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The Institute of Municipal Assessors will grant 1.0 or 1.5 CPD Learning credit(s) toward the Continuing Professional Development program upon completion of this Webinar- www.theima.ca

WEBINAR SERIES • 2020 and 2021

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Date and Time	Webinar Topic	Description	Webinar Leaders
September 29, 2020 11:30 am-12:30 pm	Cost Approach Module 1: Introduction to the Cost Approach	Discussion will focus on the fundamentals of the cost approach to value and the process involved in developing values, as well as the appropriate application of this method and the advantages/challenges associated with its use.	Malcom Stadig, MPAC Carlos Resendes, IPTI
October 15, 2020 11:30 am-1:00 pm	Cost Approach Module 2: Depreciation & Obsolescence Analysis	One of the most challenging aspects of the cost approach is the determination of both functional and external depreciation. Differences between reproduction cost new and replacement cost new, as well as with the derivation of these costs will be covered. Focus will be on identifying the various types of depreciation and the techniques for quantification and application of physical, functional and external depreciation.	Jerry Grad, IPTI Malcolm Stadig, MPAC
November 24, 2020 11:30 am-12:30 pm	Conducting Appropriate Sales Investigation	What sold? Was it an open market transaction? Are there existing leases or management contracts and what effect did they have on the sale price? These are only the beginning of the enquiries to determine the validity of a sale. Discussion will be on the preparation required before the interviews with the buyer and seller. Learn how to “fit” the questions to the specific property type.	Carlos Resendes, IPTI John Watling, MPAC John Glen, IPTI
December 15, 2020 11:30 am-12:30 pm	Separating Business Enterprise Value from Real Estate Value	BEV exists and can have either a positive or negative effect on the value of real property, for example, the effect of a hotel brand. What is the value of the FF&E? Methods of identifying and separating the value of personal property and intangible business enterprise value from the real property value will be discussed, as well as the appropriate determination of management fees and excess profits.	Carlos Resendes, IPTI Jamie Skinner, MPAC John Glen, IPTI

WEBINAR AND WORKSHOP SERIES • 2021

Date and Time	Webinar Workshop Topic	Description	Webinar /Workshop Leaders
January 26, 2021 11:30 am-1:00 pm	Analysing Income and Expense Statements	Much like open market sales transactions represent the foundation of the sales comparison approach, the income and expense statements form the basis of the income approach. We will walk through a detailed step-by-step review and reconstruction of income and expense statements for the various income producing properties. What are legitimate expenses associated with real property and what are not appropriate for inclusion in the eventual Net Operating Income. Gross income, potential gross income, vacancy allowance, recoverable and non-recoverable charges will be discussed.	Jeff Grad, Equitable Value Steve Eakins, Equitable Value
February 23, 2021 11:30 am-1:00 pm	Valuation of Multi- Residential Properties	Obtain a better understanding of the fundamentals and principles in valuing multi-residential properties. The direct capitalization method and gross income multipliers will be discussed. The focus will be on the determination of rents, expense allowances, application of cap rates and GIM's.	Carlos Resendes, IPTI Kathy Barrs, MPAC???
March 30, 20221 11:30 am-1:00 pm	Valuation of Office Buildings	The application of the income approach in the valuation of office buildings, as well as the steps in the direct capitalization model applicable to these property types will be covered. Emphasis will be given to determination of gross leasable areas, estimating fair market rent and expense allowances and the application of the direct capitalization approach in the valuation process for property tax purposes.	Carlos Resendes, IPTI Kathy Barrs, MPAC
April 27, 2021 11:30 am-1:00 pm	Valuation of Shopping Centres	The contributing factors to value shopping centres are in a state of transition. Product exposure in "bricks and mortar" stores vs online shopping, the currently changing significance of traditional anchor stores, redesigned mist of retailers to attract a specific demographic and the addition of residential condos and apartments are all factors in the current landscape as mall owners adapt to new consumer preferences. Focus will address the practical steps involved in applying the income approach while taking into consideration the new reality for these properties.	Carlos Resendes, IPTI Kathy Barrs, MPAC
May 25, 2021 10:30 am-1:30 pm	Workshop on Assessment Appeal Preparation: Module 1	This three hour online workshop is designed to familiarize the attendee with the "ins and outs" of preparing for an assessment appeal hearing. It will cover the roles of the parties, preparation, procedures and practice. The role of the expert vs advocate will be discussed. Pre-hearing preparation procedures and requirements including types of documents, briefs, case books and report preparation will be covered.	Paul Sanderson, IPTI
June 23, 2021 10:30 am-12:30 pm	Workshop on Assessment Appeal Presentation: Module 2	This two hour online workshop will address opening statements, direct evidence, examination, cross-examination and closing arguments. Discussion will focus on the practical in-hearing procedural steps and professional conduct required to participate in a positive product manner at hears. Evidentiary requirements will be covered as well as ethics and professionalism.	Paul Sanderson, IPTI

For more information contact: Institute of Municipal Assessors theimac.ca or the International Property Tax Institute ipti.org

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