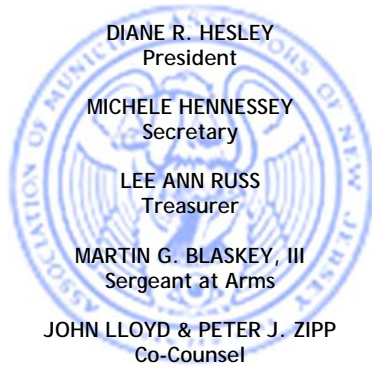


## AMANJ OFFICERS



DIANE R. HESLEY  
President

MICHELE HENNESSEY  
Secretary

LEE ANN RUSS  
Treasurer

MARTIN G. BLASKEY, III  
Sergeant at Arms

JOHN LLOYD & PETER J. ZIPP  
Co-Counsel

## CONFERENCE COMMITTEE

Robyn Palughi, Chairwoman

Brian Rosenberger, Sponsor Chairman

Dennis DeKlerk, Education Chairman

Jane Casagrande, Hospitality Chairwoman

Lee Ann Russ, Registration Chairwoman

Liz Simpkins, Registration Chairwoman

Alex Worth, Website Chairman

## PAST PRESIDENTS

MARTIN W. LYNCH - 16/17  
MARIE L. PROCACCI - 14/15  
SCOTT J. HOLZHAUER - 12/13  
CAROL C. BYRNE - 10/11  
THOMAS G. GLOCK - 08/09  
BERNARD C. HANEY - 06/07  
SANDRA ELLIOTT - 04/05  
JOSEPH RAVITZ - 02/03  
MICHAEL BARKER - 00/01  
FRANK BUCINO - 98/99  
BURNHAM HOBBS, JR - 96/97  
BETSY BARR - 94/95  
JOSEPH GALLAGHER - 92/93  
VICTOR HARTSFIELD - 90/91  
ROBERT W. PASTOR - 88/89  
WILLIAM E. BIRCHALL - 86/87  
STEPHEN KESSLER - 84/85  
GLORIA CROSS - 82/83  
JAMES ANDERSON - 80/81  
JOSEPH A. CRANE - 78/79  
WILLIAM T. BAILEY - 76/77  
JOHN J. MURRAY - 74/75  
WALTER SALMON - 72/73  
SAMUEL BEFARAH - 70/71  
DAVID P. KIELY - 68/69  
CLARENCE DELGADO - 66/67  
GEORGE LINGER - 64/65  
MARIOTT HAINES - 62/63  
ALFRED J. GREENE - 60/61

---

Special Thanks  
To  
All of our Vendors & Sponsors!!!

---

Association of  
Municipal  
Assessors of  
New Jersey

# 2018 AMANJ EDUCATION CONFERENCE

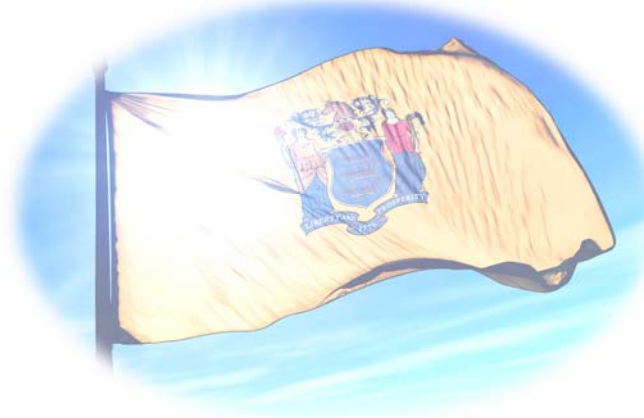


*National Conference Center of  
East Windsor*

*399 Monmouth St., East  
Windsor, NJ*

*June 7<sup>th</sup> & June 8<sup>th</sup>, 2018*

---



---

## ~Schedule & Educational Offerings~

---

### Thursday, June 7, 2018

7:30 - 9:00 am     Registration

Sign in and receive conference materials, nibble, and find a suitable spot in our comfortable meeting room.

9:00 -11:00 am     AMANJ General Membership Business Mtg  
(1 Administrative Credit)

The AMANJ General Membership Meeting is one of two yearly general membership meetings where matters are presented for action. Issues that have been before the Executive Board are brought to the general membership for consideration. The meeting agenda takes on the air of an educational forum during the legislative update where AMANJ Counsel John Lloyd provides a summary of recent NJ Tax Court rulings and trends. An added feature of this session is the AMANJ lobbyist report on developments in Trenton. New bills, pending legislation and the overall political 'mood' are reviewed in detail.

Diane R. Hesley, AMANJ President  
Janice S. Mironov, East Windsor Township's Mayor  
John Lloyd, Esq., AMANJ Legal Counsel  
Dave Smith, Princeton Public Affairs Group

11:00 - 12:00 pm     Legislative Process: Bills, Committees, Hearings, Action (1 Administrative Credit)

The NJ Legislature is the breeding ground for quiet non-starter bills or surprise far reaching legislation. The purpose of this session is to familiarize conference goers with the nuts and bolts, the mechanics of Trenton's legislative machinery. Bill authorship and sponsorship, the Committee role, hearings and legitimate opposing action will be explored.

Moderator: TBD

Presenters:  
TBD

12:00 - 1:00 pm     Past Presidents Luncheon

The first shared meal of the conference is so named to commemorate and honor the dedication of AMANJ past presidents. Look for those special guests to give them a warm welcome and thank them.

1:00 - 3:00 pm     Special Purpose Valuation: Restaurants and the Rushmore Approach  
(2 Appraisal Credits)

Every municipality has eateries and food service real estate. Restaurants, at times, present valuation experts with some vexing questions and can be atypical when considering the best approach to value. Today's appraisal professional will introduce methods to achieve accurate valuations and focus on the rarely used Rushmore Approach.

Moderator: TBD

Presenters:  
J. Paul Bainbridge, MAI, J. Paul Bainbridge & Associates, Inc.  
Attorney TBD

3:00 - 5:00 pm     Redevelopment Zones: PILOTS & Valuation  
(2 Appraisal Credits)

New Jersey's aging urban and suburban areas are facing pressing revitalization questions. With the assistance of Redevelopment Zone legislation and Payment In Lieu of Tax programs developers are incentivized and create possibilities for quality construction and rehabilitation. The enabling statutes and administrative mechanisms behind such development will be presented. But importantly, the proper valuation of this burgeoning real estate, will be considered by assessors and appraisers.

Moderator: TBD

Presenters:  
Sue Davison, CTA  
Edward Toloza, CTA, Jersey City Assessor  
Paul T. Beisser, MAI, CRE Integra Realty Resources  
Arthur Linfante, MAI, CRE Integra Realty Resources

5:00 - 6:00 pm     Cocktail Hour  
Windsor Banquet Room

6:00 - 8:00 pm     Dinner

8:00 - ?????     After Dinner Reception  
Windsor Banquet Room

---

### Friday, June 8, 2018

8:00 - 9:00 am     Registration

Start here if coming for this day's offerings. Conference materials can be collected and breakfast fare will be available inside the main meeting room.

9:00 -12:00 pm     Technology Today: GIS, CAMA, MODIV  
(3 Administrative Credits)

Some of the newest technology and software coming into use by the assessment professional will be displayed and demonstrated. New approaches to the tax appeal process as well as innovative data base management technologies will be highlighted in this session.

Moderator: TBD

Presenters:  
Paul C. Miller, Tyler Technologies  
Tom C. Davis, Professional Property Appraisers  
Richard Rehmann, Civil Solutions

12:00 - 1:00 pm     Lunch

1:00 - 3:00 pm     Drug Stores and More: Appraising the Real Estate of a Prolific Industry  
(2 Appraisal Credits)

CVS, Walgreens, Rite Aid, and Eckerd sometimes occupy the four corners of an intersection. With each competitor vying for market supremacy their location and their real estate are essential to success. Sites, demolition, construction and market forces are necessary points of consideration in the valuation of this prolific industry's real estate. These items and more will be considered by experts in the appraisal of today's drug stores. Additionally, an overview of related Tax Court matters will round out the discussion.

Moderator: TBD

Presenters:  
William Steinhart, MAI Appraisal Consultants (tentative)  
Martin Allen, Esq.