



2017
ANNUAL
MEETING

APRIL 12,
2017

Queensbury
PROPERTY SYSTEMS GROUP



SAMA Annual Meeting

April 12, 2017

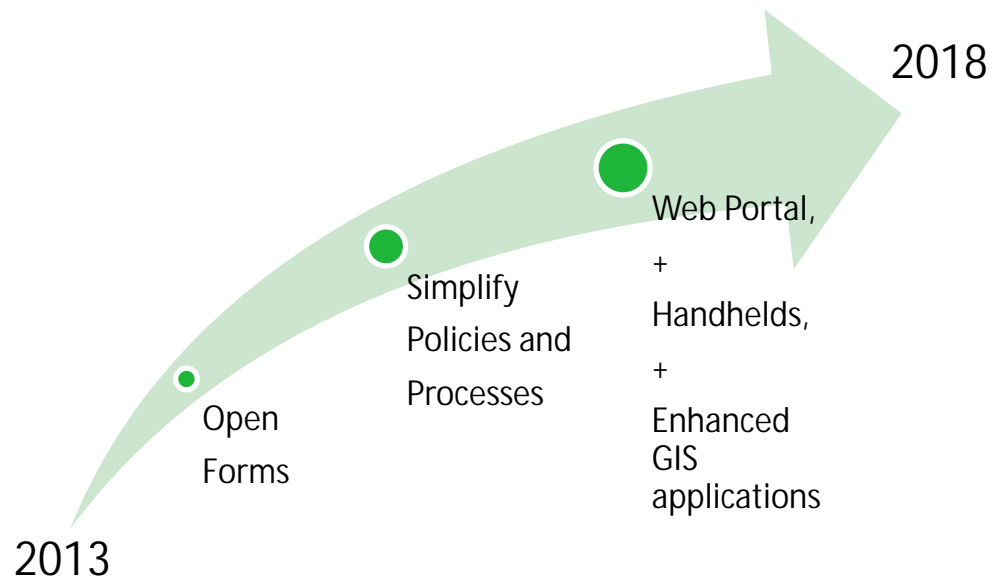
2018 to 2021 Strategic Directions

2017 REVALUATION -
RESULTS & EXPECTATIONS

Our Four Year Goal

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

Innovate our way to a 12 year inspection cycle



SAMA's 2018 to 2021 Strategic Directions

1. Maintain and enhance stakeholder supported funding model for SAMA.
2. Simplify and streamline to improve efficiency and effectiveness.
3. Use policy, process and technology changes together to deliver on the promise to radically increase property inspections.
4. Strengthen the capabilities of all employees.

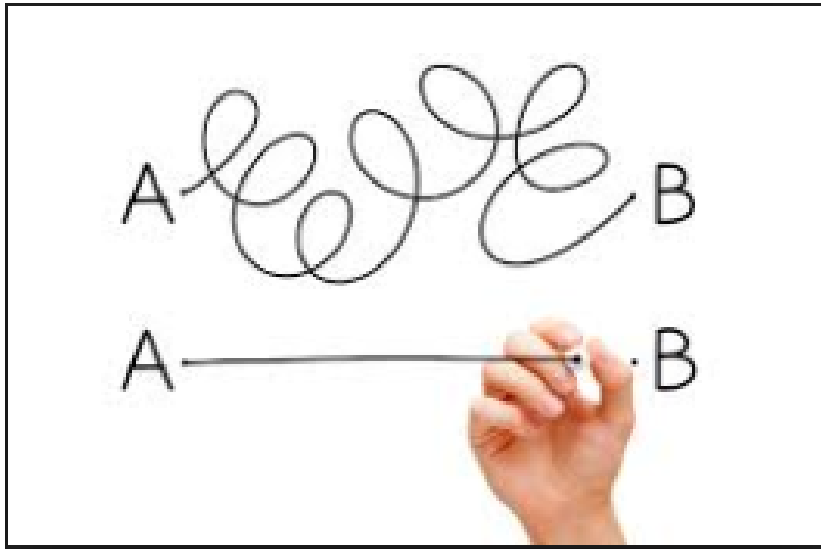
Maintain and enhance stakeholder supported funding model for SAMA

- Ensure funding model remains up to date and reflects actual costs
- Continue to emphasize fee for service concept tied to work effort
- Continue cost shared model for new technologies support and enhancement
 - less than half of current annual capital cost will keep new systems current

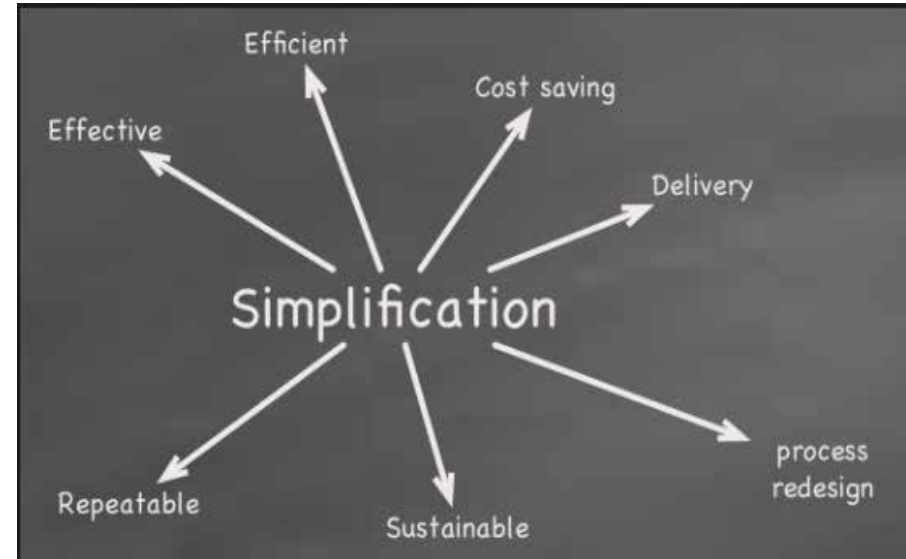


Simplify and streamline to improve efficiency and effectiveness

Business Process Improvements



Systems and Valuation Models

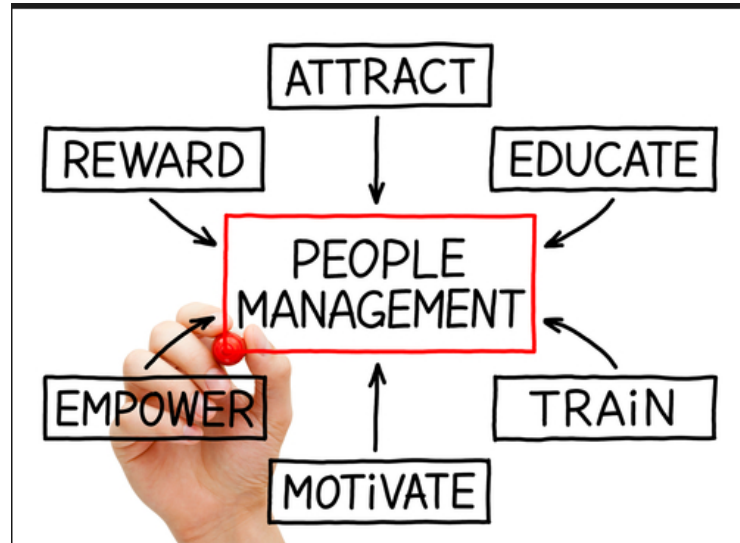


Use policy, process and technology changes together to deliver on the promise to radically increase property inspections

- Maximize efficiency and mistake proofing of Govern.net
- Remote data collection optimization
- Optimize use of available digital imagery to improve re-inspection efficiency
- Enhance GIS as an analysis, inspection and communication tool
- Implement and evolve our business to business web portal
- Enhance SAMAView application



Strengthen the capabilities of all employees





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COMMUNITY SERVICES



2018 to 2021 Strategic Directions

Workshop Exercise