



MARK HEINBOCKEL
Assessor

**TOWN OF HARRISON
VILLAGE OF HARRISON**
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1 HEINEMAN PLACE
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SANDRA ARCARA
Assessment Clerk

March 29, 2017

Mayor/Supervisor
Honorable Town Board

On July 17 thru July 21, 2017, the New York State Assessor's Association in conjunction with Cornell University will be holding its annual Seminar on assessment practices. This seminar provides State required continuing education hours for compliance with assessment practices. At this time the Assessor is requesting permission to attend a (2) day seminar on Solar Panel valuation. The cost of such seminar will not exceed \$750, which includes housing, registration, food and gas and tolls. This is a budgeted item and will satisfy the annual educational requirements set forth by the State of New York.


Mark Heinbockel

SEMINAR ON APPRAISING APPLICATION
CORNELL UNIVERSITY - ITHACA, N.Y. - JULY 17 THROUGH JULY 21, 2017
Enrollment is Limited

TUITION: (check appropriate one)

5 DAY COURSES

- ☐ \$450.00 for members of the I.A.O.
☐ \$470.00 for members of the N.Y.S.A.A.
☐ \$550.00 for nonmembers of the N.Y.S.A.A.

3 DAY OR 4 DAY OR TWO 2 DAY COURSES

- ☐ \$380.00 for members of the I.A.O.
☐ \$400.00 for members of the N.Y.S.A.A.
☐ \$480.00 for nonmembers of the N.Y.S.A.A.

SINGLE 2 DAY COURSE

- ☐ \$240.00 for members of the I.A.O.
☒ \$260.00 for members of the N.Y.S.A.A.
☐ \$320.00 for nonmembers of the N.Y.S.A.A.

Text Book Required for Courses 1 & 2
The Appraisal of Real Estate, 12th Edition

The Appraisal of Real Estate Textbook!

(** COURSES REQUIRED FOR BASIC CERTIFICATION)

COURSES (5 DAY):

1. ☐ Appraisal Principles and Procedures **
 2. ☐ Application of the Three Approaches to Value **

3. ☐ Farm Appraisal **
 4. ☐ Exemption Administration

COURSE (3 DAY): Tuesday, Wednesday & Thursday

5. ☐ Fundamentals of Mass Appraisal **

COURSE (4 DAY): Monday, Tuesday, Wednesday & Thursday

6. ☐ Instructor Training
 7. ☐ Commercial Valuation In Excel

8. ☐ Market/Sales Comparison

COURSES (2 DAY):

- Monday - Tuesday**
 9. ☒ Solar Valuation - Rent VS Own
 10. ☐ Architectural Features That Affect Value-Grade/Style/Condition

- Wednesday - Thursday**
 11. ☐ Valuation of Big Box S...
 12. ☐ Valuation of Hotels

FULL PAYMENT or completed ready for signature voucher must accompany this application.

PRINT, TYPE, OR ATTACH BUSINESS CARD:

Name (First) Mark (Middle Initial) W (Last) Heinbockel (Designation) _____
 Title Assessor Municipality/Company Town of Harrison
 Mailing Address 1 Heineman Place
 City Harrison State New York Zip 10528
 Office Phone (914) 670-3060 Cell Phone (914) 497-1160 Fax # (914) 835-2010
 E-mail Address MHeinbockel@harrison-ny.gov

Make Checks Payable to: New York State Assessors' Association
 Mail to: N.Y.S.A.A., David W. Briggs, FIAO, Executive Director
 PO Box 5586, Cortland, NY, 13045
 Phone: (315) 706-3424 Fax: (315) 410-5660 Email: nysaa@nyassessor.com

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Instructor Training : 4 Days No Exam -

Instructor training is about, "training the trainer". It is designed for those students who might be interested in instructing assessment/appraisal courses including One/Two/Four or Five Day Seminars, either around the state or at our Annual Training courses at Cornell. As part of this course, students will have teaching assignments and will be expected to prepare a presentation on a topic to be given before the class. Those who successfully complete the course will, after co-instructing with an experienced Instructor, fulfill their educational requirements to serve as an "approved instructor" by the New York State Assessors' Association, Institute of Assessing Officers and Office of Real Property Services. **Instructor – Edye McCarthy, IAO.**

Market/Sales Approach to Value: 4 Days No Exam –

This course will review basic principles and techniques used by appraisers in the preparation of an appraisal report using the Sales Comparison Approach to Value. Emphasis will be placed on residential properties, but the course will touch on using this approach for all types of properties in all types of markets. Students will be introduced to MLS and ORPS online data searches. Class problems will be used extensively to better equip students with a better understanding of all aspects of the Sales Comparison Approach to Value. Class participants will be expected to bring a calculator. **Instructors – Teri Ross, IAO / John McGrory, IAO.**

★ Solar Valuation – Rent VS Own: 2 Days, Monday – Tuesday, No Exam –

This course will explore a number of facets of the booming photovoltaic industry. Students will learn how solar panels work, how they are installed and how they are made. Also what is driving the current solar panel popularity will be discussed. Next, we will enter the valuation aspect of the course. Traditional valuation methodologies, Cost, Market, and Income Approaches to Value will be specifically applied to the solar panel industry. This course will also include discussions on renting verses owning solar panels. Valuation will include both commercial and residential type properties.

Students are expected to bring a calculator. **Instructor – John Zukowski, MAI, IAO, SRA.**

Architectural Features That Affect Property Values - Grade/Style/Condition: 2 Days, Monday – Tuesday, No Exam –

As professionals in the building valuation field, the majority of the work we do centers around residential buildings. In this 2 day course, we are going to look at residential buildings in all of their glory. How do we categorize, evaluate a building and what does history have to tell us about the buildings that dominate so much of our time and thought processes. Architectural styles, Construction grade and condition have tremendous influence on value during construction, but does it actually carry over to valuation? Then we have the idea that property can be functionally and fiscally "improved" by adding certain improvements and upgrades. Do these translate to changes in value that may be substantial enough to warrant the initial investment? The goal is not to create a right and wrong, but to provide a broader understanding of what we may be looking at, how to understand what we are looking at and how to appropriately evaluate what we see.

Instructor – Robert Bick, AIA, CSI, ASPE

Big Box Store Valuation – Both Going Concerns and Vacant: 2 Days, Wednesday – Thursday, No Exam -

This Big Box Store Valuation course is designed to inform all participants in all aspects of appraising and/or assessing this type of property. Areas to be discussed are Value in Use, Highest and Best Use, Value in Exchange and the argument that Big Box Stores are on the decline due to on line shopping trends. Also information pertaining the "Dark Store Theory" will be presented. Next are the three approaches to value: Sales Comparison, Income Capitalization and Cost. These approaches to value and their application to Big Box stores will be provided with examples. In day two, recent court decisions and how these decisions may affect your valuation of Big Box Stores will be presented. Lastly, recent Big Box Store legislation in other States will be discussed to give students an idea of what may be coming New York State's way.

Instructor– Jay Franklin, IAO.

Valuation of Hotels: 2 Days, Wednesday – Thursday, No Exam

This course is designed to provide students with a better understanding of hotel appraisal and the hotel valuation process. All three approaches to value will be discussed, with most emphasis placed on the Sales Comparison and Income Approaches to Value. The current status of the hotel industry in New York State, current use verses highest and best use, supply and demand issues, industry competition, forecasting revenues and expenses, real verse personal property and how their effect on value all will be discussed. A case study of the valuation of a hotel will be offered as part of the course.

Instructor– John Zukowski, MAI, IAO, SRA.