AAP Journal
Assessors' Association of Pennsylvania

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ASSESSORS' ASSOCIATION OF PENNSYLVANIA
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CCAP
COUNTY COMMISSIONERS Association of Pennsylvania
In partnership with the County Commissioners Association of Pennsylvania

Modern Industrial E-Commerce

Michael McFarlane, Appraisal Senior Project Supervisor
Tyler Technologies, Inc.

"The three largest forces on the planet—technology, globalization, and climate change—are all accelerating at once." — Thomas L. Friedman, *Thank You for Being Late: An Optimist's Guide to Thriving in the Age of Accelerations*.

In his book, Mr. Friedman eloquently establishes the relationship between humans and technology, concluding that technological advances are growing at such an exponential rate that we, as humans, struggle to keep pace with their advances and their impact on society.

Aside from the recent, massive technological advances in internet-enabled electronic devices, our world has forever been impacted by the COVID-19 worldwide pandemic, too. As we navigate through these unpredictable times together, it is important to realize how the rise of the global distribution network has altered the way in which we, as consumers, participate in the retail economy. This perspective is especially critical today as COVID has forced us to alter the way in which we all live. Interestingly, the maturation of the global distribution network occurred before the COVID-19 pandemic and was a critical factor in enabling direct-to-consumer purchasing especially through e-commerce platforms.

Modern industrial operations and facilities that serve the global distribution network are extremely impressive. Each and every step in the supply-chain process, from predictive analytics used to stock local fulfillment centers based on buyer's internet search history to ensuring optimized routing for the last-mile delivery, is thoroughly studied and planned by industry titans like FedEx and Amazon. Even though their scope of business is not identical, each company is concentrated on providing cutting-edge supply chain logistics to provide solutions for the rise in global distribution networks. It is no wonder why companies like FedEx and Amazon have experienced tremendous growth - $84 billion in 2020, and $69.2 billion in 2021 (+21 percent), and $110.8 billion in 2021 and $96.2 billion in 2020 (+15 percent) increase in gross revenues, respectively.

The surge in demand for modern industrial spaces due to the dominance of e-commerce via the global distribution network has forced upward pressure on price points for industrial assets nationwide. In a lot of markets, both transactional and leasing price points have increase by 10 percent annually or greater! Additionally, according to CBRE Econometric Advisors, new industrial completions are forecast to jump by 29 percent by the end of 2021. Correspondingly, net absorption forecasts for 2021 nearly a total of 120 million square feet!

As of the third quarter of 2020, e-commerce sales constituted 14.3 percent of the total market for retail sales in the United States. So, while the rise of e-commerce sales is impressive by all measures, it still only represents approximately one-in-seven retail trans-

Continued on page 4

AAP Events Calendar

CPE Spring 2022
Virtual via Zoom
Intro - March 7 – 11
Site/Market - March 14 – 18
Cost - March 28 – April 1
Income - April 4 – 8

AAP Board of Governors' Meeting
Seven Springs Mountain Resort
Champion, PA
May 3

AAP 2022 Annual Conference
Seven Springs Mountain Resort
May 4 – 6

CPE Review Class
CCAP Office (tentative)
June 20 – 22

CPE Fall 2022
CCAP Office, Harrisburg
Intro - September 19 – 23
Site/Market - September 26 – 30
Cost - October 17 – 20
Income - October 24 – 28

AAP Fall Conference
Lancaster Marriott, Lancaster, PA
November 17 and 18

** Visit www.paassessors.org for more information.*

What's Inside

President's Message,
Legislative Update,
AAP People, Memberabelia.
2021 Fall Conference Recap,
New CPEs, Award Recipients

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President's Message

Greetings everyone,

Happy New Year!

I am not sure where the time has gone but it seems like just yesterday that I took over as the President. Everyone said that the time goes fast but I didn't think it would be *this* fast. I hope that everyone had a safe and enjoyable holiday season. Here's to 2022 being a very prosperous year!

Our Fall Conference at the Kalahari Resort was a great success! We had quite the turn out for our first in-person Conference in a while, I think there were over 200 people registered. It was so nice to get together in person again! I would like to thank everyone who volunteered to make this Conference go off without a hitch. A special thanks to the AAP officers, speakers, monitors, presiders, vendors, and of course, Terry, Lori, and Jeannette - without all of you there would not have been a Conference.

It was nice to finally be able to recognize Mark Kellerman and Robbie Roland as our past presidents! It was a fun-filled night with dancing, socializing, and an amazing magician; he put on quite the performance. Thank you to all that made that night happen, especially Jennifer Pettina, Tyler Technologies, and EST/Vision. Thank you again to Mark and Robbie for your time as president - you both did an outstanding job!

I would also like to congratulate all the award recipients and the new CPE's. The education auction was a huge success taking in over $2,800. The monies from the auction will be divided between the chapters equally. Thank you to all who donated items and especially those that purchased all of the great items up for auction. Thank you, Sara, for being such a wonderful and entertaining auctioneer! You did a great job!

I hope everyone has a safe and healthy winter. Mark your calendar for the spring conference that will be held May 4-6 at the Seven Springs Mountain Resort. I look forward to seeing you there in the spring.

Susan

Susan Miller, CPE
AAP President



Legislative Update

By Jonathan B. Schuck, Chair
Government Information Committee and
Director of Assessment/Tax Claim, Chester County

Greetings fellow assessment professionals throughout the Commonwealth of Pennsylvania. By the time you receive this issue of the *AAP Journal*, we will likely have embarked upon a new year – a year filled with many new challenges and many new learning opportunities. We are essentially at the midpoint of the 2021-2022 legislative Session. Since January 2021, the following legislation has been introduced: 2040 House bills, 152 House resolutions, 890 Senate bills and 209 Senate resolutions.
Of course, not all this activity is assessment or tax claim related – 39 House bills and 17 Senate bills will potentially impact our professional lives.

Since the prior Legislative Update as of September 1, there has been limited activity due to legislators' focus on the November election and other matters.

Six new assessment-related bills have been introduced in committee but have not advanced. Three bills pertain to the expansion of the disabled veterans' property tax exemption, two pertain to real property tax reform ("freeze" or "circuit breaker" on future increases) and one pertains to expansion of the Tax Increment Financing (TIF) program guidelines.

On the tax claim-related front, House Bill 430 received its first consideration on October 19 and its second consideration on October 25. This amendment to the Local Tax Collection Law would waive the 10% penalty during the first year of ownership if the new owner(s) did not receive their tax bill.

The property owners will pay the full amount of the property taxes due and present a copy of their deed to prove their date of purchase.

Wishing each of you a productive and prosperous new year!

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The *AAP Journal* is published four times a year.
Deadline for the Spring 2022 issue is March 3, 2022.

Article submissions are welcome.

Please send to:
Terry Cochran
AAP Executive Director

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Modern Industrial E-Commerce

Continued from page 1

actions nationally. Nonetheless, the rise of global distribution networks, evidenced by the impressive success of both FedEx and Amazon, serves as the backbone for our entire retail industry, and not just for e-commerce-based transactions.

So, what's on the horizon? From a demand perspective, 70 percent of all online traffic was generated through a mobile device! Spending money is literally at one's fingertips, 24/7! On the supply side, the need to fulfill e-commerce-based transactions will result in new design features for warehouse and distribution buildings. New standards in building design require building square footage of one million square feet or more. Together with 40 foot tall clear-span buildings to maximize bulk cubic density capabilities and just-in-time analytics that dictate the exact location and design of distributions facilities. The U.S. industrial real estate landscape has been forever altered due to the rise of e-commerce and global distribution networks.

From urban centers to rural areas, the presence of e-commerce and global distribution networks will cause socioeconomic impacts that will forever alter the landscape of our society and industrial real estate.

I would encourage each AAP member to look in their backyard, you never know when a million plus square foot Amazon warehouse is ready to be discovered, listed, and assessed!!!

PA State Board of Certified Real Estate Appraisers Meetings

The SBCREA meets virtually most months during the year. Any member of the public is permitted to attend the public portion of these meetings which usually begins at 10:30 a.m.

- January 20
- March 2
- April 14
- May 26
- July 7
- August 19
- September 29
- November 10
- December 22

Please visit the board's webpage, *https://www.dos.pa.gov/ProfessionalLicensing/BoardsCommissions/CertifiedRealEstateAppraisers/Pages/Board-Meeting-Schedule.aspx,* for additional details



AAP People & Chapter News

North West Chapter

The North West Chapter elected officers for the 2022-2024 term, and a new Board of Governors' representative for the July 1, 2022 – June 30, 2024 term as follows:

President	Janet Courson Crawford County
Vice President	Angie Tennies McKean County
Secretary	Casey Dickson Crawford County
Treasurer	Tyler Lynch Crawford County

Board of Governors' Representative
Andrea Stewart, Clearfield County

Chapter Class

The chapter will holding the PEMA Damage Assessment class, a three-hour general education class, on Thursday, March 24, 2022 at the East Mead Volunteer Fire Company, 23876 State Highway 27, Meadville, PA (Crawford County).

If you are interested in this class and have not already signed up, please contact Joseph J. Galbo, III, CPE, Crawford County Chief Assessor at *jgalbo@co.crawford.pa.us*.

Cambria County

Congratulations to **Kim Deubner** who was promoted to Assistant Chief Assessor as of November 1!

Centre County

Congratulations to **Jennifer Pettina** who has been named the county's Director of Tax Claim and Collection! She will be greatly missed in the assessment office!

The county is now accepting applications for the vacant Assistant Chief Assessor position. Please visit the website, *www.centrecountypa.gov.*

Juniata County

Jeff Haines, the county's Chief Assessor, retired on December 31, 2021 after 23 years of service. Congratulations! We hope you enjoy a long and happy retirement!

Mike Hower will be the Director of Assessment and GIS and **Aaron Miller** will be taking over as Chief Assessor. Congratulations to both Mike and Aaron!

Lehigh County

Francis J. "Buddy" Unger, Jr., the county's Director of Real Estate will be retiring on January 14. Buddy has been a long-time, active member of both AAP and his chapter. We wish you the best in your retirement! Congratulations!

Corey A. Cieslak will be serving as the interim Director of Real Estate for the county.

Montgomery County

Both the county and the AAP suffered a huge loss in December 2021. **Mark Grabfelder**, an AAP past president and former chief assessor with the county passed away on December 3 after a short illness.

Mark was well-respected and liked by all who knew and worked with him. After his "retirement" from the county, he worked in the Berks County assessment office and then ended up back with Montgomery County for the last few years. He will be greatly missed. Messages of condolence can be sent to his wife, Elizabeth, at 1318 Kriebel Mill Road, Collegeville, PA 19426.

The county suffered another loss when **Sandy Marosek,** the retired Act 319 Coordinator for the county and former AAP board member passed away in November. Cards and messages can be sent to her son, David Marosek, at Montgomery County Information and Technology Services, One Montgomery Plaza, PO Box 311, Norristown, PA 19404-0311.

Perry County

Condolences to **Randy Waggoner** whose father, Dale Waggoner, passed away on December 24. Cards and messages can be sent to Randy at 5245 Wertzville Road, Enola PA 17205.

Westmoreland County

Chief Assessor **Bill Ferraro** retired from the county on December 31. He will be missed by all of his colleagues at the county! Congratulations, Bill!

New CPEs

In 2020 and 2021 both our CPE students and instructors worked through some tough situations to educate over 60 CPE students - an AAP record! Please read the full list of new CPEs on page 9.

AAP Journal News

Don't forget to send your news to Terry Cochran at *tcochran@pacounties.org* for the Spring 2022 issue of the *AAP Journal*.

Please send your chapter and county news for inclusion in the AAP People section!

Our next deadline is **March 3.**

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AAP Memberabelia



Name: Susan Miller

Current County: Adams

Job Title: Chief Assessor/Assistant Director

Past Counties: N/A

Overall Years in County Assessment: 13.5 years

Years in Some Other Form of Assessment Business: Worked for two mortgage companies prior to working at the county.

First Job Ever: Waitress

Worst Job Ever: I don't think I could classify any of my prior jobs as bad.

What Irritates Me Most in the Assessment Business Is: When a taxpayer starts off a conversation with "you people"

My Biggest Challenge as an Assessor Is: Getting people to understand the process. We aren't the bad guy.

Not Counting My Present Job, My Dream Job Always Was: Teacher

If I Won Millions in the Lottery, I Would: Help out family and friends who have helped me out

Favorite Vacation Memory: We traveled across the U.S. one summer. We went over 3000+ miles.

Favorite Food: Seafood

And Drink: Orange Tea

Favorite Movie: Ferris Bueller's Day Off

Most People Would be Surprised to Know: I am a shy and private person.

AAP
ASSESSORS' ASSOCIATION OF PENNSYLVANIA

AAP Fall Conference Recap
Kalahari Resorts and Conventions



Our Service Award Recipients!
Congratulations!



Annual Awards Recipients *(left to right)* - Mark Kellerman, Centre County for the Naessig Award, Gene Porterfield, EST/Vision Government Solutions for the Eugene Porterfield Award and Jennifer Pettina, Centre County for the Hanisits/ Hettinger Award



2020-2021
New CPE Recognition at the Fall Conference





CPE Classes: New CPEs and Dedicated Instructors

Over the last two years, the AAP and our CPE instructors have held in-person classes, hybrid classes and mostly virtual classes to make sure counties continued to have qualified staff in their assessment offices. Many thanks to our dedicated instructors: JR Harderster, Lawrence County; Steve Howe; Tom Hill, Monroe County; Michelle Mack, Snyder County; Jennifer Pettina, Centre County; Randy Waggoner, Perry County; and, Bruce Witt.

Congratulations to all of our CPE students and new CPEs (listed below) as they kept up with the changing class formats, persevered through illness and other tough professional and personal situations, and hung in there through remote tutoring and testing!

Alec Splain – Lancaster
Andrea Stewart – Clearfield
Breanna Brokaw – Bradford
Calvin Kent
Carly Silvestri – Sullivan
Caroline Griebel – Clarion
Casey Maynard – Bradford
Cathleen Beere – Armstrong
Chelsea Evans – Franklin
Christine Zimmerman – Schuylkill
Dan Tuck – Luzerne
Dawn Antignani – Carbon
Emily McHale – Susquehanna
Eric Boynton – Bucks
Erin Murphy – Dauphin
Heather Clark – Clearfield
James Selken – Montgomery
Jared Jaffe – Montgomery
Jennifer Thomas – Fayette
Jessica Bonaduci – Lancaster
Judy Barziloski – Wyoming
Karen Stouffer – Juniata
Kent Hatter – Schuylkill
Kevin Edwards – Lancaster
Lauren Hines – Northampton
Linda Farino – Northampton
Maria Piccione – Lawrence
Mark Knapick – Northumberland
Matthew Day – Tioga
Megan Felty – Schuylkill
Michael Lavelle – Luzerne
Nancy Wisniewski – Berks
Paul Piyakan – Montgomery
Ryan Carson – Northampton
Ryanna McGinnis – Bedford
Samantha Cooney – McKean
Sarah Riehl – Lancaster
Stacy Miller – Northampton
Steven Russell – Juniata



Award Recipients - November 2021
Fall Conference - Kalahari Resorts and Conventions

Years of Service Awards

Trailblazer Awards
(20 - 29 Years of Service)

Name/County or Firm	Years of Service
Ryan G. Close, Lehigh County	28
Deborah Crawford, Tioga County	21
Kim L. Deubner, Cambria County	23
Kevin Edwards, Lancaster County	25
Craig Haertter, Lancaster County	25
Mark Kellerman, Centre County	21
Lesa Stouffer, Cumberland County	20
Michelle Verdoorn, Lancaster County	25

Board of Governors' Awards
(30 - 39 Years of Service)

Name/County or Firm	Years of Service
Jonathan L. King, York County	30
Joann M. Neikam, Lehigh County	32

Presidents' Awards
(40 - 49 Years of Service)

Name/County or Firm	Years of Service
Barry C. Segear, Cambria County	43
Francis J. Unger, Jr., Lehigh County	43
Cathy Waters, Cumberland County	45

Golden Achievement Award
(50 Plus Years of Service)

Name/County or Firm	Years of Service
Samuel J. Rumberger Northumberland County	50



AAP Annual Awards

Each year we recognize AAP members who share their time and talents with AAP members, their chapters and the assessment profession as a whole. Thank you to our Awards Committee Co Chairs - Cindy Treible and Darrell Lutz of Monroe County.

This year's **Chudy Award**, recognizing the best article on assessment in the *AAP Journal,* went to **Danette H. Magee**, Research Associate at the Local Government Commission, for her article in the Winter 2021 issue of the *Journal*.

The **Naessig Award** recognizes meritorious service to the assessment profession and the AAP. This year's recipient was **Mark J. Kellerman** from Centre County for his tireless work in various roles on the AAP board and committees. Mark eagerly takes on new challenges and projects that always advance the mission of the association.

The AAP's **Hanisits/Hettinger Award** was established to recognize achievements in enhancing education in the assessment field. This year's awardee, **Jennifer Pettina** from Centre County, received this honor because of her roles as the North Central Chapter's representative to the AAP board, AAP education co-chair and a CPE class instructor.

In 2021 the **Eugene Porterfield Award** was established to honor his dedication to the assessment profession. Fittingly, **Eugene Porterfield** was our first award recipient. Thank you, Gene, for all of your contributions during your esteemed career!



Award recipient, Eugene Porterfield (center), with his family, wife Cindy and son Camdon Porterfield.

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Secretary	Sarah Byers, Fayette County
Immediate Past President	Robert Roland, Bedford County

Chapter Representatives

Term Expires in 2022

Laurel Mountain Chapter	Steve Gallo, Allegheny County
North Central Chapter	Michelle Mack, Snyder County
North East Chapter	Cathy Voda, Wyoming County
North West Chapter	Nick Angiolieri, Butler County
South Central Chapter	Holly Martz, Dauphin County
South East Chapter	Joan Fitting, Montgomery County

Term Expires in 2023

Laurel Mountain Chapter	Danielle Maust, Bedford County
North Central Chapter	Jake Ostrom, Potter County
North East Chapter	Julie Azzalina, Northampton County
North West Chapter	James Spohn, Butler County
South Central Chapter	Vacancy
South East Chapter	Anthony Liberato, Montgomery County

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AAP Annual Conference
May 4 - 6, 2022
Seven Springs Moutain Resort



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Join us in May for the Annual Conference at the beautiful Seven Springs Mountain Resort!

The hotel has been extensively renovated over the last few years and offers guests a comfortable stay with great restaurants, mountain views and other amenities.

Registration opens in early March!

Don't Miss -

- *Informative Classes*
- *Great Speakers*
- *Networking with Your Peers*
- *Vendors*
- *AAP Officer Election*
- *Education Auction*



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See You in the Mountains in May!