

VALUATION OF SELF-  
STORAGE UNITS  
APPLICATION  
AMOUNT PAID \$85 \$95 \$110

Name: \_\_\_\_\_

Town: \_\_\_\_\_

Title: \_\_\_\_\_

IAO: Yes \_\_\_ No \_\_\_

Address: \_\_\_\_\_

City/State/Zip \_\_\_\_\_

\_\_\_\_\_

Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Enclose a check or your Municipality's completed voucher for the amount you qualify for.  
Make checks payable to:

*New York State Assessors' Assoc.*

*c/o Fred Pask, IAO*

*102 Golden Pond Estates*

*Akron, NY 14001*

*(716) 542-2065*

Fred Pask, IAO  
102 Golden Pond Estates  
Akron, NY 14001

# Valuation of Self-Storage Units



The Institute of Assessing Officers affiliated with the New York State Assessors' Association Presents a One Day Seminar at:

**Holiday Inn,  
Cheektowaga, NY**

**April 13, 2011**

## About the Course

### Valuation of Self-Storage Units

This seminar is designed for assessors, appraisers, and assessment staff. This seminar will include a presentation on how to appraise and assess Self-Storage Facilities. At the seminar's conclusion, the student will have a better understanding on what to look for in analyzing income and expense statements, cost out a facility, and compare the market for valuation purposes. A case study problem will be part of this course.

#### IAO Re-certification Credits

The Institute of Assessing Officers will award (6) re-certification credits to all Institute Members who attend this seminar. Eligible Assessors and County Directors who attend will receive basic certification and reimbursement from ORPS, pursuant to their rules.

#### Department of State Appraisal Continuing Education Hours

Six hours of appraisal continuing education credit has been approved.

### ABOUT THE INSTRUCTOR JOHN ZUKOWSKI, SRA, MAI

**John Zukowski, SRA, MAI**, is President of Arrow Appraisal Service in Buffalo, New York. He is a Past President of the Buffalo Chapter of the Appraisal Institute. He has been actively employed in the appraisal business for twenty years. He has taught numerous educational courses and seminars for various institutions over the past ten years. He also serves as a consultant to numerous government agencies and is a qualified expert witness in court litigation matters. John's interactive teaching style should enhance your learning experience. John has been qualified as a National AQB Certified USPAP Instructor for the Appraisal Foundation.

#### REGISTRATION INFORMATION

Registration: 8:30 AM  
Coffee & Pastry

Seminar: 9:00 AM to 4:00 PM  
Lunch Included

Date: April 13, 2012

## General Information

**April 13, 2012**

#### Location:

Holiday Inn  
4600 Genesee Street  
Cheektowaga, NY 14225  
(716) 634-6969

#### Tuition:

\$85.00—IAO Members  
\$95.00—NYSAA Members  
\$110.00—All Others

#### Tuition Includes:

Course Material, Coffee, Pastry,  
Lunch, Breaks

#### Reservations must be made by:

April 6, 2012

Enrollment is limited to the first 50 applications received. No refunds after April 11, 2012. Consider your reservation confirmed unless otherwise notified. Call Fred Pask for any information, (716) 542-2065

Email: [fjpakron@yahoo.com](mailto:fjpakron@yahoo.com)