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Registration is Now Open for the 2026 Cornell Seminar on Professional Development

Registration for the Cornell Seminar is now open!

July 19-24, 2025, Hotel Ithaca, 222 S. Cayuga St., Ithaca, NY

The Cornell Seminar on Professional Development is your go-to conference for the education you need to advance in your career! During the registration period, there's one thing to remember that will make your experience much smoother, and it's at the end of this email!

Classes start on Monday, July 20, but be sure to plan to attend the welcome cocktail reception and buffet dinner on Sunday, July 19. It's a time to reconnect with your fellow assessors and share stories!

After classes on Monday, July 20, meet up in the hotel for a new event this year - a technology showcase, sponsored by GAR! Join us for snacks, drink, and the latest technology!

Classes will be held at two locations this year: on the Cornell University campus and at the Hotel Ithaca. A bus will be provided for those taking classes on the Cornell campus.

The class registration fee does not include hotel rooms. The Hotel Ithaca is the host hotel.

[To see the class schedule and hotel information, please click here for the event website.](#)

Here's the most important thing to remember right now:

Please log into your Member Compass on the NYSAA website before registering for the Cornell Seminar. If you have not yet created an account and would like assistance, please call the NYSAA office at 315-706-3424. If you are a NYSAA member (and even if you're not) and enter your email address and the system doesn't recognize it, please STOP. You are likely already in the system, just under a different email address, especially if your municipality has had to change email format due to the new NYS law. Please do not create a second account. Please call the NYSAA office for assistance.

See you in Ithaca!



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⚠ It's time to nominate your hard-working fellow assessors for an award! Visit NYSAA Awards - New York State Assessors Association (<https://www.nyassessor.org/nysaa-awards>) or IAO Awards - New York State Assessors Association (<https://www.nyassessor.org/iao-awards>) to submit a nomination!

[← Back to Events \(/events/\)](#)



Cornell Seminar

Cornell Seminar on Professional Development

Registration opens in April.

📅 Sunday, July 19, 2026 at 6:00 PM (EDT) to Friday, July 24, 2026 at 4:00 PM (EDT)

📍 Hotel Ithaca
222 South Cayuga Street
Ithaca, NY 14850-5510 ([https://maps.google.com/?q=\(Hotel Ithaca 222 South Cayuga Street Ithaca, NY 14850-5510\)](https://maps.google.com/?q=(Hotel Ithaca 222 South Cayuga Street Ithaca, NY 14850-5510)))



[Register Now \(/events/cornell-seminar-on-professional-development/register\)](/events/cornell-seminar-on-professional-development/register)

[Hotel Reservations \(http://bookings.ihotelier.com/bookings.jsp?groupID=5198877&hotelID=95060\)](http://bookings.ihotelier.com/bookings.jsp?groupID=5198877&hotelID=95060)

📅 Add To Calendar

Menu



🔴 Five-Day Classes

These classes run Monday-Friday. This page is for information only. Tickets can be purchased during the registration process.

	Credits	Price
IAAO 300: Fundamentals of Mass Appraisal (IAO)	30.00 (Continuing Education (CE) credit)	\$575.00
Please select this ticket if you would like to take IAAO 300: Fundamentals of Mass Appraisal. Attendees will receive CE credits for NYS whether they take the exam or not. Attendees who would like IAAO certification credit must take the exam.		

	Credits	Price
IAAO 300: Fundamentals of Mass Appraisal (NYSAA) Please select this ticket if you would like to take IAAO 300: Fundamentals of Mass Appraisal. Attendees will receive CE credits for NYS whether they take the exam or not. Attendees who would like IAAO certification credit must take the exam.	30.00 (Continuing Education (CE) credit)	\$595.00
IAAO 300: Fundamentals of Mass Appraisal (Non-mem) Non-Members: Please select this ticket if you would like to take IAAO 300: Fundamentals of Mass Appraisal. Attendees will receive CE credits for NYS whether they take the exam or not. Attendees who would like IAAO certification credit must take the exam.	30.00 (Continuing Education (CE) credit)	\$750.00
IAO Members Five-Day Pass: In Person Select this pass if you would like to take Course 1 or Course 2 in person.	24.00 (Basic Certification Course)	\$475.00
IAO Members Five-Day Pass: Online Select this pass if you would like to take Course 1 or Course 2 online.	24.00 (Basic Certification Course)	\$450.00
NYSAA Members Five-Day Pass: In Person Select this pass if you would like to take Course 1 or Course 2 in person.	24.00 (Basic Certification Course)	\$495.00
NYSAA Members Five-Day Pass: Online Select this pass if you would like to take Course 1 or Course 2 online.	24.00 (Basic Certification Course)	\$470.00
Non-Members Five-Day Pass: In Person Select this pass if you would like to take Course 1 or Course 2 in person.	24.00 (Basic Certification Course)	\$650.00
Non-Members Five-Day Pass: Online Select this pass if you would like to take Course 1 or Course 2 online.	24.00 (Basic Certification Course)	\$650.00

☐ Four-Day Classes

Select this ticket to attend 2, two-day classes. This page is for information only. Tickets can be purchased during the registration process.

	Credits	Price
IAO Members Four-Day Pass Select this pass if you would like to take a class on Monday-Tuesday and a class on Wednesday-Thursday. Please be sure to pay attention to the days the classes are offered.	24.00 (Continuing Education (CE) credit)	\$405.00
NYSAA Members Four-Day Pass Select this pass if you would like to take a class on Monday-Tuesday and a class on Wednesday-Thursday. Please be sure to pay attention to the days the classes are offered.	24.00 (Continuing Education (CE) credit)	\$425.00
Non-Members Four-Day Pass Select this pass if you would like to take a class on Monday-Tuesday and a class on Wednesday-Thursday. Please be sure to pay attention to the days the classes are offered.	24.00 (Continuing Education (CE) credit)	\$575.00

☐ Two-Day Classes

Select this ticket to attend a class either Monday-Tuesday or Wednesday-Thursday. Tickets can be purchased during the registration process.

	Credits	Price
IAO Members Two-Day Pass Select this pass if you would like to take a class on Monday-Tuesday OR a class on Wednesday-Thursday.	24.00 (Continuing Education (CE) credit)	\$265.00
NYSAA Members Two-Day Pass Select this pass if you would like to take a class on Monday-Tuesday OR a class on Wednesday-Thursday.	24.00 (Continuing Education (CE) credit)	\$285.00
Non-Members Two-Day Pass Select this pass if you would like to take a class on Monday-Tuesday OR a class on Wednesday-Thursday.	24.00 (Continuing Education (CE) credit)	\$450.00

Share Event:

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For More Information:



Tracy Carman

Communications Director
 NYS Assessors Association

Contact

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 315-706-3424

(<https://www.facebook.com/nysaa1940>)
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The New York State Assessors Association (NYSAA) was established in 1940 with the mission to improve the standards of assessment practices. NYSAA provides training, continuing education, and mentors for local assessors through its programs.

Join NYSAA (<https://www.nyassessor.org/register>)

Cornell Seminar on Professional Development

July 19-24, 2026

Hotel Ithaca, Ithaca, NY

All classes are 9:00 a.m. – 4:00 p.m.

Monday - Friday

Course 1: Appraisal Principles and Procedures

Instructor: William Purtell, IAO

This is an introductory course of instruction in real property appraisal, emphasizing legal considerations, economic principles, real estate markets, and analysis. At the conclusion of this course, the student will understand the basic terms, concepts, and principles applicable to valuation; understand the appraisal process and its steps; and apply the valuation process and its steps to course exercises and to “real world” situations. An HP12C calculator (or equivalent) is required for this course. (This course is required for assessors seeking basic certification from ORPTS.)

ADDITIONAL REQUIREMENTS: A workbook is included in the cost of the course. An HP12C calculator (or equivalent) is required for this course.

Location: Hotel Ithaca

Course 2: Application of the Three Approaches to Value

Instructor: Nate Gabbert, FIAO

This is an intermediate course of instruction that will build on assessors’ knowledge of basic appraisal procedures and the use of the three approaches to value. At the conclusion of this course, the student will understand and be able to apply the three approaches to value and reconcile the three approaches to value into a final value opinion. (This course is required for assessors seeking basic certification from ORPTS.)

ADDITIONAL REQUIREMENTS: A workbook is included in the cost of the course. An HP12C calculator (or equivalent) is required for this course.

Location: Hotel Ithaca

IAAO 300: Fundamentals of Mass Appraisal

Instructor: William Mitchell, CAE

This course provides an introduction to mass appraisal and is a prerequisite for the IAAO 300-level course series. Topics covered include single-property appraisal versus mass appraisal, components of a mass appraisal system, data requirements and analysis, introduction to statistics, use of assessment ratio studies in mass appraisal, modeling of the three approaches to value, and selection of a mass appraisal system. Attendees will receive CE credits for NYS whether they take the exam or not. Attendees who would like IAAO certification credit must take the exam.

Location: TBD

Monday-Tuesday

Valuation of Golf Courses

Instructor: John Zukowski, IAO, MAI, SRA

Much has changed in the valuation of golf courses over the past 10 years, and this new two-day course explores the changes in the industry that have affected the value of these properties. Golf course properties are unusual and different from most property types as they are recreational facilities, with various levels, structures, and infrastructures on the land. Understanding the complexities of why and what these properties sell for is challenging for real estate professionals of all kinds including assessors and appraisers.

During Day Two we will have an opportunity to interview an owner/ manager and maintenance staff of a local 18-hole course. This question-and-answer session should create a deeper understanding by talking directly to people involved with the industry.

This seminar is aimed at assessors and appraisers of all levels of experience.

Please be prepared to drive or carpool to the local golf course.

DOS credit approved

Location: TBD

Emerging Topics in Property Assessment

Instructors: Scott Shedler, CMS Realty Advisors Corporation; Dylan Harris, Whiteman Osterman & Hanna LLP; Daniel Vincelette, Vincelette Law Firm; and John Valente, Tyler Technologies

The property assessment profession is at an inflection point. Artificial intelligence is reshaping how properties are discovered, analyzed, and valued—and how assessors, appraisers, and attorneys must respond. At the same time, evolving legal frameworks, new property types, and complex incentive structures are creating challenges that demand both technical fluency and legal precision. This two-day program moves from theory to practice, giving participants the tools to navigate the most pressing emerging issues in the profession today.

The program features a multidisciplinary panel including Scott Shedler of CMS Realty Advisors Corporation, who will serve as moderator and presenter; Dylan Harris of Whiteman Osterman & Hanna LLP; Daniel Vincelette of Vincelette Law Firm; and John Valente of Tyler Technologies, along with additional guest speakers representing academia, technology, valuation, and legal practice.

Participants will leave with a deeper understanding of how AI, new property types, and evolving legal standards are reshaping assessment administration—and with the practical knowledge to respond confidently.

Mastering the Message: The Public Speaking Playbook

Instructor: Edye McCarthy, FIAO

Whether you are addressing a small group or a room of a hundred, your expertise is only as impactful as your ability to communicate it.

This two-day course is designed to transform public speaking from a stressful situation into a powerful professional tool. We all know that public speaking is rarely easy and can, to say the least, be stressful. This course presents the tools, theories, and practical tips to help you master everything from impromptu conversations to prepared presentations.

Join us to learn the secrets of effective delivery. Over these two days, students will practice presenting both impromptu topics and prepared speeches to their classmates.

The class is informative, a little challenging, and most importantly fun!

Location: TBD

RPSv4 Subdivision Case Study: A Full-Year Assessment Cycle

Instructor: Teri Ross, IAO

This intensive two-day hands-on course, held in Cornell's computer lab, walks participants through a realistic subdivision case study using RPSV4. Attendees will create and manage a new subdivision from initial parcel setup through a complete assessment year cycle. Topics include adding new homes and improvements, processing ownership and property changes, applying exemptions, generating change of assessment notices, and maintaining accurate assessment records throughout the year. Designed for assessors and appraisal staff, the class emphasizes practical workflows, data accuracy, and real-world assessment administration in RPSv4.

Location: Computer Lab, Cornell campus

Wednesday - Thursday

The Path of the Petition: Navigating BAR, SCAR, Mock Trial, and the Petition

Instructors: Edye McCarthy, FIAO; Scott Shedler, IAO; Dan Vincelette, Esq.; and Dylan Harris, Esq.

Understanding the nuances of administrative and judicial challenges is essential to successful results.

This two-day course will provide a deep dive into the two primary aspects of assessment appeals: BAR and SCAR.

We will cover everything from filing a formal appeal to the final determination of assessments. We will present the anatomy of a grievance, including what assessors are permitted to do and when—and how to prepare for Grievance Day and after.

The class then shifts to Small Claims Assessment Review (SCAR) (Article 7) eligibility and filings. We will examine the anatomy of SCAR proceedings and hearings, again, focusing on the how, what, and when of the assessor's role.

To conclude the course, join us and learn how to master these two processes while enjoying the professional banter of a live trial setting!

Location: TBD

Residential Exemption Extravaganza: The Ultimate Two-day Deep Dive for the Modern NY Assessor and Staff

Instructor: Donna M. Komor, IAO

For municipalities outside New York City.

In an era of rapid-fire legislative changes and increasing public scrutiny, staying ahead of the "exemption curve" is no longer optional - it's essential! This two-day extravaganza is your one-stop shop for a deep-dive into New York's spectacle of residential exemptions. If you've been looking for a way to turn the annual exemption season from a headache to a highlight, you've found it!

Don't worry over the extravagant number of rules, local options, and recent legislative changes. You'll finish with a refreshed and solid understanding of eligibility criteria that ensures every taxpayer gets exactly what they're entitled to - no more, no less. This is a faster-paced continuing education course for seasoned assessors and staff. Basic knowledge of residential exemptions is recommended. We will discuss a full baker's dozen exemptions in just a dozen hours.

Why attend? This isn't just a class - it's an operational "tool kit" of legislative updates and best practices. Join us for two days of high-speed RPTL navigation. Complete your own summary template to log exemption criteria in your own words for each exemption during discussion. Pick up strategies to keep your public interactions smooth and professional. Peer-to-peer insights and discussion will leave you eager to begin renewal season with renewed confidence to manage even the most "extravagant" exemption applications with ease.

Location: TBD

From Hayfields to Hardwood

Instructor: Stephen Harris, CCD

This two-day course will explore the Agricultural Land Assessment (exemption) program and forest exemptions, benefits, and penalties.

The agricultural portion class will cover the application process to the penalty process for conversion. It will review Ag & Market Article 25-AA – Agricultural Districts and the benefits for being in a district. It will cover the agricultural land ceiling values, the process for calculating the agricultural land assessment (exemption) manually and in RPS. There will also be a presentation by Cornell staff on large scale solar development with the landowner and farmer perspective. We will also review the assessor's responsibility for penalty calculations and penalty process for converted agricultural land receiving an agricultural land assessment (exemption).

The forest portion will review RPTL 480 & 480-a Forest Exemption Law as well as the process for property owners to apply for and maintain the Forest Exemption. We will review the process for calculation of the exemption as well as the stumpage and penalty process and calculations. There will be a presentation by a guest speaker from Cornell on "Sustaining Working, Productive, and Healthy Forests."

Location: TBD

Valuation of Hospitality Properties

Instructor: John Zukowski, IAO, MAI, SRA

This seminar is an overview of the hotel and motel valuation process. First, we will explore the different types of hospitality properties; discuss the current state of the industry; and search out where to find industry information, reports, and industry standards. From there, we will discuss the three approaches to value. Lastly, we will explore the extremely difficult job of allocating the market value from the business value in hotels and motels.

This seminar is aimed at assessors and appraisers of all levels of experience.

DOS credit approved

Location: TBD

Using Excel in the Real World

Instructor: Patrick Duffy, IAO

This course is intended to assist assessors and staff in increasing their productivity. The curriculum emphasizes real-world applications, equipping assessors with tools to enhance accuracy and productivity in their daily tasks. Students will learn import and export techniques, how to download data, linking and merging V4 data, how to use Excel basic statistics tools, and graphing. Students are asked to submit personal examples of what they would like to learn, and appropriate examples will be incorporated into the class as time permits.

Location: Computer Lab, Cornell campus