



sama

SASKATCHEWAN ASSESSMENT  
MANAGEMENT AGENCY



**2015  
ANNUAL MEETING**

Assessment and Technology -  
Where are we now?

**APRIL 15, 2015**

*Queensbury*  
CONVENTION CENTRE



# SAMA Progress Report

# Purpose of Assessments



- Assessments pay for essential services that politicians and taxpayers want and need.
- In 2014, the assessment base brought in \$1.73 billion. Over 50% of revenue for municipalities.
- Revenue needs are growing to support the growing economy.
- Preserves local autonomy.

# SAMA Responsibilities

## – AMA Act – Board Governed Agency

### Governance

\$160 B/ \$1.73 B  
(100% Province)

- Policy (Advisory Committees)
- Quality Assurance
- Computer System
- Communication
- Safety Net for Province

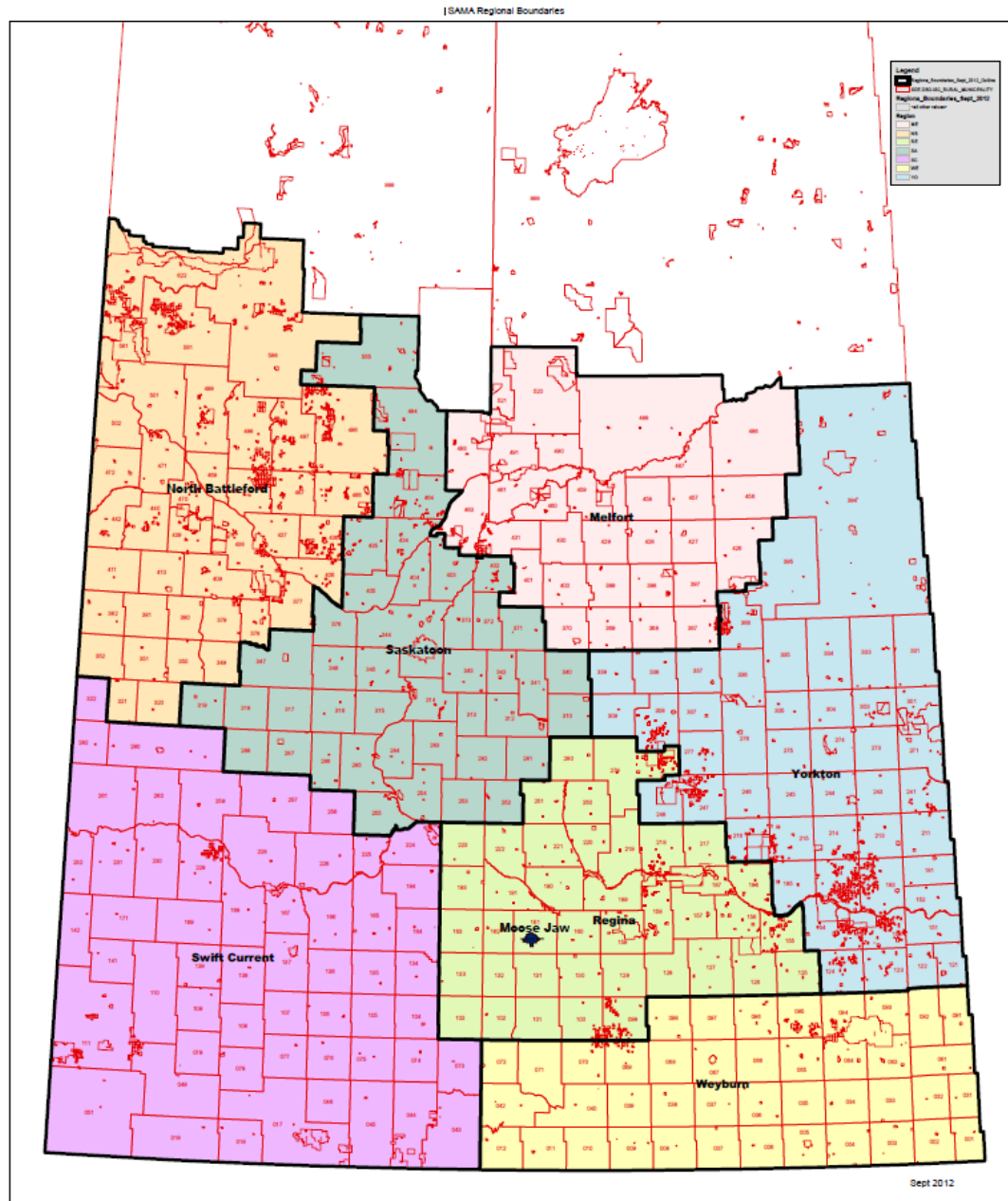
### Assessment Services

763/771

61%Munic/39%Educ

- Annual Maintenance
- General Reinspections
- Revaluations
- Support of Value

# SAMA Regions



# Keeping an Eye on Service Costs

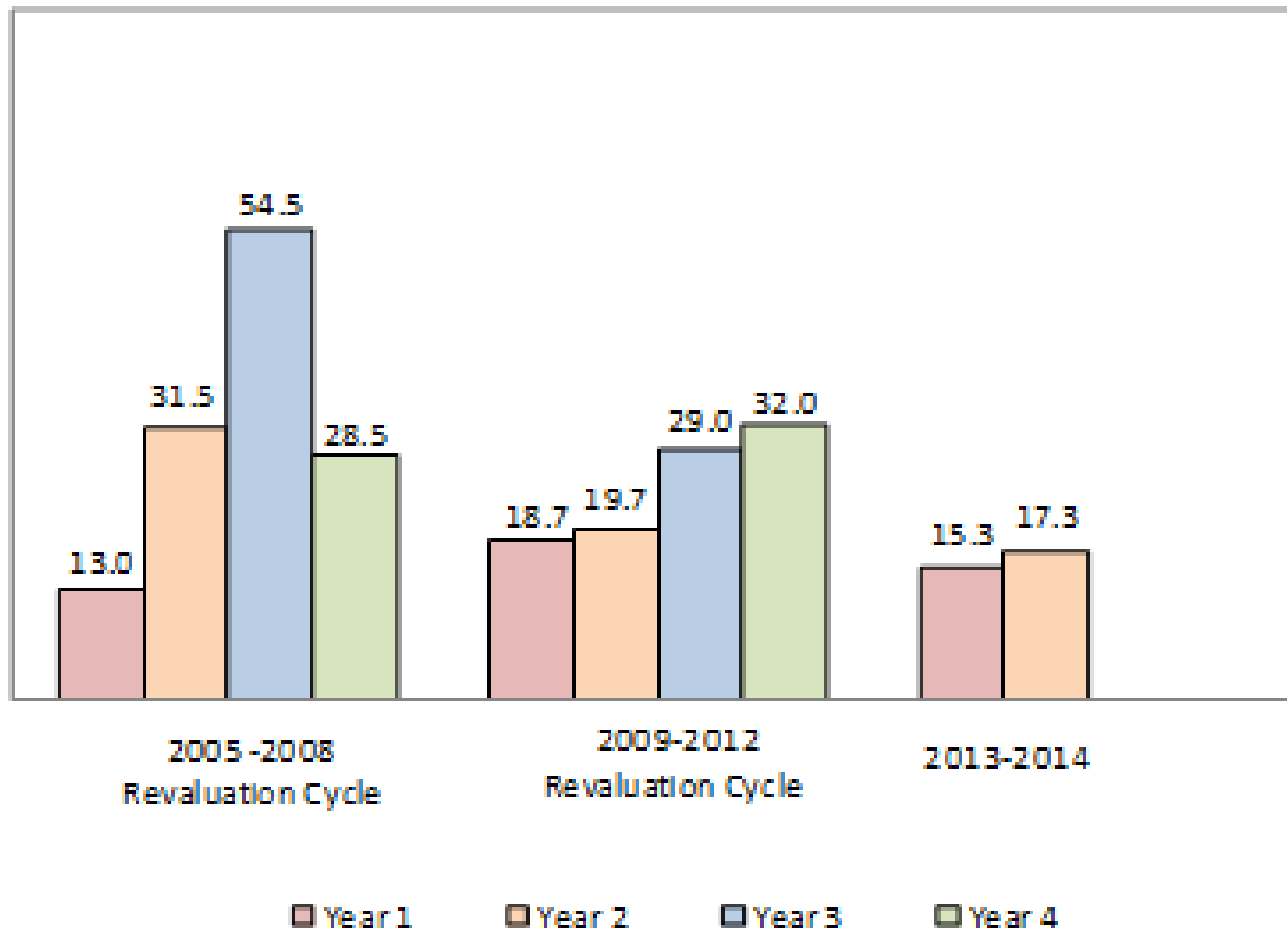
Agency Operating Cost  
Cost per Property



--- No. of Properties

# Focusing on Continuous Improvement

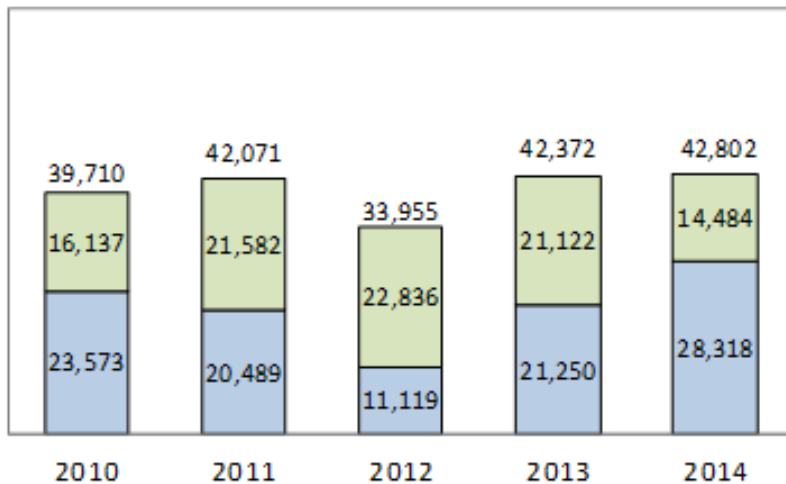
Revaluation Appraiser Effort  
Number of Appraisers (FTEs)



# Capturing the Growth for Our Client Municipalities

## Annual Maintenance Reviews

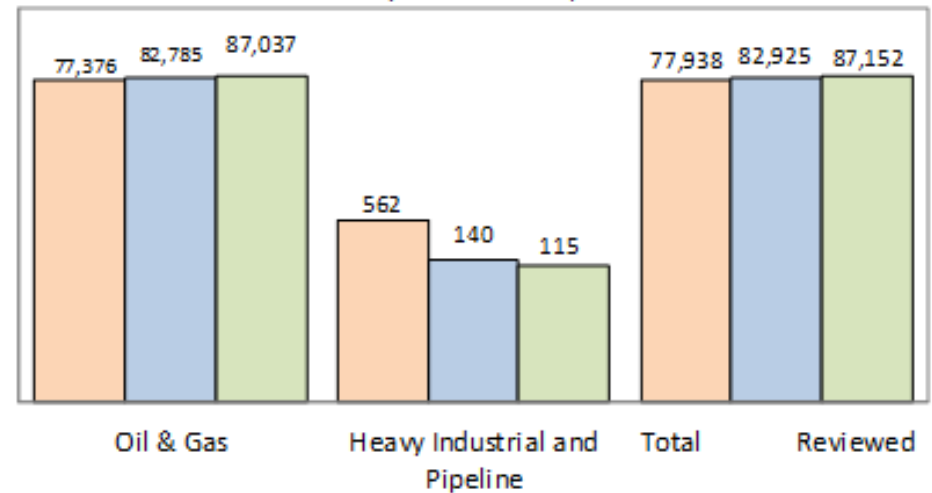
Number of Residential, Commercial and Agricultural Properties



- Total reviewed in calendar year
- Reviewed Q3 & Q4 for use in the following year
- Reviewed Q1 & Q2 for use in the current year

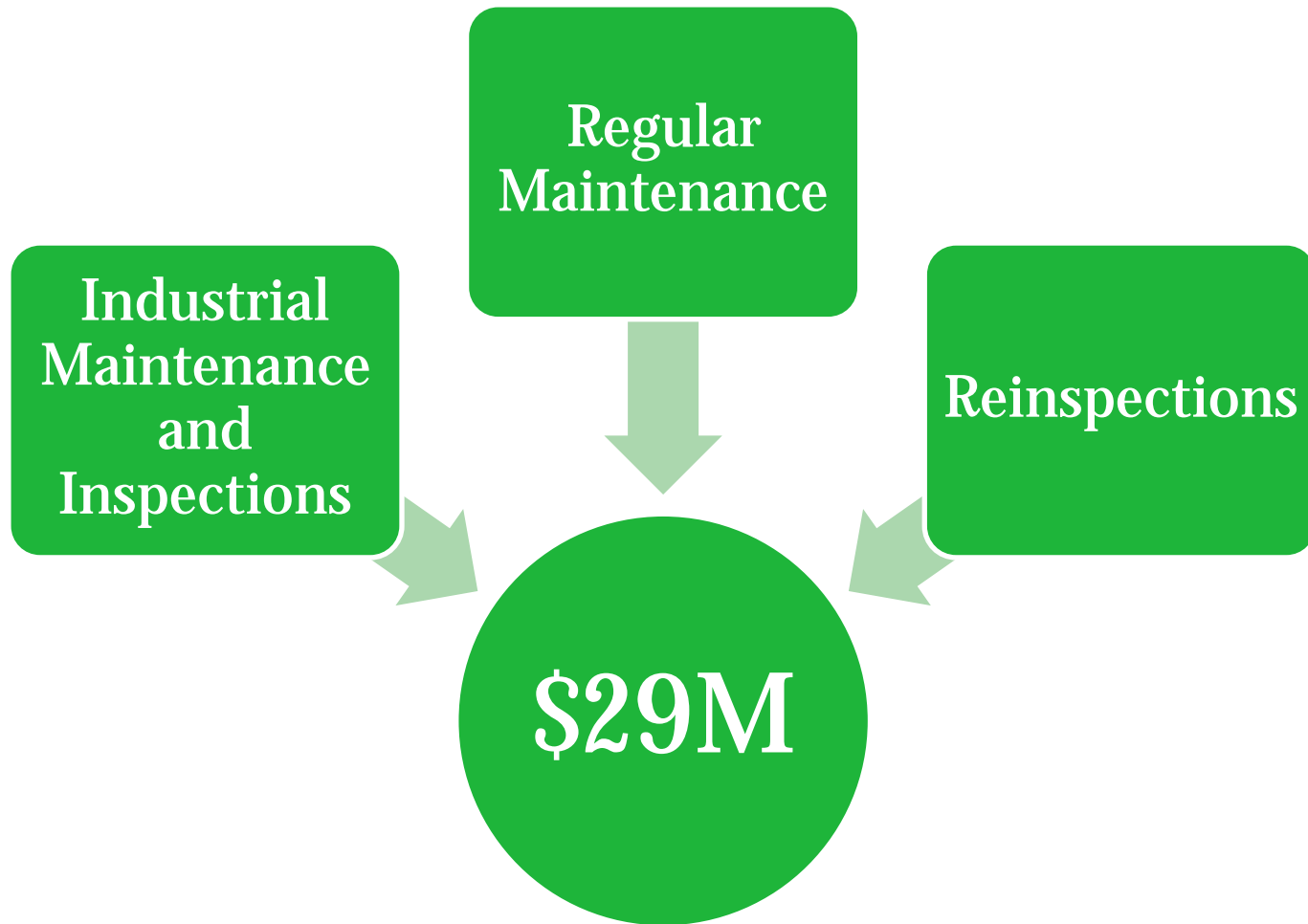
## Annual Maintenance Reviews

Number of Oil & Gas, Pipeline and Heavy Industrial Properties



- 2012
- 2013
- 2014

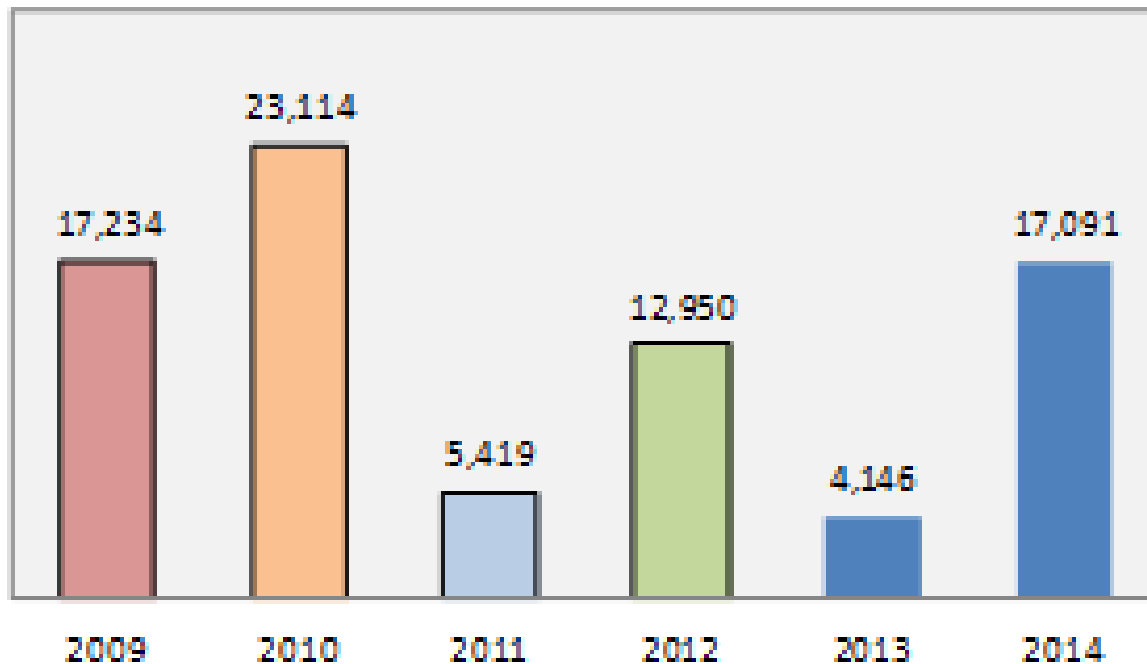
# 2014 Growth = Substantial Additional Revenue for Local Governments





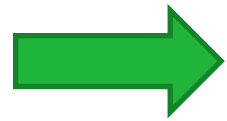
# Reinspections Are A Weak Area

Property Reinspection Reviews  
Number of Properties



Total Inventory: 832,137 properties  
746,115 Non-industrial properties

# Inability to Keep Up With Inspections



## Unfairness and Revenue Loss

**MONEY BEING LEFT ON THE TABLE**

**\$30,000,000**

**Cities/Towns**

Average Last Reinspection

1997/1995

**Villages and Resort Villages**

Average Last Reinspection

1991

**Rural Municipalities and North**

Average Last Reinspection

1989

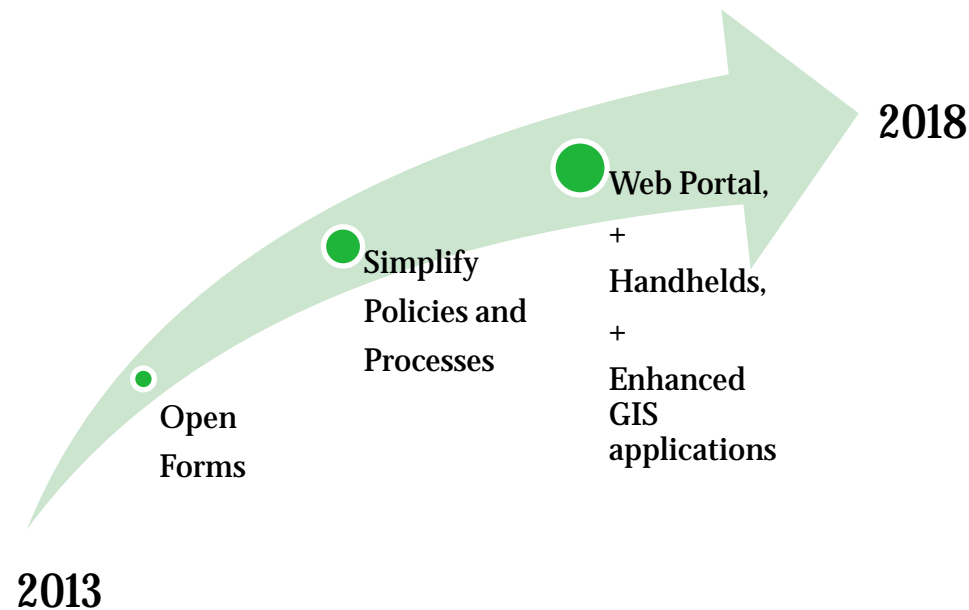
# **SAMA's Strategic Directions (2014-2017)**

- 1. Establish a new, stakeholder supported funding model for SAMA.**
- 2. Simplify and streamline to improve efficiency and effectiveness.**
- 3. Use policy, process and technology changes together to radically increase property inspections.**
- 4. Strengthen the capabilities of all employees.**

# Our Four Year Goal

**Innovate our way to a 12  
year inspection cycle**

- Increase the number of property reviews from 50,000 (2012) to 100,000 per year by 2018, while increasing employee engagement and fulfilling our core responsibilities



# What value will SAMA provide to clients in 2015?

A graphic featuring the text "Return On Investment" in a bold, green, sans-serif font with a white outline and a drop shadow. The text is centered over a large, stylized orange arrow that curves upwards and to the right, set against a white background.

**Return On  
Investment**

**It's an easy decision to spend a  
dollar to make two!**

# 2014 Reinspection Results

## Commercial Inspections

Munic	\$ Change	% Change
RM493	+71,320	+7.7
AVONL	+274,800	+8.4
CUPAR	+167,300	+5.2
MIDAL	-109,370	-3.6
NAICA	+277,020	+7.1
RAYMO	+628,005	+7.7
WATSO	+358,350	+9.4
<b>TOTALS*</b>	<b>+12,274,305</b>	<b>+8.8%</b>

\* 28 municipalities inspected

## General Inspections (Res/Comm)

Munic	\$ Change	% Change
RM183	+636,000	+13.4
183PS	+466,130	+13.9
ABBEY	-107,415	-6.6
CHAPL	+282,830	+5.7
GULLL	+740,490	+1.7
LEADE	-217,680	0.6
LUMBE	+417,480	+6.7
<b>Totals**</b>	<b>+19,529,455</b>	<b>+4.1%</b>

\*\* 25 municipalities/hamlets inspected

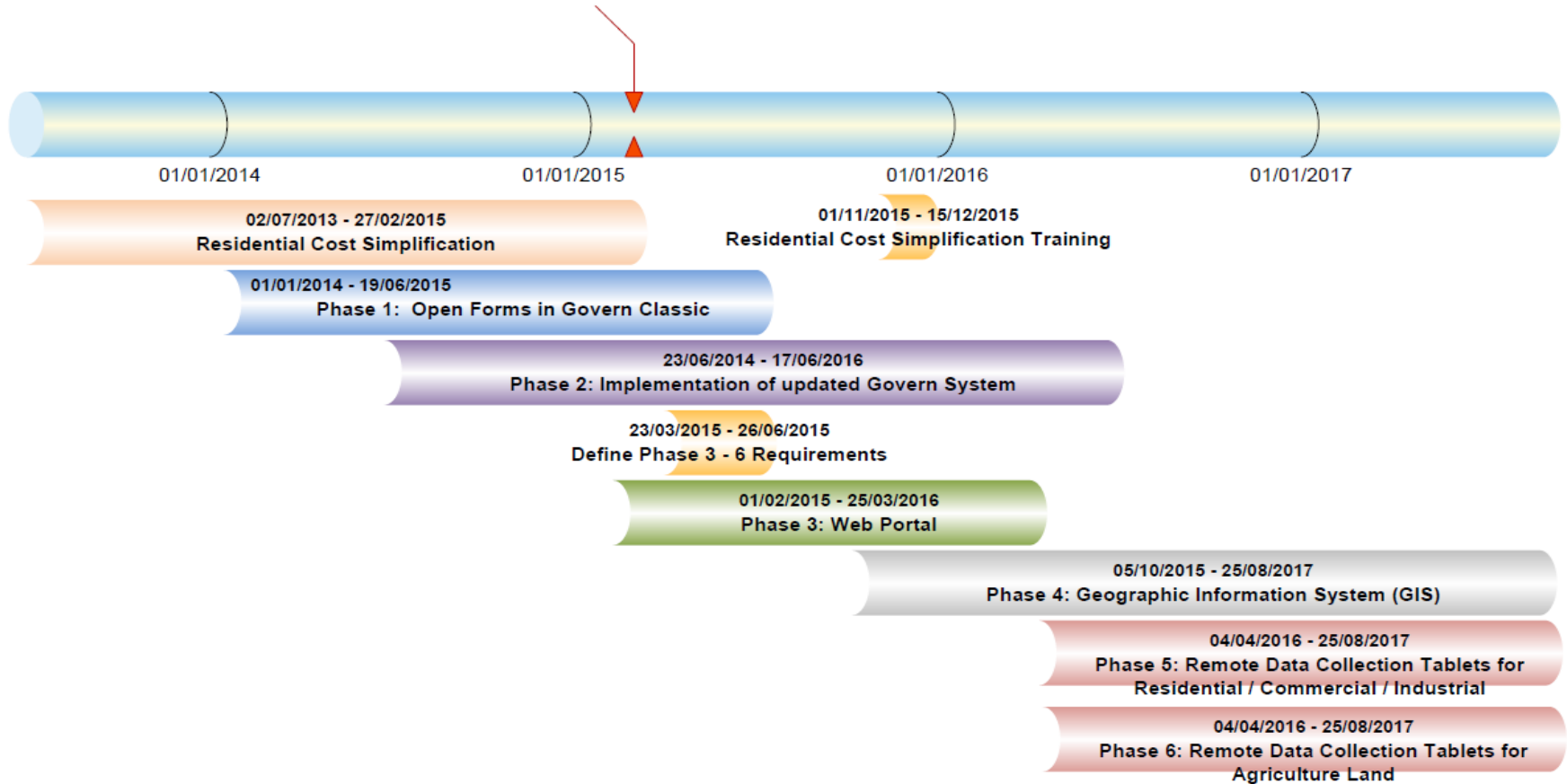
# Major Deliverables for 2015

- 58,000+ property reviews/inspections
  - 32,000 maintenance (plus industrial)
  - 26,000 reinspections
  - Open forms plus process improvements: +10,000 properties inspected/reviewed (+20% inspection productivity gain)
- Technology Infrastructure (TI) Program
  - Complete the upgrade of the Govern system
  - Web Portal, GIS: Clarify requirements and begin development
- Support of Value (all levels of appeal)
- 2017 Revaluation
  - Complete Manual, Cost Guide, Handbook, CAMA rates
  - Start and complete 2017 market analysis

# Looking to the Future

## SAMA's Technology Infrastructure Program

March 2015  
Current Position in the Program





# 2014 to 2017 Budget Estimates

<b>REVENUES</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
Prov. Operating	\$10,087	\$10,238 (1.4%)	\$10,545 (3%)	\$10,862 (3%)
Municipal Req. Operating	6,254 (8.1%)	6,442 (3.0%)	6,635 (3%)	6,834 (3%)
User Fee Charge (\$20/property)	0	317 (5.1%)	327	337
Other Revenue	429	459	473	487
Mun. Capital for New Technology	612 (10.6%)	612	612	612
Prov. Capital	<del>612</del>	612	612	612
<b>Total</b>	<b>\$18,172</b> (3.9% operating)	<b>\$18,680</b> (3.0%)	<b>\$19,204</b> (3.0%)	<b>\$19,744</b> (3.0%)



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## Questions?