



**MAAO 2019**  
**64<sup>TH</sup> ANNUAL SCHOOL**  
**AUGUST 5-9, 2019**

University of Massachusetts at Amherst  
Campus Center

Amherst, Massachusetts

*"Professionalism Through Education"*

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## **MAAO ANNUAL SCHOOL COMMITTEE**

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# MAAO 2019 Annual School

This year is the Sixty-third Annual Assessors School held by the MAAO in conjunction with the Department of Revenue, at the University of Massachusetts Campus Center, Amherst, during the week of **August 5- 9, 2019**.

1. **Conference Registration:** If you created an account last year, you should use the same login and password. If you did not attend last year, **YOU WILL NEED TO CREATE AN ACCOUNT. THIS IS NOT THE MAAO's WEBSITE!!** Please be sure to use a simple password (as this will be what you log in with next year!)
  - a. Pre-registration is mandatory, as classroom space must be reserved, and materials ordered. **Registrations MUST be completed by July 22<sup>nd</sup> to avoid a late fee.** Included in your registration fee is the morning break and lunch (Please see special note below) each day as well as the Wednesday evening dinner.
  - b. The registration fees for the annual school are located on the registration form in this packet. We are offering daily registration for the Specialty Course; details are listed on the registration information page. Please note that there are no half day registrations.
  - c. **UMASS will only be accepting on-line registrations.**
  - d. If your check cannot be received by or postmarked by July 22<sup>nd</sup>, you will need to send documentation to the UMASS Registration Office showing that the payment has been processed! This will help you avoid the \$40 late fee!
2. **Conference Check-in:** Weeklong conference registration will take place **on Monday morning only, August 5<sup>th</sup>, 7:15 a.m. to 8:30 a.m.** 1st floor registration desk. **Please try to be there early in order for us to begin the welcoming session on time. This year our welcoming remarks will start at 8:30 am.** Late registrants and one day registrants will have to go to the 8th floor registration office to register. For registration questions or issues please contact Conferences Services directly at 413-577-8102.
3. **Room Reservations:** Please be sure to stipulate that you are with the Assessors Association (**use code: MAS19C**) when making room reservations. Reservations must be made by July 12<sup>th</sup>. Please see the Campus Center Hotel Reservation information in this packet. As stated above, pre-registration is required for the school AND for the hotel rooms at the Campus Center. We have a limited number of rooms reserved for your use and have scheduled all the week's events at the Campus Center. **DO NOT** send payment for your rooms with the school registration form. Keep in mind that rooms will be held only until 6:00 P.M. on Sunday. If you expect to arrive later than that time, you must contact the Campus Center Hotel at 877-822-2110 and make arrangements for your room to be held.
4. **Parking Pass:** If you are registered for a room at the hotel you will receive a parking pass for the garage. If you are not registered at the hotel you will receive a parking pass which is included with your conference registration. It will be distributed at registration.
5. **Calculators:** Calculators may be necessary in all courses, not cell phone calculators, and please bring #2 pencils for the Exam.
6. **Lunch:** Lunch (Monday-Thursday) will be via meal cards. More detailed information will be in the packet you are provided when you check in. The Blue Wall will be closed for renovation during our conference and there will be some alternative food offerings, such as a food truck and a daily buffet. **It should be noted that you will be responsible for your lunch meal card. If lost, misplaced, or forgotten at home we will NOT replace it. The Auditorium will be available for people who wish to sit together.**
7. **Cornhole:** Again, this year we will be holding a "Corn Hole" Tournament during our Wednesday evening dinner on the patio. Please join us for an exciting, fun and competitive event. There will be food, beverages and relaxation. Your ID Badge is your admission. Check out the "Corn Hole Page" at the end of this packet!! You can register as a team or individual, all are welcome to play!

# UMASS 2019 Annual School Schedule At-A-Glance

	Monday			Tuesday			Wednesday			Thursday			Friday		
	Specialty		Courses	Specialty		Courses	Specialty		Courses	Specialty		Courses	Specialty		Courses
	Session 1	Session 2	Session 3	Session 1	Session 2	Session 3	Session 1	Session 2	Session 3	Session 1	Session 2	Session 3	Session 1	Session 2	Session 3
6:30 AM															
7:30 am - 8:15 am	1st floor UMASS registration desk.														
8:00 AM	Continental Breakfast & General Welcome, Auditorium														
8:30 AM															
9 am - 10:15 am	Data Analysis (2 Day Class)	Best Practices in Residential Data Collection	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	The Progression of Assessing in Your Community, Working Toward a Viable Future	DOR 101	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	The Appellee: Preparing for an ATB Hearing, The Ins & Outs of Defending Assessed Values	Gateway Review Update - Assessor to Assessor	DOR 101	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	2018-2019 7-Hour National USPAP Course	Don't Drop the Baton	DOR 101	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	It's Just a Bundle of Sticks: A Cornucopia of Information to Help You Understand Deeds
10:15 am - 10:30 am	Data Analysis (2 Day Class)	Best Practices in Residential Data Collection	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	Morning Break-1st floor			Morning Break-1st floor				Morning Break-1st floor				Morning Break
10:30 am - 12 noon	Data Analysis (2 Day Class)	Best Practices in Residential Data Collection	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	The Progression of Assessing in Your Community, Working Toward a Viable Future	DOR 101	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	The Appellee: Preparing for an ATB Hearing, The Ins & Outs of Defending Assessed Values	Gateway Review Update - Assessor to Assessor	DOR 101	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	2018-2019 7-Hour National USPAP Course	Don't Drop the Baton	DOR 101	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	It's Just a Bundle of Sticks: A Cornucopia of Information to Help You Understand Deeds
12 Noon - 1 pm	Lunch-Campus Center Dining Voucher														
1 pm - 2:30 pm	Data Analysis (2 Day Class)	Best Practices in Residential Data Collection	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	An Introduction to Changes in Assessing Electric and Gas Utility Transmission and Distribution Personal Property	DOR 101	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	The Appellee: Preparing for an ATB Hearing, The Ins & Outs of Defending Assessed Values	Building, Maintaining, and Funding a GIS Program	DOR 101	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	2018-2019 7-Hour National USPAP Course	Solar...Solar...Solar: Just Give Me the Warm Power of the Sun	DOR 101	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	It's Just a Bundle of Sticks: A Cornucopia of Information to Help You Understand Deeds
2:30 pm - 2:45 pm	Lunch-Campus Center Dining Voucher														
2:45 pm - 4 pm	Data Analysis (2 Day Class)	Best Practices in Residential Data Collection	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	An Introduction to Changes in Assessing Electric and Gas Utility Transmission and Distribution Personal Property	DOR 101	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	The Appellee: Preparing for an ATB Hearing, The Ins & Outs of Defending Assessed Values	Building, Maintaining, and Funding a GIS Program	DOR 101	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	2018-2019 7-Hour National USPAP Course	Solar...Solar...Solar: Just Give Me the Warm Power of the Sun	DOR 101	MAAO Crs 200, 4, 5 & 6; IAAO 101, 102 & 201	It's Just a Bundle of Sticks: A Cornucopia of Information to Help You Understand Deeds
4:30 pm - 5 pm	Afternoon Break														
5 pm - 5:30 pm	Study Hall 4:30 pm - 6 pm														
5:30 pm - 6 pm	Study Hall 4:30 pm - 6 pm														
6 pm - 7 pm	Study Hall 4:30 pm - 6 pm														
7 pm - 8:30 pm	Study Hall 4:30 pm - 6 pm														
8:30 pm - 10 pm	Study Hall 4:30 pm - 6 pm														

**Please note:** Late registrants and one day registrants, please go to the 8th floor/UMASS registration office to pick up your registration packet.

Personal Growth (no fee) Walk around Campus (meet in the Hotel Lobby)

Personal Growth (no fee) Yoga

Personal Growth (no fee) Yoga

Study Hall 4:30 pm - 6 pm

Study Hall 4:30 pm - 5:30 pm  
Southwest Buffet and Cornhole Tournament  
5pm - 7 pm

Study Hall

Study Hall

The **MAAO EDUCATION COMMITTEE** presents to you the following program that will guide you through the various “**STEPS TO PROFESSIONALISM**” as you increase your knowledge in the Assessing Profession. The Education Committee has dedicated a great deal of time and effort to plan and execute a variety of programs of the highest level possible. We believe it will be of great benefit to all.

**MAAO Re-certification Credit** - in order to receive re-certification credit for attending a course, the participant must attend the entire course or workshop. No partial credit will be given for attending part of a course or workshop. Each subject in the Specialty Course will be treated as a separate course. Arriving more than ½ hour after the start of class will result in **no** credits being awarded. MAAO Course 6 is now required for all new MAA, RMA, and CMA designations as of July 1, 2019. MAAO is moving towards offering IAAO Courses, therefore, this Annual School, as well as any future offerings, will include IAAO 101, 102 or 201 as replacements for MAAO Courses 1 (IAAO Course 101 or 201), 2 (IAAO Course 101 or 201) & 3 (IAAO Course 102).

## **Week-long Courses**

You can find the MAAO Course Agenda: <https://maao.org/page/MAAOCourses>

**DOR Course 101** is sponsored by the **MASSACHUSETTS DEPARTMENT OF REVENUE** as the basic course in Assessment Administration, Law, Procedure, and Valuation. This Course runs Monday through Thursday with an online exam administered through Gateway. *This course is limited to 45 students, at the request of the Department of Revenue and a minimum of 15 student will be required in order for this course to be offered. This course is approved for 18 MAAO recertification credits.*

**MAAO Course 200 – Principles of Assessing Procedures** is our own course dealing with the Assessors administrative responsibilities, in addition to Appellate Tax Board procedures. The course is taught by MAAO members and is an in-depth explanation of our everyday practice. It is a course necessary to the new Assessor and useful to the experienced Assessor as a review. *This course is approved for 34 MAAO recertification credits and has been approved for 15 hours of DPL appraisal credits.*

**IAAO Course 101 - Fundamentals of Real Property Appraisal** (MAAO is accepting this Course in replacement of MAAO Course 1 OR Course 2) This course is designed to provide students with an understanding and working knowledge of the procedures and techniques required to estimate the market value of vacant and improved properties. This course concentrates on the skills you need to estimate the market value of properties using two approaches to value: the cost approach and the sales comparison approach. For more information about this course, please review the [Course Information Packet](#). Recommended additional textbook: IAAO Property Assessment Valuation (PAV) (3rd edition) at an additional fee beyond the SRM (Student Reference Manual) provided with your registration. *This course is approved for 33.50 MAAO recertification credits and has been approved for 33.5 hours of DPL appraisal credits.*

**IAAO Course 102 - Income Approach to Valuation** (MAAO is accepting this Course in replacement of MAAO Course 3) This course is designed to provide students with an understanding and working knowledge of the procedures and techniques required to estimate the market value of vacant or improved properties by the income approach. This course covers real estate finance and investment, capitalization methods and techniques, analysis of income and expenses to estimate operating income, selection of capitalization rates, and application of the approach. For more information about this course, please review the [Course Information Packet](#). (MAAO will be offering these courses to our membership at a different rate than IAAO) Recommended prerequisites: IAAO Course 101. Recommended additional textbook: IAAO Property Assessment Valuation (PAV) (3rd edition) at an additional fee beyond the SRM (Student Reference Manual) provided with your registration. *This course is approved for 33.50 MAAO recertification credits and has been approved for 33.5 hours of DPL appraisal credits.*

**IAAO Course 201 - Appraisal of Land** (MAAO is accepting this Course in replacement of MAAO Course 1 OR Course 2) This course is designed to provide students with an understanding and working knowledge of the procedures and techniques required to estimate the market value of land. This course concentrates on the skills necessary for estimating land value primarily using the sales comparison approach. For more information about this course, please review the [Course Information Packet](#). (MAAO will be offering these courses to our membership at a different rate

than IAAO) Recommended prerequisites: IAAO Course 101. Recommended additional textbook: IAAO Property Assessment Valuation (PAV) (3rd edition) at an additional fee beyond the SRM (Student Reference Manual) provided with your registration. *This course is approved for 33.50 MAAO recertification credits and has been approved for 33.5 hours of DPL appraisal credits.*

**MAAO Course 4 (MBREA Course REA-1A) - Narrative Report Writing** will lead the student through the process of writing a narrative appraisal report for both a residential and non-residential property. The course will review techniques and valuation methods used to arrive at a final estimate of value. MAAO Course 4 would be helpful to any assessor or appraiser who has to write or review narrative appraisals and is a must for the assessor who is interested in writing a demonstration appraisal for their RMA or CMA designation. It is also a requirement for the RMA and CMA designations.

**MAAO Course 5 – Mass Appraisal of Real Property** is designed to lead the student through the process of mass appraisal of real property both residential and non-residential. In MAAO Course 5, discovery, listing, and valuation will be discussed. Our other courses have been directed toward single property appraisal. This course applies those principles to a great mass of properties. *This course is approved for 34 MAAO recertification credits and has been approved for 34 hours of DPL appraisal credits.*

**MAAO Course 6 –Valuation Administration** is a course developed by the MAAO to expand on the procedures that are necessary to perform accurately and professionally the primary function of our profession, the administration of the development of values and meeting the requirements of state certification. Doing it right is not only necessary to satisfy the BLA requirements but to satisfy and instill confidence in the taxpayer. This course is intended to guide you or to reassure you that you are doing it right. *As of July 1, 2019, this Course **IS REQUIRED** to obtain a Designation. This course is approved for 34 MAAO recertification credits and has been approved for 34 hours of DPL appraisal credits.*

## Specialty Courses

There will be several varied dynamic programs that are germane to today's needs. See the course description page for details.

### Data Analysis (2-Day Course) – Monday & Tuesday - Session 1

**Full Day** (9:00 am – 4:00 pm) **6 Credits**

**Instructor:** David M. Cornell, CAE, MAI, is a Microsoft Certified Trainer and a Certified Excel Expert, Cornell Consultants

Create live dashboards and rich interactive reports...using your own data! This hands-on course starts with foundational exercises of how we can leverage data to make critical business decisions. Once we cover the foundational exercises, we will build personal interactive dashboards and reports using your own data! This course will cover the following topics: Creating and editing charts; Creating conditional formatting; Creating Pivot Tables (they are awesome!); Using Slicers in reports; Importing data into Excel; Refreshing Data; Data cleaning tips and tricks; Formatting text, numbers, time, and dates; Using the Developer Tab; Creating Macros; Editing pictures; Creating dropdown lists; Using the Formula Auditing function; Using Excel's What-if Analysis; Using and creating customized themes; Creating a customize "My Town" theme ; Creating named references; and, Other time-saving tips and techniques.

### Best Practices in Residential Data Collection - Monday Session 2

**Full Day** (9 am – 4 pm) **6 Credits**

**Instructors:** Rebecca Alger, Data Lister, Town of Milford and Kevin Rudden, MAA, Board of Assessors, Town of Mendon

While there are no standards for residential data collection in Massachusetts, there are best practices that all Assessing departments can follow to ensure consistency and accuracy of their data when calculating valuations. This day-long workshop will guide you through best practices and will include a field trip to a nearby building to put into practice what we've discussed. Please bring your measuring tools, cameras, paper, and pens/pencils for the field trip.

### The Progression of Assessing in Your Community, Working Toward a Viable Future– Tuesday, Morning- Session 2

**Morning Session** (9 am- 12 noon) **3 Credits**

**Instructor:** Michael Flynn, Commercial Assessor, City of Quincy; Susan LeMay; among other speakers

With the changes in our membership expected over the next 10 years, have you prepared your office with a succession plan? Have you taken the opportunity to mentor someone in your office or your surrounding communities? If you are new to the profession, have you sought out a mentor? We will be discussing all of these areas in this workshop with a focus on building cohesive plans and strategies for the future.

### An Introduction to Changes in Assessing Electric and Gas Utility Transmission and Distribution Personal Property – Tuesday Afternoon- Session 2

**Afternoon** (1pm-4 pm) **3 Credits**

**Instructors:** Richie Allen, Chairman, Board of Assessors, City of Springfield; Joanne Graziano, Bureau Chief, Local Accounts; Gary McCabe, CAE, Chief Assessor, Town of Brookline

The traditional method of assessing the personal property of locally assessed utilities (class 504) is one that has been challenged successfully by several municipalities at the ATB and the court system. This trend of using an alternative method has led to significant increases in valuation of these accounts. The Bureau of Local Assessment will institute changes in the near future on this topic. This session will provide an opportunity to learn about these changes and will also provide some guidance and practical steps on how to comply with BLA's changes; how to collect and review the additional data needed and how to build a model used to calculate RCNLD; and, The Division of Local Services will provide an overview of the release of Legal Finance Opinion (LFO) 2019-1; the DLS release of a Form of List for FY2021 "T & D" electric and gas and the process State Tax Form 2-504-G (Gas Companies) and State Tax Form 2-504- E (Electric Companies); as well as a discussion on FY2021 Communities Certification year, the substantiation of the valuation position and how it can be reported.

### The Appellee: Preparing for an ATB Hearing, The Ins & Outs of Defending Assessed Values – Wednesday – Session 1

**Full-Day** (9:00 am – 5:00 pm) **7 Credits**

**Instructors:** Gary McCabe, CAE, Chief Assessor, Town of Brookline and Richie Allen, Chairman, Board of Assessors, City of Springfield

This session will provide you with an overview of preparing for an ATB Hearing. We will cover the 5 R's; the Rules, Requirements, Responsibilities, Risks at Trial & the Roles of the Appellant, the Appellee, the ATB; Preparing an Assessment Report and Assessor Testimony, or Expert Appraiser Direct Examination; Review of selected cases & rulings; lessons learned and not learned; along with a panel discussion with a moderator and guest experts.

### Gateway Review Update – Assessor to Assessors Wednesday Morning- Session 2

**Morning** (9:00 am-12 noon) **3 Credits**

**Instructor:** Edward Childs, Director of Assessing

Since 2011 – We have worked with our various forms/programs on the Gateway system and have seen tremendous improvements and efficiencies in the program. With the many changes over the past couple years it is time to conduct an updated review from an Assessor for Assessors on the many available applications that we may or may not be using completely. In this session, we will also look at the informational resources available through the Municipal Databank. This session will include a review of the various forms and functions available through Gateway – LA3 Upload Program - LA4 – LA15 – LA13 – LA13A – OL1 Overlay – LA4 Comparison – LA13 NEW GROWTH – Paralegic Exemptions – MDM-1 – Veterans Exemptions – LA3 Parcel Search – Tax Rate Recap – Assessors Certification – 101 Course.

**Building, Maintaining, and Funding a GIS Program - Wednesday Afternoon- Session 2**

**Afternoon** (1:00 pm-4:00 pm) **3 Credits**

**Instructor:** Christopher Wilcock, MAA, Chief Assessor, City of Melrose and MAAO President

Find out how to fund a GIS program in your community and how to use spatial analysis to maximize desktop review. A discussion on what types of GIS software exists and which one's best suit you. We will be discussing different types of aerial imagery and the costs associated with adding imagery to your GIS program. A look at the City of Melrose GIS program and what projects are in store for 2020.

**USPAP 7-Hour National Update- Thursday Morning - Session 1**

**Full Day** (9:00 am – 5:00 pm) – **7 credits**

**Instructor:** Leslie G. Pruitt, Supervisor of Assessments, Somerset County, Maryland Department of Assessments & Taxation

The 2018-2019 7-Hour National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course. The course focuses on the most recent changes to USPAP and on appraisal issues that affect daily appraisal practice

**Don't Drop the Baton – Thursday Morning - Session 2**

**Morning** (9:00 am-12 noon) **3 Credits**

**Instructor:** Matthew Thomas, Esq., Town Counsel, Mattapoisett

The process of assessing and collecting real estate taxes is really like a relay race in which the Assessors, Collector, Treasurer and Custodian of Tax Possessions each run a leg of the race. As with any successful team relay effort it is essential that each leg of the race be run effectively, and that the baton be handed off cleanly to the next team member. During this program we'll discuss the entire real estate tax collection process from assessment through collection and discuss the role the Assessors play in running the first leg of the race. We'll also discuss best practices to allow the Assessors to cleanly pass the baton to the Collector, and the impact of decisions the Assessors make at the start of the race on the successes subsequent legs of the race.

**Solar...Solar...Solar: Just Give Me the Warm Power of the Sun - Thursday Afternoon- Session 2**

**Afternoon** (1:00 pm-4:00 pm) **3 Credits**

**Instructor:** Kathleen Costello, MAA, Principal Assessor, Mattapoisett and Matthew Thomas, Esq., Town Counsel, Mattapoisett

It seems that most discussions between Assessors these days includes the topic of Solar Power. This program will discuss the goals of the Developer & Municipalities when negotiating Solar PILOT Agreements, various valuation methods, impacts of Solar Arrays on New Growth, and important Solar PILOT provisions. We'll also discuss the Commonwealth SMART program which is the current solar development subsidy program. There will be opportunities for question and answer.

**It's Just a Bundle of Sticks: A Cornucopia of Information to Help You Understand Deeds – Friday Morning – Session 1**

**Morning** (9:00 am-12 noon) **3 Credits**

**Instructor:** Matthew Thomas, Esq., Town Counsel, Mattapoisett

Real Estate Law continues to develop to allow new and sometimes confusing ways to own property. However, no matter how complex the real estate transaction, it is really just a bundle of sticks, where each stick represents a property right. Assessors face the daily task of interpreting these real estate conveyances so that the proper parties can be assessed. This program will discuss the basics of property ownership and basic trusts, both the Recorded land and Registered Land, and through numerous examples of recorded deeds and trusts, help Assessors become even more comfortable as they determine whom to assess.



# REGISTRATION FORM MAAO ANNUAL SCHOOL

Campus Center - University of Massachusetts

August 5th -9th, 2019

On-Line registration is available at the following link: [UMASS conference Services](#)

**Please note the following:**

1. UMASS Amherst assesses a 3% process fee to all registration fees.
2. **PAYMENT POLICY:** Please make check payable to UMASS Conference Services and return by July 22, 2019, to: UMASS, Conference Services CS 17041, 810 Campus Center, University of Massachusetts, 1 Campus Center Way, Amherst MA 01003-9243 or fax to 413-577-8130
3. **LATE REGISTRATION POLICY:** Registration received by Conference Services after July 22, 2019, will be assessed a \$40.00 late fee. Conferees registering on-site will also be charged a late registration fee. Any check returned by the bank for insufficient funds will be assessed a charge of \$40. You may fax your registration on or before July 22, 2019, stating method of payment to 413-577-8130.
4. **CANCELLATION/REFUND POLICY:** Conferees canceling by July 29, 2019, will receive a full refund of their registration fee minus a \$60.00 cancellation processing fee and any administrative fees. All cancellations must be in writing. **ABSOLUTELY** no refunds will be issued for cancellations received after July 29, 2019.

## Registration Fees

	<b>MAAO Member</b>	<b>MAAO Non-Member</b>
<b>Week-Long Courses</b>		
DOR 101	\$ 475.00	\$ 550.00
MAAO Course 200	\$ 575.00	\$ 650.00
IAAO 101 (Equiv MAAO 1 OR 2)	\$ 575.00	\$ 650.00
IAAO 201 (Equiv MAAO 1 OR 2)	\$ 575.00	\$ 650.00
IAAO 102 (Equiv MAAO 3)	\$ 575.00	\$ 650.00
<i><b>Recommended textbook:</b></i> Property Assessment Valuation (PAV) (3rd edition) used with IAAO Course 101, 102 & 201 ( <i>not required, SRM provided</i> )	\$.....50.00	\$.....50.00
MAAO Course 5	\$ 575.00	\$ 650.00
MAAO Course 4	\$ 575.00	\$ 650.00
MAAO Course 6	\$ 575.00	\$ 650.00

<b>Specialty Classes</b> ( <i>Must pick which classes you are attending</i> )		
Full Week	\$ 625.00	\$ 700.00
2- Day ( <i>only for the 2 Day Data Analysis Monday/Tuesday</i> )	\$ 275.00	\$ 350.00
Single Day ( <i>all days except if signing up for USPAP</i> )	\$ 225.00	\$ 300.00
Single Day -USPAP ( <i>Thursday</i> )	\$ 275.00	\$ 350.00
Single Day-Friday	\$ 125.00	\$ 200.00

# HOTEL ACCOMMODATIONS INFORMATION

Reservation Information for the [Hotel UMASS](#)

Reservations are due by **July 12, 2019**

***\*\*Please note: the entire UMASS campus grounds and hotel are non-smoking\*\****

Reservations may be made by phone by calling, 877-822-2110.

or on-line by clicking the following link, [Hotel UMASS](#).

**Conference/Group Use Only**

**MAS19C**

## **Reservation Policies – Please Read Carefully**

A block of rooms at the Campus Center Hotel is being held for our conference. When you register for your overnight accommodations it is important that you use the group code assigned to us for the conference (noted above). Please be sure to reserve your room early. **The cutoff date is July 12<sup>th</sup>**. After July 12<sup>th</sup> any rooms still available in the block will be released.

- Checks and all major credit cards are accepted. Upon check-in a credit card and photo ID is required.
- University policy prohibits pets in the Campus Center. Parking for Hotel Guests is available in the Campus Parking Garage at a reduced rate.

**CANCELLATION POLICY:** Cancellation for all hotel reservations must be received one day prior to your arrival date. Cancellations received less than 24 hours in advance will be charged the first night's room rate.



## 5<sup>th</sup> ANNUAL MAAO CORNHOLE TOURNAMENT

*The MAAO will be hosting the 5th Annual MAAO Cornhole Tournament on Wednesday Evening along with a Southwest Buffet Dinner.*

*“Cornhole” is a fad that is sweeping the nation. There will prizes for the winners and runners-up. It will be held on Wednesday evening before, during, and if necessary, after the Southwest Buffet Dinner that is to be held on the patio.*

It has been called many things, Corn Toss, Bean Bag, Bean Toss, Soft Horseshoes, Indiana Horseshoes, but to many it is just “Cornhole”. It has been said that the game originated in Germany in the 14th century, and then was rediscovered in the hills of Kentucky over 100 years ago. The truth is, who really knows, but the game is great fun for all ages and can be played anywhere! Cornhole or Corn Toss is similar to horseshoes except you use wooden boxes called Cornhole platforms and corn bags instead of horseshoes and metal stakes. Contestants take turns pitching their corn bags at the Cornhole platform until a contestant reaches the score of 21 points. A corn bag in the hole scores 3 points, while one on the platform scores 1 point.

*Scoring can be swift and the lead may change hands several times in a match before the winner is decided.*

**Open to all attendees!**

**Sign up as a team or an individual (and you will be placed on a team)  
at the registration desk at UMASS by Wednesday noontime.**

### **The rules are as follows:**

1. The DIRECTOR OF THE TOURNAMENT, at his/her discretion, may change the rules at any time.
2. Teams of two people must be registered before the start of the first match.
3. Games will be to 15 points.
4. It will depend on the number of teams that sign up whether this will be single elimination or double elimination. It will be decided before the first game.
5. The DIRECTOR OF THE TOURNAMENT will decide any disagreements.
6. The DIRECTOR OF THE TOURNAMENT’S word will be law.
7. The most important Rule: HAVE FUN!!!!