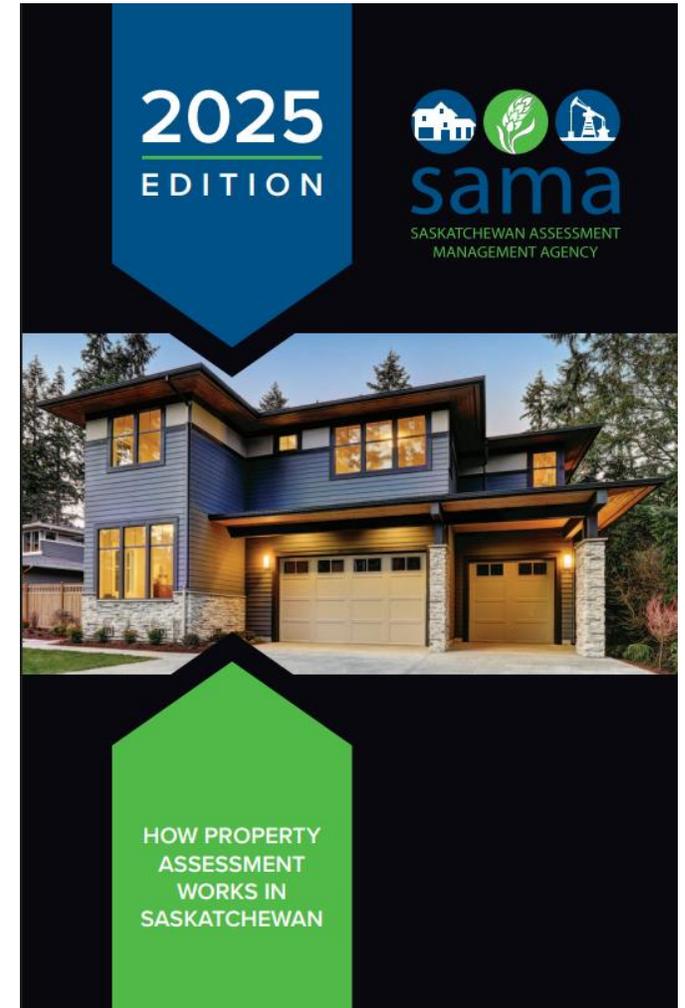


CEO REPORT

Betty Rogers

**SAMA Annual General
Meeting**

April 9, 2025



Overview

SAMA Background

Key Perspectives and Future Focus

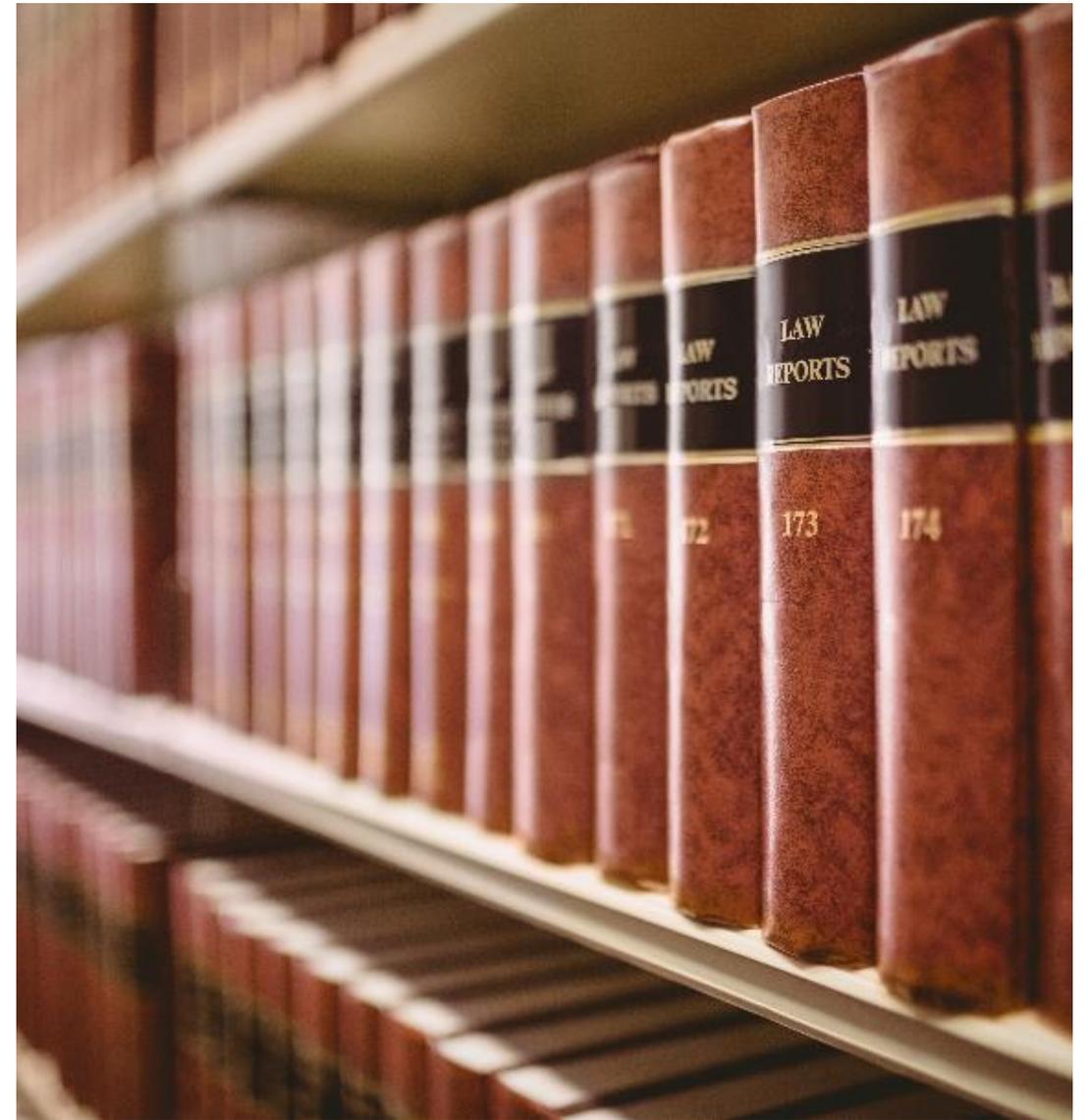
Partnerships

Important Work

Your Feedback

Legislation

- SAMA formed in 1987 by *The Assessment Management Agency Act*
- Responsible for both the assessment system and assessment valuation services
- Funded jointly by the Province and municipalities



SAMA's Responsibilities

- Assessment governance of the \$272 Billion property assessment base
- Assessment valuation services to 761 urban, northern and rural municipalities
- Over \$2.48 Billion in revenues for municipalities and education



SAMA's Offices

- Central office in Regina includes Industrial Unit and Quality Assurance Division
- Seven regional offices
 - Melfort
 - North Battleford
 - Regina
 - Saskatoon
 - Swift Current
 - Weyburn
 - Yorkton
- City of Moose Jaw contract



SAMA's Board of Directors



Myron Knafelc
Chair



Jim Angus
Province



Audrey Trombley
Province



Randy Goulden
Urban



Dawn Luhnig
Urban



Rod Quintin
Rural



John Wagner
Rural

SAMA's Senior Team



Darcy Boyer



Corinne Charko



Shaun Cooney



Kevin Groat



Mathew Ratch



Betty Rogers



Karlo Simonson

SAMA's Senior Team



Brad Aasen



Peter Ryan



Rebecca Schultz



Andrew Workman

Key Perspectives



Strategic	Customer and Stakeholder	Financial	Business Capabilities	People and Learning
2026-2029 Planning	2025 Revaluation Communication and Support for Municipalities	Stable long-term funding	People, technology, processes and knowledge required to deliver future services	Talent readiness and workforce planning
Canada Awards for Excellence – Gold Recipient 2024	Valuation services	Financial stewardship	Risk Mitigation: Cyber security management, Disaster recovery	Training and development
Continuous Improvement	Education and relationships	Legal expenditures for support of value	CAMA system performance	Collective bargaining

2026 and Beyond: People Using Technology



Strategic	Customer and Stakeholder	Financial	Business Capabilities	People and Learning
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Partnerships	Education and relationships	Legal expenditures for support of value	CAMA system performance	Collective bargaining

Partnerships: SAMA Supports Saskatchewan's Growth

Premier's Message

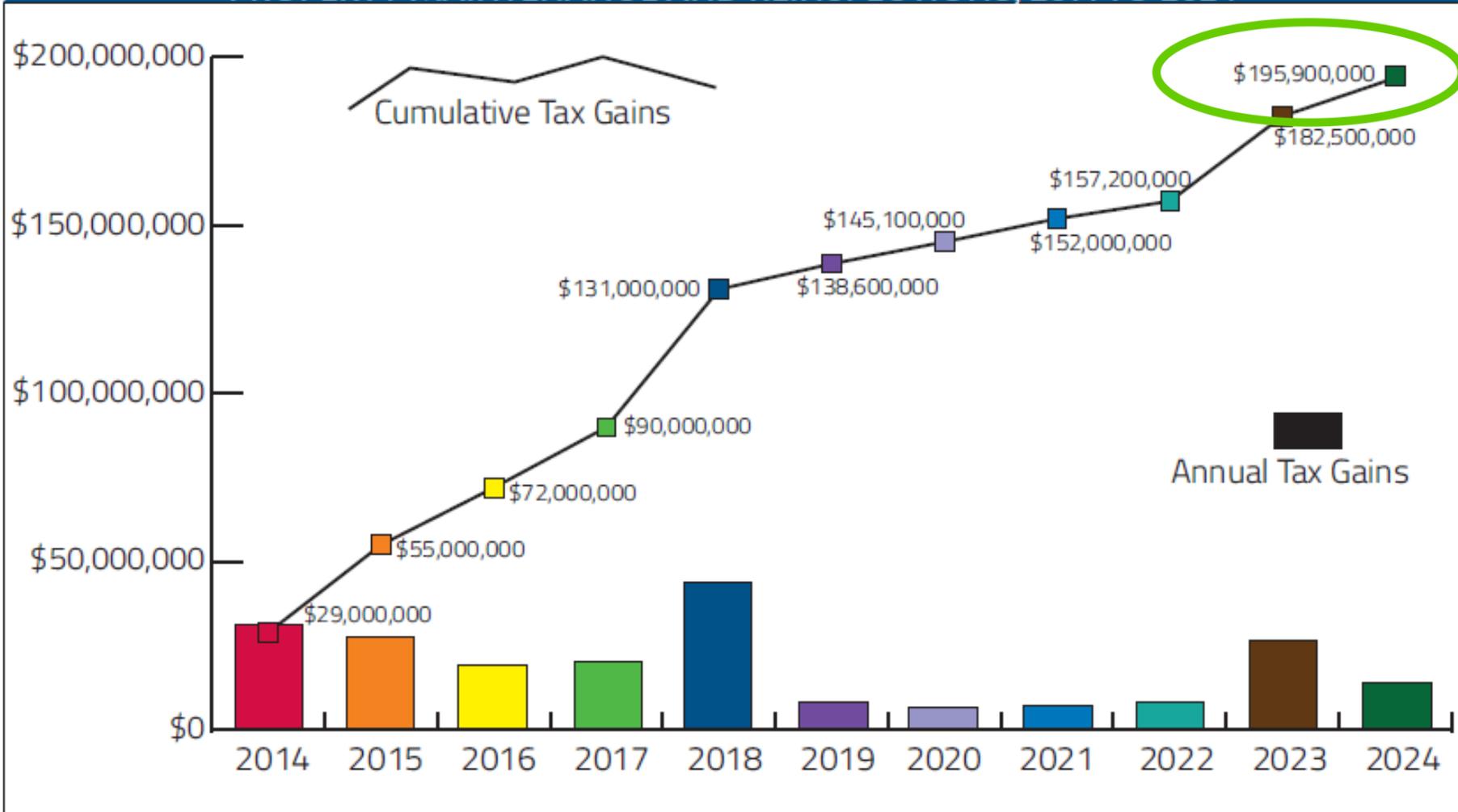
"The purpose of growth is to build a better quality of life for Saskatchewan people – to build strong communities and strong families – and grow a stronger Saskatchewan now, and for the next decade."

– Premier Scott Moe



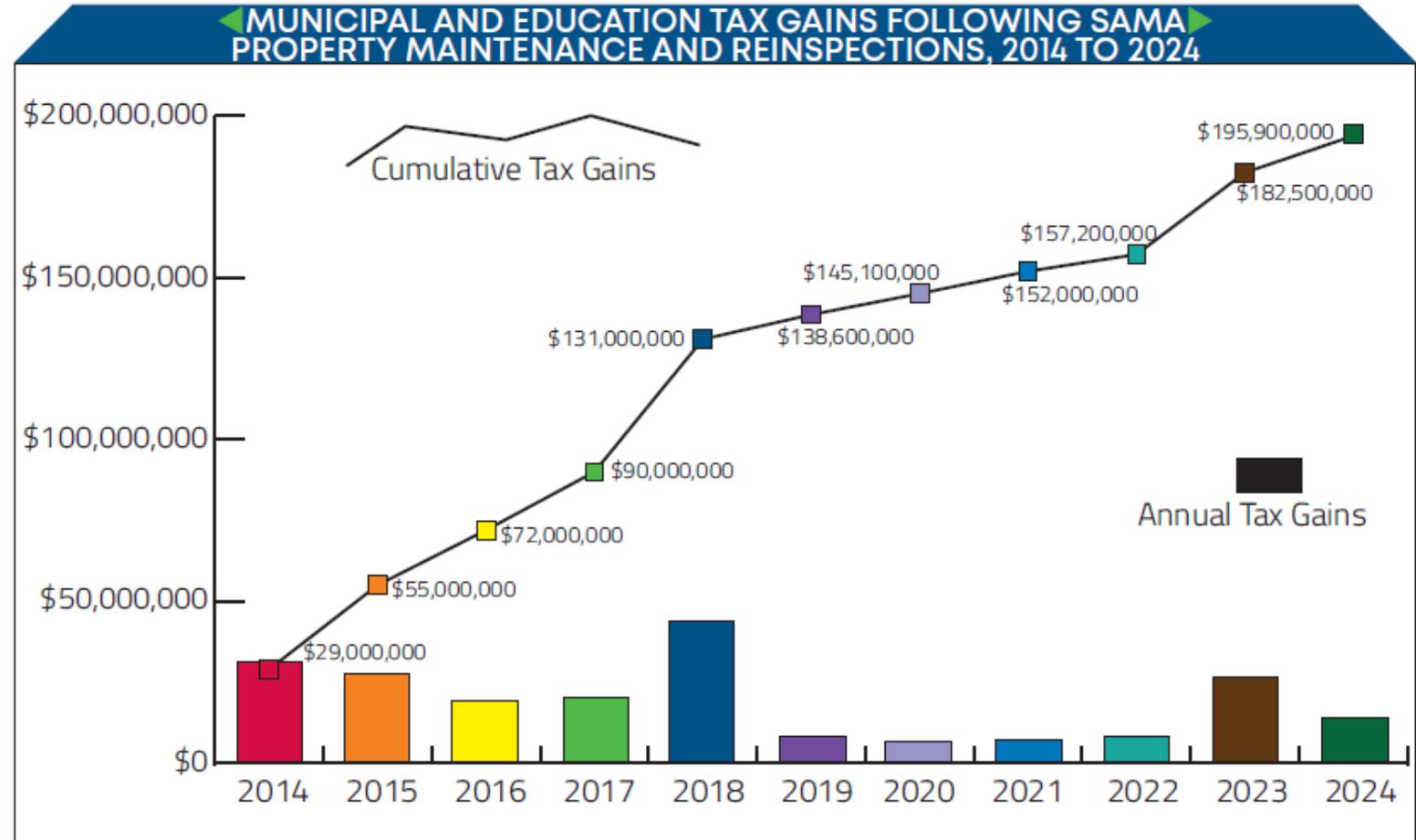
Cumulative Tax Gains: From \$29 million to \$196 million in 10 years

MUNICIPAL AND EDUCATION TAX GAINS FOLLOWING SAMA
 PROPERTY MAINTENANCE AND REINSPECTIONS, 2014 TO 2024



SAMA's Annual Budget

\$24 million



Chargeable Maintenance Reviews

\$25 per maintenance review

Approximately 60% of all
maintenance reviews require site
visit

SAMA cost is a minimum of \$100
each visit

Important Work



Property tax provides the highest source of local revenue for most municipalities in Saskatchewan and is therefore of considerable importance.



Education property tax collected by municipalities is paid to the provincial government General Revenue Fund and is then distributed to school divisions. Municipalities do not have the option to adjust the education tax or the education mill rate.



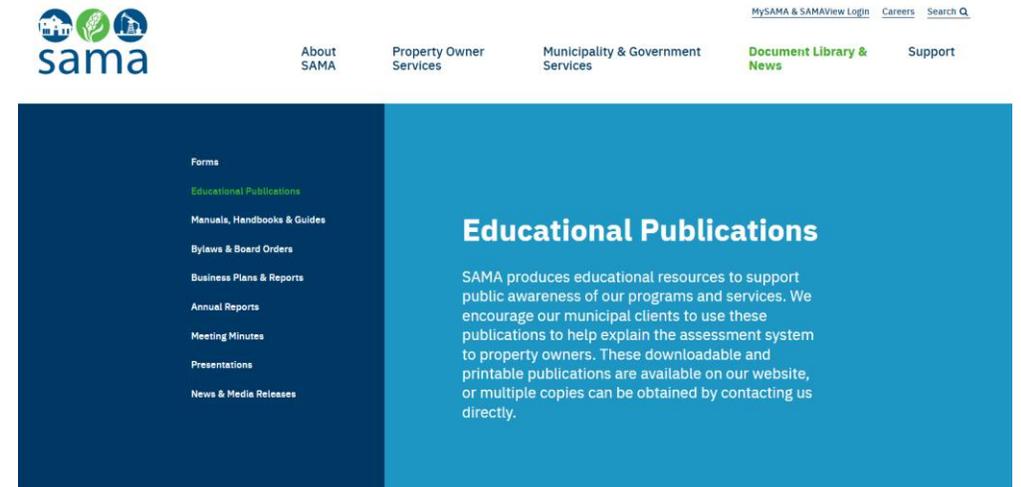
SAMA is the predominant supplier of assessed values in the province and also has an important oversight role in connection with the assessed values provided by other assessment service providers (Cities of Prince Albert, Regina, Saskatoon, Swift Current).



Fairness and equity in the property assessment process is important. The revaluation process ensures that the assessed of an owner's property is equitable in relation to similar property (subject to similar location and market influences) as of the base date.

SAMA Information Sources

- sama.sk.ca
- Pamphlets and Fact Sheets
- SAMAView
- Send an email to info.request@sama.sk.ca
- Call us! 800-667-7262





UNDERSTANDING ASSESSMENT

ROLE OF THE SASKATCHEWAN ASSESSMENT MANAGEMENT AGENCY

The Saskatchewan Assessment Management Agency (SAMA) manages an assessment system developed in consultation with municipalities, the provincial government.

SAMA is responsible for assessment governance of the \$271 billion in assessed value and a \$2.33 billion property tax base. The Agency provides assessments for 762 urban, northern and rural municipalities. It is directly responsible for assessing approximately 876,000 properties in the province.

2025 REVALUATION

SAMA's goal for the 2025 Revaluation is to provide fair and accurate assessments for our clients and stakeholders to support their ability to pay property taxes to the public.

SAMA conducts revaluations based on a four-year cycle. 2021 was the last revaluation, and the 2025 Revaluation will see assessed values updated as of January 1, 2023. The legislated base date means that 2025 values reflect a property's value as of January 1, 2023.

VALUATION STANDARDS

Market Valuation Standard

For the 2025 Revaluation, Saskatchewan will continue to use the market valuation standard for residential and non-regulated commercial property.

The market valuation standard provides flexibility in determining the value of property. It allows the use of any of the three accepted approaches to value a property: the sales comparison approach, the cost approach and the property income approach.

The market valuation standard for residential and non-regulated commercial property requires appraisers to consider:

1. Mass appraisal: the process of preparing assessments for a group of properties using standard appraisal methods, employing statistical testing.
2. All rights that accrue to the real property (estate in fee simple).
3. Typical market conditions for similar property.
4. Quality assurance standards set by SAMA.

Regulated Property Assessment Valuation Standard

Agricultural land, heavy industrial property, railway roadway, pipeline equipment will continue to use a regulated system (regulated properties are required to meet the regulated property assessment standard specified in legislation).

Both the market valuation standard and the regulated property assessment standard adhere to the valuation base date, and equity must be considered the dominant and controlling factor in assessment preparation.

2025 EDITION



HOW PROPERTY ASSESSMENT WORKS IN SASKATCHEWAN



COMMERCIAL PROPERTY

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VALUATION STANDARD

Commercial property is subject to the **market valuation standard** set by SAMA. The market valuation standard requires appraisers to consider:

1. Mass appraisal: the process of preparing assessments for a group of properties using standard appraisal methods, employing statistical testing.
2. All rights that accrue to the real property (estate in fee simple).
3. Typical market conditions for similar property.
4. Quality assurance standards set by SAMA.

The market valuation standard provides flexibility in determining the value of property. It allows the use of any of the three accepted approaches to value a property: the sales comparison approach, the cost approach and the property income approach. The property income approach will be used for properties that have active lease or rental income. The cost approach will be used for properties with few comparable sales as there are generally not enough comparable sales for commercial property as there are generally not enough comparable sales for commercial property.

THE PROPERTY INCOME (RENTAL) APPROACH

The property income (rental) approach to value is based on the premise that the value of a property is directly related to the rental income it will generate. The approach estimates the value of a property based on its expenses and ability to produce future income, relates that to comparable properties, and then estimates the property's value. The approach provides the most fair, reliable and accurate assessed value for commercial properties such as office buildings, retail stores, and rental apartments in areas where there are active lease and rental income.

THE COST APPROACH

The cost approach estimates the replacement cost of a building, less depreciation, based on market information and relating the resulting building value to current selling prices as of the base date using comparable property sales. It is most useful when there are few comparable sales. The cost approach is used for specific property types across Saskatchewan.



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Website:
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Email:
info.request@sama.sk.ca

SAMA – At a Glance

SAMA Supports Municipalities

SAMA's partnerships with municipalities provides the financial foundation for communities to provide services for their residents, including infrastructure, parks, libraries, police and fire protection and other programs and services.

To provide ongoing value to our clients, in 2018, SAMA implemented a 12-year reinspection cycle. We are currently halfway through that 12-year cycle, and SAMA has conducted over 630,000 reviews in that 6-year period, which was higher than our projected goal. To put that in perspective, by the end of 2023, SAMA property reviews have generated over \$181 million in annual recurring revenues for municipalities and the province that will continue in perpetuity.

SAMA offers consultation and advice to our municipal clients and will provide educational presentations for councils upon request. SAMA is committed to helping municipalities understand property assessment and the role it plays in the province.

Property Valuation Services

- SAMA has a professional network of 118 appraisers, assessment specialists, policy analysts, technology, and support staff who value approximately 876,000 properties in 761 municipalities in Saskatchewan.
- The Agency is responsible for a \$271 Billion property assessment base, and a \$2.33 Billion property tax base.
- SAMA coordinates a full revaluation of all property in the province every four years. The 2025 Revaluation saw assessed values updated to a valuation base date of January 1, 2023.
- Modern and efficient technology is an important part of how SAMA delivers our services. This includes using remote data collection tablets and Geographic Information System (GIS) technologies for assessment purposes, as well as MySAMA, a secure online portal that allows municipalities to submit maintenance information to SAMA online. MySAMA also houses our SAMAVIEW application, a tool that allows the public access to individual property assessments for all SAMA client jurisdictions.
- SAMA's central office is in Regina. The Agency provides assessment services to municipalities from eight regional offices – Melfort, Moose Jaw, North Battleford, Regina, Saskatoon, Swift Current, Weyburn, and Yorkton.

Property Assessment Governance

- From a provincial perspective, SAMA develops assessment related legislation and policy. This includes revaluation publications such as the regulated Manual, non-regulated Cost Guide and non-regulated Market Valuation Handbook. SAMA also provides province-wide oversight for revaluations.
- The Agency maintains a comprehensive property assessment database.
- SAMA distributes assessment information to government, stakeholders and the public.
- SAMA's independent Quality Assurance Division is responsible for the assessment roll confirmation process, undertaking assessment audits (annual confirmation and primary audits on all municipalities) to ensure that municipalities' assessments are prepared and administered in accordance with the requirements set out in applicable legislation.

Please contact SAMA if you have any questions or would like us to provide a presentation to your council on property assessment.

January 2025

SAMA VIDEO



Thank You for Attending



YOUR PARTICIPATION IS IMPORTANT