



Registration

Spring Academy, Spousal Program & AGM

Please circle your choice of program:

Fee Symposium: Friday \$195.00 Saturday \$175.00 Both Days \$345.00

Spousal Program: Friday \$70.00 Saturday \$50.00 Both Days \$110.00

Spousal Name: _____
Please add all guests that will be attending the spousal program. Including children. Fee is per person.

Note: No charge for the AGM. All prices include GST.

Please indicate your choice of seminar (one per morning & one per afternoon)

Friday Morning: 8:30 - 12:30 p.m.

Proving Market Value **OR** A Peek into the World of Planning for Appraisers

Friday Afternoon: 1:30 - 4:30 p.m.

Valuing Seniors Health Care Facilities **OR** Winning An Appeal At The Assessment Review Board

Saturday: 8:30 - 11:30 a.m.

OA-AIC Annual General Meeting (No Charge)

12:15 - 5:15 p.m.

Environmentally Impacted Properties Legal, Engineering and Valuation Perspectives

OR

What You Need to Know About Mold **AND** Property Condition Assessment of a Small Office Building

Last Name First Name Designation

Address City Prov. Postal Code

Phone No. Fax No. e-mail address

Method of Payment: Cheque VISA Mastercard

Credit Card No. Exp. Date Signature

Mailing Address: OA-AIC 108-16 Four Seasons Place, Toronto, ON M9B 6E5

HOTEL RESERVATIONS AT THE SHERATON FALLSVIEW

Please call the hotel at 1-905-371-1077 for reservations. The OA-AIC has a special rate of \$134.00 (Falls View Rooms) per night. Please advise them that you are with OA-AIC to receive the discounted rate. **Note: The block of rooms is only available until February 28, 2004.**

HOTEL PARKING

On-site parking is available at a charge of \$10 per day for both overnight guests and any delegates attending day functions.

Thank you to our sponsor **Teranet's Geowarehouse Online Service**

Teranet's Geowarehouse Online Service provides appraisers with unprecedented access to Ontario Land Registry information. **Click on www.geowarehouse.ca**

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The Ontario Association of the Appraisal Institute of Canada

is pleased to offer the

Spring Academy, Annual General Meeting

(along with a *Spousal Program*)

April 2 & 3, 2004

(EARN UP TO 12 GUARANTEED CREDITS)

**The Sheraton Fallsview Hotel
Niagara Falls, ON**



ONTARIO ASSOCIATION of the APPRAISAL INSTITUTE OF CANADA
108-16 FOUR SEASONS PLACE, TORONTO, ON M9B 6E5
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Spring Academy - Annual General Meeting - Spousal Program

Friday April 2, 2004
(7 Guaranteed Credits)

8:00 - 8:30 am. COMPLIMENTARY BREAKFAST & REGISTRATION
MORNING SESSIONS 8:30 - 12:30 p.m.

✓ **PROVING MARKET VALUE: LEGAL ISSUES FOR APPRAISERS**
Frank Sperduti, LL.B. Borden Ladner Gervais

Defending your market value estimate in Court requires that the appraiser understand certain basic rules of evidence. Your value conclusions will not be helpful to a Court or Tribunal if the basis for valuation or the sales you rely on are not admissible as evidence.

This seminar will cover a variety of legal rules that affect how you prepare your expert appraisal report. You will learn about:

- The legal concept of highest and best use.
- Relying on "after the event" evidence.
- Evidence of contamination.
- Relying on transactions involving the subject property.
- Listings and offers.
- Legal issues concerning adjustments to sales.
- Using settlements as evidence of market value.

COMPLIMENTARY LUNCH 12:30 - 1:30 p.m.

AFTERNOON SESSION 1:30 - 4:30 p.m.

✓ **WINNING AN APPEAL AT THE ASSESSMENT REVIEW BOARD**
Yvonne Hamlin, LL.B., Borden Ladner Gervais

The presentation will focus on both valuation issues and procedures at the Assessment Review Board.

With respect to valuation issues, this seminar will include a consideration of:

Why highest and best use is not always the same as current value.

- Mass appraisal techniques.
- What to contest and what to concede.
- Why the use of comparables for valuation is not the same as the use of comparables to test the equity of assessment.
- A current value calculation is required to be done on the basis that the property is unencumbered-why leases may be considered encumbrances.
- Why the assessor might say a sale in the base year is not relevant.

With respect to procedures at the Assessment Review Board, the presentation will consider:

- The new Rules of the Assessment Review Board, in force as at October 1, 2003.
- The procedures will be discussed including: consider when to choose a pre-hearing stream over a direct hearing stream for your appeal, and what is a Certificate of Readiness?
- The use of e-status, the online service, of the Assessment Review Board.

✓ **A PEEK INTO THE WORLD OF PLANNING FOR APPRAISERS**

Wendy Nott, MCIP, RPP,
Walker, Nott, Dragicevic Associates Limited

Gregory Daly, MCIP, RPP,
Walker, Nott, Dragicevic Associates Limited

Planners and appraisers work together in a variety of capacities and the work that each profession engages in significantly impacts on how land is used and assessed. Learn from two planners that work with appraisers how the relationship between these two professions can be augmented and better understood.

What is the Planning Act and how does it regulate the planning and appraisal professions?

- What is a Provincial Policy Statement? How might it change?
- What is the relationship between planning and property appraisal in the Ontario Municipal Board process?
- What planning initiatives are affecting the way appraisers conduct their investigations?
- How do you put your best foot forward as a witness before the Ontario Municipal Board?
- What recent Board cases might affect how appraisals are undertaken?

AFTERNOON SESSION 1:30 - 4:30 p.m.

✓ **VALUING SENIORS HEALTH CARE FACILITIES**
Douglas Dorey, AACI - Valco Consultants Inc
Stephen Hiscox, AACI - Howard Hiscox & Assoc Inc

Appraising retirement homes and long term-care facilities (nursing homes) is a specialized field. Lenders and operators are expecting more analysis and back up for projections. The seminar will discuss various factors and issues effecting value. This session will discuss:

- Market overview
- Revenue analysis and projections
- Expense analysis and projections
- Captialization rates



Saturday April 3, 2004
(5 Guaranteed Credits)

8:00 am. COMPLIMENTARY BREAKFAST & REGISTRATION

8:30 a.m. OA-AIC ANNUAL GENERAL MEETING

11:30 - 12:15 p.m. COMPLIMENTARY LUNCH SEMINARS: 12:15 - 5:15 p.m.

✓ **ENVIRONMENTALLY IMPACTED PROPERTIES - LEGAL, ENGINEERING AND VALUATION PERSPECTIVES.**
Marc McAree - Willms & Shier Environmental Lawyers
Rob Thomas - Pinchin Environmental
George Boire - Marsh Canada
Paul Bender - Real Property Advisors, Inc.
Grant Uba - Real Property Advisors, Inc.

Participants will hear from experts if these fields:

The Environmental Consultant:

The MOE Guidelines for Contaminated Sites Phase 1,2 and 3 Environmental Site Audits;

- Overview of a Record of Site Condition.
- Overview of a Prohibition Certificate.
- The consultant's experience with clean up procedures, both physical and financial.

The Environmental Lawyer:

- Disclosure requirements.
- Residual stigma from remediated property.
- The "polluter-pay" principal.
- The liability facing the valuation practitioner in valuation of a contaminated site.

The Appraisers:

- Anecdotal history of valuation assignments involving contaminated property.
- The issue of property stigmatized by pollutants/contamination.
- Methodology to determine the diminution of value: Introduce the changes to the Canadian Standards, effective January 1, 2004, regarding the valuation of contaminated real estate.

✓ **WHAT YOU NEED TO KNOW ABOUT MOLD**

✓ **PROPERTY CONDITION ASSESSMENT OF A SMALL OFFICE BUILDING**
Charles Gravely, P.Eng., M.Eng - Clarus Group

WHAT YOU NEED TO KNOW ABOUT MOLD

Mold "problems" have reached epidemic proportions in the United States and the issue is starting to take on greater importance in Canada. There is a great deal of media hype and a profound lack of solid information available to the public.

This seminar separates fact from fiction. The session will look at:

- What to know about mold; how it affects people; where it is found.
- How to recognize mold; mold testing.
- Remediation indoor air quality.

The attendee will learn the fundamentals of how mold is affecting our society. Whether fact or fiction, mold is affecting real estate appraisals. The knowledge gained will help the attendee serve their clients better and will illustrate why 'caution' is the message of the day for building and real estate professionals.

PROPERTY CONDITION ASSESSMENT OF A SMALL OFFICE BUILDING

This seminar is about conducting a Property Condition Assessment of a small office building. Many appraisers are interested in commercial buildings and building systems. In the past, appraisers have enjoyed hearing about the various systems of the building along with the typical deficiencies. This seminar takes a different approach and will present an actual inspection from start to finish, covering all systems.

We have selected a mixed office/retail building and inspected it to the ASTM standard. This inspection is presented in detail. Along the way we discuss the various systems, compare them to the systems typically found in residential homes and learn about typical deficiencies and how the deficiencies affect the building owner.

The systems of the building are not unique to commercial buildings. Appraisers that conduct only single family residential appraisals will also appreciate this seminar. No knowledge of commercial buildings is required to participate.

The attendee will learn about all of the systems of the commercial building and indirectly about these same systems in a single family residential building. In addition, the attendee will learn about the typical deficiencies, how to recognize deficiencies and the implications of the deficiencies for the buyer or owner of building.

SPOUSAL PROGRAM:

Friday April 2nd

Journey Behind the Falls

Lunch at the Table Rock restaurant

Niagara Falls Aviary for "Birds of the lost Kingdom" tour

Evening Events:

Casino Night.

Hospitality Suite. Everyone is welcome

Saturday April 3rd

Peller Estates Winery -

THE VINEYARD & WINERY TOUR

Registrants in the spousal program will receive lunch at the hotel.

Guests on their own for the afternoon.

