 22<sup>nd</sup> St. Stay on 22<sup>nd</sup> St. which will become I-264W/VA Beach Norfolk Expwy W. Stay on I-264 (approximately 11 miles) Take **EXIT 15 - NEWTOWN RD.** Keep Right and take Newtown Rd. N. Merge onto Newtown Rd. North in about 2 miles it will become Diamond Springs Rd. Stay on Diamond Springs Rd. until next signal light. Then turn **RIGHT** onto Wesleyan Dr. Next signal light turn **LEFT** onto Cypress Point Blvd. At the stop sign turn **LEFT** onto Club Head Road. The Cypress Point Country Club will be on your **RIGHT**.

**Fax or Email completed registration forms to: Margie Pearce**

**Fax: (757)385-5727 [mpearce@vbgov.com](mailto:mpearce@vbgov.com)**

**Phone: (757) 385-4929**

**Mail checks payable to VAAO to: Margie Pearce, City of Virginia Beach, RE Assessor's Office  
2424 Courthouse Drive, Virginia Beach, VA 23456-9054**

Cypress Point Country Club 5340 Club Head Rd., Virginia Beach, VA 23455 (757) 490-8822 Pro Shop