



Institute of Assessing Officers
affiliated with the
New York State Assessors Association

COMMERCIAL & INDUSTRIAL VALUATION

**COLONIE PUBLIC OPERATIONS CENTER,
347 OLD NISKAYUNA RD., LATHAM, NY 12110
JUNE 8 – 11, 2020**

This course is designed to provide a basic understanding and overview of the procedures and practices necessary to appraise commercial/industrial properties. Valuations of this type can be complex and challenging even for experienced appraisers. The session includes introductory and basic instruction on how to prepare and perform a commercial/industrial appraisal. It also identifies physical types of structures and discusses appropriate use of the three approaches to value: cost approach, income approach, and sales comparison approach. In our review of the ORPTS Building Classification System, we will discuss elements of comparison and typical purchasers to develop the most applicable approaches to value of each type. (This course is a requirement for county directors seeking basic certification from ORPTS and can be taken for basic certification by assessors.)

TUITION: (check appropriate one)

\$450.00 for IAO members \$470.00 for NYSAA members \$550.00 for Non-members

PRINT, TYPE, OR ATTACH BUSINESS CARD:

NAME: First _____ Middle Initial _____ Last _____

Title _____ Municipality/Company _____

Mailing Address _____

City _____ State _____ Zip _____

PHONE - Office: (_____) _____ Home: (_____) _____

E-mail Address _____

NOTE: This course has been approved by the NYS Office of Real Property Tax Services (ORPTS) for **BASIC CERTIFICATION COURSE REQUIREMENTS FOR ASSESSORS & COUNTY DIRECTORS** and for **CONTINUING EDUCATION CREDIT**. DOS APPRAISAL CREDIT is pending but not guaranteed.

See next page for instructions on how to register.

Commercial & Industrial Valuation
June 8- 11, 2020
Latham, NY

THREE WAYS TO REGISTER AND PAY:

By Mail: A check for the total amount due or completed voucher, ready for signature, must accompany the completed registration form. **MAKE CHECKS PAYABLE AND RETURN TO: NYSAA, 116 Salina St., Suite 8, Liverpool, NY, 13088**

By Fax: Fax your completed registration form and completed voucher, ready for signature, to 315-410-5660.

Online: Register and pay online at www.nyassessor.org.

Please register as soon as possible. A minimum of 15 students is required. Registrations are accepted on a first come, first served basis. All registrations are expected to be submitted by June 1, 2020. Member status as of June 1, 2020, will be used to determine the appropriate fee.

CANCELLATIONS: Registrants who cancel on or before June 1, 2020, will receive a full refund. After June 1, 2020, there will be a cancellation fee of \$75.00. No refunds after June 4, 2020 or for no shows.

ON SITE REGISTRATION: All students attending the course will be expected to register at the Colonie Public Operations Center in Latham on Monday, June 8, 2020, between 8:00 and 9:00 a.m. The class will begin promptly at 9:00 a.m. Monday morning. Commuter registration will also occur on Monday morning from 8:00 a.m. to 9:00 a.m.

HOUSING AND MEALS: All housing accommodations are your responsibility. Costs of meals are your responsibility and are not included with tuition costs.

IAO RECERTIFICATION AND ORPTS CONTINUING EDUCATION CREDITS: One credit will be awarded for each classroom hour.

CONFIRMATION: A confirmation e-mail will be sent to all registrants on June 2, 2020.

REIMBURSEMENT: Eligible assessors and county directors who attend will receive basic/continuing education credit and reimbursement from ORPTS pursuant to their current rules and approval by the Department of Budget.

QUESTIONS? Call 315-706-3424 or email admin@nyassessor.org.

Instructor – John Zukowski, MAI, IAO, SRA

John Zukowski, MAI, IAO, SRA is vice president of Emminger, Newton, Pigeon & Magyar Inc. of Buffalo, New York. John is the past president of the Buffalo Chapter of the Appraisal Institute. He has been actively employed in the real estate appraisal industry for over 20 years. John has taught numerous educational courses and seminars for various appraisal institutions for more than 10 years. He serves as a consultant to numerous government agencies and is a qualified expert witness in court litigation matters. John's interactive teaching style should enhance your learning experience. John is also qualified as a National AQB Certified USPAP Instructor for The Appraisal Foundation.