



Savannah Marriott Riverfront Hotel

2021 WinGAP Conference
October 6-8, 2021

VENDOR'S REGISTRATION FORM

This year at the October 6-8, 2021, WinGAP Conference, we will have four levels available to vendors as follows:

- Standard Vendor Fee: \$400 [Limit 1 Person]; includes meals, fleece jacket and t-shirt;
Premier Vendor Fee: \$1,500 [Limit 1 Person]; includes standard, plus a 10-minute window to speak to the attendees;
Gold Vendor Fee: \$3,500 [Limit 2 Persons]; includes Premier + 1/2 a meal sponsorship;
Diamond Vendor Fee: \$5,000 [Limit 2 Persons]; includes Premier + full meal sponsorship or equivalent (dinner cruise).

Set-up for vendors will be held in front of room "D" on Wednesday, October 6, 2021, beginning at 7:00 a.m. Keep in mind that set-up will be "FIRST COME, FIRST SERVED."

If the vendor plans on providing a prize, the drawing for the prize will be held at Friday's breakfast at 8:15 a.m.

Please complete all information below, including your jacket size, and then return this form to me as indicated at the bottom of this form, along with your check made payable to "GAP Group, Inc.":

NAME: \_\_\_\_\_

COMPANY NAME: \_\_\_\_\_

MAILING ADDRESS: \_\_\_\_\_

CITY, STATE, ZIP: \_\_\_\_\_

PHONE: \_\_\_\_\_

E-MAIL: \_\_\_\_\_

JACKET SIZE [Circle]: S M L XL 2X 3X 4X

T-SHIRT SIZE [Circle]: S M L XL 2X 3X 4X

If you would like to bring a guest [wife, husband, significant other, etc.], there will be an additional fee of \$150.00. If you choose to bring a guest, please print their name below so that we can prepare a name badge good for participation in the meals [Wednesday's breakfast and lunch; Thursday's breakfast and lunch; and Friday's breakfast]:

GUEST NAME: \_\_\_\_\_

Vendor Fee ..... \$ \_\_\_\_\_

Riverboat Dinner Cruise @ \$100/person [\$100 x \_\_\_\_] ... + \_\_\_\_\_

Total Enclosed ..... \$ \_\_\_\_\_

Thank you!

Russell Johnson
GAP Group, Inc.
Post Office Box 1607 - Americus, Georgia 31709-1607
Phone/Text: 229-938-0633. E-Mail: cricketjohnson0516@gmail.com



## HOTEL REGISTRATION INFORMATION

**2021 WinGAP Conference**  
**October 6-8, 2021**  
**[Wednesday-Thursday-Friday]**

The October 6<sup>th</sup>, 7<sup>th</sup>, and 8<sup>th</sup>, 2021, WinGAP Conference will once again be held at the Savannah Marriott Riverfront Hotel in Savannah, Georgia. They currently have rooms available for the Conference for Monday, October 4<sup>th</sup>, to Friday, October 8<sup>th</sup>, at a rate of \$178 per night [plus taxes and fees] with a charge of \$16.00 per night for parking. **Most of you WILL NEED A ROOM FOR OCTOBER 5<sup>TH</sup>, 6<sup>TH</sup>, AND 7<sup>TH</sup>, DEPARTING ON THE 8<sup>TH</sup>!**

The last day to book a reservation at the Savannah Marriott Riverfront Hotel is September 5<sup>th</sup>, 2021.

The contact information for the Savannah Marriott Hotel, and the link to book your reservations is as follows:

**Savannah Marriott Riverfront Hotel**  
**100 General McIntosh Blvd.**  
**Savannah, Georgia 31401**  
**Phone: 912.233.7722**

**[Book your group rate for 2021 WinGAP Conference](#)**

To open the link, press and hold the “Ctrl” key while simultaneously left-clicking your mouse.

If you call the hotel to make your reservations, be sure to mention that you will be attending the October 2021 WinGAP Conference so that you will receive the “group rate.” Most guests will be checking in on Tuesday, October 5<sup>th</sup>, and departing on Friday, October 8<sup>th</sup>, thus reserving a room for three nights [October 6<sup>th</sup>, 7<sup>th</sup>, and 8<sup>th</sup>].

Thank you!

Russell Johnson  
GAP Group, Inc.  
Post Office Box 1607 - Americus, Georgia 31709-1607  
Phone/Text: 229-938-0633. E-Mail: [cricketjohnson0516@gmail.com](mailto:cricketjohnson0516@gmail.com)



The annual WinGAP Conference and Educational Training session is scheduled on October 6, 7, and 8, 2021 in Savannah Georgia. The aim of the conference is educational training to assist employees and Assessors in proper techniques for successful digest compilation.

All classes at the WinGAP Conference are taught by instructors from the Department of Revenue. WinGAP Executive Board pays the lodging expense, furnishes breakfast on two days, lunch one day, and dinner one day. This proposal allows the State the opportunity to provide quality training for the lowest cost possible as the venue, lodging, and partial meal plan are provided at no cost to the State. The classes and instructors scheduled for the WinGAP Conference are:

In order to receive 20 hours credit, the attendee must attend classes on Wednesday, Thursday, and Friday. Attendance will be monitored by the employees of the Department of Revenue.

The full hourly schedule is found below.

#### Wednesday

- **7:30 am – 9:00 am – BREAKFAST PROVIDED** – Ballroom B
- 9:00am – 5:00 pm – ***Savannah Ballroom CDE***
- **Legislative Update and News** – Steve Swindell – GAAO Legislative Liaison
- **Digest Review and Submission** – DOR Staff (Cody Martin, Blair McLinn, Ben Pope, Kenny Colson, Rusty Scoven, Jason Nix) and WinGAP consultants Gregg Reese and Tracy Thomas
  - Detailed descriptions of the DOR digest submission process and how WinGAP integrates into that process – with time for questions and answers throughout.
- ***Lunch provided 12:00pm – 1:00pm***

#### Thursday

- **7:30 am – 9:00 am – BREAKFAST PROVIDED** – Ballroom B
- 9:00 am – 10:00 am – Opening Session Announcements and Introductions
- 10:00 am – 11:00 am - Concurrent Sessions
  - 1. **Wingap Basics and Basic Appraisal** – Blair McLinn – Ballroom C
    - Instructor: Blair McLinn
    - Session will introduce how WinGAP meshes with the fundamentals of appraisal

- 2. **Manufactured Housing – Prebill Digest and Valuation** – **Ballroom DE**
  - Instructor: Nathan Evans
  - Examination of the prebill digest process from valuation to digest submission and how WinGAP makes it all easy
- 3. **Report Building Computer Lab** – **General McIntosh**
  - Instructor: Tracy Thomas, Cody Martin
  - Hands on computer lab instruction on WinGAP report buildings – no prior report building experience required
- 11:00 am – 12:00 pm
  - 1. **Wingap Basics and Basic Appraisal** – **McLinn** – **Ballroom C**
    - Instructor: Blair McLinn
    - Session will introduce how WinGAP meshes with the fundamentals of appraisal
  - 2. **Manufactured Housing – Prebill Digest and Valuation** – **Ballroom DE**
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    - Examination of the prebill digest process from valuation to digest submission and how WinGAP makes it all easy
  - 3. **Report Building Computer Lab** – **General McIntosh**
    - Instructor: Tracy Thomas, Cody Martin
    - Hands on computer lab instruction on WinGAP report buildings – no prior report building experience required
- 12:00 pm – 1:00 pm – **LUNCH PROVIDED** – **Ballroom B**
- 1:00 pm – 2:00 pm
  - 1. **SQL Queries Introduction** – **Ballroom C**
    - Instructor: Gregg Reese, Nathan Evans
    - Dive into building SQL queries from beginner to power user
  - 2. **Income Models** – **Ballroom DE**
    - Instructor: Rusty Scoven
    - Details of best practices of building reliable, defensible, sustainable income valuation models for mass appraisal and WinGAP
  - 3. **SQL Queries Computer Lab - Growth** – **General McIntosh**
    - Instructor: Tracy Thomas, Cody Martin
    - Hands on computer lab instruction in building SQL queries. (growth past introduction levels)
- 2:00 pm – 3:00 pm
  - 1. **SQL Queries Introduction** – **Ballroom C**
    - Instructor: Gregg Reese, Nathan Evans
    - Dive into building SQL queries from beginner to power user
  - 2. **Income Valuation** – **Ballroom DE**
    - Instructor: Rusty Scoven
    - Discussion of the basics of the income valuation method for mass appraisal
  - 3. **SQL Queries Computer Lab - Growth** – **General McIntosh**
    - Instructor: Tracy Thomas, Cody Martin
    - Hands on computer lab instruction in building SQL queries. (growth past introduction levels)
- 3:00 pm – 4:00 pm
  - 1. **QTP** – **Ballroom C**
    - Instructor: Jason Nix
    - Discussion of the QTP process from start to finish and how Counties are

- impacted by this State Administered program
  - 2. **Covenants** – Ballroom DE
    - Instructor: Kenny Colson
    - Discussion of WinGAP and all things related to special assessment covenants CUV and FLPA
  - 3. **RapidSketch Computer Lab** – General McIntosh
    - Instructor: Cody Martin, Nathan Evans
    - Hands on computer lab instruction on WinGAP’s sketch software RapidSketch
- 4:00 pm – 5:00 pm
  1. **Appeals – Building Defense Cases** – Ballroom C
    - Instructor: Blair McLinn
    - Discussion of building rock solid and defensible appeal defense material and cases
  2. **New & Nifty features of WinGAP** – Ballroom DE
    - Instructor: Cody Martin, Gregg Reese, Nathan Evans
    - Discussion and demonstration of new and nifty features in WinGAP
  3. **SQL Queries Computer Lab - Growth** – General McIntosh
    - Instructor: Tracy Thomas, Kenny Colson
    - Hands on computer lab instruction in building SQL queries. (growth past introduction levels)

Friday

- 9:00 am – 10:00 am
  1. **QTP** – Ballroom C
    - Instructor: Jason Nix
    - Discussion of the QTP process from start to finish and how Counties are impacted by this State Administered program
  2. **Covenants** – Ballroom DE
    - Instructor: Kenny Colson
    - Discussion of WinGAP and all things related to special assessment covenants CUV and FLPA
  3. **RapidSketch Computer Lab** – General McIntosh
    - Instructor: Cody Martin, Blair McLinn
    - Hands on computer lab instruction on WinGAP’s sketch software RapidSketch
- 10:00 am – 11:00 am
  1. **FLPA News and Changes from 2019** – Ballroom C
    - Instructor: Kenny Colson
    - Discussion of recent law changes that impact FLPA from both the county administration and FLFMV as well as the state level auditing changes
  2. **Appeals – Building Defense Cases** – Ballroom DE
    - Instructor: Blair McLinn
    - Discussion of building rock solid and defensible appeal defense material and cases
  3. **Report Building Computer Lab** – General McIntosh
    - Instructor: Tracy Thomas, Nathan Evans
    - Hands on computer lab instruction on WinGAP report buildings – no prior report building experience required

- 11:00 am – 12:00 pm
  1. **Closing Session**
  2. **Closing Session**
  3. **Closing Session**

- Ballroom C
- Ballroom DE
- General McIntosh