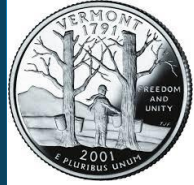




# NH-VT Chapter of the Appraisal Institute 2021



## Education 2021

### 2021 Chapter Meetings & 2-Hour Seminars & Continuing Education

4-6 PM - 2 hours CE  
Virtual Zoom Seminars

We hope to continue in person seminars at the Ichiban Steak House in Concord in the Fall of 2021.

May 18, 2021  
4-6 PM - 2 hours CE

### “Appraiser Essentials” Paragon MLS Database

**Presenter:** Briana Garrett, NEREN

This lecture-style course showcases the three search options within the Paragon MLS database: Power Search, Quick Search, and full Search, also how to add and remove fields to search templates in order to complete more specific searches. Map-based searching is also shown. How to work with results, export data, and utilize the appraiser-specific reports will also be discussed.

September 21, 2021  
4-6 PM - 2 hours CE

**Topic:** TBD  
**Presenter:** TBD

November 16, 2021  
4-6 PM - 2 hours CE

**Topic:** TBD  
**Presenter:** TBD

Register for all of these courses and other AI courses here:

[www.appraisalinstitute.org/education/](http://www.appraisalinstitute.org/education/)

## NH-VT Chapter Summer Social Outing

# SAVE THE DATE



**Date:** July 22, 2021

**Time:** 7:05 PM (Fireworks After the Game)

**Opponent:** Reading Fighting Phils

**Location:** Delta Dental Stadium

1 Line Drive, Manchester, NH



**Includes:** Buffet Style Cookout

**A FULLY SPONSORED EVENT!**  
**MORE DETAILS TO FOLLOW ON**  
**HOW TO RECEIVE YOUR FREE**  
**TICKET!**

## 2021 OFFICERS, DIRECTORS AND BOARD MEMBERS



**Ron Lavalley- President NH/VT Chapter of the Appraisal Institute**

### **Officers:**

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### **Board of Directors:**

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*Leitha Reilly*  
*Executive Director*

email: [ai.nhchapter@gmail.com](mailto:ai.nhchapter@gmail.com)

tel: (630)640-7220

**NOTICE OF UPCOMING CLASS OFFERING**

**GETTING IT RIGHT FROM THE START: A  
WORKOUT PLAN FOR YOUR SCOPE OF WORK**

**May 3, 2021 8:30 AM – 4:30 PM \***

*Approved for 7 classroom hours CE in NH and VT*

\*Sign-in is from 8:00-8:30 AM

**Location:** Holiday Inn, 172 North Main Street, Concord, NH (603) 224-9534 (Discounted hotel rate available)

**Instructor:** Mark V. Smeltzer, MAI, SRA, AI-RRS

**Class Topic:** The scope of work decision is the most critical one you will make in the development of an appraisal. After identifying the key elements of the assignment, you decide what needs to be done to arrive at assignment results that address the needs of the intended users of the appraisal. This seminar will help you become familiar with the broad range of services that you can offer under USPAP and give you practice determining the appropriate scope of work for various types of assignments. Return to your office with greater confidence when making scope of work decisions.

**COVID-19 Information:** In order to meet social distancing guidelines, the Chapter will be taking the following steps to ensure the safety of our students and instructors:

- **Class size is limited. As restrictions are lifted/amended, the Chapter may adjust class size.**
- **Each student will have adequate spacing between tables/other students, and the instructor(s).**
- **Students will be required to wear masks and observe social distancing at all times.**
- **There will be no coffee service provided, but lunch will be provided**

**Cost:** includes class, downloadable materials and lunch

**\$190.00 Member AI**

**\$215.00 Non-Member**

**CE Credits:** The AQB approved this course for 7 hours of CE. *Approved for 7 classroom hours CE in NH and VT*, plus Appraisal Institute CE credits (35 points for attending).

**REGISTER THROUGH THE AI EDUCATION WEBSITE at <http://www.appraisalinstitute.org/>**

**Seating is limited, register now!**

NOTICE OF UPCOMING CLASS OFFERING  
**BUSINESS PRACTICES & ETHICS**

**May 4, 2021 8:30 AM – 3:30 PM \***

*Approved for 6 classroom hour CE in NH and VT*

\*Sign-in is from 8:00-8:30 AM

**Location:** Holiday Inn, 172 North Main Street, Concord, NH (603) 224-9534 (Discounted hotel rate available)

**Instructor:** Mark V. Smeltzer, MAI, SRA, AI-RRS

**Class Topic:** Business Practices and Ethics is a significant course in the Appraisal Institute's curriculum. Appraisers who belong to the Appraisal Institute must adhere to the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute, including various regulations, in an increasingly complex business environment. This course is designed to familiarize participants with the obligations of a professional appraiser and the obligations and benefits of belonging to the Appraisal Institute. Interactive assignments and examples give participants the opportunity to review ethical rules and professional standards. The course also provides a venue for participants to share ideas about best business practices in light of the ethical requirements placed upon them as professionals and the ever-changing nature of the real property valuation business.

**NOTE: DESIGNATED MEMBERS, CANDIDATES AND PRACTICING AFFILIATES OF THE APPRAISAL INSTITUTE MUST ATTEND THIS COURSE AT LEAST ONCE IN EVERY 5-YEAR CONTINUING EDUCATION CYCLE.**

**COVID-19 Information:** In order to meet social distancing guidelines, the Chapter will be taking the following steps to ensure the safety of our students and instructors:

- **Class size is limited. As restrictions are lifted/amended, the Chapter may adjust class size.**
- **Each student will have adequate spacing between tables/other students, and the instructor(s).**
- **Students will be required to wear masks and observe social distancing at all times.**
- **There will be no coffee service provided, but lunch will be provided**

**Cost:** includes class, downloadable materials and lunch

**\$190.00 Member AI**

**\$215.00 Non-Member**

**CE Credits:** The AQB approved this course for 7 hours of CE. *Approved for 6 classroom hours CE in NH and VT*, plus Appraisal Institute CE credits (35 points for attending).

**REGISTER THROUGH THE AI EDUCATION WEBSITE at <http://www.appraisalinstitute.org/>**

**Seating is limited, register now!**

# NEW HAMPSHIRE-VERMONT CHAPTER – SEMINAR OFFERING

NOTICE OF UPCOMING SEMINAR OFFERING (Time 4-6 PM, May 10, 2021)

## “APPRAISER ESSENTIALS” PARAGON MLS DATABASE

2 HRS NH CE, 10.0 AI Pts

**\* THIS IS A VIRTUAL OFFERING, OFFERED VIA ZOOM**

**Presenter:** Briana Garrett, NEREN Education Manager

**Seminar Topic:** The Seminar will be delivered virtually via Zoom. This lecture-style course showcases the three search options within the Paragon MLS database: Power Search, Quick Search, and full Search, also how to add and remove fields to search templates in order to complete more specific searches. Map-based searching is also shown. How to work with results, export data, and utilize the appraiser-specific reports will also be discussed. Ask questions and learn about new waterfront fields, and search for in-laws/accessory apartments, among others. Feel more comfortable and confident in your ability to get what you need from Paragon! Class does not require students to be logged onto Paragon MLS. The entire presentation will take just short of two hours with time reserved for questions and answers.

### About Live / Virtual Classroom:

- Students will be required to use a laptop, hand held device or phone that has a camera feature, so that the presenter can see and interact with the participant as necessary for the duration of the program. The platform will be live and interactive. We recommend that you test your camera and audio connections prior to the day of the class.
- You do not need a paid account from ZOOM to participate. Those using an Ipad/Iphone/smartphone will need to download the ZOOM app prior to the offering.
- Attendance will be taken. Only those students who “attend” the program in its entirety will receive a certificate of completion.
- Once registered, students will be emailed log-in/access information two days prior to offering.
- ***Zoom Waiting Room will be open beginning at 3:45pm – 4:00pm. Seminar is from 4:00 – 6:00 PM.***

**Cost:** Seminar

**\$30.00 Member AI**

**\$35.00 Non-Member**

**REGISTER THROUGH THE AI EDUCATION WEBSITE at:**

<https://ai.appraisalinstitute.org/eweb/Dynamicpage.aspx?webcode=AIChapterEducationListing&key=c51dd58f-c7cf-44c2-9477-f293fc2a14d6>

We hope you will take advantage of these convenient, educational and affordable offerings! Take a moment to check out our website: [www.ai-nhvt.com](http://www.ai-nhvt.com). Any questions, email the Chapter – Leitha Reilly, Executive Director at [ai.nhchapter@gmail.com](mailto:ai.nhchapter@gmail.com), or you can call 630 640-7220.

**SAVE THE DATE!**

# SOLAR POWER ON STEROIDS

(Reprinted from NEREJ 3/12/2021)

Grid-tied solar systems have been multiplying over the past decade in New Hampshire, and throughout all of New England, as solar technology, and the financial feasibility of installing a system have both improved. A solar array can be either a rooftop system or a ground-mounted system, but the game changer may be to install a ground-mounted dual-axis, dual-use solar tracker with real time light sensing and bifacial solar panels. A solar tracker is typically a fixed concrete and steel post with a galvanized or MAC steel (magnesium alloy coated steel) frame supporting from 24 to 48 solar panels. Solar arrays produce direct current (DC) power that is inverted to alternating current (AC) power that can be used to off-set the electric usage for a residential or commercial property and used to send AC power to the grid for Net Metering credit. Output is generally calculated based on the number of SRECs (Solar Renewable Energy Credits) produced by the solar array system. One SREC equals 1,000 kilowatt hours.

In New Hampshire, a residential property owner is able to take advantage of several programs that could make it financially feasible to install a solar tracker system. 1. In 2021, the federal residential energy efficient property credit for solar allows for a 26% (through 2022) dollar-for-dollar reduction in the amount of income tax you would otherwise owe. 2. The New Hampshire Public Utilities Commission offers a rebate of \$0.20 for each watt installed. 3. Net metering in New Hampshire requires the electricity company provide a credit for every surplus kilowatt hour generated. The credits can be carried forward as a credit or they can be paid out at the avoided cost rate which is lower than the retail rate for electricity. 4. The New Hampshire renewable portfolio standard allows for property owners to sell their SRECs to a utility or to an SREC aggregator. 5. Lastly, many municipalities in New Hampshire exempt solar arrays from property taxes.

While there are many solar programs that can make installing a residential solar array feasible, there are even more financial benefits of installing a solar tracker on commercial property. Packy Campbell, owner of RSA Realty LLC, is a Seacoast New Hampshire area real estate broker and developer who is also a New England distributor for Sun Action Trackers. Bright Spot Solar LLC is a new solar construction company, started by Campbell, which sells and installs solar trackers along with providing sales and training to existing solar companies. This company promotes dual-use tracker systems that allow for land to be used for a commercial or farming use along with having the solar trackers to provide cash flow. Campbell owns several commercial developments (retail properties, car washes and self-storage facilities) that he has added, or has plans to add, solar trackers. Campbell indicates that “a solar tracker array of 3 trackers with a total of 96 solar panels is currently outperforming a 400-panel roof mount project.” Mark Boulanger, CPA, and partner at Raiche and Company, CPAs explains that, with recent tax code modifications, solar arrays are now considered equipment eligible for depreciation. The Trump era tax reform and the extension of the 26% solar tax credit allows for over 50% of project cost to be offset in first year filing. Boulanger did stress that the exact tax savings is based on the individual’s or business’s tax bracket. In addition, commercial projects are eligible for USDA REAP (Rural Energy for America Program) Grants which is when cash is paid to owner at 25% of the total project costs. Taking all of these factors into account, a commercial solar project can see as much as 75% of the initial investment effectively recouped within the first year.

Campbell says that “by using land on existing commercial properties, mostly over vehicle parking areas or on unused surplus land areas, the land opportunity cost is eliminated.” Most towns treat trackers, which are non-pervious and have a pad base of 30 inches in diameter, like a light post, sign or telephone pole and are not subject to building setbacks. Campbell recently obtained approvals from two Strafford County towns that will allow for the solar trackers to extend through the proposed self-storage buildings. The galvanized roof can reflect the sun to the “bifacial” or back side of the solar panels adding another significant increase in production. Bright Spot Solar has designed solar trackers that maximize the new solar technology resulting in more than a two-fold increase in solar power production as compared to a fixed-panel array. Given the increased power production and financial feasibility of these ground-mounted solar trackers with bifacial solar panels, you should expect to see them coming to your market area soon.

**Brian W. White, MAI, SRA**

**2021 Director of the NH-VT Chapter of the Appraisal Institute**

## Membership



Want to become more involved?  
Our chapter is always looking  
for people interested in helping  
the NH/VT Chapter.

Please contact Leitha if interested in helping. [ai.nhchapter@gmail.com](mailto:ai.nhchapter@gmail.com)

