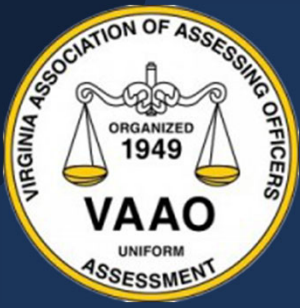




VIRGINIA ASSOCIATION OF ASSESSING OFFICERS

2026 Annual Conference

November 3–6, 2026

Marriott Virginia Beach Oceanfront Resort

4201 Atlantic Ave., Virginia Beach, VA 23451

- **Vendor & Sponsor Showcase**
- **Onsite President's Reception — Wednesday Evening**
- **Over 20 CE Credit Hours Offered**
- **Awards Banquet & Installation of Officers — Friday**
- **Pre-Conference: IAAO Workshop 852, AAS Case Study Review ****

**Schedule subject to change - ** IAAO Workshop 852 is a separate registration fee*

Tuesday – Thursday

TUESDAY, NOVEMBER 3

8:00am - 9:00am

Continental Breakfast

9:00am - 5:00pm

AAS Case Study (IAAO Workshop 852) **

Terry Taylor CAE, RES, AAS, FIAAO & 2026 IAAO President-Elect/Treasurer

4:00pm - 6:00pm

Afternoon Conference Registration

WEDNESDAY, NOVEMBER 4

7:00am - 5:00pm

Conference Registration & Vendor Showcase

7:30am - 8:30 am

Continental Breakfast

9:00am - 5:00pm

AAS Case Study (IAAO Workshop 852) **

Terry Taylor CAE, RES, AAS, FIAAO & 2026 IAAO President-Elect/Treasurer

8:30am - 10:30am

Income Approach, Power BI Applications & Defense

Tony Siragusa RES, CFE

10:30am - 11:00am

Vendor Showcase

11:00am - 12:30pm

Opening Session Welcome - (Lunch Provided)

VAAO President Sponsor Introductions, IAAO, PDP, Keynote Speaker

12:45 pm - 2:45 pm

Public Trust Through Clear Communication & Defensible Practice

Let's Be C.L.E.A.R.™: A Communication Framework for Building Public Trust in Mass

Appraisal

Erika Cowling

The Income-Method Mandate: Aligning Assessments with LURA and Compliance Standards

Lore DeAstra SRA

2:45pm - 3:00pm

Vendor Showcase

3:00pm - 5:00pm

Data Center Alley: An Evolution in Valuation & Panel Discussion

Heike Redden RES, Lyndsey Schmidt

6:00pm - 8:00pm

President's Reception - Onsite Oceanfront

THURSDAY, NOVEMBER 5

7:30am - 5:00pm

Conference Registration & Vendor Showcase

7:30am - 8:30 am

Continental Breakfast

9:00am - 12:00pm

AAS Case Study (IAAO Workshop 852) **

Terry Taylor CAE, RES, AAS, FIAAO & 2026 IAAO President-Elect/Treasurer

8:00am - 10:00am

Modeling, Variables & Supporting Adjustments

Keith Wolf, SRA, AI-RRS

10:00am - 10:15am

Vendor Showcase

Thursday cont. - Friday

THURSDAY, NOVEMBER 5 – cont.

10:15pm - 12:15pm **Bridging the Gap: Professional Practice in Property Assessment**

Assessors, Tax Reps, and the Appeal Process

Michael Owen, Ryan

Building and Maintaining a Proper Work File

Tim Lamb, Andrew McRoberts (Sands Anderson)

or Concurrent Option

10:15pm - 12:15pm **Aerial Imagery, Data Collection & Sketching**

Eyes in the Sky: EagleView and Aerial Imagery in Property Assessment

Jonathan Broida

Sketching: Tips, Tools & Aerial Photography Integration

Louis Herndon

12:15pm - 1:15pm **Lunch on your own and Visit Vendors**

1:15pm - 3:15pm **Property Valuation: Construction, Cost Analysis, and Assessment**

Applications

Implementing Moore Precision Cost Real World Examples

Kelby Moore

Building Better Assessments: Understanding Residential Construction

Speaker, TBD

3:15pm - 3:30pm **Vendor Showcase**

3:30pm - 5:30pm **Know Your Boundaries: GIS, Legal Descriptions & Parcel**
Identification/Exemptions Case Study

Jamie Timberlake Commissioner of the Revenue Powhatan County

FRIDAY, NOVEMBER 6

7:30am - 8:30am **Conference Registration & Vendor Showcase**

7:30am - 8:30am **Buffett Breakfast**

8:00am - 9:30am **VAAO Executive Board Annual Business Meeting & Directors**

9:30am - 10:00am **Vendor Showcase**

10:00am - 12:00pm **Updating Stale Residential Valuation Models with Newly Calibrated**
Market-Driven Models

Josh Myers

12:00pm - 1:00pm **Lunch on your own and Visit Vendors**

1:00pm - 3:00pm **Building the Assessment Workforce: Attract, Develop & Retain**

Reflections from the Cup/ Voices of Growth: How Professional Designations Shape Our Careers

Dabid Sanford, CAE, Adam Olver RES

Recruiting & Retaining Talent in a Shrinking Workforce

Sue Cunningham, David Milton, Kevin Prine, Lynda Tubbs & Kayin Rooks.

6:00pm - 7:00pm **Banquet Reception**

7:00pm - 9:30pm **Dinner, Awards, Installation of Officers**