

82nd MAAO Educational Conference

June 7 thru 10, 2022

Grand Hotel & Spa
2100 North Baltimore Avenue
Ocean City, MD 21842

Tuesday June 7, 2022

5:00 pm – 6:00 pm Registration

6:00 pm – 9:00 pm., General Session

3 CEC

Topic: **Value Considerations for an Agricultural Apiary**

Speaker: **Cybil Preston, Chief Apiary Inspector**
State Apiarist, EAS Certified Master Beekeeper
Maryland Department of Agriculture

This session addresses value considerations for an agricultural apiary. In this class types of hives will be discussed. In addition, the appraiser/assessor will be able to differentiate between a hobbyists', commercial or educational beehive. Lastly, what requirements needed to meet the agricultural use valuation threshold will be addressed.

Wednesday, June 8, 2022

9:00 am – 10:00 am., Registration
Opening Remarks

10:00 am – 12:00 pm., General Session

2 CEC

Topic: **Looking at Appraisals from Both Sides Now**

Speaker: **Denise Herndon**
Certified General Appraiser
Supervisor of Assessments, Anne Arundel County
Maryland Department of Assessments and Taxation

This session will be a discussion of the valuation differences and similarities between appraisals and mass appraisals and will include real world examples of both.

Wednesday, June 8, 2022

1:00 pm – 4:00 pm., General Session

3 CEC

Topic **The 2022 Redevelopment Process**

Speaker: **Glenn Irwin**
Executive Director
Ocean City Development Corporation (OCDC)

Participants will take a walking tour of Historic Downtown Ocean City focusing on the redevelopment process. Façade program grants and their application will be discussed; including how they impact the effective age of an individual property and ultimately its effect on the life cycle of the neighborhood in which it is located. Other topics of discussion will be land assemblage and the role that a non-profit organization can play as a liaison in a private-public relationship to spur the redevelopment process and the impact of design standards, special events, and public art, using Downtown Ocean City as a case study.

Thursday, June 9, 2022

8:30 am – 5:00pm.,

7 CEC

Topic **7 Hour 2020-2021 National USPAP Update Course**

Speaker: **Leslie G. Pruitt**
AQB Certified USPAP Instructor
Certified General Appraiser
Supervisor of Assessments, Somerset County
Maryland Department of Assessments and Taxation

The new 7-Hour USPAP Update Course is designed to give you the tools to be your own USPAP expert by the time you leave the course. Through dynamic case studies and new tools, appraisers will learn how to better navigate the USPAP document to solve problems in their daily appraisal practice. This course provides a refresher on important tenets of the profession and offers practical applications for an appraiser's appraisal practice. This course is intended to fulfill the 7-hour requirement as established by the Appraiser Qualification Board (AQB) of The Appraisal Foundation.

Thursday, June 9, 2021

9:00 am – 12:00pm.,

3 CEC

Topic: **Bullet-Proofing Appraisals & Going Concern and Hotel Valuation**

Speaker: **Peter F. Korpacz, MAI, CRE, FRICS**
Founder and President of Korpacz Realty Advisors, Inc.
Kim Lorenz, MAI, SRA
Executive Vice President at Korpacz Realty Advisors, Inc.

Bullet-Proofing the Assessment Litigation Expert Appraisal Report

This session will be a discussion of ways of providing both a clear and concise format and persuasive report content that will highlight the appraiser's experience, knowledge, and skill set specific to the property being valued. The guidance offered in this seminar will result in a report and testimony that that will be convincing to the judge or jury and result in fair and equitable valuation and assessment conclusions that are based on factual market behavior. In addition, lists of do's and don'ts, appraisal format outlines, and content guidelines will be provided.

Going Concern Valuations in Hotels – Market Realities vs Myths

This session will address the various market realities and myths associated with the wide difference in hotel property value estimates between opposing appraisers caused by the erroneous application of the going-concern premise to valuation. The presentation will allow the attendees to understand that typical hotel transactions do not involve the sale of going concerns, and how to use various sources of market behavior to support fair and equitable valuation and assessment conclusions for the real estate and FF&E. Hotel comp sale verification techniques and an underutilized source of hotel comps will also be covered.

1:00 pm – 4:00 pm.,

3 CEC

Topic: **The Certified Maryland Property Assessor Designation and Narrative Report Writing**

Speaker: **Bryan Levenson, CMPA**
Assessor Supervisor, Montgomery County
Maryland Department of Assessments and Taxation

This session gives an overview of The Certified Maryland Property Assessor Designation as it relates to narrative appraisal report writing. Is the CMPA designation right for me? Do I qualify for CMPA? How do I go about obtaining my designation? All these questions and more will be answered in this informative 3-hour session.

Friday, June 10, 2021

9:00am – 12:00 am., **General Session**

3 CEC

Topic: **Maryland Tax Court; Recent Cases and Topics of Interest**

Speaker: **Jeffery Comen**
Assistant Attorney General Counsel to
Maryland Department of Assessments & Taxation

This session will be a summary of the 2019 - 2022 decisions of the Maryland Tax Court, Circuit Court, and the Appellate Courts affecting real property tax valuation and assessments/ appraisals.

MAAO Annual Meeting

Installation of Officers

Adjournment